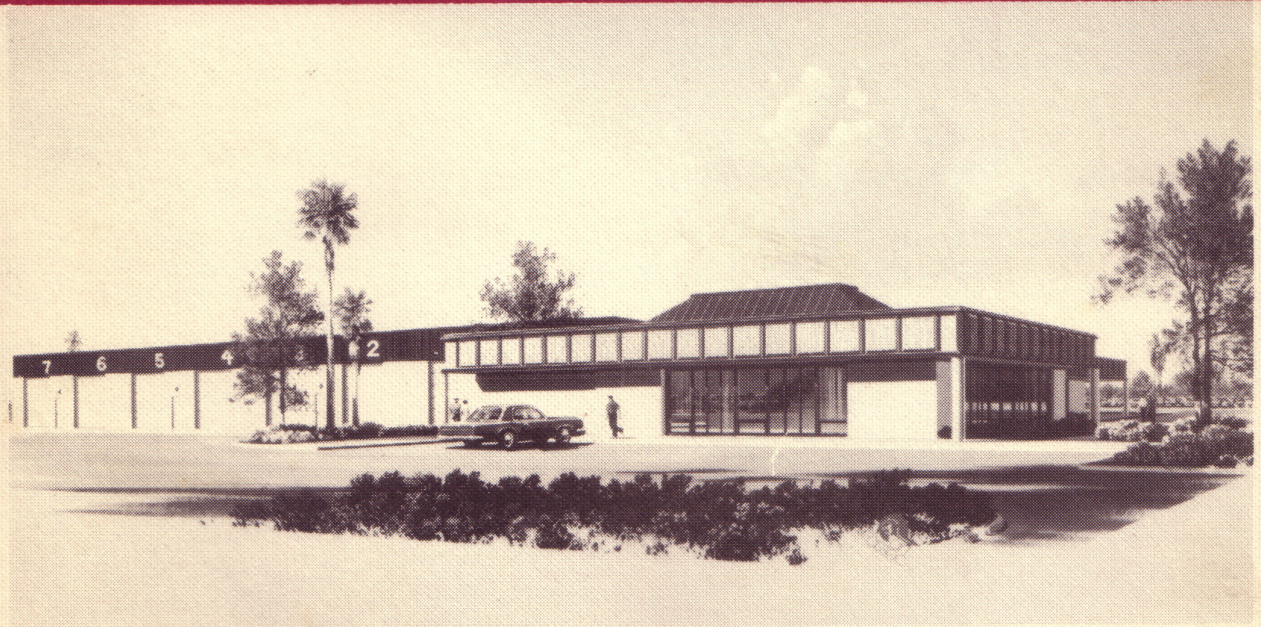
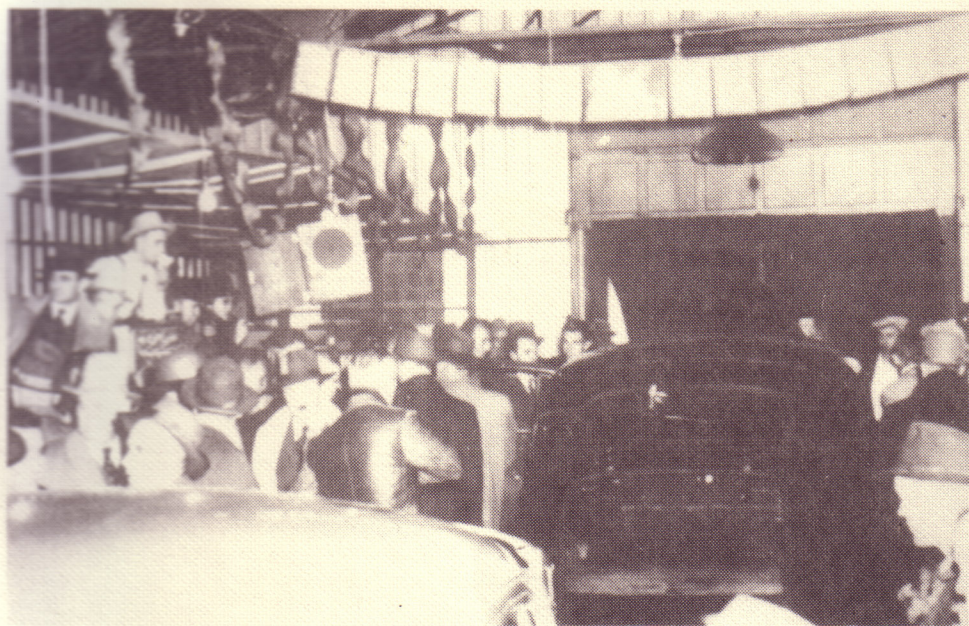


THE AUTO AUCTION STORY
RETROSPECT
A HALF-CENTURY OF PROGRESS



WE'VE COME A LONG WAY



IN 50 YEARS

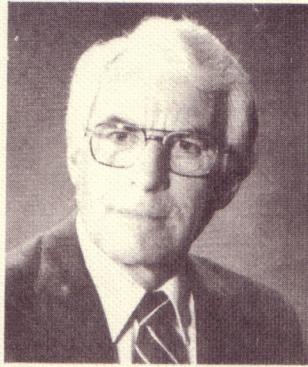


FUTURE PROGRESS IS INEVITABLE

**Members and Friends of the
National Auto Auction
Association**

I would like to salute the charter members of this association who had the foresight to bring about its beginning. Great strides have been made since its start.

Looking back with a great deal of nostalgia, many changes have taken place. Membership in the Association has grown tremendously and still counting. Having member auctions located in Canada and Europe attests to this growth. You the auction operators from the various zones have



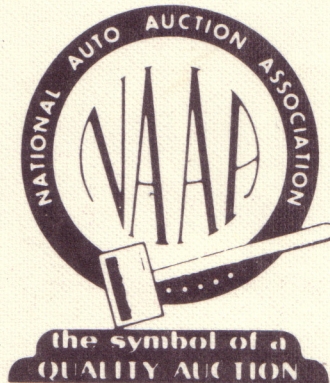
made this possible.

Your facilities from a one-lane sale, unpaved yards, and pot belly stoves to what they are today have been achieved by knowing the past needs of the automobile industry, today's needs and its future needs.

Your individual goal of meeting these future needs can be accomplished by abiding by the Code of Ethics established by this association.

Our future is good and will surpass all expectations!

Robert E. Howe, President
National Auto Auctions Association.



**This publication is dedicated to
the pioneers of the Auto Auction
Industry and the diligent
members of the National Auto
Auction Association.**

RETROSPECT

AUTO AUCTIONS - THE FIRST HALF-CENTURY

The 50 (?) Year

In this year of 1986, we mark the 100th anniversary of the invention of the automobile. Not by their wildest imagination could the early automotive pioneers perceive what was to follow.

For instance, some half century later, a new "baby" was to enter the automobile industry. Born of necessity, it would be named the "Auto Auction". As with the innovators of the automobile, the early Auto Auction pioneers could not possibly envision what was to transpire in their coming half-century of progress.

In this publication we attempt to trace a portion of the history of the auto auction industry and of the National Auto Auction Association.

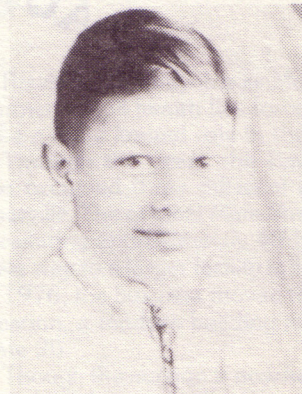
Please bear in mind that many of the articles and pictures reproduced herein are older than many of our readers. Time has taken its toll from the quality and reproduction was difficult in some instances.

We wish to thank the many auto auctions who contributed material for this publication. If it appears that some auctions got more "ink" than others, it is because that auction contributed more articles of interest. If your "favorite" auction does not appear, you probably can figure that out too.

We hope you enjoy reading this publication as much as we enjoyed putting it together for you.

Don Rogers, Editor

N.A.A.A. Historical Committee
Frank Hildreth, Chairman
Pete Murray
Charlie Neely
Jim Seder



Evolution



of the



Editor

AUTO AUCTIONS

Their Beginning

and Development

Dealer Auto Auctions as we know them today had their beginning sometime in the 1930's

1938: Cattle Auction Spurs Idea: "Why Not Cars?"

LEESVILLE, SC—The 1932 Ford Model A chugged through the lobby of an old downtown theater building in this quaint Southern town.

The year was 1938. It seemed to be anything but a history-making event to the handful of car dealers milling around.

But it was. With the chant of the auctioneer, the first Rawls Auto Auction was underway, at the same time ushering in a brand new industry that would emerge as a major force in the automotive business.

S.L. "Monty" Montgomery remembers that spring day in 1938 well. He and the late J.M. Rawls were partners in the new venture.

"It was really his (Rawls') idea," recalled Montgomery, now 72. "He was a great cattleman, and the two of us together owned cattle. He used to go with a buddy of his to cattle auctions.

"One day, he came back from one of the cattle auctions and said he had an idea. He asked me, 'Why can't we do the same thing with cars?'"

"I told him I didn't think it would ever work. But I went along with him anyway," he said, laughing.

"That first sale was awfully rough," Montgomery conceded. "We ran autos back and forth and there was a lot of confusion. There were no reserve numbers—the car had to be on the lot to get a number."

He explained that the original idea was for the auction to serve as a sort of "exchange point" for dealers.

"Our thinking was that a dealer with a car in stock 30, 60 or 90 days and having a hard time selling it could bring it to the auction, where there might be another dealer who was looking for one just like it."

Some 20 cars plodded through that first auction, and some 30-35 dealers were on hand.

The sale was held every week on Monday. And today, although the auction is now on Tuesday, it is still flourishing. On an average week, some 300-500 dealers peruse between 300 and 400 cars rolling through the two lanes.

"There've been a lot of changes in auctions down through the years," Montgomery conceded. "When we were getting started, we were blazing new territory. There weren't any guaranteed checks or titles or a lot of other things that we now have today."

Rawls' son Jimmy is now Montgomery's partner, but ill health has forced Monty to take a more limited role in the auction.

Through the years, the Rawls Auction has occupied three different locations in Leesville. The original Main Street building, measuring approximately 40 by 100 feet, gave way to a larger facility in 1946. Then, in 1976, the business moved to its present location, a modern building just off Interstate 20.

Though the auction is now keeping pace with the '80s, much of its historic flavor has been retained. Dealers dining in the cafeteria are surrounded by huge framed photos capturing the auctions of days gone by.

And though the Model A's of the '30s have given way to the Escorts of the '80s, the distinctive chant of the auctioneer that began in a small South Carolina town has multiplied into a sophisticated industry in which millions of cars change hands every year. ■



P.O. Box 625
Leesville, South Carolina 29070
Phone (803)657-5111
"Oldest Auto Auction In The Nation"
— Transportation Provided To and From Airport —

BRUCE AUTO AUCTION

Greenville, South Carolina

REMEMBERING

By: Tom Bruce
Bruce AA, Greenville S.C.

It certainly would have been a treasure had we maintained a memorabilia file over these many years. However during the thirties and early forties there was some question as to whether you would like to remember those days: We had a fire in 1955 that destroyed most all of our early records.



Our company was founded in 1933 by my father as a retail and wholesale horse and mule business. Upon my entering the business as a partner in 1938, we opened a weekly auction sale branching out into the auto and farm machinery business. When we started our auto auction the only other auto auction, that we know of, was the Rawls Auto Auction, Leesville, SC, that had started a short while earlier. Within a few years it seemed everybody thought you could get rich in the auction business. There were seven sales within five miles of us at one time in the late forties. It did not take long for these operators to find out that it took more than a shed and microphone to run a successful auction.

When we started our auction the commission rates were simple - \$5.00 sale, \$2.50 no sale. Titles were unheard of, tag registration slips or only a bill of sale was the only document used in transferring a vehicle. The vast majority of our early consignments were from small wholesalers that would ride a train or bus to points up north, buy a couple of "A" model Fords or Chevs and tow-bar them back to SC. Most all these dealers would sell out each week and go back for more. When the Yankees found out there was a good demand for used cars in the south they also started to bring cars down. Sale percentages were very good in those early days, anything under ninety percent was considered a bad sale.

We did not close our sale during World War II, as a trading post however we did not use the auction method as such, for a short while. Dealers would meet, buy and sell, practically most everything was billed at OPA ceilings.

We started guaranteeing checks and titles after the war, and the paperwork has continued to increase ever since. Our first check and title insurance was carried through the Lloyds of London Insurance Co. in England.

At our first N.A.A.A. conventions there were only a handful of ladies in attendance. Mary Francis says she remembers taking all the ladies on a shopping trip in one car.



Five generations of Bruce's in the 50's



Early newspaper coverage



Sale sometime in the fifties



"You stay here -- there must be a restroom somewhere"



"Your joking! I don't hear any noise!"

Used Car Market Activity Shows Increase; Prices Up Here; 'Scare' Held Responsible

By HERBERT JOHNSON
 The used car market here has shown a marked increase in activity and prices in the past few weeks. Dealers here are reporting that more than 200 cars are sold each week, compared to only 100 cars a few weeks ago. The increase is attributed to a "scare" among buyers, who are afraid that prices will rise even higher in the future. Dealers also said demand had increased for new cars, but that the used car market is doing better. The increase in activity is also due to the fact that many dealers have lowered their prices to attract buyers. This has resulted in a steady increase in sales. The used car market is expected to continue to grow in the coming months.

Festive Sport On Wheels
MIDGET AUTO RACES
 SUNDAY, July 2
 WARM UP 2:15 RACES 3 P.M.
 9 BIG EVENTS
 1/2 Mi. Track—No Dust
 ALL NATIONALLY KNOWN DRIVERS
GREENVILLE TEXTILE SPEEDWAY
 Out Augusta St., South of Army Air Base Follow the Arrows

Dealers Inspect Auto At Sale

While the auctioneer chants his call for bids, several dealers go over the car on the block with a practiced eye. This scene at one of the local auction places was repeated last week about 100 times. Dealers report increased activity on the market, bids are better at auctions and prices are higher. Staff Photo by James G. Wilson, 214

More press coverage

P. L. BRUCE REG. PHONE 2-2497 TED BRUCE, AUCTIONEER REG. PHONE 2-6774 TOM S. BRUCE REG. PHONE 2-0444

BRUCE'S AUTO AUCTION
 11:00 A. M. -- THURSDAYS
 NEW BUNDSME ROAD -- TELEPHONES 2-9682 - 2-9264
 GREENVILLE, SOUTH CAROLINA
 January 5, 1951

1-5-'51

Dear Auto Dealer:
 It has been some time since the weather has been even half way decent on Thursday. This past Thursday was a beautiful day and never have we had a cleaner lot of cars or a better crowd of top-notch buyers. Nearly three per cent of the cars offered found new owners.

Below are a few of Thursday's sales:

51 Ford Coach \$2085.00	40 Ford C.Cpe \$ 465.00	48 Chev Coach \$ 900.00
51 Ford Sedan 1925.00	40 Ford Cpe 250.00	47 Chev Sedan 975.00
50 Ford Coach 1640.00	38 Ford Sedan 355.00	47 Chev Sedan 85.00
50 Ford Coach 1495.00	49 Olds Sedan 1335.00	46 Chev Sedan 750.00
49 Ford Sedan 1350.00	41 Ply Coach 430.00	46 Chev Coach 725.00
49 Ford Cpe 1225.00	39 Ply Cpe 325.00	41 Chev C.Cpe 675.00
49 Ford Coach 1160.00	49 More Sedan 1385.00	41 Chev Cpe 570.00
48 Ford Coach 1075.00	47 More S.Cpe 980.00	41 Chev Sedan 555.00
48 Ford Sedan 925.00	47 More S.Cpe 900.00	40 Chev Coach 500.00
48 Ford Cpe 715.00	51 Chev Coach 2100.00	40 Chev Sedan 465.00
47 Ford Coach 1000.00	51 Chev Coach 1925.00	39 Chev Sedan 445.00
47 Ford Sedan 900.00	51 Chev Coach 2000.00	39 Chev Sedan 350.00
47 Ford Sedan 825.00	50 Chev Sedan 1500.00	38 Chev Sedan 305.00
46 Ford Coach 900.00	50 Chev Coach 1415.00	50 Stude Sdn 1340.00
46 Ford Coach 825.00	49 Chev Coach 1100.00	48 Pont S.Cpe 1195.00
41 Ford Coach 660.00	49 Chev Coach 1035.00	41 Pont Sedan 795.00
41 Ford Sedan 535.00	48 Chev Sedan 1150.00	41 Cad Sedan 575.00
40 Ford Sedan 675.00	48 Chev Coach 1050.00	41 Buick Coach 535.00

For the best sale in the South be with us next Thursday. We have sellers who come to sell and buyers who come to buy. Come early, stay late. \$50.00 given away each week. Winners this week Dock's Used Cars, Asheville, N.C. and Francis Auto Sales, Morryville, Tenn.

Yours very truly,
 Bruce Auto Auction
 Tom Bruce
 Tom Bruce

TB/h

Early market report

CENTRAL STATES AUTO AUCTION

Mason, City, Iowa



Central States Auto Auction takes in 10 acres, mostly filled with cars

Car auction has big draw

100,000 people at the southeast edge of Mason City today at Interstate Highway 480 in Washington.

It's the day of the Central States Auto Auction, which draws dealers from a 100-mile area.

On a typical Wednesday an average of 100,000 dealers buying more than 100,000 cars will be at the site near Interstate Highway 480 and U.S. 130.

The 100,000 of cars from hundreds of thousands of dealers, come from all over the country.

The dealers have between the auction, for the most part, remain in the area.

"There is a lot of dealers who are here to see the cars," says Sam Gelt, president and partner in the firm that is one of the largest in the area.

"The dealers are here to see the cars and to see the cars they are interested in buying," says Gelt.

The auction is held in the afternoon and continues until 10 p.m.

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Col. Resch in action

COMFORT HINTS

By Ralph Prewitt

April showers will bring May flowers... and plenty of them, too. To enhance the beauty of your home, try these hints:

BEAT THE HEAT OLD ELECTRICALLY

Use air conditioning to keep your home cool during the hot months of the year.

Climatrol

Climate Control is our thing.

COMFORT

Climate Control is our thing.

Read Want Ads for Profit - 423-4270



SAM GELT and SAM HOLMAN

pretty ner is iness, f the 3 and any's d that eriod time, ming



HARRY GELT Co-founder and partner

Read Want Ads for

Opinion

Auction lesson in economics

There was a very unusual circumstance and interesting method for the exchange of goods between people.

I got back to the office, but first I'd better explain how it was that I was there. I got back to the office, but first I'd better explain how it was that I was there. I got back to the office, but first I'd better explain how it was that I was there.

editor's mailbag

Outdoors people get their due

In reference to the Jan. 21 Globe-Gazette column by Lowell Washburn, we would like to make a few comments.

First, we are happy to see a few more people who are interested in the outdoors and other outdoor people.

Conservation record finally set straight

I would like to commend the editor and your outdoor sports writer Lowell Washburn for the fine article about the Conservation Commission in the Jan. 21 issue of the Globe-Gazette. It was about time the record was set straight and the public informed of the true facts.

County can't have cake and eat it too

The recent revelation that Cerro Gordo County will get less revenue because it need permission grants to cut taxes creates what should be an important reminder for all local governments and their taxpayers.



I TRIED TO EXPLAIN TO MR. TRING JUST HOW IT WORKS, BUT I DON'T KNOW IF HE GRASPED IT.

Teacher union doesn't rate seat in Cabinet

The teacher union doesn't rate a seat in the Cabinet. This is a significant statement regarding the role of the education sector in government.

DYER AUTO AUCTION

Dyer, Indiana

'Sold! to the Man

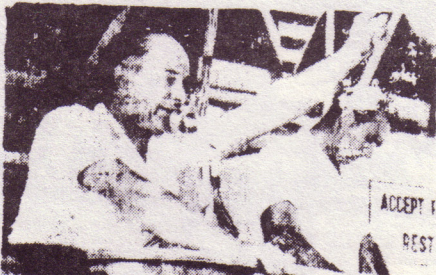
Smoking the Big Cigar!'

By Oliver Starr Jr.

DYER has the answer to Detroit's assembly-line auto production.

It's the assembly-line selling at the Dyer Auto Auction. I'm not sure I completely understand it but I do know it is fast. Cars roll continuously into the 5-acre auction lot from three lanes while two auctioneers sell the earlier arrivals and whiz them out another exit.

Trucks, old cars, new cars—and sometimes unexpected things like boats—go streaming through the



Auctioneer Bruce Parkinson exhorts the dealers to raise the ante. At the auction a car either sells in a minute or two or it goes back to the lot to await another turn at the block.

It's no place for a man who can't make up his mind.

of the eye, putting one hand to an ear, keeping a cigar in the mouth, tipping of the hat are some of the more popular signs.

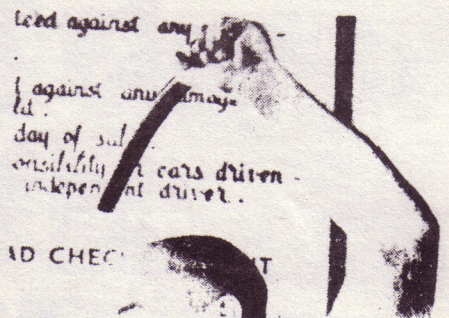
It was soon apparent that the car dealers in attendance had some sort of x-ray eyes. The faintest ripple in a painted surface was immediately "psychoanalyzed" and its cause deduced. A few seconds of listening to the engine gave them as much insight into the mechanical condition of the motor as music lovers gain of a composer by hearing an entire concert. By taking a short drive in the car they are able to give a complete history of the car. If they say that it has a "bad front end" or a "bad rear end" you can rest assured that it has.

Why do car dealers come to the auction in such large numbers? (In one busy day they bought 479 cars.) It's mostly a matter of balance. It's a convenient way of getting rid of an overstock of certain models and acquiring others. Or, if a dealer wishes, he can turn his merchandise into cash in short order.

Auto dealers from as far off as Seattle, Denver, Los Angeles, Iowa, Nebraska, Minnesota and Texas are in attendance nearly every week. One reason for this is that it is believed to be the only auction in the U.S. at which trucks are sold. They also come in search of cars heavy in demand in their areas but not as heavily in demand in this region. Air conditioned



Is he giving a signal? At the Dyer Auto Auction car dealers have many different signals for bidding. By holding a cigar like this he may be making a bid.



Friday Air Dyer is A Must!

GUARANTEED CHECKS & TITLES PRODUCED DAY OF SALE
All New Facilities — 3 Rings to Serve You Better and Faster

RAY CLARK'S
DYER AUTO AUCTION
INC.

Phone 317-665-7361
Chicago Line 312-731-8181
Washington Line 312-474-6617 or 312-474-6660
841 JOLIET STREET DYER, INDIANA 46311

February 6, 1986



Mr. Don Rogers
P. O. Box 291
Angola, Indiana 46703

Dear Don:

In response to your letter requesting for something odd or funny that has happened at our auction, here's one for you. This happened at our sale quite a few years ago.

A man walked into the auction barn during the sale. In a matter of a few minutes he had purchased 12 cars. We thought we had a real "swinger". When the clerk finally asked him what his company name was he held up his hand and showed him his hospital band.

It turned out that he had walked out of the psychiatric ward from up the street at our local hospital. We re-ran all the cars and believe it or not everyone of them brought \$50 to \$75 more money.

It just goes to show you that you don't have to be nuts to be in the car business, but maybe it helps!

Good luck on your endeavor!

Cordially,

DYER AUTO AUCTION

Ray Clark
Gene Clark, General Manager

Dyer Auto Auction

We cannot guarantee to satisfy you, but we do guarantee you fair treatment.
Every customer is equal, we have no pets.

TEN STATE REPORT As We Get It

AUGUST 17, 1956

Reports from leading auctions in ten states show 2005 cars consigned, 1601 sold with prices still holding steady.

Dealers, I would like to try explaining what I think is costing several dealers quite a lot of money at auctions. First of all is not getting your cars to your auctions on time so the buyers that come and go at various times can see the cars and know they are to be sold. It happens often that dealers pop in at the last minute with cars that buyers were looking for and left the sale in search of. So you miss the man that needed them real bad. The other mistakes are on the mechanical side such as, out of gas, dead battery, a flat tire or some little repair that cost very little to make before bringing to the sale. But will cost you at the very least a \$50.00 bill in the selling price. If you add \$30.00 or \$40.00 per car on two or three hundred cars it makes a big difference on the yearly statement.

George Lawson

AUGUST 17, 1956 PAGE TWO

54 BUICK 4 dr Spec	r-h	1255 G
54 BUICK 4 dr Spec	r-h at ww	1090 G
54 BUICK Conv Century	r-h at ww	1475 G
54 BUICK 4 dr Super	r-h at	1180 G
54 BUICK Riv Century	r-h at ww	1605 S
54 BUICK Riv RM	r-h at ps pb ww	1450 G
54 BUICK 4 dr Super	r-h at ww	1180 G
54 BUICK 4 dr RM	r-h at ps pb ww	1480 G
53BUICK Riv RM	r-h at ps pb ww	1130 S
53 BUICK Conv Super	r-h ww	905 G
53 BUICK 4 dr RM	r-h at ps pb ww	985 G
53 BUICK 2 dr Spec	r-h	830 G
52 BUICK Riv RM	r-h at ww	570 G
52 BUICK 2 dr Spec	r-h at ww	485 G
51 BUICK Riv Super	r-h at	445 G
50 BUICK 4 dr Super	r-h at ww	345 S
50 BUICK 2 dr Spec	r-h at	130 G
50 BUICK 4 dr Super	r-h at	50 R
50 BUICK 4 dr RM	r-h at ww	340 G
50 BUICK 4 dr RM	r-h at ww	295 G
49 BUICK 2 dr Super	r-h at	155 G
49 BUICK 4 dr Super	r-h at	75 F
49 BUICK 2 dr Super	r-h	200 G
47 BUICK 4 dr Super	r-h	45 R
1956 CAD 4 dr DeVille	r-h at ps pb ww	\$4325 fm
55 CAD Conv 62	r-h at ps pb ww	3450 G
55 CAD Cpe 62	r-h at ps pb ww	3255 G
54 CAD Conv 62	r-h at ps pb ww	2880 G
54 CAD 4 dr 62	ac r-h at ps pb ww	2880 S
54 CAD 4 dr 62	r-h at ps pb ww	2090 F
52 CAD 4 dr 62	r-h at ps pb ww	1230 S
52 CAD 4 dr 75	r-h at ww	865 G
50 CAD 4 dr 62	r-h at ww	505 G
50 CAD 4 dr 61	r-h at ww	500 G
49 CAD 2 dr 61	r-h at	340 G
49 CAD 2 dr 61	r-h at ww	270 G
49 CAD 4 dr 61	r-h at ww	395 G
48 CAD 4 dr 62	r-h at	275 G
47 CAD Conv 62	r-h at	115 F
46 CAD 4 dr 75	r-h at	200 G
1956 CHEV 2 dr 1504	r-h ww	\$1525 fm

SAME LOCATION FOR OVER 30 YEARS
MEMBER TO OUR AUTHENTIC AUCTION RESULTS - MARKET WEEKLY - 110 PER YEAR

1956 market report

CLANTON'S



J.C. Clanton, Sr.



Darlington, S. C. is called the "heart of the Pee Dee" and every Thursday that heart beats a little faster, a little louder. It's auction day at Clanton's.

Excitement goes naturally with an auction but at Clanton's there's no forgetting this is a place of business—big business. In fact, Clanton's is one of the largest auto auctions in the world.

Clanton's has grown in multiples since it started in the early 1940's and moved in 1948 to its present location on Highway 34W. It has never grown too big to listen to its customers. Dealers who come to Clanton's seem to appreciate that because some of them have been coming back now for more than three decades.

On a designated sales day, Clanton's handles as many as 2100 units. But this legend had a much smaller beginning.

J.C. Clanton, Sr. was the founder of Clanton's Auto Auction Sales, Inc. He was also the innovator of the auction concept as it is today—that of combining the

auction sales with the guaranteeing of checks and titles. Clanton began offering this multiple service in 1950.

In those early days, Clanton's was a one-selling lane operation. Sales were held on Friday. As the auction grew, sales were conducted on Thursday and Friday, but eventually sales volume dictated multi-lane selling and the sales are now held Thursdays only.

Currently there are six sales lanes. Clanton's employs approximately 100 full time employees, counting those who staff the reconditioning center. On sales days, that number increases to approximately 250.

The Clanton brothers officially entered the car auction business after graduating from Clemson University, but spent much of their younger years working at various jobs at their father's auction.

After the death of J.C. Clanton Sr. in 1961, Ray Sr. and J.C. Jr. assumed complete leadership of Clanton's Auto Auction, changing the business into a multi-laned, 2,100 car auction on designated sales days.



J.C. Clanton, Jr.



Ray Clanton, Sr.

4-23-43

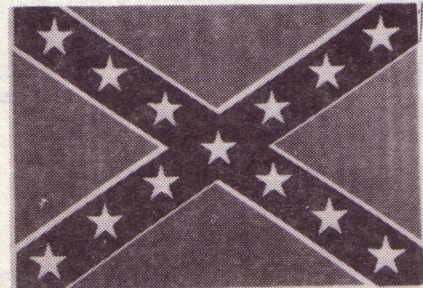
4-23-43

MEMORANDUM
CALL BY FALLS BAY MOTOR AUCTIONS
DARLINGTON, S. C.
MARCH 23, 1943

1941 Chev. Sp. Deluxe HD	Clean	2200.00
1941 Chev. Sp. Deluxe	Clean	2075.00
1941 Chev. Sp. Deluxe	Ex. Clean	1875.00
1941 Chev. Sp. Sedan	Clean	895.00
1941 Chev. Sp. Sedan	Only Fair	695.00
1941 Chev. Sp. Sedan	Average	150.00
1941 Pontiac Sedan	Ex. Clean	1175.00
1941 Ford Sp. Deluxe Sedan	Ex. Clean	950.00
1941 Ford Pick-up	Clean	700.00
1941 Ford Sedan	Clean	825.00
1941 Ford Sedan	Clean	615.00
1941 Ford Sedan	Clean	700.00
1941 Ford Sedan	Fair	635.00
1941 Mercury SP Coupe	Clean	825.00
1941 Mercury SP Coupe	Clean	875.00
1941 Buick Pick-up	Clean	675.00
1941 Chev. Truck	Clean	475.00
1941 Chev. Sp. Sedan	Clean	725.00
1941 Chev. Sp. Sedan	Only Fair	550.00
1941 Ford Sedan	Clean	750.00
1941 Ford Sedan	Clean	665.00
1941 Ford Sedan	Average	510.00
1941 Wash HD	Clean	510.00
1941 Chev. Sp. Sedan	Clean	500.00
1941 Ford Sedan	Clean	575.00
1941 Ford Sedan	Clean	500.00
1941 Ford Sedan	Average	425.00
1941 Mercury Coupe	Clean	350.00
1941 Mercury Coupe	Clean	120.00
1941 Ford Sedan	Clean	105.00
1941 Ford Sedan	Clean	300.00
1941 Ford Sedan	Clean	285.00
1941 Ford Sedan	Clean	320.00
1941 Ford Sedan	Clean	237.50
1941 Ford Sedan	Average	265.00
1941 Ford Sedan	Clean	267.50
1941 Ford Sedan	Clean	360.00
1941 Ford Sedan	Ex. Clean	300.00
1941 Ford Sedan	Clean	210.00
1941 Ford Sedan	Clean	210.00
1941 Ford Sedan	Ex. Clean	210.00
1941 Ford Sedan	Clean	205.00
1941 Ford Sedan	Clean	137.50
1941 Ford Sedan	EXTRA CLEAN	100.00
1941 Ford Sedan	Clean	100.00
1941 Ford Sedan	Clean	100.00

SALE CONDUCTED AT ONE O'CLOCK

Earliest market report received



Clanton's Annual Fall DIXIE JAMBOREE SALE! October 8. Looka heah what you can win! A 1965 Plymouth Fury. \$1000. in Cash (Good ole U.S. dollars). Absolutely the Best Southern Fried Chicken you ever sunk a tooth into! More Buyers! More Sellers! 3 Big Lanes! And the biggest sale yet! And we ain't just whistling Dixie. You got a date... October 8!

