

# *the* AUCTIONEER



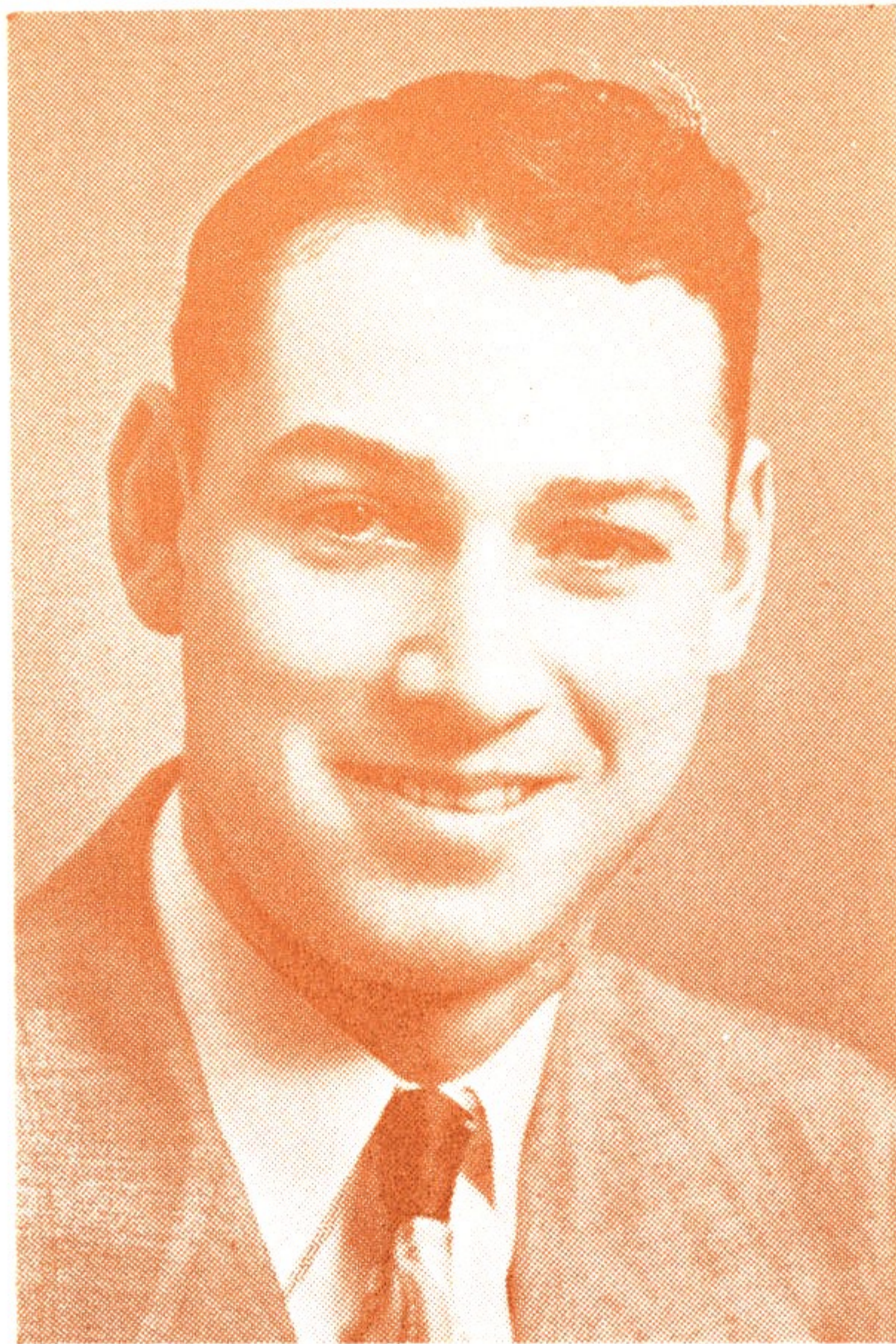
"DON'T WORRY ABOUT ME, DEAR. ALL THOSE PEOPLE COMING  
TO NEBRASKA IN JULY ARE AUCTIONEERS, NOT HUNTERS."



# NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



"I wish to join the other past Presidents of the Nebraska Auctioneers Association who have appeared on this page during the past several months in inviting you to attend the greatest Convention of Auctioneers that has ever been staged."

Dick Kane  
Past President  
Nebraska Auctioneers  
Association



**THE AUCTIONEER**  
is the  
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# Let's Go To Lincoln

## Convention Holds Promise of Most Exciting in History of N. A. A.

By COL. B. G. COATS

The national convention of the National Auctioneers Association marks the beginning of a new year for the N.A.A., and indications are that the coming year will see great advances for us in our objectives. During the current year we have grown stronger; we have encountered enthusiasm and cooperation both inside and outside our ranks. Yes, we have made gains; but, as with all growing dynamic organizations, greater victories will always lie just ahead.

When we assemble in Lincoln, Nebraska, July 19-20-21 to formulate the policies and objectives of the N.A.A. for the coming year, they will, as always, seek those policies and objectives that are in the best interest of our Association and the advancement of the auctioneering profession. Consistent with this purpose we must never relax in our efforts to increase our membership. Many members have distinguished themselves during the current year. Some by obtaining many new members. Have you? Other accomplishments have been brought home to you in various numbers of "THE AUCTIONEER" all of which have made for the greatest advancement, more enthusiasm and more cooperation than ever before. Just as tremendous strides have been made since our last national convention we can all expect our 1962 national convention to surpass all previous conventions in attendance and a convention program that will inspire every Auctioneer in the United States to be present and take an active part. More about that later.

If you have always wanted to take that one perfect vacation this is your chance. Combine pleasure with business. When in Lincoln, you will want to visit Pioneers Park, Antelope Park, Oak Lake Park, Elephant Hall, Historical Museum, Planetarium and the State Capitol towering 400 feet high and topped by a 32 foot statue of "The Sower," symbolic of Nebraska's agriculture. Pershing Municipal Auditorium, huge Grain Elevators through which 32 millions bushels of corn, wheat and other

grains flow. These are but a few of the many things that Lincoln has to offer you and your family. Plan to see them before the convention gets under way and then you will always remember that Lincoln furnishes an abundance of pleasurable experiences that you will cherish a lifetime.

But, however comfortable your surroundings, however enticing the points of interest at hand, every member who attends a national convention never wavers from the serious purpose of attending every session of the convention. The convention itself is the principal consideration, and everyone is there to take a real part in it. It is the convention business session that will quickly dispel any notion that the national N.A.A. convention is held only as an excuse for fun and frolic. The skeptic will soon discover at these meetings that N.A.A. members are deeply concerned with every problem.

Hundreds of members attend the national convention year after year simply because the drama and excitement gets into their blood. Free speech is the essence of N.A.A. conventions. They are conducted under rules of procedure that permits any member to voice his views.

As long as a member is at the microphone or has the floor, he will have the respectful attention of all. But after he has had his say, vocal fireworks are apt to explode as those in disagreement rise to defend their views. The rafters may ring with shouts of recognition and the presiding officer's gavel will pound for order if such a situation develops. The clashes between members simply add spice to the proceedings. They make the convention more interesting. It is just that N.A.A. members use the old fashioned American method of democratic action when they go about settling their problems. It is this method that makes the N.A.A. a "grass roots" organization. And you may be sure that "grass roots" thinking and acting has made the N.A.A. the largest organization of its kind in the world.



This is a splendid opportunity to show how proud we are to belong to the organization we hold so dear. This is your opportunity for a perfect vacation, for a grand and glorious convention week in Lincoln, Nebraska. To make your visit more pleasant these are the kind of folks you will meet in Nebraska:

REAL FOLKS . . . The kind of folks I like to meet . . . Are those whose hearts are gay . . . And who become your friends before the passing of a day . . . You get together and you talk . . . And after a while it seems . . . That you have known them all your life . . . If only in your dreams . . . Perhaps you dine with them or have . . . A cup of tea or two . . . Or maybe you just sit around . . . And see the evening through . . . But all of you have put away . . . The cloak that strangers wear . . . And there are pleasant moments of . . . Companionship to share . . . Your hearts are drawn together in . . . The meaning of a smile . . . And you have found the friendliness . . . That makes this life worth while. (Anonymous).