Clanton's Auto Auction, Inc. Darlington, S. C.

This 5¢ P. L. & R. U.S. POSTAGE 1¢ PAID Darlington, S. C. Permit No. 16

dealers
motor
auction

Every Friday

2:00 P.M.
Darlington, S. C.

Early envelope (note 1¢ postage)

DYER AUTO AUCTION

Dyer, Indiana

'Sold! to the Man

Smoking the Big Cigar!'

By Oliver Starr Jr.

DYER has the answer to Detroit's assembly-line auto production.

It's the assembly-line selling at the Dyer Auto Auction. I'm not sure I completely understand it but I do know it is fast. Cars roll continuously into the 5-acre auction lot from three lanes while two auctioneers sell the earlier arrivals and whiz them out another exit.

Trucks, old cars, new cars—and sometimes unexpected things like boats—go streaming through the



Auctioneer Bruce Parkinson exhorts the dealers to raise the ante. At the auction a car either sells in a minute or two or it goes back to the lot to await another turn at the block.

It's no place for a man who can't make up his mind.

Friday At Dyer Is A Must!

GUARANTEED CHECKS & TITLES PRODUCED DAY OF SALE
All New Facilities — 3 Rings to Serve You Better and Faster

RAY CLARK'S
Dyer Auto Auction
INC.

Phone: 219-665-7361
Chicago, Ill. 312-731-4181
Washington, D.C. 202-462-8777 or 212-474-6660
841 JOLIET STREET DYER, INDIANA 46311



February 6, 1986

Mr. Don Rogers
P. O. Box 291
Angola, Indiana 46703

Dear Don:

In response to your letter requesting for something odd or funny that has happened at our auction, here's one for you. This happened at our sale quite a few years ago.

A man walked into the auction barn during the sale. In a matter of a few minutes he had purchased 12 cars. We thought we had a real "swinger". When the clerk finally asked him what his company name was he held up his hand and showed him his hospital band.

It turned out that he had walked out of the psychiatric ward from up the street at our local hospital. We re-ran all the cars and believe it or not everyone of them brought \$50 to \$75 more money.

It just goes to show you that you don't have to be nuts to be in the car business, but maybe it helps!

Good luck on your endeavor!

Cordially,

DYER AUTO AUCTION

Gene Clark
Gene Clark, General Manager

of the eye, putting one hand to an ear, keeping a cigar in the mouth, tipping of the hat are some of the more popular signs.

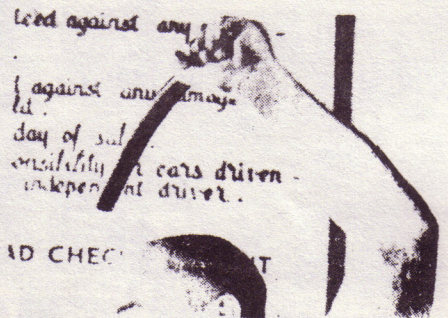
It was soon apparent that the car dealers in attendance had some sort of x-ray eyes. The faintest ripple in a painted surface was immediately "psychoanalyzed" and its cause deduced. A few seconds of listening to the engine gave them as much insight into the mechanical condition of the motor as music lovers gain of a composer by hearing an entire concert. By taking a short drive in the car they are able to give a complete history of the car. If they say that it has a "bad front end" or a "bad rear end" you can rest assured that it has.

Why do car dealers come to the auction in such large numbers? (In one busy day they bought 479 cars.) It's mostly a matter of balance. It's a convenient way of getting rid of an overstock of certain models and acquiring others. Or, if a dealer wishes, he can turn his merchandise into cash in short order.

Auto dealers from as far off as Seattle, Denver, Los Angeles, Iowa, Nebraska, Minnesota and Texas are in attendance nearly every week. One reason for this is that it is believed to be the only auction in the U.S. at which trucks are sold. They also come in search of cars heavy in demand in their areas but not as heavily in demand in this region. Air conditioned



Is he giving a signal? At the Dyer Auto Auction car dealers have many different signals for bidding. By holding a cigar like this he may be making a bid.



Dyer Auto Auction

We cannot guarantee to satisfy you, but we do guarantee you fair treatment.

Every customer is equal, we have no pets.

TEN STATE REPORT

As We Get It

AUGUST 17, 1956

Reports from leading auctions in ten states show 2005 cars consigned, 1601 sold with prices still holding steady.

Dealers, I would like to try explaining what I think is costing several dealers quite a lot of money at auctions. First of all is not getting your cars to your auctions on time so the buyers that come and go at various times can see the cars and know they are to be sold. It happens often that dealers pop in at the last minute with cars that buyers were looking for and left the sale in search of. So you miss the man that needed them real bad. The other mistakes are on the mechanical side such as, out of gas, dead battery, a flat tire or some little repair that cost very little to make before bringing to the sale. But will cost you at the very least a \$50.00 bill in the selling price. If you add \$30.00 or \$40.00 per car on two or three hundred cars it makes a big difference on the yearly statement.

George Lawson

AUGUST 17, 1956

PAGE TWO

54 BUICK 4 dr Spec	r-h	1255 G
54 BUICK 4 dr Spec	r-h at ww	1090 G
54 BUICK Conv Century	r-h at ww	1475 G
54 BUICK 4 dr Super	r-h at	1180 G
54 BUICK Riv Century	r-h at ww	1605 S
54 BUICK Riv RM	r-h at ps pb ww	1450 G
54 BUICK 4 dr Super	r-h at ww	1180 G
54 BUICK 4 dr RM	r-h at ps pb ww	1480 G
53BUICK Riv RM	r-h at ps pb ww	1130 S
53 BUICK Riv Super	r-h ww	905 G
53 BUICK Conv Super	r-h at ww	850 G
53 BUICK 4 dr RM	r-h at ps pb ww	985 G
53 BUICK 2 dr Spec	r-h	830 G
52 BUICK Riv RM	r-h at ww	570 G
52 BUICK 2 dr Spec	r-h at ww	485 G
51 BUICK Riv Super	r-h at	445 G
50 BUICK 4 dr Super	r-h at ww	345 S
50 BUICK 2 dr Spec	r-h at	130 G
50 BUICK 4 dr Super	r-h at	50 R
50 BUICK 4 dr RM	r-h at ww	340 G
50 BUICK 4 dr RM	r-h at ww	295 G
49 BUICK 2 dr Super	r-h at	155 G
49 BUICK 4 dr Super	r-h at	75 F
49 BUICK 2 dr Super	r-h	200 G
47 BUICK 4 dr Super	r-h	45 R
1956 CAD 4 dr DeVille	r-h at ps pb ww	\$4325 fm
55 CAD Conv 62	r-h at ps pb ww	3450 G
55 CAD Cpe 62	r-h at ps pb ww	3255 G
54 CAD Conv 62	r-h at ps pb ww	2680 G
54 CAD 4 dr 62	ec r-h at ps pb ww	2880 S
54 CAD 4 dr 62	r-h at ps pb ww	2090 F
52 CAD 4 dr 62	r-h at pb ww	1220 S
52 CAD 4 dr 61	r-h at ww	865 G
50 CAD 4 dr 62	r-h at ww	595 G
50 CAD 4 dr 61	r-h at ww	590 G
49 CAD 2 dr 61	r-h ww	370 G
49 CAD 4 dr 61	r-h at ww	395 G
48 CAD 4 dr 62	r-h at	275 G
47 CAD Conv 62	r-h at	115 F
46 CAD 4 dr 75	r-h at	200 G
1956 CHEV 2 dr 150-6	r-h ww	\$1525 fm

SALE LOCATION FOR OVER 30 YEARS
RESERVE TO OUR AUTHENTIC AUCTION RESULTS - MAKE SURE - 110 PER YEAR

1956 market report

Ray Clark's DYER AUTO AUCTION
WELCOMES YOU AND THE NEW YEAR - 1960

cont'd from pg. 9

YOU'RE CORDIALLY INVITED TO OUR
FIRST SALE OF 1960
FRIDAY, JANUARY 8th

Please Bring A Friend - Sale Starts At 12:00 Sharp

The Auction With The Top Percentage

AUCTIONEERS
Bruce Parkinson
Ray Clark
B. R. McCracken

RING MEN
Nick Newquist
Johnny Johnson

AUCTION CLERKS
Harold Antonio
Jimmy Pinkston

DEALERS ONLY



RAY CLARK, Owner and Auctioneer B. R. McCracken, Manager and Auctioneer

I AM PLEASED AND HONORED THAT DYER AUTO AUCTION IS NOW ONE OF THE TOP THREE AUTOMOBILE AUCTIONS IN THE MIDWEST. I HAVE OWNED AND OPERATED THE DYER AUTO AUCTION FOR THE PAST FOUR MONTHS, AND I AM EXTREMELY HAPPY WITH THE PROGRESS WE HAVE MADE IN SUCH A SHORT TIME.

OUR CONSIGNMENT IS NOW WELL OVER 300 CARS A WEEK, WITH A VERY HIGH PERCENTAGE SOLD. I WOULD LIKE TO THANK EACH AND EVERY DEALER FOR HIS SUPPORT IN MAKING THIS POSSIBLE. HOPING THAT YOU WILL CONTINUE TO SUPPORT OUR SALE FOR THE NEW YEAR, WISHING YOU ONE AND ALL A VERY PROSPEROUS AND SUCCESSFUL YEAR IN 1960.

SEE YOU AT OUR NEXT SALE FRIDAY, JAN. 8th, 1960.

THANK YOU
RAY CLARK



Ray Clark



Dyer's "COOL" office staff

Ray Clark's DYER AUTO AUCTION

841 JOLIET ST. ROUTE 30, DYER, IND.
TELEPHONE: GR 4-6617 OR 4-6617-1 UN 3-2381
Four Hour Treatment To All

FRIDAY, JANUARY 8th DON'T FORGET

DYER AUTO AUCTION
641 JOLIET ST. DYER, IND.

PARTYGRAM



OVER 250 TRUCKS
CONSIGNOR FOR
THIS SPECIAL
Anniversary Sale!

FIRST PRIZE
-- 1974 CHEVROLET CHEVELLE

\$1,500 in cash
\$500 TO HIGH BUYER -- \$500 TO HIGH CONSIGNOR SOLD
\$5 \$100 DRAWINGS -- \$50 TO BUYER, \$50 TO CONSIGNOR.

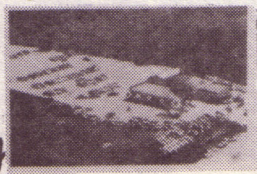
OUR LOYAL STAFF WELCOMES YOU

DYER AUTO AUCTION

WE INVITE ALL DEALERS TO ATTEND
THIS CELEBRATION
FRIDAY, SEPTEMBER 13TH AT 11:00 A.M.

Ray Clark's
AUTO AUCTION
"Where Sellers and Buyers Meet"

- Gas pump and car washing facilities
- Modern lunch counter
- 48 miles from Madison, Wisconsin
- 128 miles from Thorpeport, Iowa
- Check and title guaranteed
- 200 car parking lot on four level highway
- 18 miles from Rockford, Illinois
- 68 miles from Chicago, Illinois



Sale Every Wednesday

PHONE: DEKALB 64281

RAY CLARK'S AUTO AUCTION

641 JOLIET ST. DYER, IND.
DEKALB, ILLINOIS



Joe Briley of neighboring Greater Chicago A.A. visits Dyer (steals customers)

DYER AUTO AUCTION, INC.

INVITES YOU TO ITS

Anniversary Sale 28th Year

FRIDAY, SEPTEMBER 13TH, 1974 • AT 11:00 A.M.



SALE STARTS PROMPTLY
AT 11:00 A.M.
FIRST COME -- FIRST SERVED

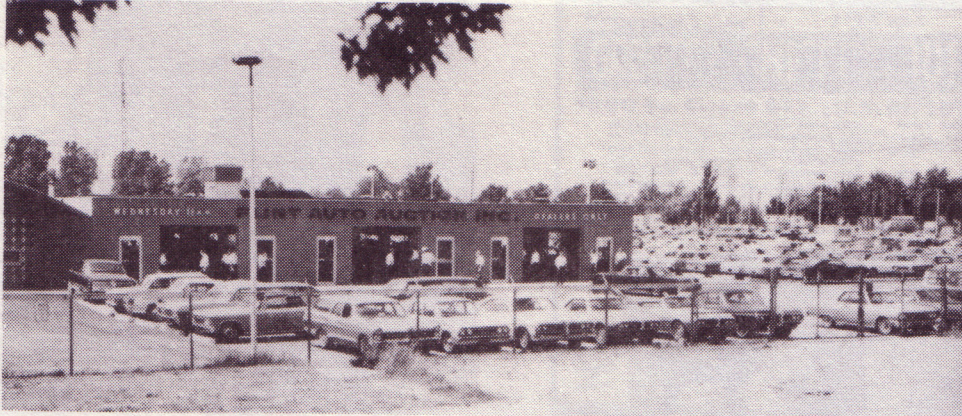
28th Year A Party Sale
Plan to bring your car. Be a winner. Prizes are \$100. The more cars you bring, the more prizes you win. All cars are sold for cash. All cars are sold for cash. All cars are sold for cash.

ALL DEALERS ARE INVITED TO ATTEND THIS BIG PARTY CELEBRATION

DYER AUCTION, INC. 641 JOLIET ST. DYER, IND.
(312) GR4-6617

FLINT AUTO AUCTION

Flint, Michigan



MARKET FLASH

An exclusive service of Flint Auto Auction, Inc., Flint, Mich.

ALL ROADS LEAD TO FLINT--THE HAPPY HUNTING GROUND OF PROFITS

There are a multitude of reasons why the Flint Auto Auction is attracting nation-wide attention from buyers and consignors. One of the principal reasons is that we have a

WORKING staff of auctioneers.

The picture at the left shows Col. Carl E. Marker, nationally-known auctioneer, in action with his famed rubber hose, setting every last buck out of a car for the consignor.

The man standing beside him isn't "Smiling Jack" but a reasonable facsimile of the same.

He is Dale Miller, of M. Davis and Miller, Inc., Lansing, Mich., who has been attending the Flint sale regularly.

The reason for the smile is obvious. Col. Marker has just sold Miller's car for more than he had anticipated receiving--proving that at Flint the buyers have established the market instead "shills."

"I buy and sell both at the Flint Auto Auction," Miller says, "and in this way, I keep a fresh inventory on my lot at all times."

The tremendous job put over by the auctioneers, ring men and others concerned with the auction gives me a lot of satisfaction, especially in the knowledge that I get my money's worth.

"They spend a lot of time in selling my consignment and a lot of time in showing me the merchandise I'm buying."

"I have never seen a single case at Flint where the auctioneer shopped off a bid to one of his friends. Neither have I seen phony bids from shills to run up the price on some unsuspecting legitimate buyer--me or anyone else."

"I'd say this is truly a happy hunting ground of profits for me. I'd recommend the Flint auction to any dealer who is a businessman. Rich or poor, they're all treated the same at Flint."

Bring your cars to Flint with complete assurance that the entire staff is working to give you full satisfaction--NOT JUST A ONE-MAN BAND!

There's a HUNKY OF TOWN FOR everyone at Flint. You pay for a service and you get a service at Flint.

This is the auction that YOU are helping to build. Already, Flint is recognized as the biggest in Michigan and is similar to become the biggest in the country--WITH YOUR HELP!



A BEARCAT IN A BEARCAT--N.W. Phibbs, of Ann Arbor Buick, is known as a "bearcat" in the buying and selling of used cars. Here, at the Flint Auto Auction, he is pictured at the wheel of a 1918 Stutz Bearcat, the sport car of its day. Phibbs has been using the Flint Auction profitably since its inception and is one of the bigger dealers using this medium.

He knows the clean cars from the rough ones--and that's why he comes to Flint.

PARTIAL LIST OF CARS CONVERTED INTO CASH AT THE FLINT AUCTION THIS WEEK.....68.7% SALE \$!

BUICK 58-56R Dyna, rh	sharp	\$2,150	FORD 46 4-D h	fair	\$ 606
BUICK 58-56R Dyna, rh	clean	\$2,015	FORD 46 3-D h	good	\$ 300
BUICK 58-56R Dyna, rh	clean	\$ 800	WOLFPACK 46 4-D h	good	\$ 300

VOL. 1 NO. 80
FLINT, MICH., SEPT. 10--(SPECIAL)--

Prices were slightly lower again today as the Flint Auto Auction had another successful sale of cars--with 72 per cent of the entries converted into cash for the consignors.

A week sale had been anticipated, due to the closeness of the Labor Day holiday week-end. But the consignors and the auction itself were pleasantly surprised by the "habit" formed by the many out-of-state buyers, who turned up in large numbers.

Many buyers went home without filling their quotas but informed the auction "we'll be back next week and we want to see a large consignment of clean cars--at today's prices."

Next week's sale promises to see another record-mashing sale. A goal of 275 automobiles has been set and according to advance registrations already, this figure might be topped.

Flint is the Mecca of SMART out-of-state buyers, who find that they can fill any and all quotas of clean, desirable cars.

The confidence they are showing in making Flint a "must" on their list is one of the principal reasons why the Flint auction has a mushroom growth.

MARKET FLASH

An exclusive service of Flint Auto Auction, Inc., Flint, Mich.



VOL. 1 NO. 24
FLINT, MICH., OCT. 5
--(SPECIAL)--at least 300 cars will be run over the auction block at Flint next Wednesday at the fastest-growing auto auction in the country.

The cars, consigned by some of the biggest dealers in the Midwest, will be offered to buyers who are looking for top merchandise at the right prices.

Buyers from all parts of the United States--men who have gained top reputations as being the sharp businessmen of the entire industry, will be on hand to take advantage of the terrific buys that will be upcoming.

Featured prize for the lucky buyers--is a special event for buyers and buyers only--will be a brand new, 1954 television set.

Among the consignors already listed for next week's sale are top-rated new car dealers in this shadow of the home of General Motors.

They find us giants of the industry who, recognizing the tremendous

Carl Marker, a pioneer in the Auto Auction industry, "Crys" early sale in Flint.



cont'd pg. 12

MARKET FLASH

3711 Western Road

Phone 9-4492

"WONDERS NEVER CEASE"

FLINT, MICHIGAN, DECEMBER 2nd, 1953.

BUICK of Flint is scoring another first in the industry (as evidenced in the picture below) by presenting "GLAMORAMA" to its sales meeting. The "Industrial Show Business" is brand new and promises to stay long. Its object is to provide entertainment while

With 1954 models being introduced by the manufacturers it means that a used car on your lot is not or model year older. The fading days of 1953 have brought to a severe wholesale price steadily upward. Now car dealers have been quick to take advantage of this good trade to "un-load" - "clean-up" - convert into CASH that they will be in Top trading position.



presenting the new 1954 Buicks to the field organization. "GLAMORAMA" has a tremendous appeal in that it holds the attention of all those sitting in the meeting. The features of the 1954 Buicks are cleverly introduced both in the script and songs. In a bathing beauty scene the beauties, instead of being "Miss State" and such, are Miss Roadmaster, Miss Dym, Miss V-B, etc.

KEEP abreast of the IR AD
KEEP on top of the MARKET
KEEP your stock MARKET
KEEP in the KNOW
KEEP (financially) LIQUID
To KEEP up with the rise and fall of
prices - make next WEDNESDAY and every
WEDNESDAY a "JUST" at the FLINT
AUTO AUCTION. If you can't come -
send a qualified representative.

SALE EVERY WEDNESDAY - NOON

MICHIGAN DEPARTMENT OF STATE
OWEN J. CLEARY • SECRETARY OF STATE



LANSING 18

Nov 25, 1953

Howard Lintz
3711 Western Road
Flint, Michigan

Dear Mr. Lintz:

After checking the Flint Auto Auction at 3711 Western Road since it opened for business on April 15th 1953; I am very pleased at the way your auction is conducted.

Every title for every motor vehicle entered in your sale has been checked, and all titles were in order. Some of the dealers did try to record their cars with open titles and were turned down. This happened as you know shortly after the Auction opened.

The dealers are very pleased, and I am too, that a check is made at the door of all parties entering the building. This act alone shows that your place of business is for the dealer and his party only.

Word of your Auction and the business way in which it is conducted has spread. Just last week a group of students taking a business course asked if they could look on as the business was progressing. With permission of the dealers present they were allowed to enter. Their comments and interest showed they too are concerned in the modern way of doing business in the motor vehicle field.

The girls in the office and men in the field should be commended on the business way they handle the responsibility they are entrusted with.

It has to be right or it just don't go, seems to be the slogan of the Flint Auto Auction and the people who run this enterprise.

I am proud to say this business of yours has not caused the State, or our Flint Office of the Sect. of State any distress, and if we can be of any assistance please feel free to call upon us.

Yours respectfully
David W. Stackpole
Investigator Dept. of State.

BOX SCORE

70,25 2

BUICK	53-56R AT rh	S	\$2065	BUICK	52-56R 1 1/2 dr rh	S	\$2000
BUICK	51-72R AT ps pb rh	S	\$2090	BUICK	52-56R 1 1/2 dr rh	S	\$2000
BUICK	51-73R AT rh	S	\$1140	BUICK	48-72R 1 1/2 dr rh	S	\$1100
BUICK	51-45R AT rh	S	\$1095	BUICK	48-72R 2dr AT rh	S	\$1100
BUICK	51-56C Conv AT rh	C	\$910	BUICK	48-72R 2dr AT rh	S	\$1100
BUICK	51-46S rh	C	\$830	BUICK	48-72R 2dr AT rh	S	\$1100
BUICK	50-46S rh	C	\$655	BUICK	48-72R 2dr AT rh	S	\$1100
BUICK	50-46S AT rh	P	\$640	BUICK	48-72R 2dr AT rh	S	\$1100
BUICK	49-51 AT rh	C	\$450	BUICK	48-72R 2dr AT rh	S	\$1100
BUICK	49-56S rh	C	\$450	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	53-150 2dr h	S	\$1150	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	52-Belair rh	S	\$1170	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	52-StyDlx 2dr AT rh	S	\$935	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	51-PtDlx 4dr rh	S	\$765	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	51-PtDlx 2dr h	S	\$725	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	51-PtDlx 4dr rh	C	\$705	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	51-SpecDlx 2dr h	C	\$655	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	49-StyDlx 2dr rh	C	\$500	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	49-PtDlx 2dr rh	C	\$440	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	48-PlmstC1Cp rh	C	\$330	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	47-Plmst 2dr rh	C	\$265	BUICK	48-72R 2dr AT rh	S	\$1100
CHEV	47-Plmst 2dr rh	R	\$85	BUICK	48-72R 2dr AT rh	S	\$1100
DESOUD	53-6-4 dr SD ATH	C	\$1235	BUICK	48-72R 2dr AT rh	S	\$1100
DODGE	49-Cust 2dr rh	F	\$ 280	BUICK	48-72R 2dr AT rh	S	\$1100
FORD	51-8-Cust 4dr h	S	\$ 750	BUICK	48-72R 2dr AT rh	S	\$1100
FORD	51-8-Cust 4dr AT rh	C	\$ 730	BUICK	48-72R 2dr AT rh	S	\$1100
FORD	51-8-Cust 2dr rh	F	\$ 590	BUICK	48-72R 2dr AT rh	S	\$1100
FORD	49-8-Cust 2dr rh	C	\$ 380	BUICK	48-72R 2dr AT rh	S	\$1100
FORD	48-8-2 dr rh	F	\$ 210	BUICK	48-72R 2dr AT rh	S	\$1100
FORD	46-8-SpecDlx 2dr rh	C	\$ 200	BUICK	48-72R 2dr AT rh	S	\$1100
HUDSON	48-8-Comm 4dr rh	C	\$ 220	BUICK	48-72R 2dr AT rh	S	\$1100
KAISER	52-Dlx 4dr rh	C	\$ 655	BUICK	48-72R 2dr AT rh	S	\$1100
MERCURY	51-C1Cp AT rh	C	\$ 750	BUICK	48-72R 2dr AT rh	S	\$1100
MERCURY	49-4dr OD rh	F	\$ 375	BUICK	48-72R 2dr AT rh	S	\$1100
MERCURY	46-4dr h	C	\$ 205	BUICK	48-72R 2dr AT rh	S	\$1100
NASH	51-Amb 4dr AT h	C	\$ 550	BUICK	48-72R 2dr AT rh	S	\$1100
NASH	51-Sup 4dr rh	F	\$ 485	BUICK	48-72R 2dr AT rh	S	\$1100
NASH	51-SupStman 4dr OD rh	C	\$ 375	BUICK	48-72R 2dr AT rh	S	\$1100
NASH	50-SupStman 2dr rh	C	\$ 300	BUICK	48-72R 2dr AT rh	S	\$1100
NASH	49-Amb 2dr OD rh	S	\$ 325	BUICK	48-72R 2dr AT rh	S	\$1100

WHAT A SALE

The percentage of cars sold today is only proof that the FLINT AUTO AUCTION is THE place to sell. Buyers were here in droves - and all left happy with the sharpies they bought. At the end of the sale they were still crying - "B R I N G T H E M O N !"

Observing the action at the Flint Auto Auction today we noticed anxiety to buy and plenty of optimism that business will flourish.

All of our buyers will be back next Wednesday - so they have told us - and if you are one of the dealers with a high inventory of used cars bring them to the H O T T E S T auction in the country.

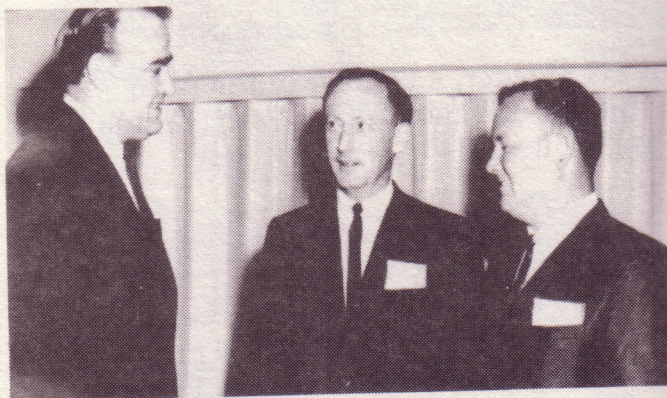
Remember! we issue our check for all cars sold and you can be sure - - - ITS CASH IN THE BANK FOR YOU TODAY.

•• THIS OFFICE IS OPEN EVERY DAY EXCEPT SATURDAYS - SUNDAYS and LEGAL HOLIDAYS. ••

SALE EVERY WEDNESDAY - NOON



Hall-of-Famer, M.D. "MAC" McCollum, now retired



Flint Auction owner Jim Williams, center, at 1965 convention

GREATER CHICAGO AUTO AUCTION

Chicago, Illinois



Founders of G.C.A.A.

First flyer

A Favorite Sale of Many Good Iowa Dealers

GREATER CHICAGO AUTO AUCTION

Thursdays 10:00 A.M. Sharp
400 to 500 Cars

"GREATEST SALE IN THE MIDWEST"
In the Heart of the Market

Two Famous Auctioneers
Lots of Sharp Cars
Guaranteed Titles—Checks
Paved Lot, Parking Area—10 Acres in All

Car Wash
Free Storage

JOE BILLEY
Owner

ED GOLDEN
Owner

Easily accessible on Highway 50—
Southwest Edge of City. Motel next
door—Chicago Midway Airport, one
mile North.

7750 So. Cicero Ave.
Phone LUdlow 5-1234
Chicago, Illinois

PRICES—SELECTION—QUALITY DELUXE FACILITIES

Announcing GREATER CHICAGO'S "TWIN RING"

The famous twins
by the name
of Ring ...

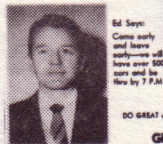


Say "The Twin
Ring" Is the
thing!

Beginning this Thursday, June 6th we will operate the newest, finest
Innovation in Twin Rings - Sale will start promptly at 12:00 Noon
55's and later Models in Ring #1 54's and older Models in Ring #2



If you fly in Commercial Plane call LUdlow
5-1234 from Chicago Midway Airport, we
will pick you up.



Ed Says:
Come early
and leave
early—
we'll have over 500
cars and
show by 7 P.M.



If you fly your own plane to Howard
Airport, 4 miles south we will fly you
by Helicopter to the Auction.



Joe Says:
Join us with the country's
leading auctioneers, W. P.
'Bud' Drake & Johnny Wood.

DO GREAT at the "GREATEST SALE IN THE MIDWEST"—PRICES, SELECTION, QUALITY,
DE LUXE FACILITIES, FRIENDLY FAIR TREATMENT

GREATER CHICAGO AUTO AUCTION
7750 S. Cicero Ave. • Chicago 52, Ill. • LU 5-1234
Route 20 Southwest edge of City

APRIL 1957 **1957**

Buy Now—Sell Now—Profit Now

EVERYTHING IS NOW GO

AT
GREATER CHICAGO AUTO AUCTION

NATION'S LARGEST, BUSIEST AND
MOST PROGRESSIVE AUTO AUCTION **1962**

THE NEWEST MODEL CAR SHOWS ON THE EASTERN MICHIGAN THURSDAY

"700" CARS GALORE

WITH FACILITIES & SYSTEMS TO HANDLE THEM

SALE EVERY THURSDAY - 12 NOON SHARP
15 MINUTES FROM MIDWAY AIRPORT
CONSPICUOUS SPACIOUS PERSONNEL
FINEST MOTELS • RESTAURANTS

15 MINUTES FROM ILLINOIS TOLLWAY
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Nearest Shopping Facilities Available—Baltimore—Trunk Transport—Express—Dry Cleaning—
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GREATER CHICAGO AUTO AUCTION

FINEST INNOVATION IN REAL ITY'S BING OPERATION

7750 So. Cicero Ave. • Chicago 52, Ill. • LU 5-1234

Chicago Daily News

Business ... Finance

Monday, February 26, 1957

Page 33

Best show in town: the used car auction



At one of the Chicago auto auctions, a dealer presents a car to a customer. (Photo by ...)

By Tom Miller

It's a rock solid, clean, well-maintained and expertly equipped with everything you could want in a car. It's a 1957 Chevrolet, and it's being sold at the Greater Chicago Auto Auction.

The Greater Chicago Auto Auction explains every Thursday at 12:00 S. Cicero Ave., where about 500 used cars are auctioned to several hundred car dealers.

"The auction, basically, is an exchange, like the New York Stock Exchange or the Chicago Board of Trade, but instead of trading in shares of AT&T or airplanes, these buyers and sellers trade in cars.

DEALERS COME FROM throughout the Midwest to see what's being offered and to buy the cars they need for their own businesses.

The cars are auctioned in three rings: one for '57, '56 and '55 model cars, one for '54 and '53 cars, and the third ring for cars from previous years.

For an average buyer, the auction is a good place to see what's going on in the used car market. The cars are driven through the huge auction grounds and into the three rings. They're sold by professional auctioneers, each of whom charges three cents an hour for his fee, plus a commission on the sale.

BUY A RETAIL CUSTOMER would be welcome to see the cars. He would have to pay a fee of \$1.00 to see the cars. He would also have to pay a fee of \$1.00 to see the cars. He would also have to pay a fee of \$1.00 to see the cars.



At one of the Chicago auto auctions, a dealer presents a car to a customer. (Photo by ...)

Best show in town: used car auction

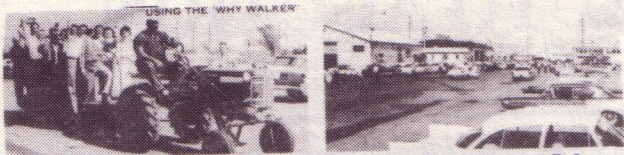
Continued from Page 33

only the once-a-month dealer who wants cheap transportation.

SOMETIMES YOU SPECULATIVE car operators everywhere. A 1957 Buick Wildcat is being sold for \$1,200. It's a great car, but it's being sold for \$1,200. It's a great car, but it's being sold for \$1,200.

THE BUYERS are generally a lot of ground men in the auction. All cars and trucks are guaranteed against defective transmission, rear ends and cracked engine blocks. Another rule permits the auctioneer to reject a car for anything of his own mind more than \$100 for repairs to the engine or air-conditioning equipment.

In general, says Liberty Loring, president of the Greater Chicago Auto Auction, the dealers are in a good position to supply good cars and to make good on their purchases.



THURSDAY, JUNE 4th, 1959 — 5th Anniversary Sale
2nd Year of Twin Ring Operation
FREE SANDWICHES — REFRESHMENTS — DOOR PRIZES

The Ring Twins Who Christened Our Twin Ring Will Be Here!

THESE FAMOUS "TWIN TWINS"
 BY THE NAME OF RING SAY
"The Twin Ring is the Thing"



THESE "TONIES" WILL SELL TWIN PONIES . . .

Yes, we will Auction a set of twin Palomino Ponies . . . Which Pony Has The Ton? or Which Ton Has The Pony? — Be Sure To Come and See the Twin Ring — The Ring Twins — The Pony Twins and The "Toni Twins."

700 - 800 Select Cars Selling Half Million Dollars Worth Every Thursday In Our Two Rings - 2 At A Time - Side By Side - At The Largest, Most Modern, Deluxe Auction Operation In The Country. With Every Facility For Your Convenience, Comfort And Protection. Buy Or Sell 1 Or 50 And Be On Your Way Home In A Few Hours.

Greater Chicago HAS MORE FOR YOU!

- MORE CARS, MORE BUYERS, MORE MONEY.
- LOCATION, EDGE OF CITY, 1 MILE FROM MIDWAY AIRPORT, MOTELS, RESTAURANTS ADJACENT.
- 50 ACRES PAVED, LIGHTED, FENCED GROUNDS.
- 100% INSURED CHECKS — TITLES.
- FAIR, COURTEOUS, FRIENDLY TREATMENT TO ALL, BY THE BEST AUCTIONEERS, OFFICE AND LOT PERSONNEL IN THE BUSINESS.

See You **THURSDAY, JUNE 4th,** at

GREATER CHICAGO AUTO AUCTION

5th Anniversary Sale LUDLOW 5-1234
7750 South Cicero Avenue
 WHERE YOU CAN BUY THE KIND OF CARS YOU WANT AND NOT GO HOME "BEAT OUT"
FREE SANDWICHES — REFRESHMENTS — DOOR PRIZES



Announcement
THE "SWITCH OVER"

Each year at this time GREATER CHICAGO adjusts its selling order to provide better service and save time to get the maximum use out of your real deal ring selling.
 STARTING THURSDAY, DECEMBER 1st your late model ring starts promptly at 2:30 sharp with 1959 models then 1960's followed with 1961's . . . So please be here EARLY with those 59 'gams' and buyers wanting 59 'pulls' be here early to ring that bell. **YOUR WEST RING** for older models starts promptly at 12:30 with 1958 and older models selling like 'hot cakes' until 2:30 — At 2:30 we will start the 1958's so 58's will be running side by side with the 59's. 1958's will be followed by 1957 models.

WEST RING
 (older model cars)
 12:30 p.m. until 2:30 p.m. — 1956 and older
 2:30 p.m. — 1958's followed by 57's

EAST RING
 (late model cars)
 2:30 p.m. — 1959's then 1960's followed by 1961's.

For YOU we have this at Greater:
 More cars, more buyers, more money.
 Location, the best edge of the city 1 mile from Midway Airport
 Finest Motels and Restaurants.
 10 acres paved, lighted, fenced grounds.
 Test lane on premises.
 Insured checks — titles.
 Fair, courteous, friendly treatment to ALL by the country's best auctioneers, office and lot personnel in the business.

How Pros Pick Used Cars at Auction



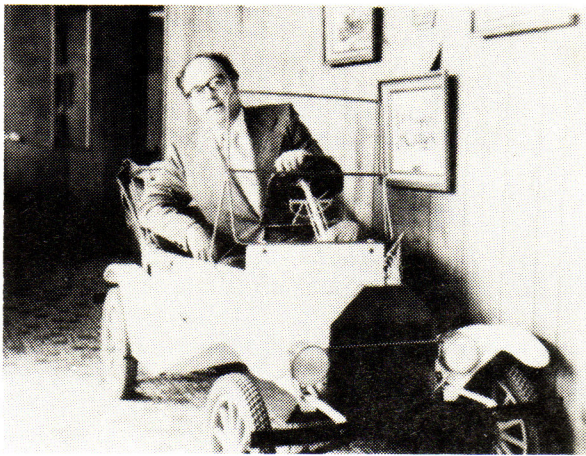
CENTER "RING" of auto auction shows buyers searching cars while making bids. Audible bids are important, with good buyers making serious bids opposite to every bid in the auctioneer's.

July 31, 1960 Page 3	July 31, 1960 Page 4	July 31, 1960 Page 5	July 31, 1960 Page 6	July 31, 1960 Page 7	July 31, 1960 Page 8
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Present owner of G.C.A.A. Joe Lyng,
 President-Elect National Auto Auction
 Association

GREATER CHICAGO AUTO AUCTION
 7750 South Cicero Avenue
 LUDLOW 5-1234



AUTOMOBILE AUCTIONS

Yesterday-Today-Tomorrow

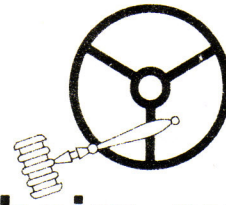
By: Warren Young, President

MANHEIM AUCTIONS

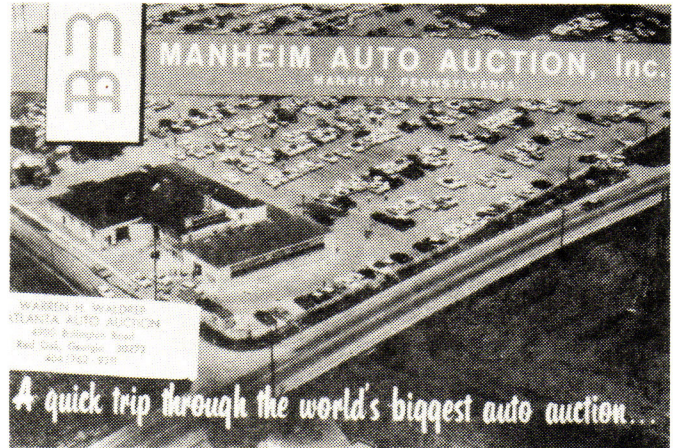
One of the older, if not the oldest automobile auction stories begins with the Manheim group. The original Manheim began in a farming area of Lancaster County, Pennsylvania, in September of 1945, not too far from its present well-known location. The original founders were a quartet of gentlemen, namely Jacob Ruhl, Ben Mellinger, Arthur Walters and Paul Stern. From its typical for that time, borough, side-street location, Manheim Auctions progressed toward its goal of a leadership position in the business with the acquisition of the National Auto Dealers Exchange, Bordentown, New Jersey, in 1965 and acquiring the Fredericksburg Auto Auction, Fredericksburg, Virginia in 1967. In December 1968, the original three were purchased by what is now known as Cox Communications, Inc./Cox Enterprises, Atlanta, Georgia. To date, there are 17 automobile auctions in the Manheim system.

Automobile auctions in the early days of the industry were frequently referred to as back-alley operations. More toward the fact, many of the old timers started as small, one lane facilities and often were makeshift operations. They started on not much more than a shoe string, but nevertheless possessed an inspiration for future growth. Most automobile auctions in those days attracted local dealers, with only a few dealers traveling long distances.

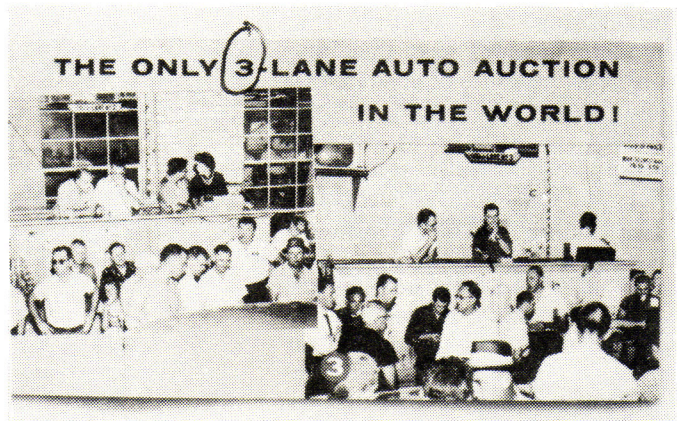
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manheim auctions



Early Brochure



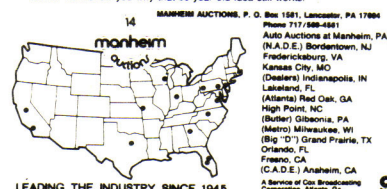
It was a great idea in 1945



It's an even better one today

Born out of necessity to help Central Pennsylvania's automobile dealers regulate their inventories, Manheim Auctions today serves thousands of dealers weekly at 14 locations across the country.

If you're not one of them, contact any of the full service auctions listed below. We'll show you why that 33 year old idea still works.



LEADING THE INDUSTRY SINCE 1945

A Service of Cox Broadcasting Corporation, Atlanta, Ga. **COX**

Except for those independents who become very strong, it is possible that we will gradually see the independent used car dealer decreasing in numbers in the future.

A greater portion of cars coming to automobile auctions then ever before from other than direct dealer trade-in sources, i.e., more and more cars being consigned from leasing companies, fleets, daily rental companies and manufacturers with their greater involvement in buy-back programs. And yes, even banks becoming more involved as they venture into vehicle leasing.

The market is not flooded by too many of one mix of cars, causing prices to tumble, and also realizing that if the cars are not run in enough frequency, a stoppage could be caused within the distribution system. So called "load leveling" will become a formidable consideration. People trying new and different things with automobile auctions in order to make better use of their facilities is yet another thought we see ourselves considering. Combine this with the new ideas being tried by various vendors who feel they have uncovered a vast new market with automobile auctions in which to sell their trade. Examples would be more trial and error attempts with additional use of video and the computer. We might see the retail auctions becoming more visible in coming years. At the present time we do not see

video auctions as a viable alternative for dealers. They may continue to develop slowly and parallel the live auctions as we have long known them. However, there persists the thought of more and more "science" going into the marketing of cars through the auction method by way of computer sourcing, more "state of the arts" attention being given to the industry by major consignors, and, by those who are hopeful of becoming vendors to the automobile auction industry. As interesting as today is, exciting should be tomorrow. Manheim's motto should serve it well in the future. "We believe in excellence, yet we will never be quite satisfied that we have achieved it, because what is excellent today can be improved upon tomorrow."

PHILADELPHIA INQUIRER, THURSDAY MORNING, JULY 9, 1964
Hoopcarer Traders Move 'Em Fast
Dealers Sell 800 Cars a Week to Each Other at Auction

By BOB BURNETT
PHILADELPHIA (AP)—The Philadelphia area's used car dealers are moving their wares as fast as they can. They are selling about 800 cars a week to each other at auction. The dealers are selling cars to each other at auction. The dealers are selling cars to each other at auction. The dealers are selling cars to each other at auction.

Philadelphia dealers had a rare event last week as they sold 800 cars to each other at auction. The dealers are selling cars to each other at auction. The dealers are selling cars to each other at auction. The dealers are selling cars to each other at auction.

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Business Review

FOR ADVERTISING ON THIS PAGE, Call 222-2000

Auto Auction Plays Important Role in Used Car Selling

By RALPH R. WATTS
Detroit News Automotive Writer
Auto auctions are growing in importance and today are playing their most important role in the history of used car selling, the top official of the automobile auction business reports. Jacob Ruhl, president of the National Auto Auction Association, said such operations have become a major industrywide factor in setting used car prices.

Both new car dealers and factory executives have started to place more confidence and importance to auctions and closely watch their results, Ruhl said.

IMPORTANT SEGMENT
Ruhl is in Detroit as leader of NAAA's first convention held here in its 12-year history. He is head of the world's largest automobile auction company, Manheim Auto Auction, of Manheim, Pa., which sells more than 1,000 cars every Friday.

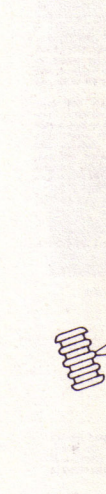
In referring to auto auctions as "an important segment of the auto industry," Ruhl said, "The new look" has come into the 20-year-old business in the last few years.

"Such operations render a vital service to new car dealers in many communities who have no other means of disposing of the vehicles they have taken in on new car deals," he added.

Widino tends to buy cars made by other manufacturers to balance his stock but will come on a Lincoln or Mercury if it strikes his fancy.

Two Restaurants
To keep his operation humming, Young maintains two restaurants at the auction as well as a large office staff to handle all the paper work. In addition the auction employs a large number of car jockeys and security personnel to oversee lot and sales activity.

PEN DAILY AM TO 9:30



Cars Are Sold Like Sacks of Apples At World's Largest Auto Auction

By ROBERT K. SHOEMAKER
Of The Bulletin Staff
Bordentown — Few of the hundreds of motorists who daily whiz along busy Route 296 just south of Trenton realize they are passing the home of the world's largest automobile auction. The National Auto Auction Association, which is the vice president of the parent company's services division. According to Young, more than 15 percent of the cars put on the block at Bordentown are sold by a team of appraisers and auctioneers during the one-day sale.

Dealers from as far as 1,000 miles away are on hand each week to buy and sell everything from late model cars and trucks to antique autos and motorcycles.

Visiting Dealers
Frequently, the ranks of auction regulars are swelled by visiting dealers from Europe, South America and Puerto Rico.

Auction officials estimate more than \$1 billion in sales is generated each week by the auction.

Post-War Activity
A post-war phenomenon, auto auctions initially were primarily used by new car dealers to rid themselves of unwanted trade-ins. Used car dealers wanting to float their lots were the principal buyers.

In recent years, however, the character of the auction has changed and today new car dealers buy as many cars as they sell. Dealers use the auction as a method of balancing their inventories.

General Manager
Whatever the reason for the change, it agrees the auto auction business today is booming.



JACOB RUHL

once to protect new car dealer from losses by theft or defective titles.

The auction today provides a ready market for dealers to turn over their used cars at current levels. Sometimes they cannot accomplish this on their own used car lots.

Bernard Hart, secretary of the association, told members that in the last year or so they have gained a stature among dealers and factories that "we never dreamed of five or more years ago."

150 AUCTION FIRMS
There are about 150 major auction firms in the United States. These account for a total of around 45,000 sales weekly.

Ruhl called the business "fascinating." "It gets into an operator's blood," he said. "The chant of 'Alto, today's auto auctions' around an auction is something type of yearning, because you know you're not going to get it."

MONTPELIER AUTO AUCTION

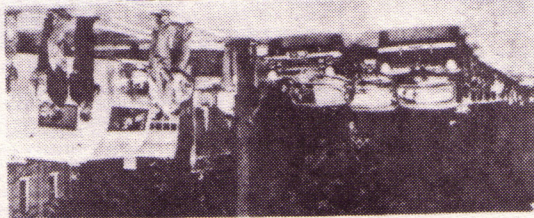
Montpelier, Ohio



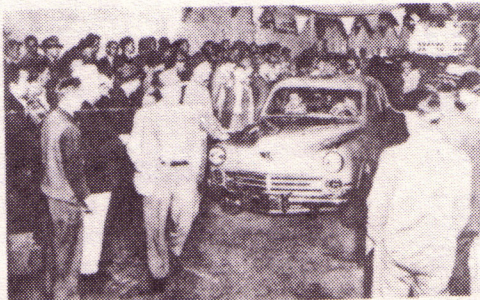
Founded in 1947 by Ralph Drake, (at mike), Fay Woodruff, (on block), and Basil Jenkins, (left center)

"THE EARLY YEARS"

In 1947, Pictures and Articles Appeared in Newspapers and Magazines All Over the Country And Overseas, Telling The Montpelier Auto Auction Story.....



Talking it over. Dealers discuss "Used" car values before a weekly auction at Montpelier, Ohio. Double line of shiny new cars wait a block from auction hall. Sale of these slightly used autos usually brings dealers an extra \$500 over original price of new car.



A "fair" profit. A "used" Studebaker is inspected by a crowd of dealers in the block-long garage building where the auction is held. One four door '47 model listed at \$1,881 was sold to bidder for \$2,760.

P.M. MILLER

Detroit FREE PRESS 1947

See That New Car You Ordered?



It's Going, Going, Gone, but Only to Dealers at Automobile Auction in Ohio

MONTPELIER, Ohio (AP) — Do you own a car? Are you waiting for a new car for a year? And you want to know what's taking so long to deliver it? Well, come along to Montpelier and see the parade of cars.

There's a lot of cars here. There are more than 100 of them in that line outside here. Most of them are for use.

And there are dozens of similar cars in other cities throughout the nation. Automotive Age lists them for sale at places as widely scattered as Albany, N. Y., and Oklahoma City, Philadelphia and Valdesia, Ga.

It's all perfectly legal, but there are those who say these auctions constitute a sidetrack on the traditional manufacturer-to-dealer-to-you delivery line.

These cynics say some dealers divert a share of their new cars from the authorized lists, transfer the title to some long-lost brother-in-law or a dutiful mechanic, drive it to a "used" car auction and sit back while the bidding brings them an extra \$500 or more.

But before you start bidding, you should know the auction is for dealers only. It's held in a long, garage-like building that runs through the block. The cars roll down the center, one at a time. The bidders line one wall.

Every Monday, at noon, Auctioneer Ralph Drake mounts a little platform, raps a couple of times with a length of rubber hose he favors instead of the traditional gavel, and calls out in a hoarse but penetrating voice. "Gather round boys."

Drake is a middle-aged man, given to brown suit, shirt, hat and shoes, and a figure that caused a crows to shout, "That Drake! He looks like a bale of hay with the wire based on it."

Drake is careful that all bidders are accredited dealers. They make each pin a yellow tag on his lapel, and inform the crowd over the loudspeaker that, "We won't accept no bids from nobody who don't wear no tag."



Here's what all the cars in top photo were waiting in line for. Dealer center foreground in bowler jacket thanks ever offers for an almost new Oldsmobile at the Montpelier, Ohio, auction.

knocked down for \$2,760.

Help, small dealers.

A 1941 Chevrolet, one of the few older models, brings \$1,170.

Bidders were curious about the presence of a reporter and a photographer. They answered all questions, except concerning their names.

"No names, don't give 'em names," said one dealer who owned about a dozen cars up for auction. "One of these trades-in at \$1,881, another that is just offered enough to attract a buyer. But the prices are all the same."

Auto-auctioneer Ralph Drake raps out "order" with a rubber hose instead of a gavel as one other car (model) sells for \$1,881.

change hands—then one car or no number—in Ohio.

less than \$2,100 for it, and it's driven out.

Dealers Are Traged

If the seller accepts the bid, he needs to Drake, who sells in the back here," and the deal is consummated.

Drake and Woodruff get \$5 if the car is not sold, \$10 if it is. The week they sold 184 cars.

New Autos Often Quickly Sent To Dealers' Used-Car Auction

1947

Montpelier, Ohio—So, your name's been on a waiting list for a new car for a year, has it? And you want to know what's taking them so long to deliver it, do you? Well, come along to Montpelier and maybe you'll find a partial answer.

See that parade of cars? They are lined up for Montpelier's weekly "used" car auction. There are more than 150 of them in that line, notice how shiny most of them are for "used" cars.

And there are dozens of similar auctions in other cities throughout the nation—Automotive Age lists them, for one week, at places as widely scattered as Albany, N. Y., and Oklahoma City, Philadelphia and Valdesia, Ga.

It's all perfectly legal, but there are those who say these auctions constitute a sidetrack on the traditional manufacturer-to-dealer-to-you delivery line. These cynics say some dealers divert a share of their new cars from the authorized lists, transfer the title to some long-lost brother-in-law or a dutiful mechanic, drive it to a "used" car auction, and sit back while the bidding brings them an extra \$500 or more.

CARS ARE NEW

Before the auction at Montpelier, just over the Michigan line and an easy 140-mile drive from Detroit, cars of all makes and models—most of them 1947's—line the tree-shaded streets. Maybe you can spot the one you ordered.

But, before you start bidding, you should know the auction is for dealers only. It's held in a long, garage-like building that runs through the block. The cars roll down the center, one at a time. The bidders line one wall.

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A 1946 Chevrolet Stylenmaster two-door sedan is next. The bidding goes to \$1,750, but the seller won't accept a penny under \$1,900. When new, it listed at the factory at \$1,075.

A 1947 Pontiac two-door sedan, Torpedo 8, is sold for \$2,180. It lists at \$1,500.

PRICES ARE HIGH

A four-door '47 Studebaker Commander, listing at \$1,881, is knocked down for \$2,760.

A 1941 Chevrolet, one of the few older models, brings \$1,170.

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"No names, don't give 'em names," said one dealer, who owned about a dozen cars up for auction. "One of these trades-in at \$1,881, another that is just offered enough to attract a buyer. But the prices are all the same."

Drake and Woodruff held their first auction last February. They claim they started it to help small-town dealers, who sometimes become stuck with trades-in that don't sell. At the auction, they say, dealers sell one of these trades-in and buy another that is just different enough to attract a buyer.

But the prices are all the same, high.

They Can Get It for You Wholesale!

Montpelier, Ohio.—This city of 4,000 population has become a mecca for automobile dealers since Michigan authorities have begun investigating automobile title transfers on Michigan used car lots. Just south of the Michigan border and only 140 miles by highway from Detroit, Montpelier's weekly automobile auction—for dealers only—has developed into a spectacular show featured by brisk bidding and high prices.

An observer reports at least 150 cars sold in six hours on an average day with most of the cars offered for sale bearing Michigan license plates.

Most of the bidding is being done by dealers from Iowa, Tennessee and Texas. Observers are impressed by the insistence of sellers on the highest possible prices, many of them refusing to let cars go at bid prices which do not measure up to expectations. One observer says he saw a bid of \$2,200 rejected as too low for a 1947 Chevrolet which cost \$1,375.61 in Detroit.

Among prices reported paid are the following:

A Studebaker Commander, which sells new without accessories for \$2,000, went for \$2,810.

A Buick super convertible, costing about \$2,591 new in Detroit, brought \$3,450.

A Ford super de luxe coupe, which sells new in Detroit for \$1,496.37, without accessories, was knocked down for \$2,210.

A Mercury, which would list new in Detroit for \$1,751.94, brought \$2,450.

A bid of \$2,300 for a Plymouth convertible was rejected by a dealer who insisted on \$2,375. A bid of \$2,125 for a Ford Tudor was refused as \$75 light.

All prices are dealer-to-dealer prices, with the purchasers expecting to resell at a profit to their customers back home.

"I'm not aiming to eat this car," remarks a dealer from Des Moines, Iowa, who paid \$2,365 for a 1947 Chevrolet complete with radio and accessories. "The market's high out my way."

A dealer from Galveston, Tex., says he has picked up four cars so far and "I mean to get me more."

The auctioneer and two helpers shouted the merits of offered cars over loudspeakers and dropped all pretense that any car with less than 1,000 miles on it was a "used car."

"This car still has the paper on the door," the auctioneer exclaimed in one instance to prove the car's newness. In other instances he explained mileage figures as due to "going from auction to auction."

began four months before in liquor store where both were frequent customers.

The celebration went on for 4 hours. Though there is no actual count of how much was consumed numerous empties were found about the place and both showed themselves serious drinkers when

(Continued on page 4 col. 2)

Where Everything Goes



At this "used car" auction, only dealers are allowed to bid. They buy high and sell much higher.

CHRISTMAS and FAREWELL PARTY

for JENKS and WOODY

MONDAY NOON, DEC. 23

1963 Turkey with all the trimmings and a HUGE CAKE Cash Prizes

ANNOUNCEMENT

DON ROGERS is the new operator of the Montpelier Auto Auction Co. Fay Woodruff and Basil Jenkins will be devoting their time to other interests.

Sellers Bring Your Titles

Buyers Bring Your License Plates

MONTPELIER AUTO AUCTION CO.

Montpelier, Ohio Phone 485-9535

Every Monday at 1:30

BRING CARS EARLY

FIRST CLASS MAIL

MONTPELIER MIRROR

VOL. 1

Latest Flash and Trash From the Montpelier Auto Auction

JANUARY, 1965

Top Dealers For '64 Named

Jim Newman, Roy Strickler Take First and Second Spots

MONTPELIER, O.—The top money participating dealers of the Montpelier Auto Auction for the year 1964 were announced by Don Rogers, owner of the auction. On the basis of cars paid for each car purchased or sold, Jim Newman and Roy Strickler are the winners.

Dealer Name	Spots
Jim's Auto Sales, Bryan, Ohio	150
Strickler Auto Sales, Thompson, Ind.	130
Demov Motor Sales, Dalton, Ohio	120
R & S Sales, Rome City, Ind.	110
Courtesy Ford, Jackson, Mich.	115
Windy Neppes, Jackson, Mich.	95
McInt Auto Sales, Albion, Mich.	90
Wrightman Auto Sales, Montpelier, Ohio	85
Stander Chevrolet, Tecumseh, Mich.	80
Carl Horn Motors, Ft. Wayne, Ind.	75
Blackie Olds, Albion, Mich.	65
Roberts Auto Sales, Hamilton, Mich.	60
Greek Motor Sales, Bryan, Ohio	55
Boris Auto Sales, Ann Arbor, Mich.	50
Art Mabee Chevrolet, Jackson, Mich.	45
Haroldson Ford, Ann Arbor, Mich.	40
	37



New Building To House Auto Auction Proposed

In The Beginning—"God Created Man"

But it was thousands of years later, before He created men smart enough to build a machine, capable of propelling themselves across the land, without having to look at some animal's posterior section.

This section, ironically enough, is now referred to as a "Competitor" in automotive circles.

With the invention of the automobile came mass production (and mass mistakes). Since automobile factories could not sell every car themselves and needing someone to take the blunt for the mistakes, they appointed what we now know as the "Franchised Dealer".

In years to come, the automobile business was to become more specified and many more used cars were being sold than new ones—enter now the "Used Car" dealer. They were a little scarce at first—most would be used car dealers were actively engaged in legitimate business like speakings, bootlegging and broods at the time.

World War II came along and selling cars of any make, model, or condition, was no problem for either dealer, new or used, just get your hands on a car, and you had a profit made.

Soon after the war however, all dealers were faced with the necessity of disposing of trade ins and slow moving purchased cars. There came a need for a marketplace where all dealers could receive a fair market price for their merchandise, and purchase fresh inventory to take home. Men with foresight came to the aid of the industry and quickly, automobile auctions began to spring up in different parts of the country.

Montpelier Auto Auction was one of the first and gained immediate prominence, both national and even international. Early publicity bordered on being scandalous in the public eye, as each week, new and nearly new automobiles found their way to Montpelier, Ohio, to be sold at an auction limited to auto dealers. Cars were lined up on the streets, alleys, anywhere that room could be found to park them as they awaited their turn under the auctioneer's hammer. Meanwhile, John Q. Public couldn't buy a new car for full list price and eagerly would pay whatever was asked, if he found one to his liking. Articles appeared in newspapers and magazines across the country, depicting the auto auction as a dealer-biased blackmarket place.

Many changes have taken place in the auto auction arm of the auto industry during the past 25 years. The basic principal is still the same—the auction method still the only fair method to establish used car values by competitive bidding. The facilities are now updated, services are unlimited and check and title insurance protect transactions. Once looked down upon by the automobile manufacturer, the auto auction industry now has their full endorsement and the factories are associate members of the National Auto Auction Association.

On the ensuing pages, we will reminisce a little and intermittently trace the progress of the Montpelier Auto Auction, through it's 25 years of continuous operation. Many of our dealer customers will remember the early years—many still attend the auction weekly. You "kids" who are not too interested in "our" nostalgia, will probably be looking for your picture in our 50th anniversary publication, which will be rolling off the press in 1997—hope I am again editing it. A big "Thank You" to all who have helped us so much!!

Don Rogers

1973



cont'd pg. 20



In 1963, the Montpelier Auto Auction was purchased by Don Rogers and many changes were to take place.



Don spent many hours on the phone

1963



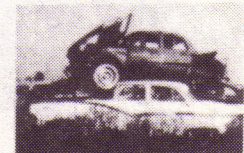
Hired competent drivers



Cars came from everywhere



Top quality cars were consigned



And sold two at a time

cont'd from pg. 19

Montpelier Auto Auction Co.

Jenkins - Woodruff NEW PHONE No. 6-9363

Partial List of Cars Sold Mon. Sept. 8

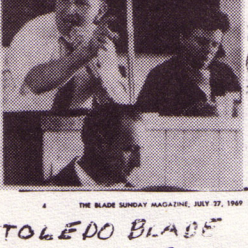
57 Buick 2-D. H.T. Sp.	\$1450	57 Ford 2-D. Cust.	1200
56 Buick 4-D. H.T.	1400	56 Ford Wgn. 2-D.	795
56 Buick 4-D. Rdm.	1370	56 Ford 2-D. Frl.	1060
55 Buick 2-D. H.T. Sp.	1005	55 Ford 4-D. Cust.	890
55 Buick 2-D. Sp.	820	55 Ford 4-D. Frl.	790
55 Buick 2-D. H.T. Super	815	55 Ford 4-D. Cr. Sed.	940
55 Buick 4-D. Cust.	800	54 Ford 2-D. Cust.	465
52 Cadillac 4-D. 62	225	53 Ford 4-D. 6 cy. Cust.	220
49 Cadillac 4-D. 60	280	53 Ford 4-D. Cust.	185
57 Chevrolet 2-D. 150	1255	52 Ford 2-D. Main.	260
57 Chevrolet 4-D. B.A.	1635	49 Ford 4-D. Cust.	165
58 Chevrolet 2-D. B.A.	1210	58 Mercury 4-D. Mont.	1050
58 Chevrolet 210	985	55 Mercury 4-D. Mont.	790
55 Chevrolet 4-D. 6 cy 210	795	56 Nash 4-D. Rambler	985
55 Chevrolet 2-D. B.A.	785	53 Packard 4-D. Ct. Dlx.	225
55 Chevrolet 2-D. 210	730	55 Plymouth 2-D. H.T. Bel.	750
54 Chevrolet 4-D.	420	53 Plymouth 4-D.	170
54 Chevrolet Pickup	560	56 Pontiac 4-D.	850
53 Chevrolet 2-D. B.A.	235	55 Pontiac 4-D. Ch.	715
53 Chevrolet 210	150	58 Pontiac 4-D. H.T.	1045
53 Chevrolet 2-D.	300	56 Pontiac 4-D.	190
53 Chevrolet 4-D.	280	53 Pontiac 4-D. Dlx.	270
53 Chevrolet 4-D. Dlx.	270	51 Pontiac 2-D. H.T.	145
51 Chevrolet 2-D.	245	58 Rambler Am. 2-D.	1860
49 Chevrolet 1/2 T. Panel	175	52 Studebaker 4-D.	1200
57 DeSoto 2-D. Pres'wp	1615	58 Skoda 2-D.	895
53 Dodge 4-D. Coronet	210	58 Skoda 2-D.	895
57 Ford 4-D. Frl.	1690	58 Hydram Pl. Raceer	150

'Who'll Bid On A Nice '68?'