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## Texas Auctioneers Hold Annual Meeting

By K. L. Espensen, Secretary

Brownwood, Texas was the site for the 1962 annual convention of the Texas Auctioneers Association held April 8. Although attendance was rather small, all members are united and are looking forward to a better and greater future for all auctioneers.

New officers elected are: President, Col. Wayne Gibson, Bryan; Vice-President, Col. Russell de Cordova, Mexia; and Secretary and Treasurer, Col. K. L. Espensen, Tyler.

Directors chosen were: Col. Walter Britten, College Station; Col. Dub Bryant, Big Spring; and Col. J. O. Lawlis, Houston.

A fine discussion was led by out-going

president, Col. Walter Britten, on the present and potential laws and regulations that would effect all Texas Auctioneers.

Twenty-two were present to enjoy a most delightful after dinner speech by Mr. Putter Jarvis, a successful insurance executive.

The Texas Association's '63 annual meeting will be held in Laredo, Texas, in February, 1963.

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## Kansans To Meet At Emporia, June 3

By R. M. "Dick" Brewer

The officers and the Board of Directors of the Kansas State Auctioneers Association met at the Broadway Hotel in Emporia, March 18, for the purpose of formulating plans for the Annual State Convention to be held at that same site, Sunday, June 3.

Those in attendance were Wes Harris, President; Carson Hanson, Vice President; Dick Brewer, Secretary-Treasurer; and Directors Charles Macy, Hill City; Gene Watson, Hutchinson, and Lawrence Welter, Manhattan.

All auctioneers and their families are invited to attend.

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## Tennessee to Hold Annual Convention

The Tennessee Auctioneers Association will hold its 4th Annual Convention at THE HOLIDAY INN in Nashville, Tennessee, June 3rd and 4th.

The Program Committee has arranged an interesting program with some outstanding speakers along with Governor Buford Ellington, Governor of Tennessee.

President Fulton Beasley urges all members to be present at this Convention and he also invites out of state Auctioneers and anyone who is interested in the Auctioneering Profession to meet with us.

The national convention of the N.A.A. is rich with opportunities which you may lose if you do not attend. Lack of success is largely the fruit of wasted opportunity. Make your reservations early at the Cornhusker Hotel, Lincoln, Nebraska, July 19-21.



# Planning A Farm Auction

By HARRIS WILCOX, Bergen, N. Y.

Reprinted by permission from AMERICAN AGRICULTURIST, issue of April, 1962.

A great many farm families sometime or other have an auction. It may be at the time of retirement, a herd dispersal or for countless other reasons. Whenever it comes, it is a very important decision to make and always marks an important milestone in the life work of a farm family.

It has been proven countless times that the auction method is usually the best way to dispose of cattle and farm machinery. Some of the reasons for this are that everything can be sold in one day for cash and items good and poor, new or old find a ready sale. Many items found around a farm that would be unsaleable at private treaty can be sold readily at an auction. Some items bring much less than expected; other items bring much more. Auction sales have a remarkable way, however, of averaging out satisfactorily. The public enjoys going to an auction because of the challenge they feel in trying to secure a bargain.

The longer I am associated with the auction business the more sure I am that careful planning is a prime essential to a successful sale. Out of the experience obtained in selling hundreds of farm and cattle sales I will try to outline some of the factors to consider in planning a successful auction.

It is of primary importance to choose an auctioneer or auction firm who has the public's confidence and respect. The auctioneer needs to be a student of values, be recognized as a person who will be fair to both buyer and seller, and possess the talent which is probably best described by the word "Salesmanship." He should be thoroughly experienced in advertising and sale management and have available, to help him, people familiar with the task of arranging, clerking and cashiering the auction. An inexperienced clerk or cashier can be a serious liability. A good sales force on sale day is of great importance. This is the last place to try to economize.

Once you have employed your sales force you will discuss the date of the proposed

auction. Years ago most all farm sales were held in the spring. Now successful sales are being held every month of the year. Generally speaking, machinery and feed sell best in the spring, cattle in the fall and early winter, but this rule does not seem to apply as accurately as in years past. During the months that daylight saving is in effect, we have found that evening or twilight sales are more satisfactory than day sales due to the fact that a larger crowd will attend in the evening. We always sell the machinery while it is still daylight and the cattle under lights.

Everyone seems to have a favorite day in the week for an auction. However, our experience has never revealed any one day which seemed better than another. A good farmer who is well thought of and who has good cattle and machinery can have a successful sale on any week day.

We believe in making every effort to avoid a date which conflicts with other farm, breed or weekly commission sales in the area. A check of sale calendars in breed and local newspapers will help to solve this problem.

We must now consider advertising the sale. The auctioneer or sale manager usually handles this, as his experience in this field will prove invaluable. Sales should be advertised using the media of daily and weekly newspapers, radio, pennysavers, agricultural periodicals, breed papers, post cards to a mailing list and auction bills. The sale should be announced by your auctioneer at all sales prior to yours. Needless to say, all auctions do not require the use of all this media, but of one thing we are sure, "it pays to advertise."

It will help to plan your auction a year ahead if possible. Plan to have a sizeable percentage of your herd fresh or close to freshening at the time of the auction. Have your cattle in good physical condition, clean, clipped and well fitted. Remove diseased or inferior animals prior to the sale. They will bring as much or



# IN UNITY THERE IS STRENGTH



**Harris Wilcox**

more in the beef market and will detract from your herd on sale day. D. L. Perry, a prominent auctioneer, in the early part of the century wrote in the Jersey Bulletin many years ago and I quote, "You all know that bones do not sell high, and all the extra feed for 60 days before the sale day that you give your cows, I will sell on sale day in the looks of your cow for three times what the feed costs at the mill: and for every dollar blanket that you buy one month before the sale, I will sell on sale day in the shape of the hair for ten dollars, and then will have the old blanket left that you can sell to help the rag man out."

We believe in selling the cattle in a carefully planned sale order according to quality and often in families, especially with a registered herd. Quoting again from D. L. Perry, he has this to say, "When the auctioneer or the sale manager has made his opening address and everybody is feeling good, don't let them lead in a three quarter cow that ought to be sold for bologna. And again when some one asks when this cow will calve or how much milk she will give, the owner must not

commence to choke up and perhaps have to go to the house and ask his wife about it. Is this cow sound in the udder? 'Oh Yes,' when a kid five years old would know better. Yes, I say, what we want in an auction sale is to have men come across clean."

If the size of the sale and the quality of the animals warrant, we believe it pays to sell the cattle in a heated tent with chairs for the buyers to sit down and be comfortable. Some times a steel shed or a barn floor will serve as well or better than a tent for this purpose. Present the cattle on a sales platform that they may be observed more readily. A professional leadsman will display them to an advantage. Give each prospective purchaser a simple brochure or catalog so that he may know all the pertinent facts about the cattle prior to the sale. This will help greatly in speeding up the sale because the buyers can select the animals they are interested in and be prepared to bid. A sale organized and sold rapidly so that it can be completed at a reasonable time will net higher returns. As a boy I attended an auction where the auctioneer spent so much time begging for ten cents on the small items on the wagon that nearly everyone had gone home when he finally reached the items that were really important.

We recommend that the cows be brought to the cattle platform with approximately 12 or 13 hours milk in their udder but certainly no more than this. This will show the prospective buyer what the cow's udder looks like when it is filled and at the same time will not be overly filled to cause the cow to leak or possibly damage the udder.

Be sure to check with your auctioneer and veterinarian for instructions regarding your herd in preparing for a sale. Ideally this discussion will begin a year in advance of the sale so that, if warranted, your herd may be eligible for interstate shipment. In any event you will want the veterinarian to check the cows for pregnancy, examine the udders and advise you on shipping fever inoculations.

Have the machinery clean, greased and lined up according to your auctioneer's instruction. If a tractor has several implements that go with it, the tractor should be sold first in the line and the other implements should immediately follow.



The idea being that the successful bidder on the tractor then has a chance to bid on the plows and other items that go with it. If the plows had preceded the tractor the buyer of the tractor would not have been sure of getting it and the plows could have sold for much less. Attention to details will add many dollars to your sale total. We recommend painting the tractors if they need it, however, a professional job should be done. The other tools should be cleaned but not painted; all motors should be in condition to start promptly.

Plan to have a professional lunchman provide coffee and light refreshments at your sale, particularly if your sale starts in the morning. A local organization may desire to furnish this service for you. This service should not cost you anything and will be a great convenience to the buyers.