Such things were not common...



Auto shows similar to this one are being held all over the country. The car on the block is a 1968 Chevrolet 2-D. H.T. Super.



TOLEDO BLADE
1963
17, 1969

When the pros vic for cars on the block, the auction's fast, spirited

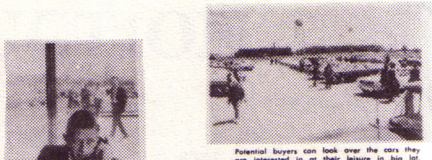
By PETER NAVARRO
Toledo Blade Writer

EVERYONE is familiar with the fast, fast-paced and spirited bidding for cars on the block, but few know that when the pros vic for cars on the block, the auction's fast, spirited and full of action.

As you have seen, nothing is going to be sold here until the bidding has stopped. The auctioneer will only allow a car to be sold when he has heard a "bidder" say "sold."

Recently I decided to buy my wife and me a car and with this in mind I called a friend who was a car dealer. I told him I was going to buy a car for my wife and me and he suggested that I go to the auction. I had never been to an auction before, but he said it was a good idea. He said that the cars were sold there every Tuesday in Montpelier, Ohio, which is operated as a public sale.

It was so fast-paced that I was surprised by the quick movement of the auction. The car that I was going to buy was sold for \$1,145. I was surprised by the quick movement of the auction. The car that I was going to buy was sold for \$1,145.



Potential buyers can look over the cars they are interested in at their leisure in big lot.



Dealers carry special license plates as they'll be able to operate their purchases away from sale.

'Who'll Bid On A '68?'

It was a clean Chevrolet with a standard column shift and the car had air-conditioning.

The auctioneer attempted to get the bidding started at what he estimated the car was worth on the retail market. But before he got any reaction from the crowd of dealers, he dropped the starting bid from \$800.

After five minutes of bidding from the floor, the car was sold to two men. The auctioneer's assistant ran from one man to the other pointing his camera flash and yelling when a bid was made.

The two bidders stood with heads in pockets watching the auctioneer. One man testified his own man made a bid on the car. The other man made a bid on the car. The auctioneer's assistant ran from one man to the other pointing his camera flash and yelling when a bid was made.

FREE FISH FRY

Monday, Sept. 15 1958

All checks and titles insured

Bring Cars Early - Open All Day Sunday & Night

1764
FOR SALE
1 USED TOILET
(Boys, We Sold Everything But The Plumbing Fixtures At Montpelier Monday) All Kiddin' Aside, We Had A Terrific Sale! A Lot Of Nice Cars And Good Buyers Wanting Plenty More Of Them. 82% SOLD!

WE CAN SELL
100 MORE CARS
NEXT MONDAY AT
DON ROGERS'
Montpelier Auto Auction
Montpelier, Ohio

AUTO WEEK

Note We think Auto Week is the best time to buy a car. We have a special price on all cars sold during this week.

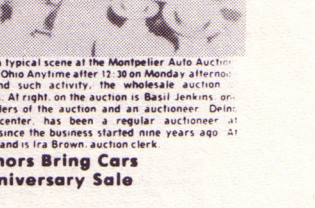
Partial List of Cars SOLD Monday

48 2 dr. AT	BUICK	275	59 2 dr. AT	275
62 Coupe F.P.	CADILLAC	2770	58 4 dr. Wagon	265
56 Sedan F.P.	CHEVROLET	435	62 2 dr. H.T. AT. FP.	1145
63 Imp. 4-dr. H.T. F.P.	OLDSMOBILE	2000	58 Cal. Wagon	379
62 Corvair 4-dr. AT	RAMBLER	1190	57 H.T. AT.	231
61 Monza Cpe. AT	RAMBLER	1030	61 98 4-dr. H.T. FP.	231
65 Corvair 700 4-dr. AT	RAMBLER	1000	59 98 H.T. Coupe FP.	745
61 Bel Air 2-dr. 6	RAMBLER	940	59 88 Wagon FP.	725
61 Wagon 4-dr. 6	RAMBLER	935	58 88 Sed. FP.	765
60 Imp. 4-dr. AT	RAMBLER	730	57 588 4-dr. H.T.	55
59 Imp. 4-dr. H.T. AT. FP.	RAMBLER	575	62 Bonne Conv. FP.	225
59 Wagon 9-pass	RAMBLER	575	62 Catalina Cpe. FP.	145
59 Wagon 2-dr.	RAMBLER	540	61 Classic Dix O.D.	855
59 Bisc. 4-dr.	RAMBLER	370	61 Classic 4-dr. AT.	920
57 Wagon AT. PS	RAMBLER	295	59 5-d. Wagon	350
58 210 4-dr. AT	RAMBLER	265	59 Super	240
62 Falcon Futura AT	RAMBLER	1100	58 Catalina Sed.	775
61 H.T. Galaxie	RAMBLER	900	61 550 4-dr.	1140
61 FL 500 4-dr.	RAMBLER	840	62 400 Classic 4-dr. AT.	920
61 Falcon 2-dr.	RAMBLER	720	61 Classic Dix O.D.	855
61 Falcon 4-dr.	RAMBLER	590	59 4-d. Wagon	350
59 Galaxie 4-dr. AT. PS	RAMBLER	460	59 American	285
60 Falcon 4-dr.	RAMBLER	450	60 American	285
59 Falcon 2-dr. AT	RAMBLER	450	61 Studbaker 4-dr.	340
59 Fairlane 2-dr. AT. PS	RAMBLER	375	62 V W Six Bus	982
59 Falcon 4-dr.	RAMBLER	300	46 Jeep	310
59 Custom 4-dr. AT	RAMBLER	300		
59 Fairlane 500 AT. PS	RAMBLER	300		

Cars Under \$250 Not Listed

A Special Sales Day At Montpelier Auto Auction

This is a typical scene at the Montpelier Auto Auction, Ohio Anytime after 12:30 on Monday afternoon you can find such activity. The wholesale auction of automobiles. At right on the auction is Basil Jenkins, one of the founders of the auction and an auctioneer. Delms Dressbach, center, has been a regular auctioneer at Montpelier since the business started nine years ago. At left on the stand is Ira Brown, auction clerk.



Consignors Bring Cars For Anniversary Sale

The above photo, taken as consignors began bringing in their cars for the Montpelier Auto Auction's ninth anniversary sale, March 11, represents only a portion of the cars entered that day, and a very small fraction of the vehicles entered since the auction started in 1947. Only 33 cars were consigned on the first sale, but the number has grown to as many as 240 for a single sale.

I've Got A Hot Little Item Here...

Small Economy Autos Now Most Popular At Montpelier Auto Auction

LOOKING FOR A \$50,000 JOB?

CALL 241-3124

Office reprints

LOOKING FOR A \$50,000 JOB?

LOOKING FOR A \$50,000 JOB?

There are no less than 100,000 jobs in the world that pay \$50,000 a year. But you can't get them unless you have the right qualifications. The right qualifications are the ones that make you stand out from the crowd. The right qualifications are the ones that make you a "hot little item."

DO NOT APPLY UNLESS:

You are a graduate of a college or university with a degree in business administration, engineering, or a related field.

You have at least five years of experience in a similar position.

You are currently employed by a company that is a member of the National Association of Manufacturers.

Call for more information: 241-3124

If you've been looking



1973

THE MONTPELIER AUTO AUCTION CO.

Small Economy Autos Now Most Popular At Montpelier Auto Auction

LOOKING FOR A \$50,000 JOB?

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Call for more information: 241-3124

If you've been looking



MONTEPELIER AUTO AUCTION CO. MONDAY MARCH 11 1955

VEHICLE	TYPE	PRICE
57 Buick 4-D. H.T.	RM. A1	\$1215
53 Buick 4-D. H.T.	RM. A1	\$1490
52 Buick 4-D. H.T.	RM. A1	\$900
50 Buick 4-D. H.T.	RM. A1	\$380
50 Buick 4-D. H.T.	RM. A1	\$275
50 Buick 4-D. H.T.	RM. A1	\$425
CADILLAC	2-D. RM. AT	\$2965
CHEVROLET	2-D. RM. AT	\$1500
CHEVROLET	4-D. RM. AT	\$1200
CHEVROLET	4-D. RM. AT	\$1185
CHEVROLET	4-D. RM. AT	\$700
CHEVROLET	4-D. RM. AT	\$517.75
CHEVROLET	4-D. RM. AT	\$300
CHEVROLET	4-D. RM. AT	\$275
CHEVROLET	4-D. RM. AT	\$660
FORD	2-D. RM. AT	\$785
FORD	4-D. RM. AT	\$1400
FORD	4-D. RM. AT	\$1200
FORD	4-D. RM. AT	\$1100
FORD	4-D. RM. AT	\$700
FORD	4-D. RM. AT	\$1050
FORD	4-D. RM. AT	\$1170

Montpelier Auto Auction

Focus On . . .

THE BLADE: TOLEDO, OHIO, FRIDAY, AUGUST 24, 1979

'Unlucky' Montpelier Woman Wins \$500,000 In Lottery

Was Never Even Lucky At Bingo, Supervisor Of Auction Firm Says

A 43-year-old Montpelier, O., woman, whose employer surprised her with a raise Tuesday, got an even bigger surprise Thursday: she won the \$500,000 jackpot in the Michigan Lottery Home Run Grand Prize Drawing.

"I'm numb," Irene Stahl, supervisor of drivers for an auto auction company in the Williams County community, told the Associated Press.

"This is the first prize I ever won in my life. I'm never even lucky in bingo."

The divorced mother of 6 children, ages 14 to 25, said she probably would invest her windfall, pay off her small farm on State Rt. 576, and travel.

Her boss, Don Rogers, owner of the Montpelier Auto Auction, where Mrs. Stahl has worked about seven years, said Thursday night he hopes she isn't planning to travel very far.

"She's a key person around here," he said. "I'd sure hate to lose her."

"If worse comes to worst, I'll sell out and go to work for her."

When Mr. Rogers sweetened her pay, he hadn't yet heard that she was in the running for a minimum of \$10,000 in the drawing at Howell, Mich.

The lucky winner didn't even have to miss work to attend the drawing, Thursday was her regular day off.

Mrs. Stahl planned to be back on the job this morning. But her boss said he wasn't taking any chances, raise or no raise. He said that he lined up a substitute — just in case.

Ohio Lottery	
50-Cent Game.....	Gold, 5 White, 37 Blue, 111
Win-a-ton.....	5,2908
Michigan Lottery	
Michigan.....	27, 592
Daily Game.....	152

Milliken On Panel

SEATTLE (AP) — Governor Milliken Thursday assumed the chairmanship of the Education Commission of the States, a nonprofit organization of state lawmakers and educators. He succeeds Gov. Lee Ray of Washington.

Update - - Employee is still at M.A.A. "Boss" is gone



Norm Wiese



Len Reisinger

REWARD

WATCH FOR THIS CHARACTER



Holdup Suspect



1964

NAME: Don Rogers
 HEIGHT: 6 Feet
 WEIGHT: 149 (In 1941)
 AGE: 27 (Also in 1941)
 SEX: *

Suspect Was Seen Last Monday In Montpelier, Ohio (U.S.A.) At An Auto Auction, Attempting To Hold Up The Used Car Market.

It Is Believed That The Suspect Will Appear Again Next Monday At The Same Place (Montpelier Auto Auction — 1:00 p.m. — Dealers Only — Fast Dual Lane Selling — Checks And Titles Guaranteed).

If You Are At The Montpelier Auto Auction Next Monday And See This Man, You Will Be Rewarded By The Experience Of Witnessing One Of The Midwest's Finest Auto Auctions! Look For Him! He'll Be Looking For You!

* Less Frequently Than In 1941

The Montpelier Auto Auction was sold to its present owners, Norm Wiese and Len Reisinger, in 1982

SOUTHERN AUTO AUCTION

East Windsor, Connecticut

from
OLD
to
NEW

over
30 years
of
service

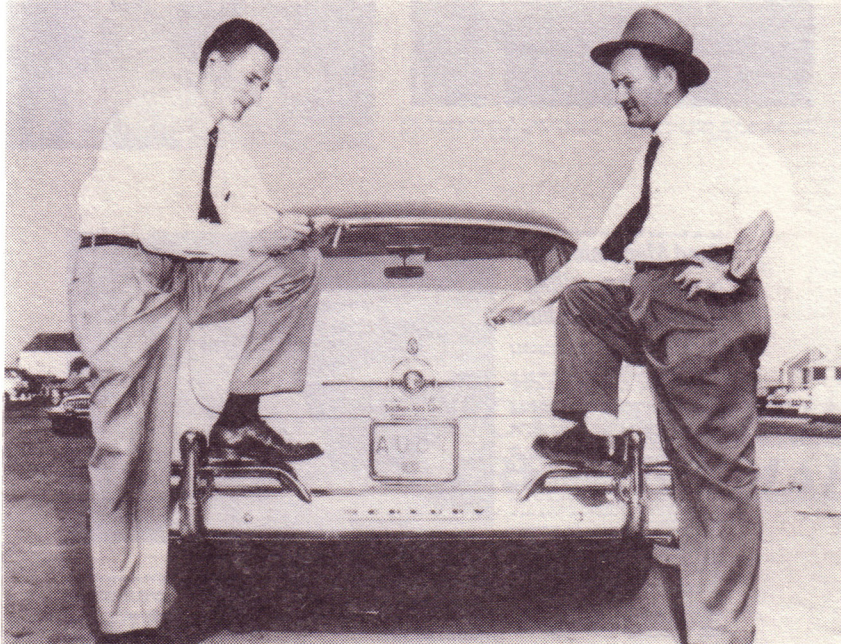
Throughout the years we at Southern have been New England Pioneers in the auction business. Today, we are still leading the way with expanded facilities to meet the demands of dealers, leasing and fleet companies, rental companies and manufacturers. Recently, we added a new cafeteria, a completely automated car wash, several acres of additional customer parking and opening soon a FOURTH auction lane. We would like to invite all of you to a visit and enjoy some of our Yankee hospitality. Whether you're buying, selling, leasing, or renting we can and will accommodate you!
Try us you'll like us!

Larry Tribble, Bob August

SOUTHERN
AUCTION
AUTO SALES

Box 388 (Route 5 off I-91), Warehouse Point, CT 06088 (203) 623-2617

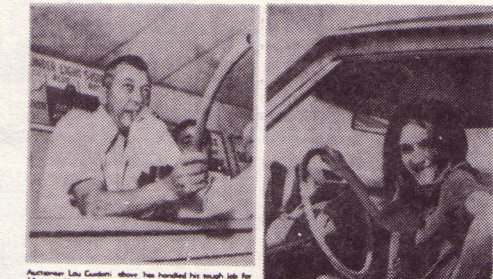
Automotive Market Report September 21, 1977



Current NAAA President, Bob Howe, Models new trousers for Larry Tribble



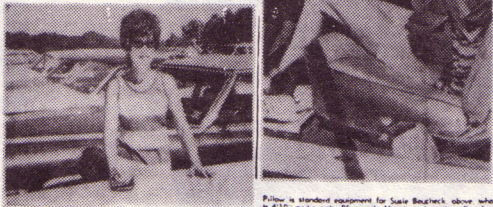
Auction Explodes Myths About Women Drivers



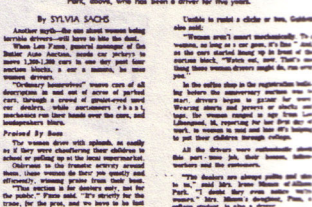
Auctioneer Lou Gaudin, shown here handling his tough job for 14 years, addresses the underarmament of the women who drive the cars to be auctioned.



Ensuing another car into a hole is off in the day's work for Mrs. Irene Mann of Allentown, Pa. She, above, who has been a driver for the past year.



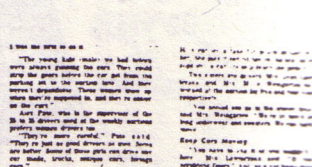
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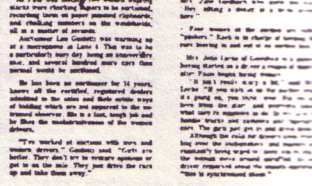
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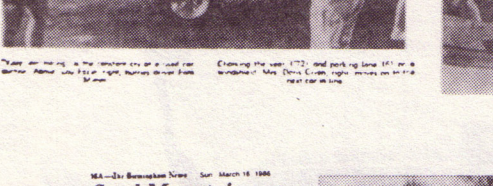
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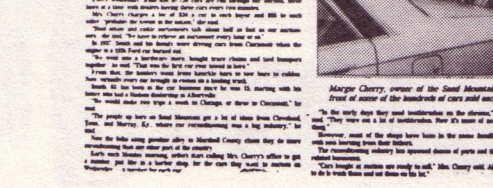
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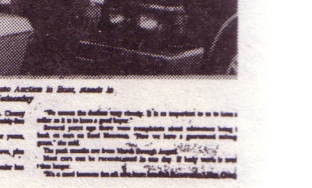
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10 CENTS
Auto Auctions
Firm Wholesale Prices, Brisk Used Car Sales Hearten the Industry
Strong Market Allows Dealer To Offer More on Trade-in And Attract Bigger Volume
\$715 for a '29 Essex Coupe

By FREDERICK TAYLOR
DETROIT — Auctioneer Herb Peddicord slaps the counter with an 18-inch length of green rubber hose and bellows into a public address system. His voice cuts through the clamor of racing engines, slamming doors and 500 shirt-sleeved men shouting to carry on conversations.
"Is it that bad?" he roars. "No, it's not that bad. Come on boys, give us another quarter."

Tug at Your Ear Can Mean Business at Auto Auctions
By a WALL STREET JOURNAL Staff Reporter
Auto auctions are colorful, frantically active places where the uninitiated had best be a bit wary.
At the Michigan Auto Auction the other night, two auctioneers were yammering away over public address systems at the same time 30 feet apart, selling a car a minute while 600 dealers milled around, peered into trucks and tried to carry on conversations with their companions.

Probably because of the noise, the bidding itself went on almost unnoticeably, with a nod, a wink or enough to move forward by 10 or 20. A visiting reporter, unconsciously pulling at his ear, was horrified to find himself suddenly in the bidding on a 1963 Cadillac convertible. He hastily decamped.

One of the "junkies" who is a frequent sight at the Michigan Auto Auction is a young man from the University of Michigan, Ann Arbor.

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By SYLVIA SAGGS
Auctioneer Lou Gaudin, shown here handling his tough job for 14 years, addresses the underarmament of the women who drive the cars to be auctioned.

Can be in a hole or in a hole, the day's work for Mrs. Irene Mann of Allentown, Pa. She, above, who has been a driver for the past year.

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40,000 Cars a Week
Varying only in minor details, this scene is repeated each week in 150 different spots around the country, since trading at auto auc-

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Motor City Auto Auction

Motor City on Telegraph Road—one of the two auctions in Detroit area.

Auctions Set Prices on Used Cars

Continued from Page 10
Report, a heavily magnified, almost microscopic view of it at auctions, along with information on new cars, government rebates, sales of optional equipment, and product development, all affecting the used car market as a whole.

ABOUT TWO-THIRDS of auctioneers believe in the National Automobile Auction Association, headquartered in Livonia, Mich. The auctioneers have their own association of the same name.

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Early Advertising

**Promotions,
Market Reports - etc.**

**SOME AUCTIONS BECAME HISTORY
- - - MOST ARE STILL MAKING HISTORY**

Articles from 1966 Automotive market reports

THE NEW BUTLER AUTO AUCTION STORY NEW FACILITIES PERFECT EXAMPLE OF MODERN TREND IN AUCTIONS

This is the second in a series of articles on some of the nation's leading automobile auctions. Next month's story will cover the Syracuse, N. Y. Auto Auction.

GIBSONIA, Penna.—When you enter the main lobby of the "new" Butler Auto Auction building here, you would be hard put to identify its real use, except for the staccato chant of the auctioneers. The décor is pleasant, the area is tastefully furnished, and the walls are often lined with outstanding paintings by area artists.

This may seem strange, but in a way it is typical of the modern trend

in today's auto auction business. And it is in direct contrast to the "old days" when auctions were often held in old and unsightly buildings, and sometimes in open lots.

The Butler auction is a perfect example of the expanding and modern trend in the growing automotive auction industry. It is a completely new facility, planned and built from the ground up for express use as an automobile auction.

It is also clear proof that like a sharp car, a pleasing, attractive and convenient operation will bring a greater return, not only financially, but through an increasing response

from automobile dealers everywhere, who are more willing to do business under these circumstances as compared with the activity they generated in older, sometimes "back-alley" buildings.

The Butler auction moved into its new building, which president Neal Garber said cost approximately \$240,000, last June 30, and its number of weekly consignments have just about doubled. Immediately the auction has found it necessary to build a third lane to supplement the two in operation. Ground was broken for the additional lane last week and Lou Fazio, vice president and general manager of the sale, expects to have it in operation within 90 days.

Garber, who is best known to Western Pennsylvanians and Eastern Ohio dealers as "Bookie," says the move from Butler to Gibsonia, which is between Butler and Pittsburgh, is "the best move we ever made. The dealers have really responded to our efforts to give them every facility to deal in an efficient and convenient manner."

The new setup, which is located just off Route 8 and the Pennsylvania Turnpike, is almost a complete turnaround from the original Butler auction facilities, which were located on Pillow Street in the city of Butler.

Like most auctions quartered within a city, parking was a problem. But even more, the building and its grounds were highly inadequate even though the number of consignments often were more than 50% below the number being offered each week in the new home.

The building, despite being renovated and enlarged several times over a 14 year period, was at best a makeshift arrangement, and Garber admitted "we should have left there long before this."

Before the new building was constructed, Fazio made visits to new and comparatively new auction buildings in various areas of the nation to see what other owners had done, and many of their best efforts were incorporated in the Butler plans.

The Butler auction was started in 1951 by four partners, of whom only Garber remains active. Other participants included Alex Zimmel, Harry Friedlander and Stephen Welser. Zimmel sold his interest in 1963; Friedlander left the auction some a year later, and Welser departed earlier this year.

While Butler officials are immensely proud of their building, they are even more proud of some of the services they offer.

In this category, Garber points with pride to the auction's check and title policy.



Even as the Butler auction prepares to mark its first year in its new building, president Neal Garber, smiling, and vice president-general manager Lou Fazio contemplate future expansion plans, which include a car wash and reconditioning building.



Dealers may choose from a large selection of cars, such as one shown here, each week. The parking area permits easy access so that dealers may comfortably inspect any car, in the large weekly consignments. Early phone call for handpicking of the entire area.

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Automotive Market Report — Monday, May 14, 1966

THE HIGH POINT AUTO AUCTION STORY

AUTOMOBILE AUCTION THREATENS TO OUST FURNITURE AS No. 1 INDUSTRY

This is the first of a series of articles on the nation's leading automobile auctions. They will be carried from time to time throughout the year.

HIGH PT., N. C. — High Point, North Carolina, has a reputation of being one of the nation's leading furniture centers. Its annual furniture show has become the largest and most important in the U.S. But, in more recent years, it has been gaining a new reputation as one of the nation's leading wholesale automobile auction centers.

It is the home of the High Point Auto Auction, which has become a regular Tuesday event 52 weeks of the year, and each week brings a huge turnout of dealers and cars to this bustling North Carolina city.

What is, perhaps, most interesting and most unusual about this is the fact that it has all come about in the very brief period of a little more than six years.

It was back in 1959 that the Mendonhall brothers—Robert and Forrest—were practicing their occupation as automobile auctioneers in Ohio, Virginia and the Carolinas, and had built reputations as two of the leading auctioneers in this nation. It occurred to them, more than once, that it was about time they got into the auction business on their own, and to this end they began to devote their efforts.

Subsequently, the High Point auction was born and the doors opened for the first sale on Tuesday, February 9, 1960.

That opening sale, according to Forrest Mendonhall, who is president of the company, was "an inspiring thing." "We hoped for a good turnout, of course, but the results on that opening day were overwhelming and we knew immediately we had made the 'right move'."

Just how right the "right move" has been is readily evident not only by a look at the special event figures of the auction, but from the weekly revivals as well.

The firm will hold its 8th Anniversary sale on Tuesday, May 3, at which will be given away \$5,000 in cash prizes, plus a 1964 Mustang. The Mendonhalls are sure the turnout on that day will set a new high for both dealer attendance and car consignments for a southern auction. To do this, they would have to top a record they already claim. That was the 1,234 cars which were registered at their fourth anniversary sale in 1964.

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Automotive Market Report — Monday, April 18, 1966



Robert Mendonhall



Forrest Mendonhall

when the awards given away were a "new" 14,000 and a 1964 Comet. The 1965 sale failed to set a record, only because the weather was unfavorable and kept many dealers at home.

The weekly sales throughout the year bring a fluctuating consignments of between 500 and 650 cars. These cars are, for the most part, clean and sharp ones. Forrest boasts, and adds "the best proof of this is that our weekly sales percentage will stack up with any auction anywhere."

The High Point sale is a modern auction in every respect. The Mendonhalls would have it no other way.

"We have been in this business for a long time," explains Robert Mendonhall, the elder of the brothers, "and we think we know what the dealers want and have come to expect from a top-notch auction. We are determined to give them every comfort

and convenience and to make it as easy as possible for them to deal here. After all, ours is really a service business and if we can't give the dealers

the best possible service, then we'd better get out of the business. However, the constantly increasing attendance here is an indication to us that the dealers are completely satisfied with our operation."

An example of how modern this auction is may be seen even in the mailing room where the post-auction activity of mailing out the auction's sales report to thousands of dealers takes place. The latest equipment available is used as the competently trained personnel moves in a proficient manner to get the reports on the way to the dealers as soon as possible after the sale is completed.

100 people are employed by the auction on a sale day. This includes 85 girls in the office to handle registrations, title transfers, notary duties and payments to dealers through the auction's own check insurance plan.



The above photo shows dealers looking over some of a normal weekly entry. In the background may be seen the exterior to the auction's four lanes. The auction building, including spacious offices at the extreme left of the building, covers 18,000 square feet. The parking area can handle upwards of 1,000 cars with ease.

THE PALM BEACH AUTO AUCTION STORY

This is another in the series of feature stories on some of the nation's leading auctions. Watch for another story in October.

W. PALM BEACH, Fla. — Take Florida's sunny shores, add palm trees swaying in the breeze, bring in some pretty girls, tons in the facilities of a fine Fairgrounds building, throw in some cars, and you have the makings of a fine wholesale automobile auto auction.

That's what Bill Kemp has done here in West Palm Beach. True, the sunny shores and palm trees were there, but Kemp, known to dealers throughout Florida and other sections of the south as Uncle Bill, has provided the rest of the ingredients. In true Florida fashion, he has added girl drivers to the auction business—and this innovation has already

attracted to other sections of the nation. He has a new, modern auction building at the Palm Beach County Fairgrounds, which is the largest auction building in the state, and he has nearly 1,500 dealers from 23 states registered with the auction.

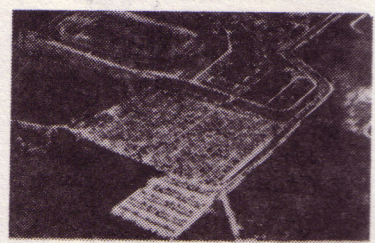
One top of this, he boasts of having the vast experience of Carl Marker heading the auctioneering services. Marker, who formerly owned the Ft. Wayne Auto Auction, Ft. Wayne, Indiana, has had 29 years of experience and is one of the pioneers of the auto auction business. He is a past president of both the National Auto Auction Association and the National Independent Automobile Dealers Association, as well as a lifetime director of the Florida Independent Automobile Dealers Association. He directs a staff of six auctioneers and riggers at Palm Beach.

The auction is owned and operated by Kemp (William E.), a native of Ohio, who migrated to Florida some 11 years ago. He started the Palm Beach auction nine years ago, and that makes it the oldest sale in South Florida.

Kemp does not come to the auction in order to make the dealers feel at home and their day profitable here," Kemp said.

As far as the female drivers are concerned, Kemp says "we have found they handle the cars with extra care, are very capable and reliable and have been doing a very wonderful job ever since the sale opened."

Asked whether the attendance of the girls might not detract from the regular business of selling cars, Kemp, with tongue in cheek, perhaps, notes "they handle their jobs so efficiently that they don't even notice."



This aerial view shows the hundreds of cars on hand for a typical Thursday at the West Palm Beach sale.

business without any automotive experience. Before setting in sunny Florida, he operated an automobile dealership in Ohio for ten years. The esteem and respect which he has attained in his comparative few years in the south may be seen in the fact that he is president of the Auto Auction Association of Florida.

All of the business transactions of the auction are handled capably through a staff of 52 of what Kemp calls "friendly" personnel.

"Our staff is pleasant and courteous, and offer true southern hospitality in order to make the dealers feel at home and their day profitable here," Kemp said.

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"In other words," says Uncle Bill, "we do not compete with our customers; our only business is service and that's what we try to give the dealers in big doses."

This service, he says, has attracted the attention of many of the national leasing companies who for the past several years have been sending all of these Florida-based cars through the Palm Beach sale. With the growth of the leasing business, this phase of the auction's business has increased, too, Kemp added.

In addition to this, he notes that the last few years has also seen a



Carl Marker

Bill Kemp

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Automotive Market Report — Monday, September 19, 1966

THE SYRACUSE AUTO AUCTION STORY

This is the third in a series of articles on some of the nation's leading automobile auctions. Next week's story will feature the Columbus Fair Auto Auction, Columbus, Ohio.

LAFAYETTE, N. Y.—"Energetic" and "enterprising" are two adjectives that are very often overused. But, when applied to Irving Mondore, owner of the Syracuse, N. Y. Auto Auction, they are the absolute truth and the two words that describe him to a "T."

The Syracuse auction is Irving Mondore and the energy and enthusiasm he has put into the auction business has brought to upstate New York an increasingly strong auction which offers its dealers, from a large area, a fine and varied selection of used cars each week.

Next week, on Wednesday, June 22, the Syracuse Auction will officially mark the opening of its new building, which Mondore boasts is "very adequate, offering all the modern facilities, even if it did not cost a quarter of a million dollars."

Prior to the construction of the new auction building, the Syracuse sale, like many others, went through the evolution of growing-up and outgrowing its original and often inadequate facilities.

The auction held its first sale in February, 1954, so it is still in the "comparatively young" stage, and its entry into a new building is a real credit to Mondore.

The Syracuse auction is unique in that it is now one of the nation's most successful night auctions. In a quest to provide "something more convenient" for the dealers, Mondore changed to an evening sale in May of 1962, and the change met with immediate success.

Crowds attending the twelfth activity immediately doubled in size, and as the turnout of potential buyers grew, so did the consignments. In 1963, it was necessary to add another lane, making Syracuse a Twinlane auction, and the second lane was built onto the existing building. By 1965, it was decided to tear down all of



Irving Mondore is the "man behind it all" at the Syracuse sale. He started it in February, 1954, and has built the upstate New York sale into one of the leading night auctions in the nation. The new building is a tribute to his enterprise and energy.

the old buildings, and thus a new building became more than just an idea. Construction was started last year on the building which includes a cafeteria, lounge and lobby, executive, clerical and a registration office.

While the building was "closed in" and "in the rough" but usable by last Christmas, the finishing processes have been carried on and the building is finally ready for the Grand Opening sale, which will be held next week. A few years ago, Mondore published a small booklet in which he described the operation of an automobile auction to many dealers who had never before attended one. In the book, he wrote:

"We aim to serve (the dealer) in a business-like, ethical manner; with impartial treatment to big and small; and with all possible protection to buyer and seller in equal measure." This has been the auction's creed and dealers who have made it a habit to deal at Syracuse are agreed that Irving Mondore and his capable staff

have carried out their aim. The energetic — there's that word again—Mondore notes that "we don't compete with our dealers. We serve them as brokers and that's our job. And we serve them all in the same way. It takes all kind of dealers to make a successful sale, and we need all of them—large and small—if we want to succeed. As for protection, the dealer is simply cared for here. We are insured by the Auction Insurance Agency, of Birmingham, Alabama, for both checks and titles, and it is interesting to point out that we were the first auction in New York State to offer title protection."

In line with Mondore's statement that it takes "all kinds of dealers to make a sale," he points out that the advent of night activity at Syracuse brought a surprising development. "While we, like all auctions, have always pushed hard for clean cars, we found it only natural to get a selection running from cream-puffs to old cars that required a lot of work," Mondore said. "We found that our change to a night sale brought out a large number of smaller dealers who operated their own repair shops and who came to buy cars that needed body or mechanical work. They were used to buying such cars and have thrived in their own shops and were larger new car dealers because very happy with this development as their large volume of new car sales produced an excess of trade-in beyond their capacity to fully reconcile all of them."



Part of the huge parking area is shown here with Lafayette's rolling hills and rural surroundings must appear in the background. The auction is located within a "smoking distance" of Syracuse, The State Fair City.

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AUTOMOTIVE MARKET REPORT — MONDAY, JUNE 13, 1966

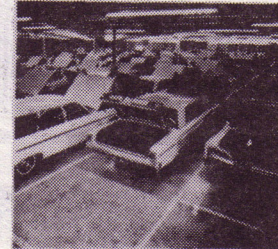
It's Just for Dealers

TEXAS AUTO AUCTION COMPANY PROVIDES DEALERS SHARP LATE-MODEL USED CARS

Texas automobile dealers now have a source of supply for an adequate stock of sharp, late model used cars. While there are several wholesale auto auction companies spread over the U.S., the Big D Auto Auction located in Grand Prairie, Texas, boasts one of the most modern facilities to serve automobile dealers, and it is easily reached by all Texas dealers. Carroll Kopfer and Francis Cassell opened the Big D facility in 1965 and they are now conducting auctions on a regular basis for Ford, Chrysler, American Motors and GM on a non-auction basis. The auctions have proven popular with dealers for a variety of reasons. The dealer is assured the cars he buys are completely reconditioned. They are ready to sell when they arrive on the dealer's used car lot. The dealer's service facilities are not tied up reconditioning used cars. The dealer can buy just the cars he wants and needs, equipped as he wants them. Before the auction starts, the dealer may inspect the cars and make his selection and be assured odometers are correct and warranties intact. The price is right, too. Dealers buying at the auctions report that grosses on year-old auction cars exceed

\$400 and sometimes \$500 per unit. Factory and auction inspectors check carefully to keep reconditioning standards in line with the rigid requirements set by the manufacturer.

On auction day, only authorized dealers or his representative for that line are admitted on the auction grounds. The manufacturer issues embossed identification cards to their dealers that gains him admittance to the auction and will be used to record the sale after the auction begins. When a dealer is a successful bidder on a car, he presents his ID card and it is recorded on the sales order with the price to be paid written in as the auctioneer "moves the car." When the dealer completes his purchases he goes to the Big D office, where all the paper work is completed. Partners Cassell and Kopfer report that many dealers attend the auctions several times before ever making a bid. It gives them a chance to get the feel of the auction and to get solid price and market knowledge. Big D, on an average Tuesday auction will sell 200 cars at a rate of 2 cars every minute. A typical Big D day will see about 200 dealers in attendance, some traveling 500 miles,



An inside storage area is provided at Big D Auto Auction to store detailed vehicles ready for sale. The 300 capacity area provides easy inspection by dealers attending sales.

An aerial view of the gigantic Big D Auto Auction facilities outside Dallas, Texas. The view shows the storage of 2,000 automobiles awaiting sale at one of the regular Tuesday auctions. Another lot recently constructed and not shown in the photograph will accommodate another 2,000 automobiles.

44

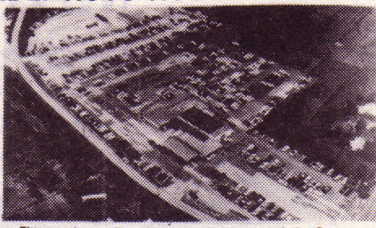
TADA Convention Year Book

THE YORK (PADE) AUTO AUCTION STORY

Mrs. Mary Hershey Glafelter bangs down her gavel, pronounces that the Hershey family corporate meeting is in session and that it will now hear from its President, Mr. J. B. Hershey.

It may not be all as formal as that, but it does serve to point out the uniqueness of one of the nation's fastest growing auto auctions, owned by a family incorporated group that is now in its third generation.

The auction is the Pennsylvania Auto Dealers Exchange, at York,



This aerial view shows the expensive acreage of the Pennsylvania Auto Dealers Exchange, and a sample of a fine entry of cars that draws the attention of a large turnout of buyers each week.

J. B. Hershey, or Jake, as he is best known to his many friends and to the clientele of the auction, had been fascinated by the automobile industry and had made a lengthy study of the used car market. As a matter of fact, The Automotive Market Report had a great deal of influence upon his decision to get the Hershey group into the wholesale auto auction business.

He told this reporter that "accidentally, I had no experience in the automobile business, only an interest in it. I tried to learn as much as I could, then later turned to buying and selling some cars. I used Automotive Market Report (AMR) and, in doing so, I naturally became more and more familiar with the auction industry, then in its comparative infancy, I watched them grow and improve and decided we ought to give it a try."

A family meeting concurred with his findings and some land was bought at Cross Keys, near Abbotstown, Pa. However, it was later learned that Interstate Route 83 was going to have an interchange near Scircetown, only ten miles from York, so more land was purchased and it was decided to open an auction there.

Scircetown is a small community, located about ten minutes drive from York, and fifteen minutes from Harrisburg, Pa. It is probably typical of the kind or size of communities which house most of the nation's successful automobile auctions. That is, it seems,

once again, to prove that, by and large, the wide open areas, where there is plenty of land, good parking and readily accessible highways, are more conducive to making a successful auction than are the cramped quarters of many big cities.

The York auction—it is still called York, despite the fact, it is actually in Scircetown—is in what Jake Hershey says is the real hub of the East. He points out that this is not just a guess, but a fact drawn from results of computer tests. These tests, he says, were made for some big corporations and they conclusively revealed that York was the real hub. As a result, General Motors and McCrosy, the latter the big variety store chain, selected the area for their large distribution centers. McCrosy, as a matter of fact, moved its headquarters from New York to York.

The nature of its being the hub is probably even more emphasized in the fact it is 60 miles from Baltimore, Md., and an equal distance from Reading, Pa. It is just 30 miles from Lebanon and Lancaster, and 110 miles from Philadelphia.

This market area, ranging from Philadelphia to Baltimore and Washington has been called one of the largest automotive markets in the world.

The auction is built on a 22 acre site, where it employs the use of two lane selling. It has enjoyed a steady growth, according to Jake Hershey, ever since its beginning.

President and General Manager Pa. Mrs. Mary Hershey Glafelter is Chairman of the Board, and J. B. Hershey is President and General Manager. But, they are only two of the members of the Hershey family (not to be confused with the Hershey Chocolate people of nearby Hershey, Pa.) who are helping to build P.A.D.E. into one of the nation's top automobile auctions.

While the auction has been in operation for just about 11 years, the family corporation has been chartered since 1922. It was organized by the late Paul P. Hershey and Uncle Abraham S. Hershey for the purpose of starting a string of retail variety merchandising outlets.

The elder Hershey passed away in 1955, leaving his wife, now Mrs. Glafelter a son and two daughters. The corporate body has since been increased by marriage.

Shortly after Mr. Hershey's death, the group made a decision to discontinue the variety business and to pursue an ambition of a long time to enter into some phase of the automobile business.

Page 10

AUTOMOTIVE MARKET REPORT — MONDAY, AUG 5, 1966

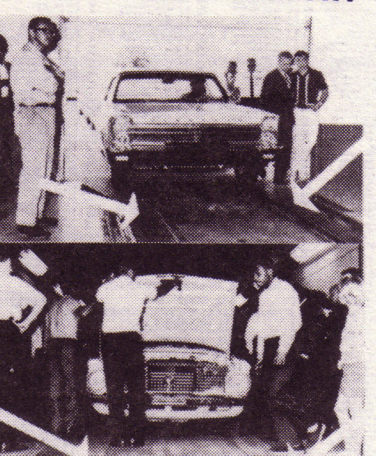
CHICAGO ARENA AUTO AUCTION STORY

This is another in the series of feature stories on some of the nation's leading auctions. Watch for The Motor City Auto Auction Story in the October 31 issue.

CHICAGO, ILL.—If Chicago is the hub of the nation and the gateway to the east and west, then the Chicago Arena Auto Auction is the hub of the nation's automobile auction industry. You undoubtedly have seen advertisements which indicate that "All Roads Lead To . . ." Well, in the case of the Arena Auction, it's the absolute truth.

Located at the 103rd Street Circle of the Dan Ryan Expressway, the auction is accessible by virtually every major road in the United States. As a matter of fact, it's possible to get on any expressway and get to the auction without ever hitting a traffic light; and that means whether you come from New York, Los Angeles, Milwaukee or Detroit.

Of course, dealers do not always show up from these distant spots, but the Arena auction weekly is a mecca for dealers from Indiana, Iowa, Michigan and Wisconsin, as well as all



Cars enter and leave the building on a conveyor belt. The engine is off during that time, eliminating all gas fumes and making Arena the world's "cleanest" sale.

the only thing we have to sell. It's our number one objective, whether it pertains to a dealer who has one car or a dealer who has a hundred. We want to give them a desirable place to do business. After all, they are the horses — not us. If it were not for them we would be here. And we don't ever forget that.

"To show our appreciation for the world's greatest dealers we're going to hold a Fall Roundup Sales Festival on Tuesday, October 25, and we're going to give away \$1000."

And, giving them "a desirable place" to do business is something Cotson and Franks have in a big — very big way.

The real estate and buildings which house the auction are valued at close to \$11 million. The real estate includes 18 acres of land, 10 of which are completely blacktopped. There are 1,033 parking

spaces in this latter area to display cars entered for sale, and there is another parking area where a couple of hundred attending dealers may park their private cars.

In the unproved 3-acre area, there is space to store up to 1,000 cars. The auction building itself is the most modern in the nation, operating as it does on a conveyor belt system — and the Chicago auction is the only one in the world to send cars across its three lanes in such a manner.

At the time Cotson and Franks were planning their new building, Studebaker Corp. was getting ready to leave its buildings at South Bend, Indiana in favor of Canada. The enterprising Arena owners learned it might be possible to secure some of the conveyor belts used on the Studebaker assembly lines, and hastened to South Bend to make a deal. Then, they secured the advice of

Page 10

AUTOMOTIVE MARKET REPORT — MONDAY, OCTOBER 17, 1964

From TADA Convention Book

Congratulations to NIADA

Now!



There's Only One
In Ft. Wayne!!

It's Ft. Wayne Speedway

(Combined with Carl Marker's
Ft. Wayne Auto Auction)

On U. S. Route 30 (California Road between Highways 27 and 3) North of City
at the Ft. Wayne Speedway and Fairgrounds, Ft. Wayne, Indiana

Sale Every Tuesday at 1:00 P.M.

Checks and Titles Insured by Auction Insurance Agency
40 Acres of Parking Area
ARNOLD CLAPPER, Owner
AUCTIONEERS

Bud Drake
Mail Address: P.O. Box 207

Jim Liechty

Harvey Boyer
Phones: Eastbrook 3077, 2955

"THE SOUTH'S LEADING AUTO AUCTION"

A sale every Thursday at 3 P.M. and all day Friday for dealers only.
Operated for "The best interest of all since 1946." Averaging better
than 350 units weekly, selling more than 200 units each week.

EVERY TITLE AND CHECK GUARANTEED • FREE REGISTRATION

OPEN ALL NIGHT THURSDAY

SALE STARTS 3 P.M. THURSDAY • 10 A.M. FRIDAY

"A Satisfied Customer Is Our Rule"

Tom Hewitt Auto Auction Company

U. S. Highway 41, South • Valdosta, Georgia

WHOLESALE

POST OFFICE BOX 742

TELEPHONES 1848 - 1849

4 LANES



FORREST MENDENHALL ROBERT W. HOCHSTETLER

4 LANES

★ ★ FACILITIES! ★ ★



HIGH POINT AUTO AUCTION - HIGH POINT, N. C.
SALE EVERY TUESDAY - 10:30 A. M.

September 14, 1964

Page 3

MILWAUKEE AUTO AUCTION

8833 South 27th Street, Milwaukee, Wisconsin

4 miles south of city limits on U. S. No. 41

Ph: South 1-7444

SALE EVERY WEDNESDAY

Operated by: George Lawson, ten and one-half years in the wholesale
car auction business

DEAL WHERE YOU ARE PROTECTED

Checks and titles guaranteed 100 per cent and insured

LOT TO PARK 400 CARS

Large auction building

2-miles from Mitchell Field Airport

Manager: Milwaukee's Ernie Seifert

Call us anytime for your wholesale selling and buying

INDIANAPOLIS AUTO AUCTION
SALE EVERY WEDNESDAY

Salute the Past...
1960 Greet the Future

From past experiences, we improve the Future

Indianapolis Auto
Auction

Sale Every Wednesday

Leona Drake, Owner

AUCTIONEERS

Bud Drake Jim Liechty

Miz Lehman Vern McCracken

Phone CHapel 4-9546

THURS
Buy and Sell
in
WINDSOR
VIRGINIA



FRED T. MATHEWS, JR.
Vice President



SALE AT 10:30 A.M.

WINDSOR
AUTO
AUCTION,
INC.

HIGHWAY 460
WINDSOR, VIRGINIA
PHONE
242-3541
WE RESERVE NUMBERS

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DIRECTORY
SOUTHEASTERN AUTO AUCTIONS

MONDAY

11:00 A.M.—DIXIE AUTO AUCTION, INC., 317 Gadsden Rd., Birmingham, Alabama
12 NOON—MURKIN AUTO AUCTION, Highway 961, Murry, Kentucky
12:30 P.M.—NORTH MISSISSIPPI AUTO AUCTION, INC., 347 Center St., Baldwin, Miss.
12:30 P.M.—COLUMBUS AUTO AUCTION, INC., 3108 Victory Dr., Columbus, Georgia

TUESDAY

10:00 A.M.—RAWLS AUTO AUCTION SALES, INC., Leesville, South Carolina
10:30 A.M.—MOON POINT AUTO AUCTION, Hwy. 29 & 70, High Point, North Carolina
11:30 A.M.—DIXIE AUTO AUCTION, INC., 1940 Brady Ave., N. W., Atlanta, Georgia
11:30 A.M.—FAIRGROUNDS AUTO AUCTION, INC., White Horse Rd., Greenville, S.C.
12 NOON—TINNIN AUTO AUCTION, Box 847, Meridian, Mississippi
12:30 P.M.—FRED BROWN AUTO AUCTION, 2240 Bridge St., Paducah, Kentucky
12:30 P.M.—MONTGOMERY AUTO AUCTION, State Coliseum, Montgomery, Alabama
1:00 P.M.—LOUISVILLE AUTO AUCTION, 3508 Mammoth Road, Louisville, Kentucky
1:00 P.M.—SLATON AUTO AUCTION, Lenoir City, Tennessee

WEDNESDAY

10:30 A.M.—CAPITAL AUTO AUCTION, INC., Wake Forest Rd., Raleigh, North Carolina
11:00 A.M.—ORLANDO AUTO AUCTION, INC., 1918 S. Division St., Orlando, Florida
11:30 A.M.—NASHVILLE AUTO AUCTION, INC., 1408 Johnson Rd., Nashville, Tenn.
12 NOON—INDIANAPOLIS AUTO AUCTION, P. O. Box 34007, Indianapolis, Indiana
12 NOON—MIDDLE GEORGIA AUTO AUCTION, 4459 Broadway, Macon, Georgia
12 NOON—GRATER JACKSON AUTO AUCTION, 8514 Wiegman St., Jackson, Miss.
12 NOON—SAND MOUNTAIN AUTO AUCTION, INC., Hwy. 431, Box 4, Alabama
12 NOON—CHARLOTTE AUTO AUCTION, INC., 2915 Wilkerson Blvd., Charlotte, N.C.
12 NOON—GREENVILLE AUTO AUCTION, 3564 Park Place Dr., Greenville, S.C.
12:30 P.M.—MARTIN AUTO AUCTION, Martin, Tennessee
1:00 P.M.—GRATER DEALERS AUCTION, INC., U.S. Hwy. 27, Somerset, Kentucky
1:00 P.M.—GRATER KNOXVILLE AUTO AUCTION, Chapman Hwy., Knoxville, Tenn.
1:00 P.M.—NORTHWEST FLORIDA AUTO AUCTION, Pensacola, Florida

THURSDAY

10:30 A.M.—WINDSOR AUTO AUCTION, INC., Highway 460, Windsor, Virginia
10:30 A.M.—CLANTON'S AUTO AUCTION SALES, INC., Hwy. 34, Darlington, S.C.
11:30 A.M.—DATE CITY AUTO AUCTION, INC., U.S. 60 West, Mt. Sterling, Kentucky
12 NOON—BELL AIR AUTO AUCTION, Route 1, Bel Air, Maryland
12 NOON—DIXIE AUTO AUCTION, INC., 317 Gadsden Rd., Birmingham, Alabama
12 NOON—EVANSVILLE AUTO AUCTION, Highway 41 South, Evansville, Indiana
12 NOON—PERRY'S AUTO AUCTION & Main Street, Swainsboro, Georgia
12:30 P.M.—TRI-STATE AUTO AUCTION, INC., Hwy. 51 & Whitehaven, Tennessee
12:30 P.M.—COLUMBUS AUTO AUCTION, INC., 3108 Victory Dr., Columbus, Georgia
1:00 P.M.—P. L. BRUCE & CO., 919 Putnam Hwy., Greenville, South Carolina

FRIDAY

11:00 A.M.—BRISTOL AUTO AUCTION, P.O. Box 227, Bristol, Tennessee
11:00 A.M.—JOHNSON AUTO AUCTION, Jordan Lane N.W., Huntsville, Alabama
11:00 A.M.—SHERIFF AUTO AUCTION, INC., Shelby, North Carolina
11:00 A.M.—VALDOSTA AUTO AUCTION, INC., U.S. Hwy. 41 S., Valdosta, Georgia
11:30 A.M.—DIXIE AUTO AUCTION, INC., 1940 Brady Ave., N.W., Atlanta, Georgia
12 NOON—PALATKA AUTO AUCTION, Palatka, Florida
1:00 P.M.—ATLANTA AUTO AUCTION, 718 Angier Avenue, N.E., Atlanta, Georgia
1:00 P.M.—DIXIE AUTO AUCTION, U.S. Hwy. 23 W., Louisville, Ky.
1:00 P.M.—QUEEN CITY AUTO AUCTION, 10160 Reading Rd., Cincinnati, Ohio
1:00 P.M.—ATLANTA AUTO AUCTION, 718 Angier Avenue, N.E., Atlanta, Georgia
1:00 P.M.—SLATON AUTO AUCTION, Lenoir City, Tennessee

SATURDAY

7:00 P.M.—P. L. BRUCE & CO., 919 Putnam Hwy., Greenville, South Carolina

ONE OF THESE SALES IS NEAR YOU!
ATTEND ONE THIS WEEK

THE AUTO HORN

Lenoir City - 2 Night Sales
Tue. 7 P.M. Fri. 7 P.M.

FREE DELIVERY
On 5 or More Cars
75 MILE RADIUS

You Get An Auction
Company Check For
Every Car You Sell

Mr. Automobile Dealer: After 15 years
experience I CALL THIS SERVICE!
Dealers: You can't lose!

MONDAY 8 P.M. & THURSDAY 12:30 P.M.
All "As Is Cars" Sold First

NO BOUNCING CHECKS

H.W. SLATON AUTO AUCTION
CHATTANOOGA

LICENSED BONDED INSURED
300 CARS TO CHOOSE FROM WEEKLY
FOR RESERVE NUMBERS PHONE 698-8308

TENN

I would be glad to offer this SERVICE if I didn't know I could get the job done!

W.A.D.E. GALA 1965 PREMIER

"A NEW CONCEPT OF AUTO AUCTION"

- Does thousands ready franchise cars for sale daily.
- With WADE's dependable system, you make error free check when registering your car.
- Complete check-up and detailing service available.
- One for systems means a \$300 car or a \$5,000 car receive the same attention!
- WADE'S concept is that our service is an auto exchange here.

OTHER FEATURES:

- Open House Tables
- Guaranteed Franchise
- Free of Government Fees
- Registered Personnel to Register
- No Taxation
- Real Live Dealers
- Total Franchise Selling Plan
- Car tags to suit state laws or used
- Complete Auto Detailing & Wash
- Complete Check-ups & Wash
- Exhausted Drivers only
- No Trade-ins
- Real Live Dealer Selling
- Franchise Check Table

SPECIAL ADDED ATTRACTIONS!
Wade's road assistance... 100... 24 hours... 1-800-848-3000... 1-800-848-3000... 1-800-848-3000... all WADE's Franchise Dealers!

Don't Just Watch - Participate!

AT WEST COAST DEALERS EXCHANGE - 3220 S. BROADWAY, LOS ANGELES, CALIF. PHONE 731-7202

TRI-STATE
AUCTION CO., INC.



SALE DAY THURSDAY

3041 WEST MAIN AVENUE - PHONE 222-7427
FARGO, NORTH DAKOTA 58102

K JACK KESSLER
E ELEANOR SCHAEFER
N ART GRANDI
S RALPH SHIVELY
C BILL BRUCE
H
A
E
F
R

Every Thursday

Indiana's Oldest Wholesale Auto Auction

203 W. Morris Street,
Indianapolis, Indiana

Auto Auction, Inc.

ORLANDO AUTO AUCTION

JOEL STRICKLAND, OWNER AND OPERATOR

— REMEMBER —

TWO BIG
SALE DAYS
EVERY WEEK

The two sales where Florida dealers do their buying and dealers all over the United States get high dollar for their car.

1900 South Division, Orlando, Florida

EVERY WEDNESDAY AT 10:00 SHARP

U. S. Highway No. 1 — 6 Miles North of Jacksonville, Florida

EVERY MONDAY AT 11:00 SHARP

The South's Finest Wholesale Auto Auction

- No Registration Fee.
- Guaranteed Titles
- \$100.00 drawing each sale.
- Free plane tickets to or from Auction for all Dealers buying four (4) or more cars.
- Guaranteed Checks
- Good Food Available
- Free Cadillac on drawing.
- Free sleeping quarters for drivers and dealers

YA'LL COME

SALE EVERY FRIDAY

BILL HARRIS Co-Owner | 12 NOON | JIM EUBANKS Co-Owner

VALDOSTA
AUTO AUCTION

THE COUNTRY BOYS ARE GOING TO TOWN

NUMBERS RESERVED | INSURED GUARANTEED

P.O. BOX 856 VALDOSTA, GEORGIA
Follow Interstate 75 to Valdosta we're on Highway 41 South

RECENT HISTORY

IMPERIAL AUTO AUCTION

West of Lakeland, Florida

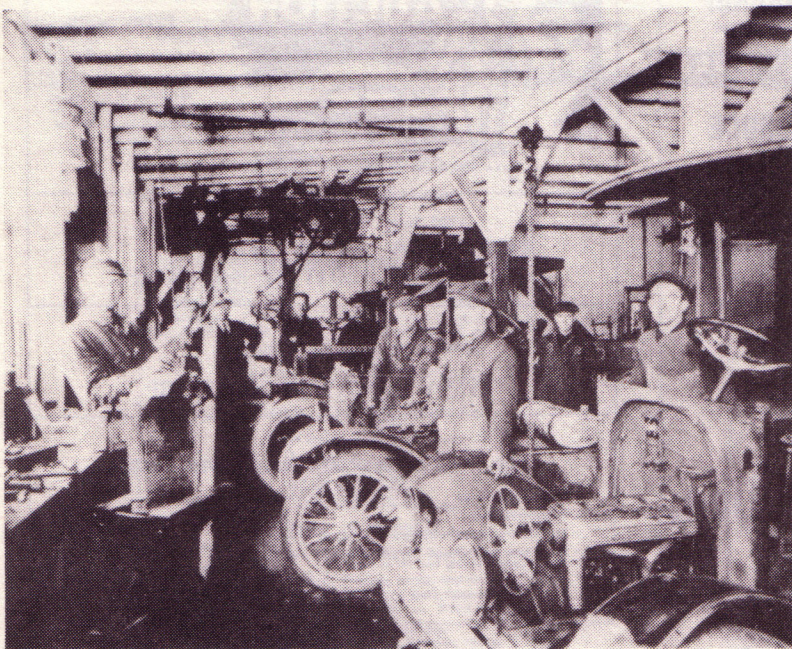
THE STORY OF IMPERIAL AUTO AUCTION

The first car crossed the auction block at Imperial Auto Auction in May 1977. And, since that time Imperial Auto Auction has grown from a two lane auction handling 60 cars on Tuesday nights to the World's Largest Night Sale with a consignment of over 1200 cars and trucks a week. Our present auction building alone covers the original four acres purchased by Harold Ratcliff in 1977.

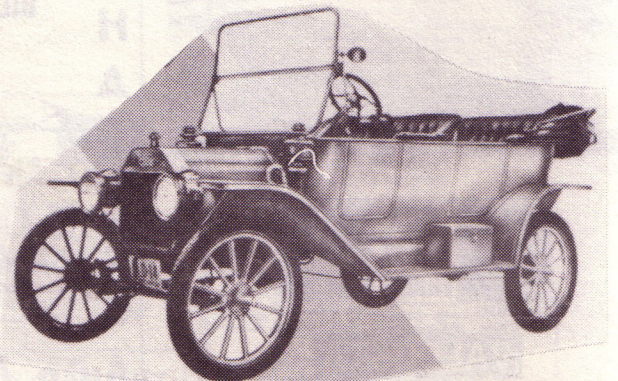
By the time the auction was purchased by the present owners, Bob Pohle and Cecil Henry, in 1982, it had grown to a four lane facility with a consignment of 500 cars a week. And, a second sale had been added Thursday afternoon.

The present expansion was completed in the Fall on 1984. Today, Imperial Auto Auction operates out of beautiful, modern facilities, including six covered auction lanes, on 26 acres located just west of Lakeland, Florida.

But, we haven't stopped growing yet! Plans are already on the drawing board for additional lanes and offices. And, our consignment grows every week, each time another car crosses the block at Imperial Auto Auction.

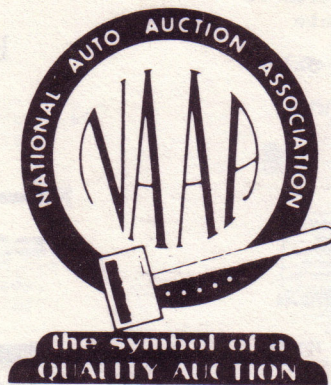


Early recon center



Finished product

THE NATIONAL AUTO AUCTION ASSOCIATION



ITS BEGINNING AND PROGRESS

The National Auto Auction Association was originally named the National Auto Auction Protective Association. Its history is probably best told by the following.

Page 1

On Saturday August 28th, 1948, a meeting of Auto Auction owners was held in the Orlando Hotel, in Decatur, Illinois for the purpose of setting up some system of protection for Auto Auction owners against defraud by bad checks, stolen cars, mortgaged cars or other irregularities which should come up in operating an auto Auction.

The Auction owners were called together by Mr. and Mrs. C.E. Drake, of the Decatur Auto Auction of Decatur, Illinois for a dinner and business meeting. After dinner which began at 8 P.M. in the Orlando Hotel, Mr. C.E. Drake called the meeting to order.

After lengthy discussion of several different methods of transferring information, one of which was a chain system, it was decided to set up a Clearing House, centrally located, where members could call in information, which would benefit other Auction owners, such information to be sent to all members immediately from said clearing house.

This method was agreed upon by all Auction owners present.

An organization was formed at this meeting and a name chosen, National Auto Auction Protective Assn. officers were elected as follows:

- President, C.E. Drake, Decatur Auto Auction Co
- Vice Pres. Ken Schaefer, Ken Schaefer Auto Auction, Indianapolis, Indiana
- Secretary, David G. Watson, Public Auto Sales, Kansas City, Missouri
- Treasurer, Lillian Hamilton, Public Auto Sales, Kansas City, Missouri

First N.A.A.P.A. minutes



TELETYPE UNIT
VALENTINE
WESTERN UNION
A. H. WILLIAMS
ST. LOUIS, MO.

SYB070 KA129 KLLN17-016

KLLN016 LONG BOOK RX 66/64 COLLECT KANSAS CITY MO 9 1030A

DEALERS AUTO AUCTIONS

1175 WASHINGTON ALBANY NY

ROBERT [REDACTED] FORMERLY OF DECATUR ILLINOIS GAVE NSF CHECK NATIONAL BANK DECATUR ILLINOIS IN PAYMENT FOR TWO TONE 1947 OLDSMOBILE 98 SEDANETTE MOTOR NUMBER 8105965HS MISSOURI TITLE 1126902 SET OF 1948 AND 1949 ILLINOIS DEALER PLATES 4263 LEFT IN CAR WARRANT ISSUED FOR MILLER WANTED FOR OTHER BAD DEALS NOTIFY DECATUR AUTO AUCTION DECATUR ILLINOIS IMMEDIATELY IF MILLER OR CAR SHOW UP

NATIONAL AUTO AUCTION PROTECTION ASSN INC

National Auto Auction Protective Association

C. E. DRAKE, PRESIDENT
KEN SCHAEFER, V. PRES.

ELSE M. MARTIN, Secretary - Treasurer

TOWANDA, ILLINOIS

John Drem
Hennabs, Mo. by Quincy Auto Auction
9/15/49

Bill Robert on an immediate lookout for [REDACTED] Hannibal, Mo. who left Hannibal last Friday and checked out of his bank before outstanding checks were cleared for automobiles purchased. Last reported heading south. Warrant is out for his arrest. Members should hold on a hold warrant if he attempts any sales which we believe that he will because he deals mostly wholesale. This man is about 65 years old, 175 pounds, grey hair, watery blue eyes, hands are blotchy brown and white in color, large nose, face is somewhat flushed and looks like a drinker, but is not, should be easily recognized by blotchy skin and watery eyes. [REDACTED] now be operating under an alias name.