If you do not have farm liability insurance which covers an auction you will probably wish your auctioneer to provide you with this insurance for sale day. This auction insurance is available at a very low cost from several different insurance companies.

Auction arrows should be put up on sale morning to help direct buyers to your farm. Adequate parking area should be provided for the cars.

In closing I would like to say this, work with your auctioneer and his team in a spirit of cooperation. Take the auctioneer into your confidence and tell him exactly what your financial situation is, especially if there are chattel mortgages or judgments to consider. He will know how to handle this kind of situation so that no difficulties will arise on sale day. Thus the creditors will be helping your sale rather than sending the sheriff's department out to protect their interest. Under no circumstances have bi-bidders in the crowd. The public will immediately sense this and will simply not bid against the owner. Inspire confidence by expressing to your friends that everything sells regardless of price. Don't find fault when things sell for less than you think they are worth, other items will offset this. Appreciate the buyers who come and act accordingly. If you are emotionally upset stay away from the sale ring. The auction staff will do their best and will be able to secure more for you if they can keep the auction a pleasant, friendly

and interesting event. A grumpy or emotionally upset owner is a serious liability.

This article is not meant to answer all the questions regarding the management of a sale but will perhaps be helpful to farmers contemplating an auction. The day a farmer has an auction is a major day in his life. Careful planning and competent management will add greatly to the net returns he receives for his life's work.

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## New Jersey Honors Col. B. G. Coats



Col. B. G. Coats, Deal, N. J., has received a very high honor in having his portrait chosen for the Distinguished Citizens Gallery. The portrait Gallery is a permanent collection of outstanding New Jersey citizens.

We of the National Auctioneers Association are justly proud of this most recent honor bestowed upon Col. Coats and join in extending congratulations to him. Knowing of the tremendous amount of time and talent that we have received from him, the award is certainly fitting.

Col. Coats was selected in recognition of his leadership and service to the public.



# Pennsylvania Way Out Front In Membership Standing By States

Progress has been made during the past month, as we are ahead of last month's total after having 79 expire April 1st. Also, a point that should make us feel like we have had accomplishments during the past year, we are 312 above a year ago.

It certainly would be nice to go to convention with 2000 members, but we won't make it if we gain only 300 a year while we have less than three months to go.

Let's see, we will need 375 more to make our goal. If each state could recruit 7.5 members each, we could make it. This certainly doesn't seem like a very hard task. We have set up a special book to keep track of each state that meets their goal before convention time and the auctioneers who do the work.

## LET'S SEE RESULTS!!!!

Following is a list of states in order of their standing:

Pennsylvania	156
Ohio	127
Illinois	121
Nebraska	114
Indiana	97
Kansas	75
Wisconsin	71
Kentucky	62
Iowa	57
Tennessee	57
Michigan	54
New York	52
Missouri	48
California	44
Montana	44
New Jersey	33
Texas	33
Colorado	30
Oklahoma	28
Virginia	27
North Carolina	25

Massachusetts	24
Florida	20
Georgia	20
Minnesota	18
Maryland	17
North Dakota	17
Oregon	13
Washington	13
Wyoming	13
West Virginia	12
Arkansas	10
New Mexico	9
Louisiana	8
South Dakota	8
Alabama	7
Idaho	6
South Carolina	6
Arizona	5
Rhode Island	4
Vermont	4
Connecticut	3
Delaware	3
Maine	3
New Hampshire	3
Nevada	3
Utah	2
Mississippi	2
Dist. of Columbia	1
Alaska	1
Hawaii	1

## FOREIGN

Canada	16
Australia	1
Germany	1

**TOTAL** 1628

The very essence of free government consists in considering offices as public trusts, bestowed for the good of the country, and not for the benefit of an individual or a party.  
—John C. Calhoun

The years ahead will require more specialized and capable Auctioneers than ever before. Prepare yourself to meet the challenge by attending the national convention of the N.A.A.





### WESTERN COLLEGE OF AUCTIONEERING — GRADUATING CLASS, MARCH, 1962

**FRONT ROW**, left to right: Instructors, Bob Musser, Cody, Wyo.; Brad Wooley, Little Rock, Ark.; R. J. "Bob" Thomas, Billings, Mont.; W. J. "Bill" Hagen, Billings, Mont.; James Messersmith, Jerome, Ida. **SECOND ROW**: Harry Sheline, Vancouver, B.C.; James Rouse, Atlanta, Ga.; Harold Shelton, Superior, Mont.; Scottie Curran, Settler, Alta.; William Dyer, Calgary, Alta.; Keith Harrington, Minot, N.D.; Tibrucio Alvarez, Klamath Falls, Ore.; Errol Fritz, Chester, Mont. **THIRD ROW**: Ray Burgess, Sussex, Wyo. (President); Dick Smith, Kremmling, Colo.; Glenn Allred, Crossfield, Alta.; Edwin Bulstma, Platte, S.D.; Arnold Mohr, Breda, Ia.; Miles Logan, Oyen, Alta.; Norman Leischner, Red Deer, Alta. **FOURTH ROW**: Skook Wilson, Marmarth, N.D. (refresher); James Cooper, Willows, Calif.; Eddie Jensen, Preston, Ida.; Reuben Stickel, Fallon, Mont.; Freeman Bartlett, Portland, Me.; Ben TeSelle, Gallatin Gateway, Mont.; Andy Oldenburger, Bozeman, Mont.; Charles Hereford, Sheridan, Wyo.; Harry Kroeker, Bow Island, Alta.; George Hatch, Mesa, Ariz.; Marvin Churchill, Falkland, B.C.; John Montgomery, Cochrane Alta.; Arthur Buchan, Vernon, B. C.; Gordon Ritchie, Dawson Creek, B. C.; Jerry Brooks, Clear Creek, Ont.



## Auctioneers In The News

As the science of auctioneering increases, better trained men serve the profession and an ever increasing dollar volume of goods selling at auction, editors and feature writers for large newspapers are spending more time and space in writing about this method of selling that proves fascinating to them and to the public and satisfactory to the sellers.

The last week in March the NEW YORK (City) POST ran a series of six full page features that were devoted to the auction industry in that great city.

First of the series, written by Fern Marja Eckman, was entitled, "A Close Look at New York's Bustling Auction Markets." This article explained that auctioneers in New York are businessmen and are not to be associated with the carnival barker image that has been implanted in the minds of the misinformed public.

Second of the series was a continuation of the first with no change in title. Many prominent personalities in the auction field were quoted as well as names of financiers and screen stars.

"How to Find the Bargains at New York's Auctions" was the title of the third article. People have been trying this for as long as auctions have been in existence and after surveying some of the purchases they have made after they have returned home this writer feels that this will be a never ending search.

Our own Louis J. Marion, who will speak at our 1962 National Convention, was featured in Article IV, "A New York Auction Institution: The Parke-Bernet Galleries." If you will be in Lincoln on July 19 of the current year you will get the first hand information on this famous auction institution.

"A Houseful of Treasures Goes Under the Gavel" heads Article V, which is a story that can be told any place that auctions are held. In New York the houses are sometimes larger and the variety of items more interesting.

Final article was, "Death of a Pet Shop—'Everything Goes'." As the title implies, it illustrates that anything and everything is sold at auction. This series of articles represented advertising that would cost a

small fortune if one were to purchase the space at regular advertising rates. No doubt many, many persons read the articles and are now more aware of the importance of the auction method of selling and its contribution to the economy of our country.

\* \* \* \* \*

On February 18, THE MILWAUKEE (Wis.) JOURNAL, in its Sunday Picture Journal had three pages devoted to a horse auction held on the C. J. King Ranch near Mukwango, Wis. Col. Willard Olson, NAA member of Delavan, Wis., was the auctioneer.

\* \* \* \* \*

Our own National Secretary, Bernard Hart, was featured in an article in the Sunday Magazine section of THE LAFAYETTE (Ind.) JOURNAL and COURIER. This was brought about by a request for an old time picture of Col. Dan Fuller from the above mentioned newspaper. This was the first that they were aware of the fact that the offices of the National Auctioneers Association were only 25 miles away. The resulting follow-up by the magazine editor made possible some good local public relations for the NAA and the auction method of selling.

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## Large Antique Sale Held In Kansas

As this issue of "The Auctioneer" is being mailed, two members of the National and Kansas Auctioneers Associations will be holding one of the largest auctions of antiques ever held in that part of the country.

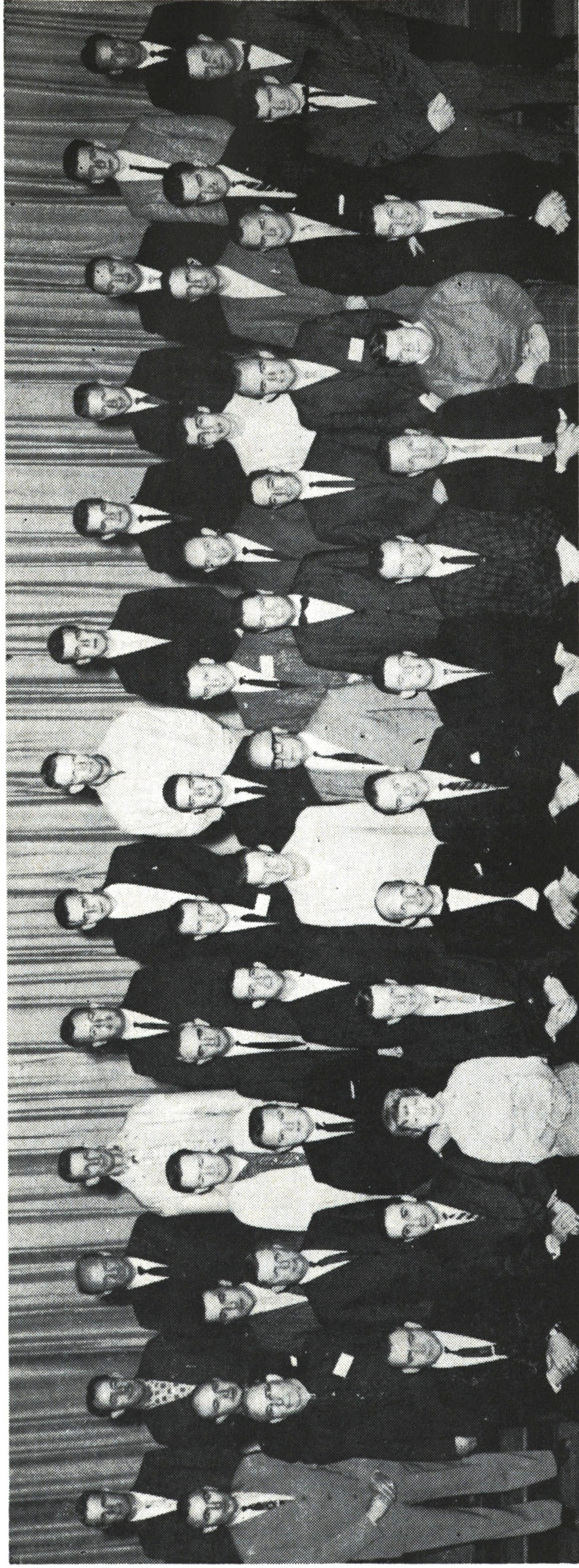
Ray Gerbitz, Ellworth, Kas., and Vic Horejsi, Kanopolis, Kas., are selling out the Remember Antique Store in Beliot, Kas. This is a large store with a world-wide reputation. Sale dates are April 30, May 1 and 2.

We hope to have a report of the auction in next month's issue.

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We owe to the Middle Ages the two worst inventions of humanity—romantic love and gunpowder.





### MISSOURI AUCTION SCHOOL — CLASS OF MARCH, 1962

**FIRST ROW, left to right:** George C. Black, Iowa; Charles C. DeLiso, Jr., Mich.; Ruby Scheidemantte, Pa.; Col. Dick Ireland, Instructor; Col. Boyd Michael, Registrar; Col. Richard W. Dewees, President; Col. Jim Humphreys, Instructor; Roy Oetting, Mo.; Arthur T. Cooper, Ark.; Sarah M. Barclay, Mich.; Kenneth Vogeler, Mo.

**SECOND ROW:** Elwyn B. Bentley, Mich.; Wilbert G. Grass, Mo.; Bill Stauffer, Mo.; D. G. Werner, Okla.; James R. Farrell, Mo.; Allen Parker, N.C.; Art Strickland, Pa.; Bill Clifford, Tex.; Bill Rhea, Ark.; Mel Zortman, Colo.; Ralph Rice, Ohio.

**THIRD ROW:** J. D. Fullbright, Ark.; Verlin Green, Kansas; Ronald C. Hudson, Mo.; David H. Short, Ida.; Bob Crider, Ky.; Glen Cooley, Kas.; Redge Priest, Tex.; Bill Yoder, Pa.; Paul Moore, Ky.; Richard Petrik, Kansas; Clarence E. Miller, Nebraska; Tom Majors, Nebraska.

**FOURTH ROW:** Dewayne Fry, Okla.; Edgar Russell, Mo.; Gordon James, Canada; Charles L. Wilson, Mo.; Doug York, Ill.; W. A. Cramer, Ohio; R. L. Montgomery, Nebr.; Roy W. Kyle, N. Y.; Hank Watson, Pa.; D. A. Moore, N.M.; M. J. Dungan, Mo.; Harold A. Moore, Mo.; J. E. Bowling, Mo.



# Take Time To Think Before Taking Action

By COL. POP HESS



The date of this writing is Friday, April 13th. Yes, Friday the 13th and it can be I may be off and on any text in this writing. Now this is the May issue and it reminds me that only two more issues for the NAA run and convention in July. So, I will try and wind out some of my continued line and hit some spots coming to my attention recently. The April issue looked very fine and well filled with writings and etc.

As I look back on my continued run on my years as an auctioneer, I brought you through to the year of 1920 and I had near twenty years of pulling and pushing into what one could call an established auctioneer. The next twenty years from 1920 through 1940 I was much on my own power and did have a general average run of what the general farm and livestock auctioneer would have. Some years showed many sales and a few with a slight decrease. These were the years of 1931 through to 34 as it was in that period we went into the Big Depression, and all banks closed for a holiday. I was among many others who thought we were well healed financially and set for a more slower life to follow and woke up with the same expression as the colored boy, Mose, who went fishing and caught a whopper of a big fish. The biggest he had ever seen or caught. He was so pleased he took a nap and left the big fish on the hook while he slept off his happiness. Some boys came along who had just caught some little bitty fish, and saw that whopper on Mose's line, they unhooked it and put one of their very smallest back on his hook. Well when Mose woke up and rolled his eyes down on his fish, he yelled, "OH BOY, HOW IT DID SHRUNK." Well as the smoke was cleared and ashes sifted, my stock pile of worldly goods had somewhat more than shrunk. I was just past fifty years in age and my

health was good. The most I had was a good voice and a strong determination and ambition to get it back.

Auctioneers were not too popular in some of the farm sections where forced sales were being pushed. I did see ropes hang over the beams for auctioneers who tried to sell it and it was a little rough. But, we did out-grow it all, and found the second 20 years in many ways as trying as the first twenty but a little easier done. This will conclude the first 40 years and will clean up with comments on the remaining time to date in the June issue.

In the March issue this 1962, this publication carried the full text of the Pennsylvania Auction Law. The past weeks, I have been trying to digest its contents, section by section, and now I want to personally give my own opinion only and make a few comments. It will not be the voice of this publication or the NAA, just me. I have read section by section. It has many words and covers many things and all points concerning the auctioneer and the auction business.

Just how many states we have in the U.S. that now have a law supported by the auctioneers of their state, I am not fully advised. As I see this law, however, it covers one class of auctions that needs some kind of a law to keep them in control.

However, about every large city has a City Law that is tight and holds somewhat of a hand on such sales in way of commercial, stocks and etc. About each state now has a strong real estate law for real estate brokers and in most instances reach out and put the loop on the auctioneer who does the selling. Now this Pennsylvania law reaches out and covers all phases of auctions and auctioneers and have it now on the statutes of their state. As I



## IN UNITY THERE IS STRENGTH

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read it and study it, about every auctioneer in the State of Pennsylvania will in one way or the other violate that law. Unless they carry a big book in their hip pockets and say STOP BOYS, let's read a section or carry a hot lawyer at their side to say what is violation.