CONFIDENTIAL

Early correspondence

National Auto Auction Protective Association

C. E. DRAKE, PRESIDENT
KEN SCHAEFER, V. PRES.

ELSE M. MARTIN, Secretary - Treasurer

TOWANDA, ILLINOIS

[REDACTED] Indiana by Quincy Auto Auction
9/15/49

At our sale of 7/12/49 Mr. [REDACTED] purchased a 1947 Oldsmobile from Boston Motors - the title to be [REDACTED] by check. He left the car here but did not [REDACTED] the consignee of this sale nor did he [REDACTED] that he would not honor the check. The check [REDACTED] together with the title was returned to [REDACTED] Motor.

Mrs. Hamilton of Public Auto Auction, Kansas City, Mo. asks that all members watch for a 1949 Chevrolet Club Coupe, dark blue, black tires, spot light, radio, red motor, motor # 2 DAL 208347, serial # SC127535. stolen from Steley Motors, Kansas City, Mo. July 17th. If found notify Steley, 8600 Independence Avenue, Kansas City, Missouri. Phone Hubolt 6300.

CONFIDENTIAL

NSF 1947 98 8105965HS 1126902 1948 1949 4263

Minutes from early meetings

Page 2

8/25/48

Board of Directors:

George Lawson- Dyers Auto Auction, Dyer, Indiana, No.1 for 3 years.
D.V. Webster, Fort Wayne Auto Auction, Fort Wayne, Indiana, No.2 for 3 years.
William Hadley- Evansville Auto Auction, Evansville, Indiana, No.3 for 3 years.
N.C. Maney- Maney Auto Auction, Murfreesboro, Tennessee, For two years.
Charles Thale- Quincy Auto Auction, Quincy, Illinois, For two years.
W.L. Nool- Hannibal Auto Auction, Hannibal, Missouri- 1 yr. term.
J.L. Spurgeon- Des Moines Auto Auction, Des Moines, Iowa, 1 yr. term.

It was decided this is to be a National Association with Home office in Kansas City, Missouri. The Association was also to be Incorporated.

On Sunday August 29th, officers had breakfast at Orlando Hotel, after which pictures were taken. A meeting was held to discuss by-laws, methods of incorporating, and other business matters of the Association.

Monday, August 30th, 1948, Home office. A Bank account was set up in the Southeast State Bank of Kansas City, Missouri. \$250.00. All checks to be signed by Secretary and Treasurer, except checks in excess of \$25.00 to be signed by both Secretary and Treasurer and President, C.R. Drake.

Purchased office supplies, \$6.99, Files, \$25.56 and ordered Stationery.

September 19th, 1948

Received new application- Tim Anspach, Dealers Auto Auction, Albany, New York, ✓ Sent Membership list and association records.

September 20th, 1948

Received application from New Members, Frank Sipriani, Aptco Auto Auction, Detroit Michigan, mailed him office records. Sent letters to members with list of additional members.

September 21st, 1948

Another new Member- F. Charles Leitch, Leitch Motor Sales, Owosso, Michigan, Mr. Leitch had called the night of the insurance meeting to inquire about Association, said then he would join.

September 22nd, 1948

Received wire from Doc Greiner, Toledo, Ohio that bad risk, Malcolm Basley, had straightened bad accounts, notified members.

September 24th, 1948

Received unethical dealers list from the A.C. Auto Auction, Sent to members.

Received letter from the Hannibal Auto Auction requesting all messages by mail.

Called four engraving companies to give us estimate on plaques and signs.

Talked to Mr. Charles Higgins about Insurance Can not insure us as we want to be covered Said we would have to form a Mutual Co. of our own.

Tuesday, Sept. 7th, 1948

Received letter from the Decatur Auto Auction, Mrs. C.E. Drake, a list of 38 Auction Companies to be solicited for membership. Sent out letters of invitation to join.

Wednesday, Sept. 8th, 1948

Received application for membership from Drake Auto Auction, Ralph and Ray Drake, Montpelier, Ohio, Deposited \$25.00 membership fee in the Southeast State Bank. Sent Mr. Drake our present list on file.

Received a letter from Mr. Hadley, Evansville Auto Auction, Evansville, Indiana, Enclosing his list of bad risks.

Received a wire from Mr. George Lawson, Dyers Auto Auction, Dyer, Indiana on information for members. Sent wires to members at once.

Received a wire from Ken Schaefer Auto Auction, Indianapolis, Indiana. Information for members, notified at once.

Thursday, September 9th, 1948

Received checks for N.A.A.P.A. from Southeast State Bank.

Received \$25.00 Membership Fee from the Kansas City Auto Auction Co. Inc. also a list of bad risks. sent to members.

Received a letter on undesirable dealers from Wm. Hadley, Evansville Auto Auction, Wrote back to Mr. Hadley for more detailed information for our files. Will send on to members when received.

Feb. 3rd, 1949

Received report Ken Schaefer, Sent to members. Also wanted a correction made on a previous report that was sent out wrong by Home office. Correction was made. Received report Decatur Auto Auction, sent to members.

Talked to Mr. C.E. Drake, Pres. notifying him Secretary was still in cast, wanted to resign, impossible to find help at the price association can afford. Feel that association will suffer otherwise.

Feb. 9th,

Received letter from Doc Greiner, Toledo Ohio, explaining his refusal to accept collect telegram. Letter on file. Feel this in as much as the Public Auto Auction has to stand the expense of all such returned telegrams, and as they are devoting their office, phone, time, and secretary without cost to the association, that this was an imposition. Don't feel that there is the proper cooperation, to continue as Secretary, under the circumstances, called Pres. and notified him to that effect. Trying to take care of this ill, without funds for help, was enough, without extra expenses for your trouble.

Feb. 9th,

Received report from Maney Auto Auction, Murfreesboro, Tenn. Sent to members.

Feb. 16th,

Received returned telegram, \$ 3.79, H.C. Turney, Akron, Ohio. Listed above.

Feb. 25th,

Paid typist \$ 25.00 for past assistance doing extra work, over period of Feb.

The first annual meeting of N.A.A.P.A. was held in Decatur March 23, 1947. Mr. Schaefer presided. After much discussion the following rules were formed and adopted:

1. All information issued from the sec'y's office is to be held in strict confidence. Meaning all reports and information by written report or word of mouth shall not go beyond the membership of this organization.
2. Each member of this association is compelled to give a signed report on any or all obligations that are not fulfilled in the regular procedure. (Meaning, any checks or draft that is not accepted at the Bank upon first presentation--due to lack of funds.) This rule also pertains to uncollectable funds and to stolen cars or fraudulent intents.
3. It is advisable but not compulsory to report other unethical dealings as a member may deem necessary. Meaning--habitual refusing, rejecting with undue cause or selling cars knowingly against rules of the auction house.

The third annual meeting of N.A.A.P.A. was held at Hotel LaSalle Chicago, April 7, 1951.

The Association was host at lunch, followed by entertainment by James K. Thompson. The sec'y report was read and approved. A letter from George Lawson to Mr. Lee stating that in his opinion the organization had outlived its usefulness, and that as things now stand he is no longer interested, was read. The sec'y was instructed to write Mr. Lawson and express the regret of organization in regard his decision and ask him to reconsider staying with the Association. It was duly moved, seconded and carried that by-laws be revised to include as many vice-presidents as seems advisable to act as area representatives. These vice-presidents to be appointed at the discretion of the three top officers.

The following officers were elected.

- | | |
|----------------------|---|
| President | Denzil Webster |
| 1st. Vice-Pres. | N. C. Maney |
| 2nd Vice-Pres. | Tim Anspach |
| Sec'y & Treas. | Mrs. Eleanor Schaefer |
| Three year directors | E. L. Cox
Sam Goodman
C. B. Drake |
| Two year directors | Wm. Donker
Frank Ricar
Eroy Lee |
| One year directors | Ralph Drake
Powers
Charles Loitch |

NATIONAL AUTO AUCTION
PROTECTIVE ASSOCIATION

Financial report June 4, 1951 to
December 31, 1951

Receipts:

Balance June 4th	\$ 243.04
Dues	1140.00
Plaques	102.50
Sale of mimeograph	16.00
Advertising	36.00
	<u>\$1537.54</u>

Disbursements:

Salary for Sec.	\$ 275.00
Stamps	51.20
Stationary & Supplies	72.40
Rexograph & Supplies	158.13
Typists	45.00
Entertainment-	62.50
Telephone bill - long dist.	96.43
Automotive News	58.80
Expenses for Pitts, meeting	11.00
	<u>\$ 830.46</u>

Balance December 31, 1951 - - - \$ 707.08

Eleanor Schaefer
Treasurer

Discussion followed on the importance of getting new members. The question was brought up whether any auction would be eligible for membership or if an investigation should be made first before being accepted in NAAPA. Mr. Joseph Johnson made the motion that any auction desiring membership to NAAPA must have been in business six months from the date of their opening sale and their application must be investigated or screened by a committee of five members. Mr. L.G. Tribble seconded the motion and it was approved.

Election of officers was held -- the following officers were elected.

- | | |
|-----------------------|---|
| President | Sam Goodman |
| First Vice-President | Tim Anspach |
| Second Vice-President | L.G. Tribble |
| Secretary-Treasurer | Mrs. Eleanor M. Schaefer |
| Three year Directors | Mr. N.C. Maney
Mr. Littleton Bracey
Mr. George Lawson |
| Two year Directors | Mr. Joseph Johnson |
| One year Director | Mr. Frank Hollenbeck |

Our President Mr. Sam Goodman appointed the following members for the committee of investigating and screening new applications for membership in NAAPA.

April 24, 1954

NAAPA MINUTES

The National Auto Auction Protective Association held a special meeting April 24 1954 at the Hotel Statler in Cleveland, Ohio.

This meeting was called because it had become evident that the original organization had lost its purpose and needed to be reorganized to fit the changing trends. A series of four letters, in addition to, long distance calls and telegrams went out to over 150 auction owners all over the country urging them to attend the meeting and support an organization for their particular business.

Mr. Tim Anspach acted as chairman of the meeting in the absence of Mr. King Sutton, President.

The reading of the minutes of the previous meeting were dispensed with.

Mr. C.B. Drake was asked to ~~give~~ ^{give} a background of the National Auto Auction Protective Association.

There was an introduction of all present. Twenty-seven auctions were represented, and over fifty persons attended the luncheon and meeting.

Mr. Anspach pointed out that the meeting was called in order to find out if auto auction owners wanted to continue with a National organization. He asked for opinions or ideas from the auctions represented.

9-24-54

Mr. Marker then called on Mr. Miles Elliott a representative from the National Used Car Dealers Association, to ~~give us a talk~~ ^{present}.

Mr. C.B. Drake made a motion to amend the By-Laws to read: The Association shall have nine directors. Three to serve three years, three to serve two years, and three to serve one year. Motion was seconded and carried.

Nominations for Board of Directors followed:

- R.A. Waldrep
- Jacob H. Ruhl
- King Sutton
- Tim Anspach
- Frank Hollenbeck
- William Bard
- E.L. Cox
- Sam Goodman
- C.B. Drake

Nominations were closed. The chairman being Mr. Waldrep. Mr. Ruhl, Mr. Sutton and Mr. Waldrep serving three years. Mr. Anspach, Mr. Hollenbeck, Mr. Bard serving two years. Mr. Cox, Mr. Goodman and Mr. Drake serving one year.

Discussion followed on changing the name of the association from the National Auto Auction Protective Association. Mr. Briley made the motion that three names be put to a vote. This was seconded and the following names were voted upon.

- National Auto Auction Association
 - American Auto Auction Association
 - National Auto Auction Operators Assn.
 - The National Auto Auction Association
- ~~received the most votes, was accepted.~~

Discussion followed on the amount of dues per year.

N.A.A.A. is born

George Lawson reported that in 1954 \$10,000,000 worth of fraudulent checks were issued and 220,000 cars were stolen in the United States. He said, for the good of the whole organization, we should give our customers the protection they deserve. He said he would like to see every auction house give check and title protection.

The meeting was adjourned until 2:30 p.m.

Mr. Marker called the meeting to order.

Mr. Danzansky gave the following report on the committee appointed to draw up a Code of Ethics. The committee did not feel that it had sufficient time to give to the Code of Ethics. They ask that they be given more time. They recommend the following resolution:

"Resolved that, NAAA be recorded as favoring immediate adoption by the new Board of Directors of a Code of Ethics for the Industry; and to give wide publicity to same among the members of the Association, the trade papers and the general public.

This Code of Ethics to reflect a pledge of fair conduct between the Auto Auction and its customers; and to emphasize the duty to protect the public and itself against fraud, misrepresentation or unethical practices."

Mr. Waldrep made the motion to accept the resolution as read. Seconded and carried.

OFFICERS OF
NATIONAL AUTO AUCTION ASSOCIATION

- President Mr. Carl Marker
- Vice-President Mr. George Lawson
- Secretary & Treasurer Mrs. Eleanor M. Schaefer
- Chairman of the Board of Directors R.A. Waldrep
- Board Members
 - Jacob H. Ruhl
 - King W. Sutton
 - Tim Anspach
 - Frank Hollenbeck
 - William Bard
 - E.L. Cox
 - Sam Goodman
 - C.B. Drake

Elected April 24, 1954

First N.A.A.A. officers & directors

**HISTORY OF THE
NATIONAL AUTO AUCTION
ASSOCIATION**



Bernard Heart
Executive Director
N.A.A.A.

The National Auto Auction Association was officially organized in 1953, according to available records. Owners of wholesale auto auctions throughout the eastern half of the United States had previously established the National Auto Auction Protective Association, in 1948. The word "protective" was a part of the name as that described the original purpose of the organization which was to protect the auctions from unscrupulous and unethical dealers. Through an exchange of information these dealers were gradually eliminated from doing business with member auctions. It also enabled auctions to collect settlements from dealers. When they learned they were barred from association member auctions, many found it more profitable to return and pay the complaining auction the amount they owed the auction, usually caused by misrepresentation of vehicles.

In 1954, the name was changed to its present form and the association's purposes were broadened to include education through an exchange of ideas, improvement of image and promotion to secure more clients through stressing the advantages of buying and selling at an established and approved wholesale auto auction. These same goals are being followed today.

My first exposure to the auto auction industry was in November, 1954, when Leona Drake called me and asked me to work as clerk on the auction block at Indianapolis Auto Auction. This was about four months after I had been elected Secretary of the National Auctioneers Association.

1948 Press release
**AUTO AUCTIONS FORM NATIONAL UNIT
HERE, ELECT C.B. DRAKE**

A National Auto Auction Protective association organized here Saturday night aimed Sunday at protecting auction owners and customers from "underirable" dealers and sellers.

Auction owners from six Mid-western states threshed out their problems in the Orlando hotel coming up with a set of officers, a board of directors, and locating of a clearing house at Kansas City.

C.B. DRAKE, owner of the Drake Auto auction in Decatur, was named president of the association. The owners had assembled here at Mr. Drake's invitation.

Other officers:

Ken Schaefer, owner of the Ken Schaefer Auto Auction in Indianapolis, vice president.

David C. Watson, secretary, and Mrs. Lillian Hamilton, treasurer. They own the Public Auto auction in Kansas City as a partnership.

The clearing house, to which association members will report irregularities and which will pass on reports to the rest of the membership, will operate from the Public Auto Auction offices in Kansas City.

Association officials, who met until 3 a.m. yesterday and finished their organization efforts later in the morning, said they hope eventually to enlist most of the nations estimated 500 auction owners.

THE ONLY membership restrictions will require that applicants be automobile auction owners.

Mr. Schaefer said a need exists for a protective organization similiar to a credit bureaus which can help break up car theft rings, passing of fraudulent checks and "and any irregularities of buying or selling cars at auction"

He explained that the association will be self-supporting and self-informing, with information contributed by one member passed on by telegraph to the rest of the membership. Members may query the clearing house when they are uncertain of any phase of a transaction.



"Most auctions have some trouble with undesirable dealers and it's increasing" Mr. Schaefer declared. "This is a comparatively new business and we're looking to the future. We're finding differrent ways of meeting our problems."

OFFICIALS of the new association agreed that in most auctions a quarter of a million dollars will change hands during the semming of from 150 to 200 automobiles in four to five hours.

Using \$50,000 as a conservative average for each auction in the country, they declared the total weekly turnover would be at least two and one-half million dollars.

By-laws governing participation of owners in the association were drawn up during the weekend sessions for approval of the seven-man board of directors. Named to the board:

George Lawson, Dyer Auco Auction, Dyer, Indiana.

D.V. Webster, Fort Wayne (IN) Auto Auction.

William Hadley, Evansville (IN) Auto Auction.

N.C. Mancy, Mancy Auto Auction, Murfreesboro, TN.

Charles Thale, Quincy (IL) Auto Auction.

It was August 22, 1958, that I received my first exposure to National Auto Auction Association. They were holding their annual convention at the Bismarck Hotel, in Chicago. Tim Anspach was completing his second year as President. Tom Beasley was elected President the following day.

On the above mentioned date, I boarded the afternoon train for Chicago, on the Monon (C.I. & L.) Railroad. I lived in Frankfort, IN, at the time and this was the convenient way to go to Chicago, as the station was in the "Loop". When I arrived at the Bismarck, there were few people that I knew. Through National Auctioneers Association, I had met

Gene and R.A. Waldrep, Tim Anspach and Leona Drake. Harold and Ann Henry had visited Indianapolis Auto Auction a year or so earlier and Joe Briley attended the Indianapolis sale quite frequently.

That evening I had dinner with Gene and Warren Waldrep and an employee of Dixie Auto Auction, Birmingham, whose name escapes me. I recall that during the meal, Gene asked me, "Just what do you intend to do for the National Auto Auction Association?" My reply was, "I really don't know because I haven't been told exactly what is expected of me." The cont'd pg. 39

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following day, I was named to the office of Executive Secretary. There was not much discussion as the rails had been well greased.

Officers and Directors elected at Chicago, and the first group with whom were: Tom Beasley, President; Harold Henry, Vice President; Joe Briley, Secretary-Treasurer; Tim Anspach, Chairman of the Board; Frank Brasher, Carroll Kopfer, Fred Mathews, E.L. Cox, Jr., Gene Waldrep, Larry Tribble, Dave Spielman, Joe Briley and Fred Brown, Directors.

Mrs. Ruth Hollinger, who worked in Jake Ruhl's insurance office, in Manheim, had held the office of Executive Secretary, prior to my engagement. She sent me a list of the current members which numbered 59. There were five Associate Members. On October 1, 1958, I distributed a new membership list that contained 64 names. Apparently some new members were secured at the Chicago meeting.

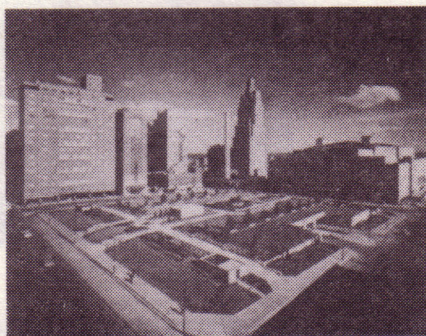
Meanwhile, the association has grown from approximately 60 members in 1958 to over 150 today. Scope of territory has also been broadened and today there are member auctions in Canada, Australia, England, Denmark and West Germany.

Greatest Growth has come through the amount of vehicles handled by member auctions. For example, in 1958 all member auctions, with two exceptions, were single lane operations. The two exceptions had dual lanes and we have seen this increase to as many as 12 selling lanes today.

My first convention was held at the Dinkler-Tutwiler Hotel, in Birmingham, September 25-26, 1959. Gene Waldrep served as Convention Chairman. As I recall, it was a very successful meeting. For the first time we had a foreign auction operator in attendance, John Linacre, of Australia. Mr. Linacre was a regular attendee for several years. This was the year that I met Melvin Reid, Tom Bruce and Bill and Marjorie Gilbreath (now Marjorie Cherry) for the first time. The Hotel Rate Card offered single rooms beginning at \$6.50, doubles at \$8.50 and the best suites at \$30.00. And this included radio, television and air conditioning.

Convention registration fees were \$35.00 single and \$50.00 for couples. We had three sponsors: Auction

NATIONAL
AUTO
AUCTION
ASSOCIATION
in
CONVENTION
at the
TUTWILER HOTEL
BIRMINGHAM,
ALABAMA
September 25, 26, 1959



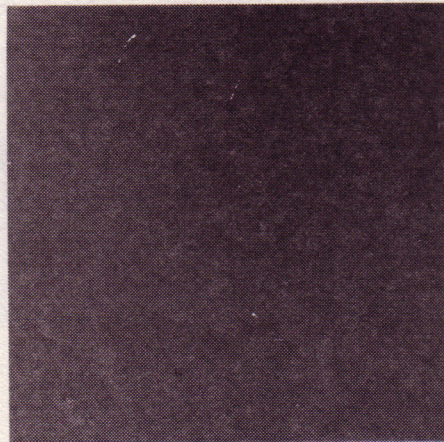
**NATIONAL
AUTO AUCTION
ASSOCIATION**

IN CONVENTION
AT THE
MUEHLEBACH HOTEL KANSAS CITY, MISSOURI
SEPTEMBER 15, 16, 17, 1960

Insurance Agency, National Auto Research Company and Empire Mutual Insurance Company. Total convention registration was 90, a new record.

Our 1960 convention was held "out West", in Kansas City at the Muehlebach Hotel. Harold Henry was president and he had personally recruited new members during the year bringing our total membership to 72. Apparently we were too far west as only 31 members were represented and total registration dropped to 80. However, it was a good convention in an excellent facility. This was where Norman Early attended his first convention and was elected Secretary-Treasurer, an office he was to hold until his resignation in 1978. Another man made history at this convention by being the first manufacturer's representative to attend an NAAA convention by his own choice. This was Jack Charlesworth, then Zone

WHERE TO GO
WHAT TO SEE
IN BIRMINGHAM



**ANNUAL
CONVENTION**



AUGUST 17-18, 1962
RIVIERA MOTEL
ATLANTA, GEORGIA

Manager for American Motors Corporation.

Joe Briley was president in 1961 and the convention returned to Chicago and the Bismarck Hotel. Forty-six auctions were represented and total attendance was a record 126. Elmo and Charlene Joseph and Larry Tarleton, all from Chrysler Corporation were in attendance, marking the beginning of a long lasting relationship.

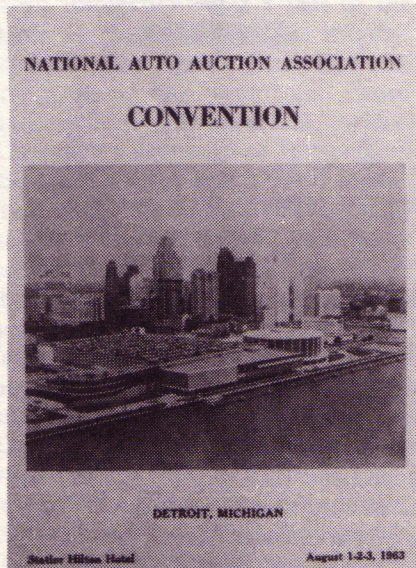
It took 51/2 tons of dressed chicken to feed those who attended the 16th anniversary celebration of Manheim Auto Auction, Manheim, PA. A record of 1461 cars were registered for this event, September 14-15, 1961.

Records of the 1962 annual convention have apparently been misfiled as I can find no records of this event. It was held at the Riviera Motel, Atlanta, GA, August 17-18. Gene Waldrep was president and R.A. Waldrep served as convention chairman.

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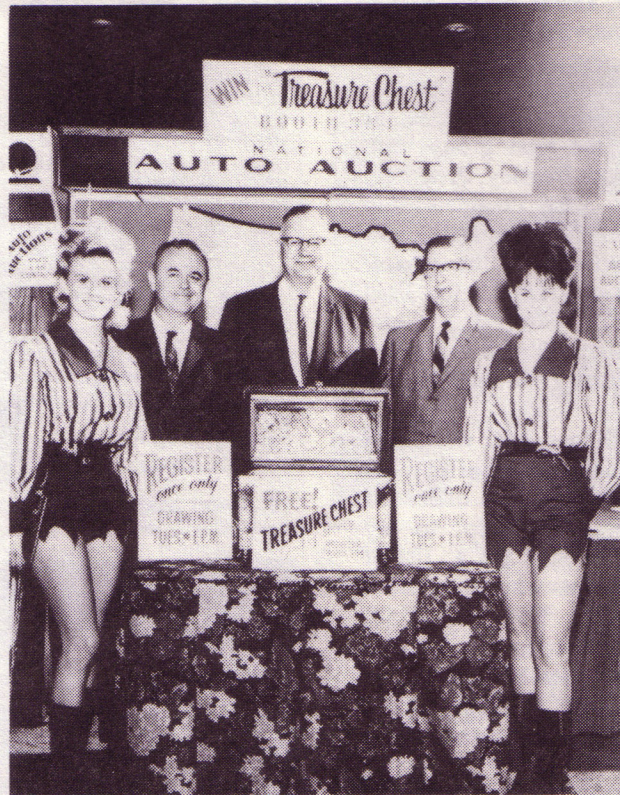
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However, 1962 was an active year. NAAA's first promotional brochure was produced and distributed that year. Dave Spielman furnished us with a list of 55 leasing firms across the country and personal letters were sent to each along with our membership roster, numbering 63 at the time. This marks the first attempt by NAAA to secure business from leasing firms and up to this time, no leasing firm had been represented at our annual conventions. Also, in 1962, the Mendenhall Brothers celebrated the 2nd anniversary of their new High Point Auto Auction. Jake Ruhl was elected president at the Atlanta convention and began making plans for the 1963 convention, immediately. Dates of August 1-2-3 were selected and it was held at the Statler-Hilton Hotel, in Detroit. This was the first three day convention. Reason was to have all committee meetings on Thursday, followed by the annual meeting of the Board of Directors in order to devote Friday and Saturday to educational features.



This was the year our display booth was built and shipped to the NADA convention, in Miami Beach, for its first use. While the booth has been rebuilt several times since then, nothing has been changed except the updating of the electrically lighted map that pin-points the locations of our member auctions.

This marked the beginning of a new era in NAAA conventions. American Motors Corporation, Chrysler Corporation and Ford Motor Co., were all sponsors of major events. There were other sponsors as well and practically every event was sponsored



- and there were extra events. President Ruhl made sure that all meetings started on time and ended on time. For the first time since 1960 we had participation from the manufacturers with 17 representatives from Chrysler and six each from AMC and Ford. Total registration was 154. Those who attended this convention will recall how Virginia Panian and Charlene Joseph worked day and night in seeing that everyone was entertained, there was a Hospitality room that remained open 24 hours a day. This convention set a new pattern for future conventions. New York City and the New York Hilton Hotel was the site of our 1964



convention. Larry Tribble, Sr., was president and Hank Fulop was convention chairman. The dates were September 17-18-19. It was great adventure for most of us. The World's Fair was in progress and it marked my only visit to Yankee Stadium, the House that Babe Ruth built. On Friday evening we went to the Playboy Club for cocktails and then to the Latin Quarter for dinner. Xavier Cugat was heading the program at the Latin Quarter.

Membership growth remained sluggish as at the time we had 66 regular members and only two Associate Members. But our sponsors stayed with us, Chrysler, AMC, Ford, Auction Insurance Agency, N.A.D. Used Car Guide Co., National Auto Research, Automotive Market Report and Eastern Auto Auction Association took care of the major events at this convention. It was our first time to meet Bill Thee as he had succeeded Bob Koch as Used Vehicle Promotion Manager. Mr. Thee and Tom Coupe, then Vice President of Chrysler, were on the program. We had our first Canadians registered, Mr. & Mrs. Motty Miro and Mr. & Mrs. Jean Thibaudeau, of Quebec Auto Auction. We also had our first leasing firm representative, Tom Murnane, Lease Plan - Lee Fleet.

cont'd pg. 41

Melvin Reid was elected president at the New York meeting and we were immediately into our most active year up to that time. Melvin visited practically every member auction during the year as well as a number of non-members, who became members. It was the year of production of "THE AUCTION STORY," a two color, four page brochure on high quality paper. One page was devoted to testimonials from Elmo Joseph, Chrysler Corporation, Thomas A. Coupe, American Motors, William N. Thee, Ford Motor Co., and Jack Gavin, Volkswagen of America. Also represented on this page were recommendations from the current presidents off NIADA and NADA, Phil Shupe and John Lander, respectively. Credit for this very popular piece of promotion goes to President Melvin Reid, who was responsible for securing the material and getting it produced.



The 1965 convention, in Gatlinburg, TN, broke all records in attendance. We registered 234 persons representing 74 auctions and 23 related firms. This was a gain of 100 over the previous year and was the occasion of many "firsts". It was the first time we had General Motors as a sponsor under the leadership of Charlie Neely. Our Saturday night entertainment was furnished by none other than Eddie Arnold and Governor Frank Clements was the speaker. This was the year the By-Laws were amended to require an applicant for membership to be in business one full year before his application would

be considered. Prior to that time about the only requirement was a check that would clear the bank.

For the first time, an assessment of \$100.00 per member was made to create an advertising fund. It was also the first time for leasing firms to be represented in any numbers. Membership had reached an all-time high of 97, topping the previous record of 75 back in 1960. J.C. Clanton, Jr., was elected President and the 1966 convention was set for Las Vegas.



Souvenir Program

Annual

Convention

October 27-28-29, 1966



In 1966 our colorful and popular brochure, THE AUCTION STORY, was revised and thousands of copies were distributed. It was another good year for NAAA as business was on the increase and interest in auto auctions had reached a new high throughout the used car merchandising field. While Las Vegas has the reputation of attracting record numbers it is interesting to note that total registration fell four persons short of the Gatlinburg meeting. Paul McClure was elected President and the 1967 convention was set for St. Louis.

Everything continued forward during Mr. McClure's tenure. This was the year we "stole the show" at the NADA convention which was held in Las Vegas. At our booth, we had a Treasure Chest, filled with currency. When the convention ended we had 3,000 names in our "squirrel cage" representing persons who had stopped at the booth and registered. The winner was the wife of the Pontiac dealer at Peru, IN. We continued this cash drawing for a number of years.



To me, the highlight of the year was when Jack Charlesworth, Used Car Merchandising Manager of American Motors Corporation, told me that he had arranged for me to have the use of a top of the line automobile from AMC. The Zone Manager called me into the local AMC dealership and took my order for a 1967 Ambassador 2 door with all the equipment available and my choice of colors. On introduction day of the 1967 models, I was again asked to visit the local AMC dealer and out in front was the finest automobile on the market - in my opinion. This practice lasted for twelve years and it was a real treat for me to receive a new car each year even though Charlesworth left AMC shortly after I received the second car.

This was also the year the Executive Offices of NAAA were moved from Frankfort, IN, to Lincoln, NE.

We had another record attendance at the 1967 convention, in St. Louis when 246 people registered for the convention. Highlights were a Mississippi River cruise on a "Gambling Ship" with Las Vegas type games and play money, and Dr. Kenneth McFarland's address the final evening. Bert Walker, Motor City Auto Auction, was elected President and Detroit was named as the place for the 1968 convention.