Now I do not want to be in discord with all the great auctioneers big and small that live and operate in the state of Pennsylvania; many of them have been my friends for many years, nor will I try to degrade the boys or their law as I have for many years in my column said this, "The right Moses has not been born or developed to write a perfect auctioneer and auction law" and on my own have sent out a few feelers what the boys in various states think if they had state laws to comply with in our profession. From the answers I got back they read somewhat like the one the fellow mailed in on a questionnaire on what kind of a perfect television set would he recommend. His reply was only one change from what we now have but that is an important one. **MAKE ONE THAT WILL JUMP THE COMMERCIALS.**

Now this law in Pennsylvania as it is now written and now a law, I feel it does infringe on close to fifty percent of the fold of their state and out of their state of the farmer, purebred livestock breeder in holding dispersal and production sales, and the auctioneers who follow the general farm and livestock sales as their big specialty. It also infringes on the new beginner they list as the apprentice auctioneer in their own state as well as out of state.

If I read this law and have digested it right, the farmer who breeds purebred livestock and wants to hold a production sale or combined breeder's sale or complete dispersal, in order to have for his auctioneer and not violate this state law, he must hire an auctioneer of his state, and there are many auctioneers within his state that are good auctioneers.

However, these sales have become classified sales as to specialty. This farm owner has purchased from out of state livestock, he sells to out of state breeders, and in his position, he justly feels right that this Col. John Doe of such and such state who is day after day selling in this special breed should do the selling. He knows the breeders at large. He often is asked to buy

for breeders who can not attend and are glad to accept the judgment of that certain Col. as the auctioneer. If he hires that certain Col. he becomes a law violator. I grant they do have supervision for out of state auctioneers to obtain license in their state but this special line of auctioneers can not efficiently apply for such licenses in much advance time or can he keep a pile of books and records of what he sold.

The fact is about all these purebred livestock auctioneers work on a cash fee basis, so much lump sum for the job. He arrives in the morning and leaves at sun down and often not back in the state for another year or two. These auctioneers who hold down this type of auction sales are not fly by night operators, they may be from a state that now has a state law or may not have but they are men put into that position by efficiency and honor in their work as an auctioneer in demand.

Where I feel it infringes on the apprentice local auctioneer, as I read this law, they must have a connection with a bonified licensed Pennsylvania State Auctioneer and cannot operate with any other.

This apprentice auctioneer can have the ability to become a man in demand in the purebred field and the only way he can really get there is to have a chance to work in the sale rings of the purebred sales for his A.B.C.s The opportunity is at all times open for apprentice auctioneers to build to this field to take over in the future as the best auctioneers of all lines get old, retire, and fade away. As of now in my retirement, I find some of our leading purebred and top livestock auctioneers, many not yet born until I was past fifty years of age.

If I lived in the State of Pennsylvania or in any state that is considering an auction law for auctions and auctioneers, my thought would be to get an amended law on the operations of auction sales and auctioneers held by farmers and all utensils of husbandry. That in this division of sales he can hire the man he feels best for him to have on the job regardless of residence location, and any apprentice auctioneer who has the will to become a purebred livestock auctioneer, he be granted as far as the state was concerned, to assist in such sales. The present law does cover one type of auction that does need to have a harness on them and many such sales



## IN UNITY THERE IS STRENGTH

that has for years put a black eye on all types of auctions regardless of how good they are.

My suggestion to all other states in thinking of having state laws set up, you will find in this Pennsylvania law many good things to tie to, but you must consider that about fifty percent of auctions held today concern the farmer, the livestock producer and the class of auctioneers who follow that line of sales, that will be badly handicapped under this law in selling within the State of Pennsylvania or any state that has such a law as this one is written.

Through the months of March, April and this month of May held in the State of Pennsylvania, several such sales as mentioned in the livestock field, and the most of them the auctioneers were out of state men. If they went through without interruption, they no doubt violated the state law—if they were over-looked and nothing

done, then the law is weak and unenforced and a shame it gave many of us boys restless nights trying to digest it. A LAW ON THE STATUTE IS A LAW—IF BROKEN—A VIOLATION—LET NO STATE SO BECOME STRICT LAW CONSCIOUS—GET LAWS WE CAN NOT LIVE UP TO OR GO ON RECORD OF PAYING NO ATTENTION TO until some hungry lawyer sees a pot shot and everybody is in court.

Yes, Pennsylvania State Auctioneers have opened the door. It is half open and half shut. Let's see if it is a law we must have put on a door that will open and shut without a squeak in the hinges.

### VALUE OF KEEPING AT IT

The constant drip of water wears away the hardest stone; and the constant gnaw of Towser masticates the toughest bone; and the constant, cooing lover carries off the blushing maid; and the constant advertiser is the one who gets the trade.



## Promotional Items

**LAPEL BUTTONS:** "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

**INSIGNIA CUTS:** Add distinction to your cards, letterheads and advertising. **\$2.50 each**

**DECALS—3** color, reversible, closing out @ **\$25c each.**

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

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

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



# Death Strikes Two of Our Leaders in Organization

Death struck two great men from the membership roles of the National Auctioneers Association in a period of a little more than a week. Tom D. Berry, West Newton, Pa., was stricken with a fatal heart attack on the evening of March 28. He was 52 years old.

Just eight days later this fraternity was again shocked and saddened when Clarence B. Smith, Williamston, Mich., was stricken during a sale at Bad Axe, Mich., and died a few hours later in the local hospital. This was on April 5, and Mr. Smith was 64 years old.

Tom Berry was an auctioneer who enjoyed a wide popularity in the tri-state area in which he worked and with auctioneers from all parts of the country. He was one of the original group who formulated the National Society of Auctioneers, forerunner to the National Auctioneers Association. That first meeting was reportedly held in a restaurant booth in St. Louis. He held the distinction of the only man to attend every National Convention of the N. S. of A. and the N.A.A. For many years he served on the Board of Directors. In 1957 he purchased a Life Membership in the NAA. He was also active in his own State Association and his wisdom was sought and respected.

Col. Berry was born in Thomas, Pa., August 24, 1909. He is survived by his widow, Margaret, currently serving as President of the Ladies Auxiliary to the National Auctioneers Association, and two daughters. Funeral services and burial were at West Newton.

C. B. Smith gained international respect through his auctioneering and sales management ability, principally with Holstein cattle. He was proprietor of the Wolverine Livestock Sales Pavilion at Williamston where he had monthly Holstein sales. In December, 1960, Col. Smith observed "50 years with Holstein cows" by holding a golden anniversary sale at his pavilion. Cattlemen honored him by coming from as far away as the state of Washington.

Col. Smith was a native of Kentucky,

coming to Detroit after serving in the Navy during World War I. There he worked in an auto factory for a short time but soon returned to the farm and managed dairy farms in the Detroit area before turning to the auction profession.

C. B. Smith has long been active in serving his fellow auctioneers through the Michigan and National Auctioneers Associations. He is a past President of both organizations and a member of the Board of Directors of both at the time of his death. He is survived by his wife, Edith, a past President of the National Ladies Auxiliary, two sons and a daughter.

These two men will long be remembered through their ability as auctioneers but the contributions they have made to their profession will be permanent monuments as both of them could well say that they left their chosen profession much better than they found it and those who have worked with them know of the persistent efforts of both in achieving higher integrity and greater respect for all auctioneers.

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## A Tribute to Some Great Auctioneers

By Herman W. Sigrist

Not often have I been shocked twice so close together as I have been at the passing of two good friends. I am referring to Col. Tom Berry and Col. C. B. Smith.

They were not only great auctioneers but great men. Honest, active and broad minded citizens who have made the world better because they have lived in it. Their consideration to those less fortunate will long be remembered.

As I ponder, there is a parade of many great men and fine auctioneers who have contributed so much to others and made the NAA what it is today. To know men like Jack Gordon, B. G. Coats, Dan Fuller, Ernest Sherlock, Art Thompson, J. M. Darbyshire, Charles Corkle, Harris Wilcox, Carman Potter, Hank Rasmussen, yes, I can think of 50 more who have written their



names high on the scroll of honor for outstanding service and ability, not only as auctioneers but as ambassadors of good will in the great school of public relations. An "Oscar" to all of them.

I was eighty years old the other day and I hope, God willing, to see you in Lincoln in July.

## IN MEMORIAM



**Col. Tom Berry**

**By Col. B. G. Coats**

Many hearts were saddened when Col. Tom Berry passed away suddenly March 28th, at his home in West Newton, Pennsylvania.