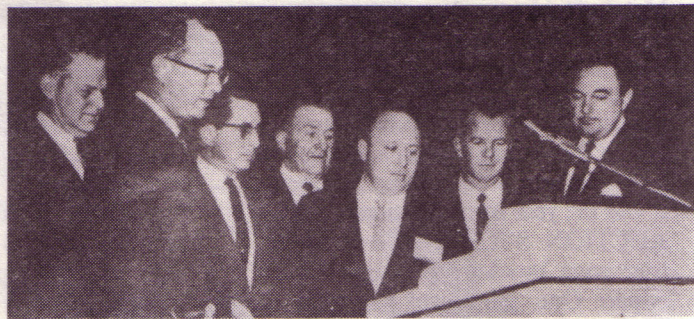
Our headquarters Hotel in Detroit was the all-new Pontchartrain, the finest facilities we had ever enjoyed. The report stated that we taxed their facilities with a new record attendance, jumping from 246 in 1967 to 329 and using 50 more rooms than ever before. This was the year Ed Freese, with his popular Towbar, made his first NAAA convention. J.B. Patterson was elected President and he announced the 1969 convention would

cont'd pg. 42

1966



These men will help direct the activities of the National Auto Auction Association in the 1966-67 year. They are, left to right, Tim Anspach, Albany, N. Y., president emeritus; Bob McConkey, Seattle, Wash., director; Tom Bruce, Greenville, S. C., director; Paul McClure, Kansas City, Mo., president; J. C. Clanton, Jr., board chairman; Norman F. Early, Denver, Colo., secretary-treasurer; Bert Walker, Detroit, vice president; Ray Austin, Canfield, O., director. Missing from the picture is B. Z. Mellinger, Manheim, Pa., elected a director.



Grouped around the microphone at the recent National Auto Auction Association convention in Las Vegas are members of the Leasing panel which drew a great deal of attention from the members. Seen here, l. to r., are C. T. Kraus, C.I.T. Service Leasing; J. C. Clanton, Jr., NAAA president; Paul Kutchai, Chrysler Leasing; M. A. Kottler, Avis Leasing; Marvin Lewis, Lease Plan International; Harry Smith, Automotive Rentals, and Tom Beasley, Nashville, Tenn., the panel moderator.

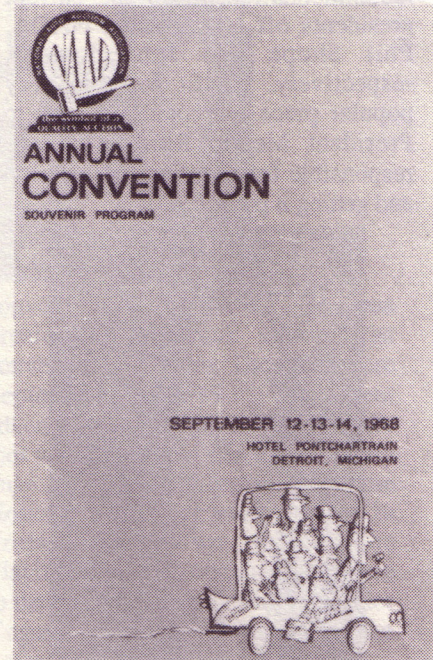
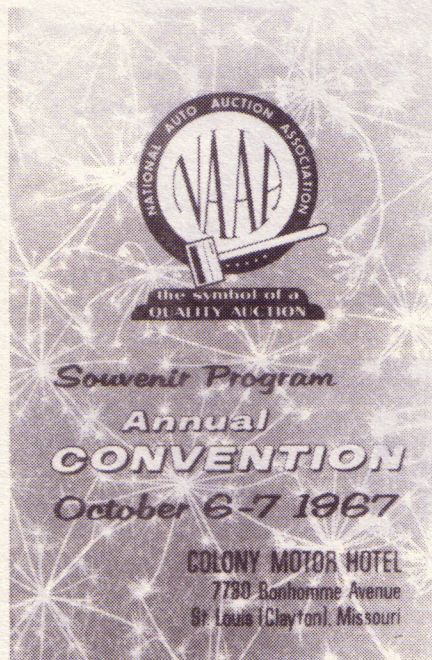
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be in Denver. In keeping with the times, membership dues were increased to \$200.00 per year.

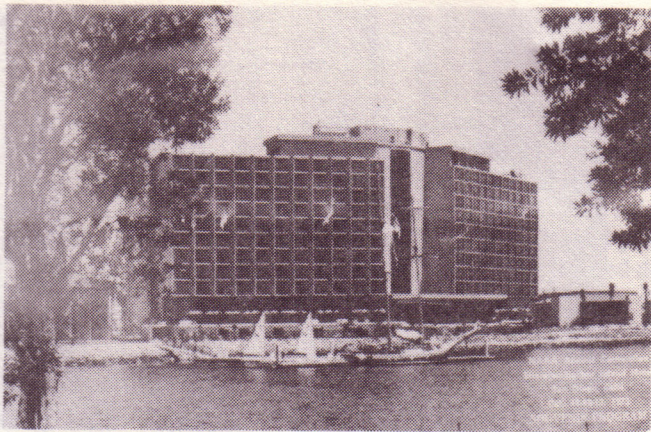
Denver, Colorado and the Hilton Hotel was the scene of a record breaking convention in 1969. Four bus loads of people made the Tour to the Air Force Academy, at Colorado Springs. They returned that evening for a Reception and Dinner at the Hiwan Country Club, 30 miles west of Denver, where they were joined by those who had arrived too late to make the tour as well as 19 representatives of the Japan Small-Sized Vehicle Dealers Association and when the final count was made we had 425 registrants. Our good sponsors all went far beyond their budgets to accommodate the inflated attendance but they were all back the following year indicating their support of a growing organization.

Lots of business took place in Denver. The graduated dues formula, based on average number of weekly entries, was adopted at this meeting. A recommendation to employ a full time Executive Secretary was adopted and a notice was in THE AUTO AUCTION, inviting prospective people to apply for the position. This was also the year that Auction Insurance Agency distributed their first Directory of wholesale auto auctions which led to the NAAA publishing their own expanded Directory a few years later. And Homer Stephens, attending his first NAAA convention, lost his diamond stick pin, possibly in the MING hospitality room.

E. LeRoy Cox, Jr., was the next president. The first interim Board Meeting was held May 16, 1970, at cont'd pg. 43



Presentation to Bert Walker 1967-68 President



San Diego 1973

cont'd from pg. 42

the O'Hare Inn, near Chicago's O'Hare airport. Our 1970 Convention was at the Diplomat Hotel, Hollywood, FL, and the First Annual NAAA Open Golf Tournament took place. A new format was initiated that year with Zone Meetings being held on Thursday morning. Those not playing golf on Thursday afternoon were taken to Lion Safari Country, near West Palm Beach. Attendance slipped back to 351 registrants but it was a convention thoroughly enjoyed by all who attended and the facilities were excellent. National Auto Auction Week was set for April 19-23, 1971, and a committee was appointed to work on the full-time Executive Secretary project. Jimmy Franks was elected president and the next convention was to be held in San Juan, Puerto Rico.

In 1971, some \$10,000 was used in promoting National Auto Auction Week. New brochures were produced, built around the theme that 1,000,000 units passed through our member auctions the previous year. Funds were furnished by the Zone organizations, Ford Motor Co., and General Motors in addition to NAAA. Due to many members expressing their opposition to having the convention in Puerto Rico, a ballot was sent to all members offering the choice of the Playboy Club at Lake Geneva, WI or Puerto Rico. Sixty-nine ballots were returned and the tally showed 66 for Lake Geneva to three for Puerto Rico.

This was the year the Western Auto Auction Association held their meeting in Scottsdale. Melvin Reid, president of WAAA, invited the NAAA Board of Directors to meet with them and also invited representatives from the manufacturers

and the fleet and leasing field making it a "Little National." It was at this meeting that it was recommended that Bernie Hart continue as Executive Secretary and the committee on the subject was dissolved.

Attendance at the Lake Geneva meeting reached 420. One of the events was an evening hayride to the Ski Chalet where a Barbeque Dinner was served. An interesting note at this convention was the acceptance into membership of: Aptco Auto Auction, Atlanta Auto Auction, Bay Cities Auto Auction, Denver Auto Auction, Harrisonburg Auto Auction and Peabody Auto Auction.

T. Lynn Davis was elected President and the 1972 convention was set for Atlanta, GA. This was the year that Senator Philip Hart's Bill, entitled, "Motor Vehicle Information and Cost Savings Act," was signed into law by President Nixon on October 20. Known as the "Federal Odometer Law," it had been supported by NAAA since its inception some two years previous to its passage and had received the official endorsement of NAAA.

The Atlanta convention set a new attendance record with 453 registrants. This was also the first year in which only invited guests were permitted to attend the convention and some individuals were escorted out the door. Many will recall one of the speakers that year, the Hon. Lester Maddox, then Lieutenant Governor of Georgia. Frank Brasher was elected as the new President and the next convention was set for San Diego.

President Brasher wasted no time in setting the wheels in motion, calling a special meeting of the Board of Directors and all appointed committee members at the Hyatt Regency



Another plaque for Bernie from Denny Kuhn

O'Hare, Rosemont, IL, less than a month after he had taken office. During the two-day meeting many items were discussed. It was here that the slogan, "Profit Today...The Auto Auction Way," was adopted. Major changes in the By-Laws, initiated at this meeting, were establishing the Nominating Committee on a permanent basis as the first five immediate past presidents. Auction managers were permitted to serve as officers or directors. Prior to this time one must have held financial interest in a member auction in order to serve on the Board of Directors.

Boston, Mass., was selected as the site for the 1974 convention, marking the first year convention sites had been selected farther that one year in advance. Promotional plans were discussed and the use of educational slides was discussed. A slide-sound production, entitled, "Profit Today...The Auto Auction Way" was completed and used during the year. Many members purchased the material and projector for their own use.

The San Diego convention had 430 registrants and one of the features was a trip to Tia Juana, Mexico, for Dinner and Jai-Alai Games as well as a Moonlight Cruise of San Diego Bay with music and dancing.

Warren Young was elected President at the San Diego meeting and took office just in time for one of the most erratic years in auto auction industry. In case you have forgotten, this was the time of the "Energy Crisis." Nothing ever effected the auto auction industry so severely. Auctions who were accustomed to 60 and 70 percent sales saw those figures drop to 20 percent. There were practically no buyers for the "heavies" at any price. It was not all bad as we found how cont'd pg. 44

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important our industry was to the entire automotive marketing industry. Warren and I were invited to several industry conventions and asked the questions, "Is this ever going to end?" and "How long is it going to last?" Warren was very optimistic. He advised waiting for spring and early summer before trying to sell the "Heavies". I thought he was only trying to make them feel better but recovery happened even a little sooner than he predicted and he emerged the expert.

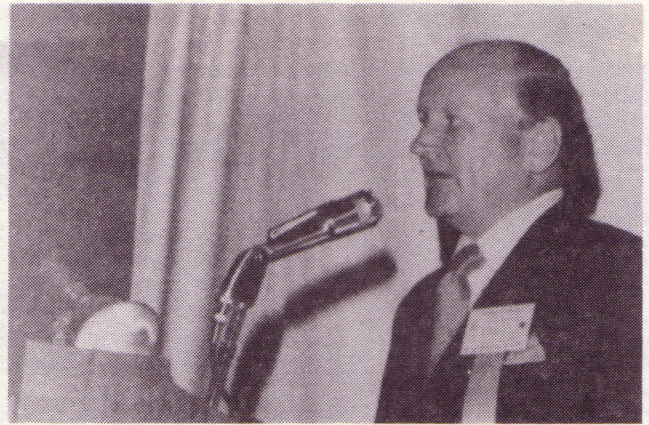
By convention time, in Boston, things had returned to near normal and our people were recovering their losses of earlier in the year. Convention attendance suffered as registration dropped to 358 even though we had 79 members, 17 associate members and 34 guest firms in attendance. They just didn't bring as many people.

In his brief (?) address to us, leading economic advisor Elliot Janeway advised the group to go home and get things in order, because the whole financial world was going to end in 30 days.

This was the year we began choosing convention sites three years in advance of the current year.

Don Rogers was elected President at Boston and our 1975 convention was held in Bloomington, MN. Attendance made a full recovery and we had 425 registrants. Thirty-six auto dealers from Japan were also in attendance.

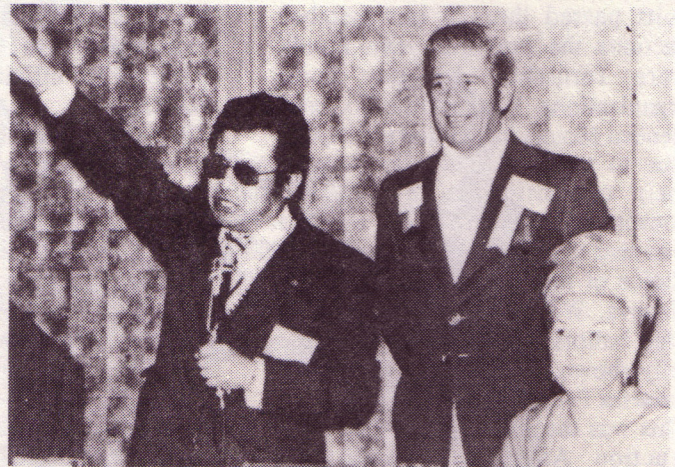
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Our first British visitor, John Feltham, Deputy Chairman of the British Car Auction Group, Ltd., Surrey, England, brought along a short movie of their operation and explained the procedure.



Thirty-six representatives of the Japan Used Car Dealers Association attended the Minneapolis convention.



Yes, they have auctioneers in Japan. Here is a demonstration of how a car is auctioned in Japan. Don Rogers has the sound on tape which really brings out the excitement. From what we saw, Japan Auto Auctions are not dull affairs.

cont'd from pg. 44

During the year, our slide-sound production was revised and shortened to 14 minutes from the original 30 minute time required to show. Promotion of the auto auction industry continued and at the invitation of NADA we met with their convention committee and worked out a very interesting workshop program which was presented at the 1975 and 1976 NADA conventions.

John Feltham, Deputy Chairman, British Car Auction Group, Ltd., Surrey, England, attended the 1975 convention and presented a film describing their operations which included 16 auctions in the United Kingdom at that time. This was our first attendee from England.



National Auto Auction Association ANNUAL CONVENTION

Nashville, Tenn. — Oct. 21-24, 1976



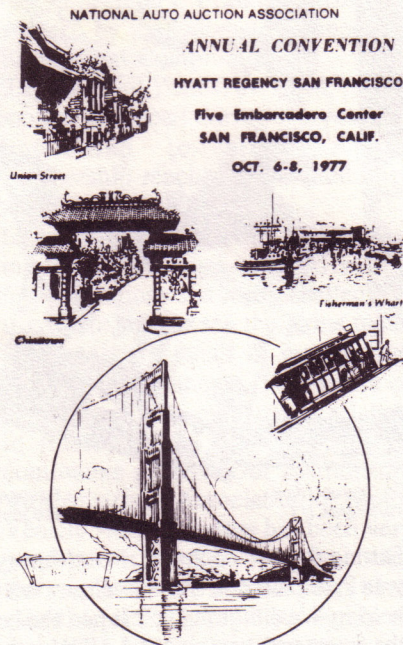
MUSIC CITY, U.S.A. — HOME OF COUNTRY MUSIC



O.B. Batten succeeded Don Rogers as President and the 1976 convention was held in Nashville, TN. Again, a new attendance record was established with 478 registrants. This topped the previous record, set four years earlier in Atlanta. It was at the Nashville convention that Tom Beasley proclaimed October 24, 1976, as Tim Anspach Day. This was the Sunday following the convention and just six weeks prior to Tim's 90th Birthday. This took place with a big party at Tom's place on the lake. We also attended Grand Ole Opry as a group having purchased 400 tickets one full year in advance.

1976 was a very good year for auto auctions with a marked increase in volume throughout the country.

However, a black cloud was on the horizon as that was the year the Federal Trade Commission issued the proposed used car rule. NAAA pledged their support to NADA and NIADA in opposing this rule which was to drag on for several years before a final rule (greatly watered down) was issued in 1985. This was also the year in which we adopted the present membership plaque which includes the Code of Ethics.



Bob McConkey was the 1976-77 President and the 1977 annual convention was held in San Francisco, Charlie Neely, then NADA Executive Director, moderated a panel, "The Years Ahead." Panelists were: Ed Sullivan (G.M.), Jack Ripper, (Volkswagen), George Basel (N.A.D. Used Car Guide), Gene McDonald (Black Book), Bob Dawson (Toyota) and Bill Thee (Ford). Each covered different subjects ranging from the type of cars, penetration of the imports, price reporting, used car values, and further penetration of the franchised dealer segment.

Homer Stephens was elected President and the 1978 convention was set for Toronto. A special meeting of the Theme Committee, Budget and Advertising Committee and the Public Relations Committee was held October 30-31, 1977, at the O'Hare Hilton Hotel, at the Chicago airport. Much of the discussion centered around the employment of a full-time Executive Secretary. This subject

carried over to the Interim Board Meeting, held at Marco Island, FL, at which time Bernard Hart submitted his resignation, effective July 31, 1978. March 12, at the insistence of many members, Mr. Hart withdrew his resignation but this continued as a key subject of discussion at the respective Zone Meetings. Turning point was reached at the Southern Meeting, in Atlanta, and the outcome was practically decided at the Midwest meeting, in Indianapolis. A ballot was sent to all members, to be counted at the Annual Meeting, in Toronto. Final verdict was that Mr. Hart should continue as Executive Secretary.

The Toronto convention, the first to be held outside the U.S., was filled with Colour and Glamour and was the beginning of a new era in NAAA Conventions. Ruth Hart, who made all the local arrangements, left no stone unturned in making it a truly glamorous affair. Registration totalled 412.



Norman Early



Charles B. Neely

Norman Early submitted his resignation as Secretary-Treasurer, effective December 31, 1978, a position he had held since 1960. The services of Charles B. Neely as Legislative Consultant was added and this relationship continued through 1986.

This was also the year we were authorized to become an Associate Member of American Association of Motor Vehicle Administrators (AAMVA) and it was voted to increase membership dues in the amount of \$100.00.

Sam Gelt served as President for the 1978-79 year and the 1979 convention was held in Dearborn, MI with attendance reaching 467. Project 78, a promotional venture initiated in 1978 turned into Project 79 and culminated in a new brochure, issued early in the year, entitled, "Welcome to the World of Auto Auctions." More than 25,000 cont'd pg. 46

cont'd from pg. 45

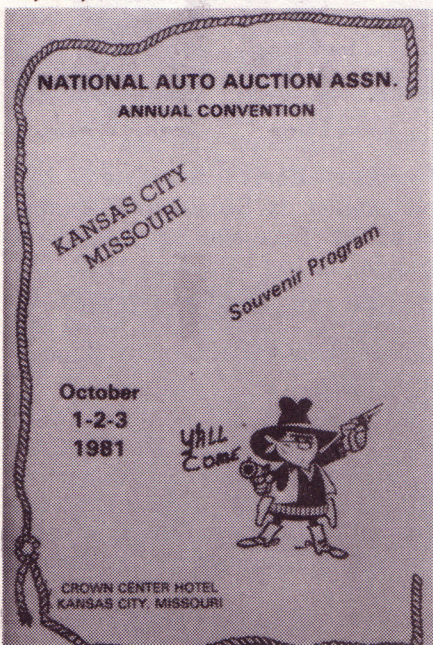
copies were distributed by member auctions during the first half of the year.

The addition of 13 new members and two associate members made it the greatest year in membership growth since 1965.

New Orleans was the site of 1980 annual convention and Frank Hildreth was President. For the third time, attendance set another new record with a site in the Southern Zone with 473 registrants. This topped the previous record set at Nashville four years earlier.

Mr. Hildreth and Mr. Hart attended the Registration, Title, Vehicle Dealer Manufacturer Workshop, sponsored by AAMVA, in Atlanta. This was the year the uniform Certificate of Origin was adopted by 49 states after thirteen years of effort. It was also the year the 17 digit VIN was adopted.

We also met with the odometer enforcement division of NHTSA, in Washington, D.C., and worked out an arrangement acceptable to NAAA and NHTSA. In his report at the New Orleans meeting, Bernie Hart advised the group that member auctions were now handling in excess of 3,000,000 entries annually, compared with 1,000,000 in 1971.

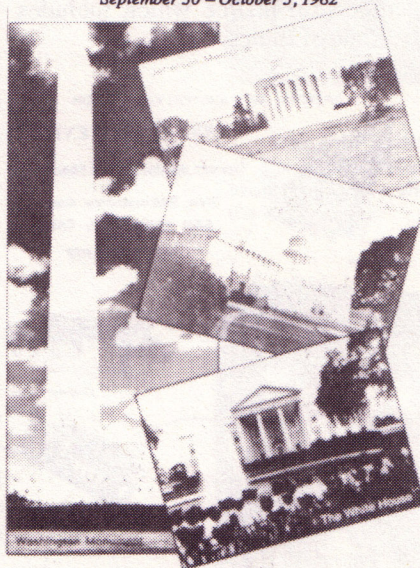


Bob Gentle was the next President and the 1981 convention was held in Kansas City. The Southern Zone's record of establishing new records came to an end as we had 489 registrants.

Big topic of the year was the FTC Used Car Rule and our members were

urged to do everything possible to prevent the rule from becoming effective such as letters to Senators and Congressmen and donations to the NIADA Legal Fund. Membership dues were again increased, establishing minimum dues at \$500 for those Auctions with entries of 299 units or less.

ANNUAL CONVENTION
September 30 - October 3, 1982



The Capital Hilton
Washington, D.C.

Souvenir
Program

During the 1981-82 year, Pete Murray was President and the convention was held in Washington D.C. It had the be the finest convention NAAA had ever staged and attendance topped 500 for the first time with 526 persons registered. Interim Board Meeting was in Puerto Rico.

By-Laws were amended during the year to create a new office, President-elect, and increase the total number of the Board of Directors to 18 members.



**NATIONAL AUTO
AUCTION ASSOCIATION
ANNUAL CONVENTION
OCTOBER 6-9, 1983**

The Drake Hotel, Chicago, IL

Souvenir Program

Chicago was the site of the 1983 convention and Jim Seder was President. Attendance records were again shattered with 575 registrants. This was the year the news media focused their attention on odometer fraud. Newspapers, radio and TV repeatedly had features on the subject and according to them, every rolled back odometer was on a car that had gone through an auto auction. This caused the Executive Secretary to place himself on a national convention program and for the first time, with the assistance of Charlie Neely, a workshop on odometer fraud was scheduled. This was the final program event, immediately preceding the annual business meeting. It was the best attended feature on an NAAA convention with the room filled. In the business meeting the followed the Board of Directors was instructed to create an Ad Hoc Committee, comprising all national trade associations in used car marketing along with law enforcement personnel, both State and Federal.



GATLINBURG, TENNESSEE
Held in the Great Smokies

Souvenir Program

Jack Charlesworth became the next President and the 1984 convention was held in Gatlinburg, Tenn. Gatlinburg was not a popular choice and we heard the expression, "Who wants to go to Gatlinburg?" throughout the year. But the drawing power of the Southern Zone prevailed again and a record 641 persons registered for the Gatlinburg convention.

cont'd pg. 47



Jack Charlesworth & Bernie "Sample" hors d'oeuvres at Gatlinburg. (Both recovered)

Center of attention throughout 1984 was the Ad Hoc Committee on Odometer Fraud which became the Odometer Tampering Elimination Committee (OTEC) with almost 100 per cent cooperation from all who were invited to participate. With NAAA leading the way and our own Charlie Neely serving as Committee Chairman, much progress was made and the pressure on auto auctions was considerably relieved.

NATIONAL AUTO AUCTION ASSOCIATION ANNUAL CONVENTION

Sept. 18-22, 1985



Denver's new 16th Street Mall



Larimer Square



The "Bucking Bronco" and "On the Warpath" statues.

Arnie Addison served as President for the 1984-85 year and the convention was in Denver. This had to be the most perfect convention of all.

Facilities were excellent as were the social and other program features. Attendance was a new record 658.

It was an active year throughout with two special meetings being held at the O'Hare Hilton Hotel of some of the committees and the Board of Directors. Individual letters were mailed to all 535 U.S. Senators and Congressmen, endorsing the Odometer Bills that had been introduced. In addition, letters were sent to all Motor Vehicle Directors and Attorneys General, with copies of the Odometers Fraud Resolution adopted by the Odometer Tampering Elimination Committee.

"How to Toot Your Own Horn," was a booklet produced during the year and distributed to all members. Membership reached an all time high of 162.

In summary, it has been an interesting 27 years, marked with a few frustrations and many challenges. It is gratifying to see the gains made by a group of small in number but large in achievements. The stature of the auto auction industry in relation to related fields has been one of continuous growth. Our relationship with American Association of Motor Vehicle Administrators has been very good and it is most complimentary that our Executive Secretary has been asked to participate in the program of their 1986 International Conference to be in Salt Lake City, in September. In looking back it is with a feeling of great satisfaction, many mountains have been climbed making us stronger in meeting the obstacles as they arise.

Probably the greatest change in the industry since its inception, back in 1937, has been improved facilities. In the early days about all the facilities required was a garage with a door for entrance and another for exit, along with parking facilities for around 100 units or less.

Today we have auctions with facilities for handling 2,500 or more units per week. This requires a building with multi selling lanes, modern office facilities including computers, lounges for ladies and drivers and a reconditioning center. The recon center became a requirement for the larger operators with the increase in consignment from fleet and leasing entities as well as the manufacturers. It was a reluctant step for most operators to add the recon center but a necessity. However, selling used cars for the high dollar remains the profit

center as well as the purpose of all auto auctions.

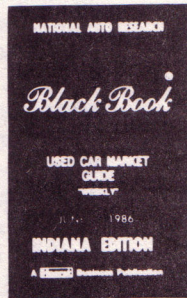
Operating a successful wholesale auto auction is a highly specialized business. Auctions started as "Mom and Pop" operations. The success of an auction depended more on the confidence the buyers and sellers held for the owner-manager rather than location. Buyers used the auctions where they respected the operator and the sellers came to where the buyers were.

Today's auto auctions represent multi-million dollar facilities. They are built for one purpose and the owners are solid citizens. There is no place for the fly-by-night operator in today's auto auctions. And one basic element has never changed - - it is a highly specialized occupation. Many have tried but only a relatively few have succeeded. Were it not so highly specialized, we would have literally hundreds of successful auctions throughout the country. While the business continues to increase, it is by growth of the individual auctions rather than the establishment of more plants.

1986 Convention
OMNI International Hotel
Baltimore, Maryland
September 25-28



FROM GENE'S MEMORY BANK



By:
Hall of Famer Gene McDonald,
Publisher of Black Book

Looking back on the earlier years of the auction association, one of the first National Auto Auction Conventions I attended was held in Atlanta, in the year 1961 or 1962; I'm not sure, but the early sixties.

Some of the people attending that convention were Tim Anspach, Tom Beasley, J. C. Clanton, Skinney Waldrip, Jake Ruhl, Joe Briley, and James Franks. Gene Waldrip was president that year.

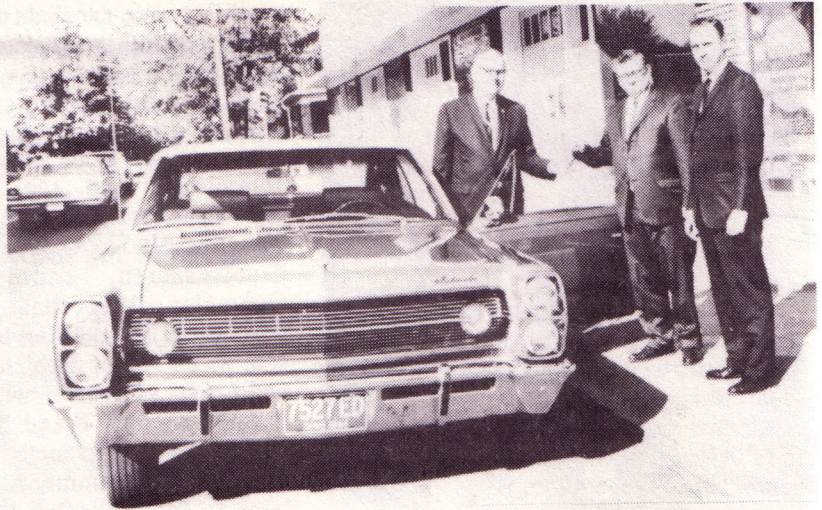
Most of these people are not active in the business any more. However, they were outstanding, successful auction owners, who contributed greatly to the success of the National Auto Auction Association.

We had a hospitality room at the convention that year. One afternoon when all the business meetings were over, a majority of the membership was in our suite; and I am sure the room would not accomodate more than 30 or 35 people.

In the early 1960's, automobile auctions did not have the acceptance of the auto industry they enjoy today. There were just not that many good auctions around. An auction consigning three to four hundred cars was considered a very successful sale.

It's most gratifying to me to have been involved, and have a part in the growth of this segment of the automobile industry.

EUGENE McDONALD



N.A.A.A. Executive secretary, Bernie Hart receives keys to 1966 Ambassador from AMC dealer. Unfortunately, this was in 1985 and he only uses it for short trips.



Not-so-recent convention, scene of horsepower demonstration. "Easy" Rider is a member we are not too sure of.



Early
convention

"facility"

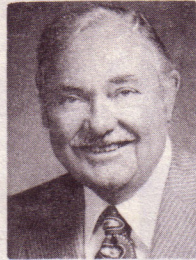
PAST PRESIDENTS NATIONAL AUTO AUCTION ASSOCIATION



*** Carl E. Marker**
1953-1956



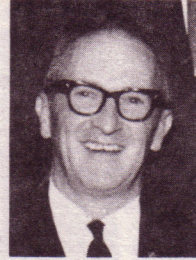
*** Tim Anspach**
1956-1958



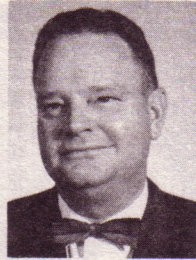
Tom W. Beasley
1958-1959



Harold C. Henry
1959-1960



Joseph C. Briley
1960-1961



Eugene Waldrep
1961-1962



Jacob H. Ruhl
1962-1963



***Larry G. Tribble**
1963-1964



Melvin E. Reid
1964-1965



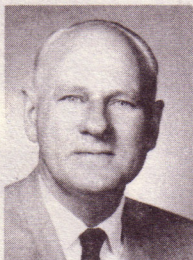
J. C. Clanton, Jr.
1965-1966



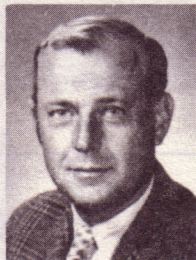
***Paul B. McClure**
1966-1967



Bert Walker
1967-1968



J. B. Patterson
1968-1969



***E. LeRoy Cox**
1969-1970



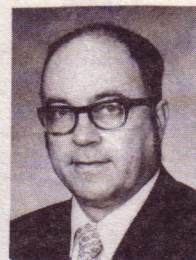
Jimmy Franks
1970-1971



T. Lynn Davis
1971-1972



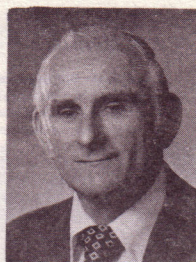
Frank Brasher
1972-1973



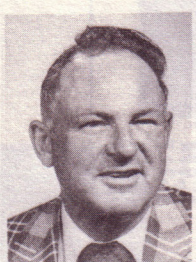
Warren Young
1973-1974



Don Rogers
1974-1975



***O. B. Batten**
1975-1976



Robert McConkey
1976-1977



Homer Stephens
1977-1978



Sam Gelt
1978-1979



Frank Hildreth
1979-1980



Bob Gentle
1980-1981



Pete Murray
1981-1982



Jim Seder
1982-1983



Jack Charlesworth
1983-1984



Arnie Addison
1984-1985



Bob Howe
1985-1986

*Deceased

SCENES FROM CONVENTIONS PAST

1955 They'll Head NAAA Operations Again This Year



(Auto Week Staff Photo)

Above are the officers and general legal counsel who will execute the policies of the National Automobile Auction Association during the coming year. They are, left to right, George Lawson, vice president; Carl E. Marker, president; Mrs. Eleanor M. Schaefer, secretary-treasurer, and Joseph B. Danzansky, Washington attorney. The three officers were re-elected at the NAAA national convention in Nashville, Tenn., Feb. 12.