Tom, was a pioneer in the organization of Auctioneers on a national and state level. For twenty years those of us who worked with him knew that no sacrifice was too great for him to make in the interest of the auctioneering profession. In the early days of the Association when the dark clouds of discouragement were hanging low and it became necessary to call special meetings, Tom responded to every call. He would go to endless pains to support every cause that was in the best interests. Tom was kind, and at the same time irascible with that fierce integrity which could not understand half-measures, half-efforts, half-rightness.

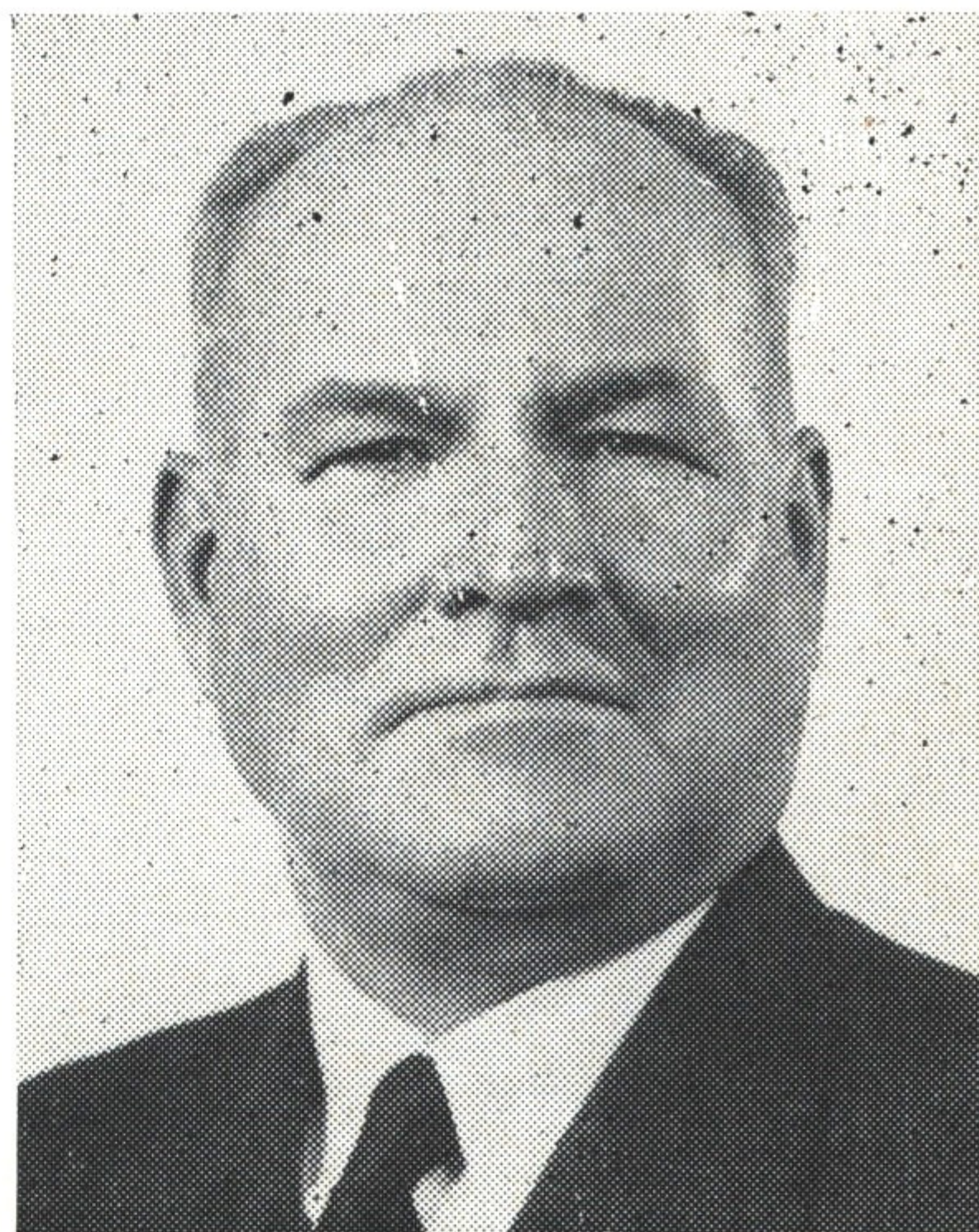
There was never another, it seemed to

me, who had made such a passionate creed of his loyalties, and to whom the National Auctioneers Association was a firm and secure base on which he built a devotion to his fellow Auctioneers. Tom possessed a character of sterling excellence. He established a record of never having missed a national convention and into every one both his zeal and his humor had penetrated, so that they became a source of endless anecdotes of the inspirational.

His many acts and deeds have left an indelible impression from which we have all been made richer. So much love, honesty, patience and humor are gone, and cannot be replaced. Tom has left the auctioneers Association a legacy in which all share. To him there is past due a deep debt of gratitude that can never be repaid.

It is with a saddened heart that I write these few words and say "Farewell Tom," but you will never be forgotten.

## IN MEMORIAM



**Col. C. B. Smith**

**By Col. B. G. Coats**

The National Auctioneers Association lost a valued member and friend in the passing of Col. C. B. Smith, at his home in Williamston, Michigan.

Col. Smith was active in many organizations especially in the judging and sale of Holstein cattle. In addition to his stag-



gering schedules of participation, from the time he became a member of the National Auctioneers Association, he took an active part and always found time to give unselfishly to others the benefit of his experiences to improve and elevate the auctioneering profession.

Recognizing his ambition and enthusiasm he was elected to the office of 2nd Vice President and each year thereafter was elevated to the next higher office and served the Association in all capacities with honor and distinction.

The breadth of his interests knew no bounds and the wonderful personality and knowledge he possessed surrounded him with the warm friendship, respect and admiration of all Auctioneers. Col. Smith so maintained his magnificent ability to be quietly self-effacing that his many friends were completely unaware of his many achievements.

Those of us who have had the great good fortune to know him will always treasure that opportunity as one of the truly inspirational experiences of their lifetime and those who were not afforded the privilege of personally knowing him will, through his words of wisdom and the monuments of friendship he has left behind in others, also realize that a very wonderful member has left us.

To our eyes, he is gone, but in our memories, he will live forever. To Mrs. Smith, go our deepest sympathies and sorrowing regrets. His passing is an irreparable loss that we too share. God bless you and rest you, Col. C. B. Smith.

## Record Prices Paid For Australian Art

SYDNEY, Australia, April 4—A collection of contemporary Australian paintings has brought record prices at a Sydney auction and the artist is both astonished and annoyed.

The artist is William Dobell, 62 years old, one of the Australian artists of world renown and the best known to his countrymen.

Thirty-four of his paintings were sold at auction for a total of £50,268 Australian (\$112,500), with top prices exceeding \$9,400. This is far more than the highest previous payment for the work of a living Australian

artist. At the same sale \$2,110 was paid for a street scene by Maurice Utrillo.

The auction was of 188 paintings from the estate of the late Norman Schurek, a wealthy Sydney collector.

Mr. Dobell, who lives and works in a two-story lakeside house at Wangi Wangi, ninety miles north of Sydney, did not attend the sale.

"I keep well away from these sort of things," he said.

In fact, he added, he wished he had never heard of the sale. All it had brought him were distractions and numerous telephone calls that made work impossible. The auction sale astonished Mr. Dobell because, he said, the buyers "could have come up to my studio and with much less money got far better work."

## Vet Pennsylvania Auctioneer Passes

John H. Kline, Myerstown, Pa., an auctioneer for 40 years, died at his home last March. He was 63 years old.

Mr. Kline was well known throughout the area he served in Lebanon, Lancaster, Berks, Dauphin and Schuylkill counties. He was a member of the E.U.B. Church, the Lebanon (Pa.) Lions Club and a trustee of the Prescott Fire Company. Surviving are his widow, five sons, two daughters, 16 grandchildren, his father, a brother and five sisters.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

Mrs. Tom Berry, West Newton, Pa.

#### 1st Vice President

Mrs. Ernest Freund,

Fond du Lac, Wis.

#### 2nd Vice President

Mrs. Tim Anspach, Albany, N.Y.

#### Secretary-Treasurer

Mrs. David Tracy, Pavilion, N. Y.

#### Historian-Parliamentarian

Mrs. Ernest Neimeyer, Lowell, Ind.

#### DIRECTORS:

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. Albert Rankin, Alger, Ohio

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Harvey Baldwin, Denver, Colo.

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. R. E. Featheringham,

Ashville, Ohio

Mrs. Walter Britten,

College Station, Tex.

Mrs. Earl White, Madisonville, Tex.



# THE LADIES AUXILIARY

## In Sympathy

We, the Officers, Directors and Members of the Ladies Auxiliary to the National Auctioneers Association wish to express our deepest sympathy to Margaret Berry, our President, on the untimely death of her husband, Tom.

At a time like this we realize what a closely knit family we are. Though the miles prevented many from being with her in person we were and are with her in sorrow.

We hope she will find the strength somehow to finish her term as President. We'll be anxious to see her again.

—Submitted

Dear Ladies of the Auxiliary:

Words will never be able to describe how I felt every time a card, flowers, telegram or phone call was received in the darkest hours of my life. Tom and I worked together for 25 years so the void will never be filled.

I will, if, God willing, continue in my role as President of the Auxiliary. I will also carry on the auction business as Tom would have it because auctioneering and auctioneers were his life. He lived to see his beloved auction bill passed.

Thanks again in our hour of great need.  
Margaret Berry

## Have You Returned Your Suggestions?

Some months ago our President, Margaret Berry sent a paper to all members asking for suggestions on programming, etc., for the Ladies Auxiliary 1962 Convention Program.

Our President, Officers and Committee Chairmen want this to be an outstanding Convention. You can help by returning this questionnaire at once if you have not already done so. Or if you've mislaid it just pen a note to one of the Officers and make your suggestions.

Just another little thought, don't say, "I'll do it later." DO IT TODAY! Please.

How about a few words for our Auxiliary page, too. We'd like to hear about your activities.

## See You in Lincoln!

As the months slip by and July comes closer and closer, you must be wondering about the plans of the Nebraska Ladies for their part in the National Auctioneers Convention.

I am fortunate to have before me on my desk an outline of their programming to date. I would like to assure you they are actively engaged in planning a really interesting stay for you in Nebraska!

If you haven't already crossed off the dates of July 19-20-21 plus a few extra days for traveling and sightseeing - - - you're not on the ball. Let's all join our auctioneers in Nebraska.

Let's turn out with the biggest Auxiliary membership this year. The NAA is steadily growing. We don't want them to get way ahead of us, do we?

When the Nebraska gals roll out the Red Carpet at the Cornhusker Hotel, you'll be there, won't you? Good!! See you there!

More E. Freund,  
Vice President  
Ladies Auxiliary

### CARD OF THANKS

To all the auctioneers, friends and ladies of the Auxiliary, in a loss that is so very great to our family, thank you for your kind words of sympathy, the many flowers, cards, telegrams and phone calls and other ways in which you have helped to relieve this great burden. Its so nice to have such loyal friends like you.

Margaret Berry  
and Daughters



# Livestock Marketing Congress Announces Guest Speakers

RAPID CITY, SOUTH DAKOTA—The annual Livestock Marketing Congress, scheduled for June 21-24, Rapid City, S. Dak., has currently taken another step in planning, as a tentative program has been released from the Livestock Auction Markets Association offices in Kansas City, Missouri. The forthcoming Congress will mark the fifth successive national forum of this type, a review on trends and developments in the livestock marketing industry. This event is for everyone, and anyone, who has an interest in livestock, from the producer to the consumer.

The Livestock Marketing Congress includes two conventions, those of the Livestock Auction Markets Association and the National Livestock Dealers Association. While staging its program around these two conventions, the Congress is unique in that it encompasses the wide interests of the entire livestock industry and related organizations, while highlighting current trends and developments of livestock marketing.

Among the guest speakers to appear at the Livestock Marketing Congress are these men: Honorable Archie Gubbrud, the Governor of South Dakota; Lee Kolmer, Extension Economist, Iowa State University; Robert H. Moats, Livestock Statistics Branch, Statistical Reporting Service, U. S. Department of Agriculture; Paul Zillman, American Meat Institute; B. M. Bevis, National Livestock Exchange; R. F. Patterson, Dean, School of Business, University of South Dakota; Jay Richter, American Association of Land-Grant Colleges & State Universities; and David M. Molthrop, Executive Vice President, Committee on State Sovereignty, Inc., Washington, D.C. In addition to these persons and others, the program agenda will also include representation of the American National Cattlemen's Association and the National Livestock Feeders Association.

INDUSTRY FORUMS—Two industry forums are planned for the Congress program, one on "Trends in Livestock Marketing" and the other, "Developments in Livestock

Market Services." Each forum will be made up of a panel of key speakers, all who are leaders in their respective fields, and officials of the livestock markets industry.

LIVESTOCK INDUSTRY DAY — Each year, one day of the Congress is named "Livestock Industry Day." Friday, June 22, has been designated for this special day at the forthcoming Congress. In brief, Livestock Industry Day features key speakers from all segments of the livestock industry, offering a wide variety of interests and topics.

EVENTS FOR LADIES & MARKET-EERS — Special events have been planned for ladies attending the Livestock Marketing Congress and for the Marketeers, who are the youth represented. In addition to a ladies' brunch on Friday and a luncheon the following day, excursions for the younger set have been scheduled to Story Book Island and a Covered Wagon Guest Ranch.

The South Dakota Livestock Markets Association will host the Congress, with headquarters to be established at the Sheraton-Johnson Hotel in Rapid City. The South Dakota Association, with the help and cooperation of many other state livestock organizations, has been striving to plan the utmost in entertainment for everyone attending this year's Congress. A great attendance from the livestock and related industry is anticipated for this national event, the Livestock Marketing Congress.

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## Hoosier Firm Offers Auction Financing

A new type of auction selling for Indiana and surrounding states is being introduced by an Indianapolis firm. Continental Finance Corporation will offer complete financing for auction sales under the plan, with cash on-the-spot for the seller and credit terms for the buyer.

Ed. O. Rosebrock, President, said that the Continental Auction Sales Service will



## IN UNITY THERE IS STRENGTH

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be operated under the supervision of the Special Sales Division at headquarters, 925 East 38th Street.

The auction sales will include business real estate, farm lands, machinery, livestock, industrial and commercial equipment, varied consumer goods, and estate liquidations.

Continental's method of selling is designed to help provide more money for the seller by offering credit terms, thus bringing a greater number of people to a sale.

Mr. Rosebrock has appointed Col. Herman Strakis, as "Auction Specialist" and manager of the new auction division. Col. Strakis will conduct Continental-managed auction sales, advertising and all selling details. Col. Strakis, an Indianapolis resident, is widely known in the auction field, is a graduate of the famous Reppert Auction School, member of the State and National Auctioneers Association and is co-owner of Johnson County Sales Pavilion, one of the most modern livestock auctions in Indiana, located near Franklin. Strakis operates a 600 acre farm in Marion County, is past president of Indiana Auctioneers Association and now Secretary-Treasurer of the Indiana Livestock Auction Markets Association, Past President of Franklin Jr. Chamber of Commerce, member of Franklin Chamber of Commerce, Past President of Parent Teachers League, a delegate to the Indianapolis Federation of Lutheran Churches, Vice President and Director of

American Development Corporation, and is a licensed real estate broker.

Continental Finance's concept of auctioneering is new to Indiana, although it has been popular in some areas in recent years.

Continental creditmen will be present for sales and will be able to offer complete credit terms on merchandise sold at auctions. At the day's end, when sales are totaled, Mr. Rosebrock said his firm representatives can make out a check for the complete amount due the seller. Meantime, credit terms will have been arranged for buyers.

This is in contrast with the usual liquidation at auctions under cash terms.

Mr. Rosebrock called the new service a benefit to both seller and buyer. Colonel Strakis pointed out that on-the-spot financing at auction sales will offer the possibility of large scale purchases.

Continental Finance Corporation offers complete financial services to residents of this area. Its president, Ed. Rosebrock has had 35 years of experience in the finance field.

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"No matter what governmental programs are aimed at unemployment and growth, no real progress can be made toward solving these problems unless investment increases in the private businesses of America."

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## MISSING?