"Resolved that NAAA be recorded as favoring immediate

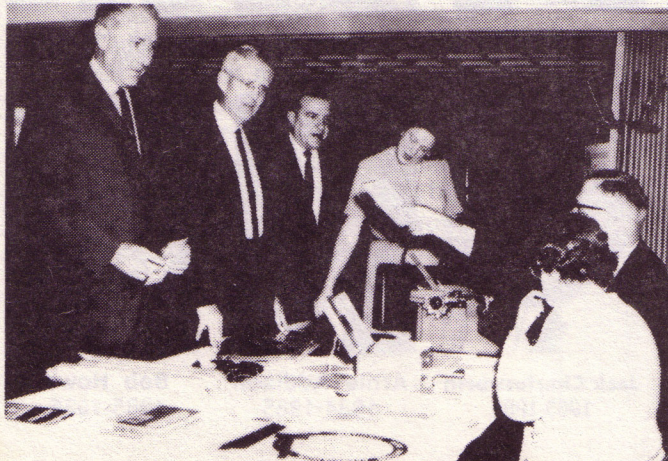
DeSoto Buyers Show Great Preference

Board of NAAA Meets at National Convention 1955

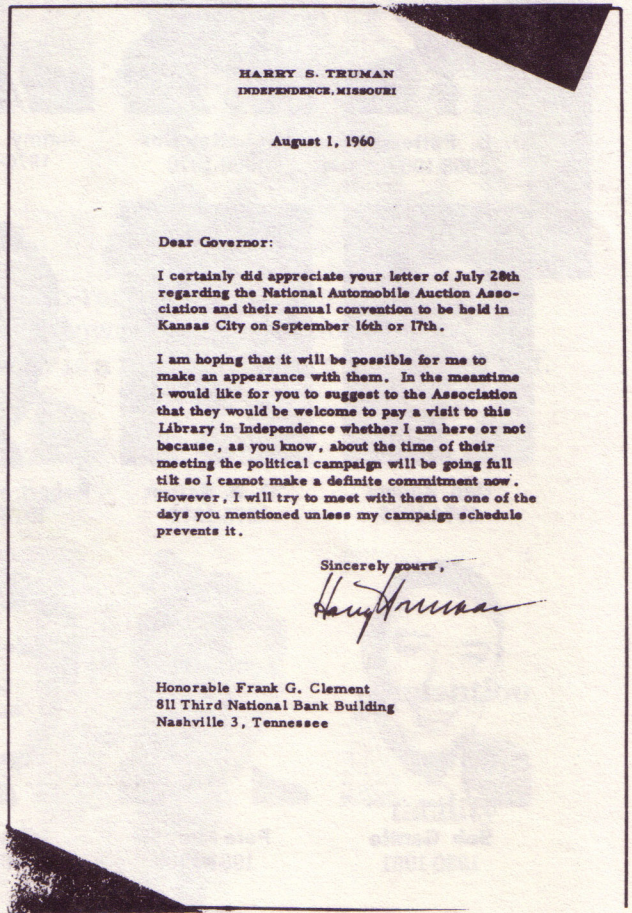


(Auto Week Staff Photo)

Members of the board of directors of the National Automobile Auction Association meet (above) following the organization's annual convention in Nashville, Tenn. With them is Miss Betty Roth, Indianapolis, Ind., of the organization's secretarial staff. Pictured left to right are George Lawson, Dyer, Ind.; R. A. Waldrep, Birmingham, Ala.; Thomas W. Beasley, Nashville, Tenn.; Sam Goodman, Detroit, Mich.; Carl E. Marker, Ft. Wayne, Ind.; F. T. Mathews, Windsor, Va.; Jacob Ruhl, Manheim, Penn., and Tim Anspach, Albany, N. Y. Goodman was re-elected at the convention while Beasley and Mathews are newly-elected members of the board.



Early registration



HARRY S. TRUMAN
INDEPENDENCE, MISSOURI

August 1, 1960

Dear Governor:

I certainly did appreciate your letter of July 28th regarding the National Automobile Auction Association and their annual convention to be held in Kansas City on September 16th or 17th.

I am hoping that it will be possible for me to make an appearance with them. In the meantime I would like for you to suggest to the Association that they would be welcome to pay a visit to this Library in Independence whether I am here or not because, as you know, about the time of their meeting the political campaign will be going full tilt so I cannot make a definite commitment now. However, I will try to meet with them on one of the days you mentioned unless my campaign schedule prevents it.

Sincerely yours,

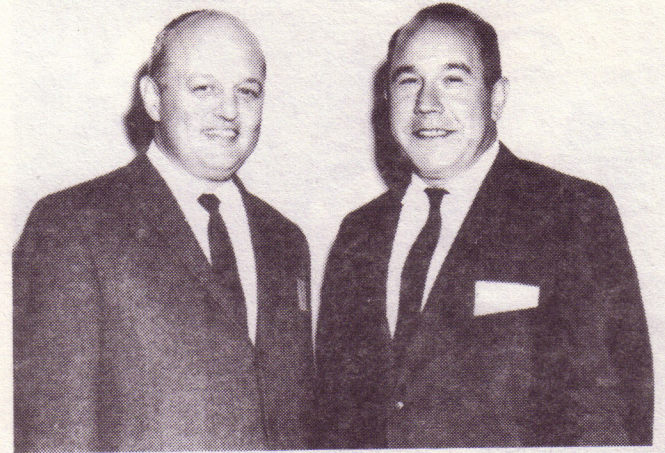
Honorable Frank G. Clement
811 Third National Bank Building
Nashville 3, Tennessee



**C
H
I
C
A
G
O** 1961



You're in good hands . . .



We recommend daily brushing



"Where's the Beef?"



"Oh Boy, another plaque!"

"THE EDDY ARNOLD CONVENTION"

Gatlinburg Tennessee 1965

Special guest - Gov. Frank Clement



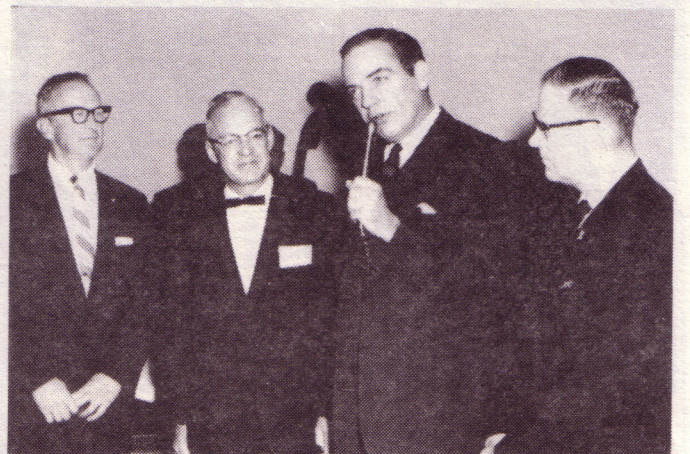
"But I already have a Scrabble Game"



"Alright, who'll gimmie 5 dollars to start the Scrabble Game?"



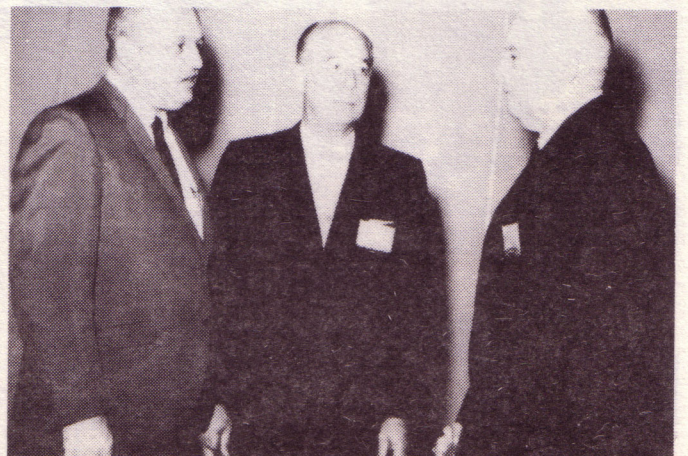
"Kinda hard to open"



"Anybody have a screwdriver?"



The Frank and Eddy Show



Jack, Harold & Elmo - "The Crew Cuts"

Photos & Guests courtesy of Tom Beasley, Nashville TN



"Not enough chairs to go around"



Mafia staff meeting



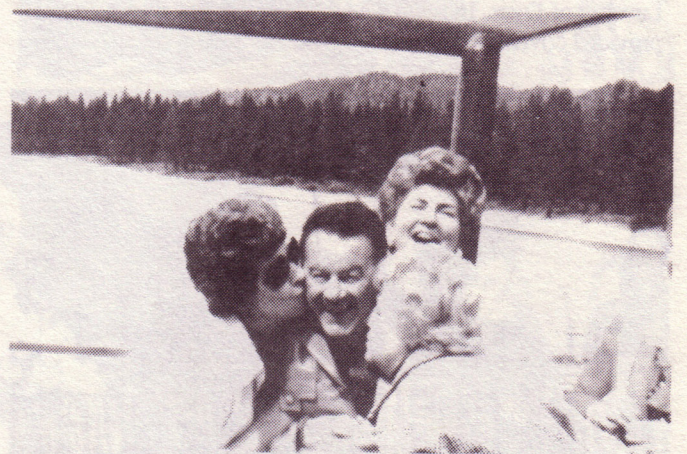
Harold Henry: "Anybody Want a Drink?"



"Go fix this box for me will ya?"



"Don't they ever give cash?"



"Never mind about the cash!"

LOOKING BACK

At Auction Insurance Agency

BY: Tom Adams, Sr.

Sometime in the early part of 1954, Skinny (R. A.) Waldrop, who operated a wholesale auto auction in Birmingham and for whom I had been writing various forms on insurance, told me about "check and title" insurance that he was then buying from a company in Nashville, Tennessee, known as Fidelity Insurance Company of Tennessee. Skinny told me that this insurance was



written for a number of auctions and that, in his opinion, the cost was excessive and the coverage inadequate. He wondered if I might develop another market and an entirely different program which would be made satisfactory to auction operations.

After several discussions in this connection, Skinny arranged a meeting in Birmingham to include other auctions so I could understand more clearly the auction business and how "check and title" insurance could be written for these people. As I recall, among others, this meeting was attended by E. M. Stafford of Charlotte, North Carolina, Tom Beasley of Nashville, Tennessee and Martin Rawls of Leesville, South Carolina.

With their guidance, I developed a "check and title" policy that was submitted through an Atlanta brokerage firm to the London insurance market. Shortly thereafter, I received a cable from this broker telling me that such a contract had been secured and giving me authorization to proceed in solicitation of coverage.

By this time, apparently there had been a great deal of discussion among the various auctions regarding this effort and we received most enthusiastic and immediate response. If my memory serves me correctly, George Lawson of Dyer, Indiana was the first auction to which we provided coverage.

Scenes from N.A.A.A. golf outings, sponsored by Auction Insurance Agency and Automotive Market Report.



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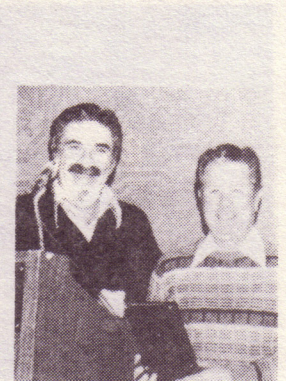
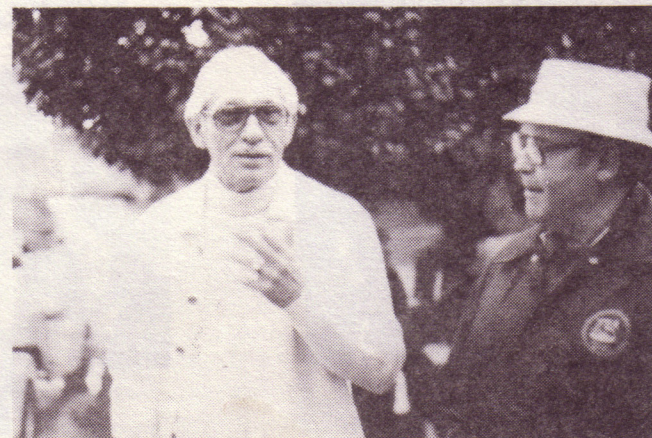
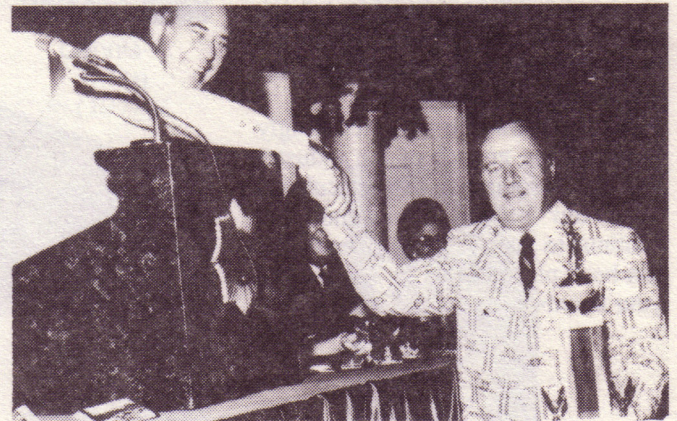
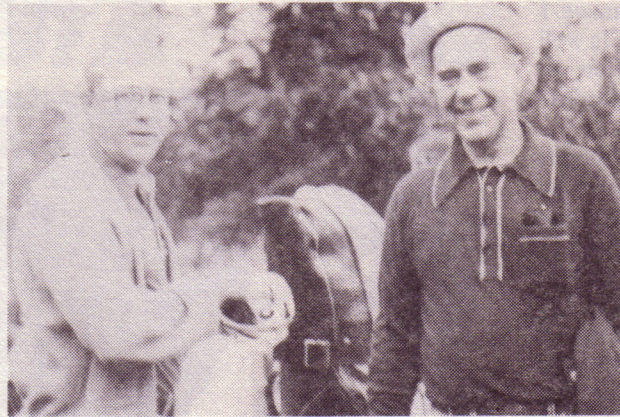
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About this time, an association meeting was held in Chicago I attended the meeting and explained the insurance program we had developed. Carl Marker of Ft. Wayne, Indiana was then president of the association. The meeting was attended by a number of auctions and when I left Chicago, we were insuring some eighteen or nineteen auctions.

Even though we faced some difficulty in the early days, the program was well received and within a matter of several months Fidelity Insurance Company decided to withdraw from the writing of "check and title" insurance. Since, at that time, Fidelity still had some thirty auctions insured, their withdrawal really put us to work. For the next two weeks I traveled continuously, visiting various auctions and providing insurance for them. On one trip, I called on Tim Anspach who had been a very staunch supporter of the competition. As I recall, Tim was quite a character. On this visit, Tim met me at the airport and asked me if I could change a ten dollar bill. Of course, I reached for my wallet which Tim promptly took so that I could not "spend any money in his town." He did give back the wallet and money along with his order for insurance.

It was very difficult for me to find the necessary time to develop this new line of business for our office and still meet the demands of our then present business. It was at that time that I brought Hugh Alford into the office and shortly thereafter received a phone call from Charlie Weekly who for years had been with Fidelity Insurance Company and who asked to come to work with us. Hugh, as you know, did a very fine job for us for many years until his death in the late seventies. After a few months Charlie Weekly decided he did not want to move to Birmingham from Nashville and went back to one of his former employers, the Singer Sewing Machine Company.

During this time we were advertising and soliciting "check and title" insurance referring to Lloyds of London as our carrier. As you can see, since our broker in London did not specify, we assumed our coverage in London was with Lloyds and so advertised. The coverage had actually



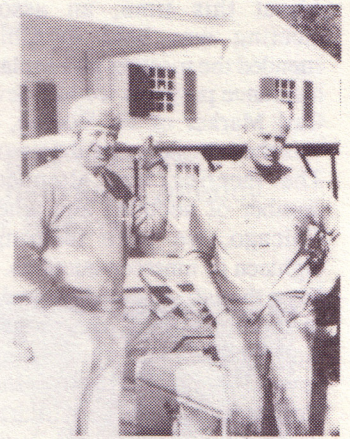
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been placed in a "company's collective policy" with a number of British stock companies. At this point we had not received policies, only binders or as the British say "Cover Notes" from our broker.

When we learned the facts, we immediately notified all auctions and explained the misunderstanding. Looking back on it, it was laughable but at the time it kind of "shook me up" to have a visit from the Federal Bureau of Investigations to see if I was using the mails to defraud. The results were merely the requirement that I notify all customers of the correct placement of their insurance. I suppose that the old saying "Alls well that ends well" will suffice in connection with this misunderstanding.

I feel we have had a most enjoyable relationship with our auction customers over the past thirty-one years. I find that I miss the "olden" day when I was able to spend more time with our auction friends, but age does take its toll and as you know, I am semi-retired. I feel most fortunate that Tom, Jr. returned from his stint in the navy with a definite interest in coming into this business and doing what I consider to be an excellent job in it and his association with the industry as a whole.

I am, as I know you are, exceedingly proud of the growth of the industry and the association in particular. I hope our efforts have and will continue to justify the confidence that has been placed in us by so many of your members.



NATIONAL AUTO AUCTION ASSOCIATION HALL OF FAME

The N.A.A. Hall of Fame was established in 1968 to recognize and honor individuals who have made outstanding contributions to the Auto Auction industry and to the National Auto Auction Association. Two are chosen each year, one from the membership and one from a related industry.



Jack G.
Charlesworth
(1968)



C.H. Van
Steenberg
(1969)



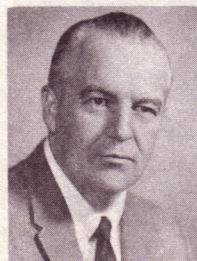
Charles B.
Neely
(1970)



Frank B.
Clement
(1970)



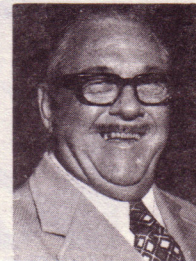
Timothy E.
Anspach
(1970)



Elmo L.
Joseph
(1971)



Dennis A.
Kuhn
(1972)



Fred M.
MacDougall
(1972)



J. Martin
Rawls
(1972)



Harold C.
Henry
(1973)



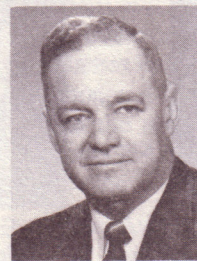
William N.
Thee
(1973)



Lawrence C.
Tribble
(1973)



Harry
Whitney
(1973)



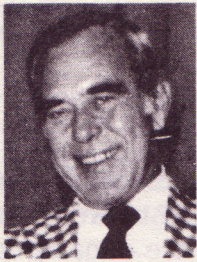
Jacob H.
Ruhl
(1974)



William G.
Morgan
(1974)



Melvin E.
Reid
(1975)



Tom Adams
(1975)



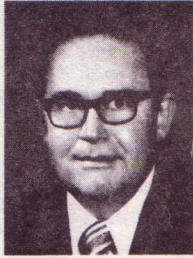
Thomas W. Beasley
(1976)



Lawrence Tarleton
(1976)



M.D. McCollum
(1977)



Edward Sullivan
(1977)



Sydney Friedlander
(1978)



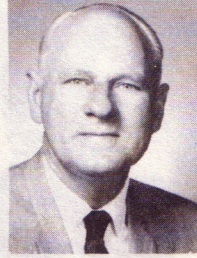
Norman Early
(1978)



Nicholas P. Cocoves
(1979)



David B. Spielman
(1979)



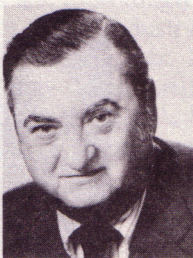
J.B. Patterson
(1980)



M.A. Kottler
(1980)



J.C. Clanton
(1981)



Charles French
(1981)



Don Rogers
(1982)



Claude Scoggins
(1982)



Frank S. Grochal
(1983)



Warren V. Young
(1983)



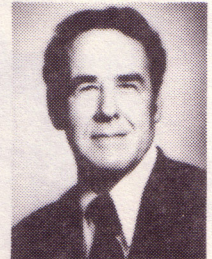
Leona Drake
(1984)



Bob McDevitt
(1984)



Eugene McDonald
(1985)



Tom Bruce
(1985)

TIM ANSPACH - - A LEGEND

1886 - 1986

Automobiles and Tim Anspach were born in the same year - 1886. Tim was one of the great pioneers of the auto auction industry and one of the leading forces behind the successful development of the National Auto Auction Association. The following article was written by Bernie Hart, who knew Tim for many years.

- - Ed.

TIMOTHY E. ANSPACH

Friday, April 11, 1986 at approximately 2:00 A.M., Est, Tim Anspach took his last breath, ending the life of one of the most influential and colorful men in the auto auction industry. He died peacefully in his sleep. He is survived by his wife Kathleen [Kit] and his son, Timothy Warren, and thousands of friends.

It was April 17, 1947 that Tim held the first dealer consignment auction at 1906 Central Ave., in Albany, N.Y. For the next 37 years he was the most active man in the auto auction industry. He pioneered the first industry organization, the National Auto Auction Protective Association which later became the National Auto Auction Association. He never missed a meeting of either organization through 1983, his last convention, which was held at the Drake Hotel, in Chicago.

His association with this industry parallels the history of the industry. He served as President of the NAAA from 1956 to 1958, the last person to serve in this office for two consecutive terms. A few years later he was honored by being named President Emeritus of the NAAA Hall of Fame and in 1973 he was named to the Hall of Fame of the National Auctioneers Association. To this date he is the only person to receive this honor from both auction trade associations.

In the late 1960's the National Auctioneers Association announced plans to build its own home office building in Lincoln. At the time, NAAA shared office space with the NAA. At the 1968 NAAA convention, a "Tim Anspach Fund" was created to aid with the new building since it was to be financed

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entirely by donations. This became the largest contribution to the new building accounting for approximately one-third of the cost of the venture.

In 1971 this building was dedicated during the annual convention of the National Auctioneers Association. Governor (now U.S. Senator) J. James Exon, in his dedication address, honored Tim by making him Admiral in the mythical Nebraska Navy, the only NAA member so honored at this event.

Tim Anspach is regarded as the father of the NAAA. When he was first elected president, in 1956, there were two distinct auto auction associations,

the National Auto Auction Association, whose membership went as far west as the Missouri and Mississippi Rivers, and the Western Auto Auction Association, comprising those auctions in the rest of the country. It was Tim's goal to make NAAA truly a National organization and he called a meeting of the two groups, held at Writer's Manor, in Denver and this marked the "marriage" of the two groups. According to Tim, in the early days there were only three auto auctions in the East, his, Concord Auto Auction, owned by E. L. Cox, Sr., and Southern Auto Sales, owned by Larry Tribble, Sr. An item of special

interest to this writer was when Tim called me after returning from the funeral services of Larry Tribble, Sr. He said, "It was a shame Larry had to die so young - I was 60 years old when I started in this business.

Tim grew up in the horse and mule business. He and his father, Ebenezer "Eb" Anspach, bought horses in the west and midwest and shipped them east which led to his later making his home in Albany. In the early 1900's the Anspachs owned and operated the Omaha Horse and Mule Auction, one of the largest of its kind in the country. At one time he was in charge of horses with Ringling Brothers-Barnum & Bailey Circus.

Tim's earlier years involved a great deal of traveling throughout Western United States. He was familiar with every area that produced work horses and at one time he owned a ranch in the Newcastle, Wyoming area. He

also brought horses and mules for the U.S. Army during WWI.

For me to write a story about Tim Anspach, it would be incomplete not to mention a personal connection between Tim and Eb Anspach and my own father. My father was always interested in horses, a great judge of horseflesh and a great handler of horses - and he loved horses.

In those days the only method of travel was by rail. My father had the Livery Stable in Villisca, Iowa. Villisca was located on the main line of the C. B. & Q. Railroad, between Chicago and Denver. Villisca is about 115 miles southeast of Omaha. Periodically, Tim and Eb would arrive in Villisca, check in at the Hotel and get the local telephone operator to put out what was then called a "company call." "Central" as the operator was called would alert everyone on the party lines by making a series of long

rings. Then she would announce that the Anspachs were in town to buy horses and would be at Charlie Hart's livery stable to buy horses the next two days. This would result in farmers in the area riding, driving and leading horses to town and accept or reject the bids made by Tim and his father.

When the Anspachs opened the Omaha Horse and Mule Auction, they hired my father to lead horses in the sale ring. He would ride the passenger train to Omaha, on a regular basis to perform this task.

And now you have the story of why I was hired for this position with the National Auto Auction Association. When my name was mentioned to Tim Anspach, who was NAAA president, the rest was automatic.

We will miss Tim Anspach very much and those of us who knew him will never forget him.

BERNIE HART



At 1978 Toronto convention



With long time friend Tom Beasley



Chicago, 1983 with wife "Kit" and Melvin Reed



Discussing the wonders of Vichy water with Gov. Frank Clement



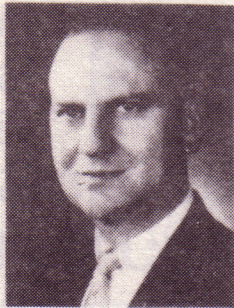
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WHOOZIT?



1



2



3



4

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1. Send entry blank along with \$10.00 cash (very important) to
Puzzle Editor.
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2. In case of ties the back-up system will be used. First runner up will receive a 3-day 6 night trip to Gatlinburg, meals included.

3. Enter as many times as you wish. Send \$10.00 (very important) with each entry.

Entry Blank

My Guess is:

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#3. _____

#2. _____

#4. _____

My Name _____

Address (not important) _____

LET US NOT FORGET

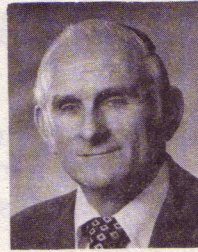
These individuals who shared their lives with us and contributed so much to the history of the auto auction industry.



Hugh Alford



* Timothy E. Anspach



*O.B. Batten



Ray Clark

Pictures not available for:

TV Bailey

Harry Barber

H.J. "Baldy" Beecham

Elmo "Boots" Brown

William Brown

Bill Bryden

Walter Campbell

Joe Cherry

Saul "Bookie" Garber

Byron Hefner

Sam Holzman

H.A. "Red" Johnson

Joe Klakulak

Clyde McCreary

Virginia Panian

Genieva "Jenny" Payne

Perry Riner

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Elinore Schaefer

H. Donald Shelton

Clark Smith

Ernie Smith

E.M. Stafford

J.R. Williams, Sr.

Fay Woodruff



J.C. Clanton, Sr.



* E. LeRoy Cox



*C.B. Drake



Leona Drake



Joe Fralin



Sydney Friedlander



Bill Gilbreath



Bill Jacobs



Dennis A. Kuhn



*Carl E. Marker



Fred T. Mathews



*Paul B. McClure



Ben Mellinger



J. Martin Rawls



David B. Spielman



*Lawrence C. Tribble

(We regret any omissions)

*Past Presidents

PARTING SHOTS



Tema: Jylland Øst

MOTOR magasinet
26. marts 37

Eneste europæer i internationalt selskab:

- De danske bilauktioner kan lære meget af USA

af Claus Riica

Initiativtageren til oprettelsen af Skandinaviens ældste og største auktionsselskab, direktør Johs. Abildtrup, Skødstrup, er netop vendt hjem fra en meget ærefuld rejse til Mexico, hvor verdens førende bilauktionsselskaber var repræsenteret.

Som eneste europæer var Johs. Abildtrup inviteret med. Grunden til invitationen var, at den internationale bilauktionsforening på denne måde ville hædre ham, fordi han var den, der var færdig med bilens vask og polering for USA. Johs. Abildtrup startede sit firma for 15 år siden i Rønde på Djursland. Siden er det gået stærkt. I dag er alle aktiviteter samlet under et i DAB-Konkernen, der udover Dansk Automobilbørn Rønde A/S sælger Dansk Automobilbørn København A/S, Rønde Auktionsselskab A/S, Dansk Maskinbørn Herning A/S og Ejendomselskabet af 1/11 1977 I/S.

- Uddannelsen skal gøres bedre
Hjem- og udenlandsrejser til Johs. Abildtrup til MOTOR-magasinet, at han fik en endelig mulighed for at komme videre med bilforhandlere på de danske bilfor-



Direktør Johs. Abildtrup, Skødstrup - på forenævnte invitation fra verdens førende bilauktionsselskaber.

verdensorganisationens president, Arnie Addison.

- Det var meget interessant at høre på kolleger fra hele verden og ikke mindst fra USA, der er førende, når det gælder bilauktioner, siger Johs. Abildtrup til MOTOR-magasinet. I USA har man holdt bilauktioner gennem hvert fald 25 år, så ikke alene vi danskere men også andre europæere kan lære meget af udviklingen i USA.

- En ting undrede mig dog efter at have talt med mine amerikanske kolleger, og det er, at underretninger aldrig har besøgt en bilauktion, selv om de kunne have meget store fordele af det, fortsætter DAB-direktøren. Ikke mindst vi har jo baseret vores bilauktioner på de danske bilfor-

handlere. Tilslutningen til og omsætningen på vores auktioner svarer tydeligt, at forhandlerne har noget ud af at handle biler på en bilbørs.

I forbindelse med kongressen slog Johs. Abildtrup til lyd for en bedre uddannelse inden for denne specialiserede auktionsselskab.

- Efter min mening bør der ganske enkelt oprettes en international bilauktionsskole, så auktionspersonalet kan blive uddannet bedre, end vi kan gøre i dag, understreger DAB-direktøren. Det glædede mig, at forslaget blev modtaget med stor interesse, og jeg fik bekræftelse på at der vil blive taget endelig stilling til en praktisk gennemførelse af ideen - læber af meget kort tid.

Fire komiteer blev nedsat. Videre fortæller Johs. Abildtrup, at den internationale organisation på kongressen nedsatte fire komiteer, der skal tage sig af områder som »Kriterier for medlemsskab«, »Public Relations«, »Salg og »Statistik«.

Johs. Abildtrup blev ikke medlem af nogen af disse komiteer.

- Jeg er så tryk det selskab, at jeg lige vil føle mig frem, før jeg eventuelt engagerer mig i et større organisa-

tionsarbejde, men det er så klart, at jeg med den allerstørste interesse følger organisationens bestrebelser på at videreudvikle ideen om bilbørser og - auktioner, pointerer Skødstrup-direktøren.



What kind of people buy a '69 Pontiac Grand Prix at this time of year? *



*Retired Auction Owners

Interesting reading from our Scandinavian counterpart

We acknowledge with gratitude the following auctions and individuals who contributed materials to this publication:

Tom Adams
APTCO A.A.
Atlanta A.A.
Tom Beasley
Bruce A.A.
Central States A.A.
Jack Charlesworth
Clanton's A.A.
Norman Early
Flint A.A. M.D. McCollum
Konkernen - Johannes AbildTrup

Sam Gelt
Greater Chicago A.A.
Bernie Hart
Imperial A.A.
Nashville A.A.
Lakeland A.A.
Manheim A.A.
Gene McDonald
Montpelier A.A.

Peabody A.A. - Bob Howe
Rawls A.A.
Melvin Reed 166 A.A.
Southern A.A.
Tri State A.A.
Warren Waldrup
Warren Young
Dyer A.A.
Florida A.A. of Orlando

Ed.

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