**THE AUCTIONEER cannot follow you if your new address is missing from our files. If you plan to move soon, send your change of address today!**



# IN UNITY THERE IS STRENGTH

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## PROGRAM TENNESSEE AUCTIONEERS ASSOCIATION 4th ANNUAL CONVENTION

Sunday, June 3 and Monday, June 4, 1962

HOLIDAY INN

710 James Robertson Parkway, Nashville, Tennessee

2:00 P.M. (CST)

Registration ..... Lobby

3:00 P. M.

Meeting—Nominating Committee

4:00 P. M.

Meeting — Board of Directors

3:00 to 5:00 o'clock

Social Hours and Swimming for those not in Committee Meetings

6:30 P. M.

President's Get Acquainted Dinner ..... Banquet Room

Followed by Entertainment

MONDAY, JUNE 4, 1962

9:00 A. M.

Address ..... President, Col. Fulton Beasley  
Franklin, Tenn.

9:15 A. M.

Secretary's Report ..... Col. E. B. Fulkerson, Sec.-Treas.  
Reading of Minutes, Etc.

9:30 A. M.

Welcome Auctioneers ..... Governor Buford Ellington

9:45 A. M.

Fatherly Advice to Auctioneers .... Col. Jim McCord, Ex-Governor,  
and Dean of Tennessee Auctioneers

10:00 A. M.

Bus Trip to the Hermitage and Old Hickory Lake, Lock and Dam  
for ladies and children—Bus Fare, Courtesy Tennessee Auctioneers  
Assn. Mrs. Fred S. Ramsay and Mrs. Clive Anderson, Jr., Hostesses

10:00 A. M.

Laws Pertaining to Auctions & Auctioneers ..... John Maddin Jr.  
Investigating attorney for the  
Tennessee Real Estate Commission

10:30 A. M.

License Laws ..... Col. Fred S. Ramsay  
Madison, Tennessee

11:00 A. M.

Real Estate Auctions ..... Col. George M. Kurtz,  
President of Kentucky Auctioneers Assn.

11:30 A. M.

Lunch

Continued Committee Meetings



## IN UNITY THERE IS STRENGTH

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- 1:30 P. M.  
Report of Nominating Committee
- 1:40 P. M.  
Election of Officers
- 2:00 P.M.  
Treasurer's Report
- 2:05 P. M.  
Report of Convention Site Committee
- 2:10 P. M.  
Other Committee Reports
- 2:20 P. M.  
Old and New Business
- 2:45 P. M.  
Panel Discussions  
Panelists and Their Subjects:
- |  |   |
|--|---|
| Qualifications of a Ringman .....          | Col. C. O. Rainwater<br>Jefferson City, Tenn. |
| Antiques .....                             | Col. C. B. Arnette<br>Murfreesboro, Tenn.     |
| Importance of Creating the Right Image.... | Col. Toxey Fortinberry<br>Memphis, Tenn.      |
- 3:45 P.M.  
Fun Auction—In Parking Lot—Featuring Music by Famous and Unusual Dutch Street Organ direct from Holland, courtesy of Col. C. B. Arnette, Murfreesboro, Tennessee.

### EVENING ENTERTAINMENT

- 6:30 P. M.  
Banquet  
Principal Speaker .....
- |  |
|--|
| Col. Ralph Masengill,<br>Morristown, Tenn. |
|--|
- Introduction of New Officers and Directors  
Entertainment

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## Indiana Auctioneer Ora Burkhardt Dies

Col. Ora S. Burkhardt, Indianapolis, Ind., died March 26 at his home, the victim of a heart attack. He was 80 years old and had been an auctioneer for nearly 50 years.

Death struck as he was watching a television program from his wheel chair. Members of his family first thought he had only dozed off. Loss of a leg a few years ago had confined him to the wheel chair and forced his retirement from auctioneering.

Col. Burkhardt is survived by his wife to whom he had been married 58 years, seven grand children and seven great-grand children. His son Russell, a prominent and successful auctioneer in Indianapolis, was killed in an auto accident in May, 1949.

The passing of Ora Burkhardt removes from the earthly scene one of the greatest boosters of the auction profession. As long as his health permitted he was active in Indiana Auctioneers Association, attended all meetings and promoted organization at all times among fellow members of the profession. He was always a member of the National Auctioneers Association.



# New Memberships Continue As Record Year Is Promised

Activity in the receipt of new members is good, with 29% of memberships received during the last period being new.

Although renewals, and a few reinstatements, kept rolling in, there are still 158 of January's expirees and 79 April expirees yet to be renewed.

If you know any of these lapsed members, please remind them their fellow auctioneers would like to have them back in their group.

Pennsylvania had the largest number of new members with eight.

Following is a list of memberships received during the past month with an asterisk indicating new members:

Lawrence Mudd, Kentucky  
Fraisur Reesor, Kentucky  
Maurice Price, Michigan  
Exley E. Wicel, Ohio  
John A. Case, Indiana  
Harold Spoor, New York  
\*Sam A. Parker, North Carolina  
William F. Elkins, Jr.  
Vergil C. Vaughn, Colorado  
Steve Steinmetz, Texas  
Russell deCordova, Texas  
Frank Bennett, Ontario  
Don Estes, Texas  
Dub Bryant, Texas  
\*Anthony Oliver, Massachusetts  
Ben Miller Osborne, Kentucky  
Tom Sapp, Illinois  
William H. Collier, Tennessee  
L. E. Drake, Michigan  
\*Norman C. Wilder, Tennessee  
Albert A. Kodner, Illinois  
\*Leon Hulse, Michigan  
R. E. Voorhies, Missouri  
\*Elnan Markwell, Oklahoma  
\*Herman Patterson, Oklahoma  
\*Dale Walker, Oklahoma  
Stephen L. Winternitz, Illinois  
Wayne E. Rowlee, Ohio  
\*Charles W. Anderson, Michigan  
E. E. Martin, Indiana  
\*Blaine W. Kendall, Illinois  
Norman Levy, Jr., Illinois  
Norman Levy, Sr., Illinois  
Kenneth Richardson, Texas

Clyde A. Bray, Texas  
\*Joseph H. Bishop, Indiana  
C. D. Carpenter, North Carolina  
Vincent A. Stenger, Ohio  
\*Ray Burgess, Wyoming  
\*James A. Cooper, California  
Hylon C. Coates, New Jersey  
Gordon M. Peace, Illinois  
David H. Levine, Minnesota  
C. William Cubberley, New Jersey  
H. S. Beeney, Illinois  
Wes Chapman, Illinois  
John W. Corrigan, Illinois  
Glenn T. Powers, Iowa  
R. A. Simpson, Illinois  
Harold Vaughn, Ohio  
Robert B. Gallimore, North Carolina  
R. H. Gallimore, North Carolina  
\*George W. Bagby, Wyoming  
Max Pollack, Rhode Island  
\*R. G. Robertson, Iowa  
Harvey S. Parker, Michigan  
Raymond C. Bender, Maryland  
Frank St. Charles, Kentucky  
Arnold H. Hexom, Iowa  
\*L. H. Nelson, Texas  
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\*Ronald I. Tull, Virginia  
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John Beswick, New York  
Merle D. Straw, Jr., New Hampshire  
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Ronald M. Ohlinger, Iowa  
J. R. Seastrunk, Arkansas  
Ted McDougald, Saskatchewan  
\*John W. Watson, Illinois  
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Millard F. Merrill, Ohio  
L. C. Christensen, Wisconsin  
Harvey Schwartz, Wisconsin  
Walter Wiegmann, Indiana  
Don Richardson, New Jersey  
Lowell Buck, Illinois  
Richard Hargan, Kentucky



# IN UNITY THERE IS STRENGTH

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\*Arthur Feller, Illinois  
Edward Schmaedeke, Illinois  
Gardner R. Morrill, Maine  
Louis J. Marion, New York  
Joe Gingerich, Kansas  
\*Bobby Jones, Kentucky  
A. T. Rose, Kentucky  
\*Howard Staton, Kentucky  
Ray Ream, Kentucky  
\*George A. Allen, Kentucky  
Emmett Moore, Kentucky  
Walter J. Fritts, Kentucky  
\*Henry W. Yates, Kentucky  
John A. Maurer, Ohio  
Joe Yates, Washington  
Paul W. Lavengood, Indiana  
Don Millspaugh, Indiana  
\*Paul Moore, Kentucky  
E. L. Olson, Illinois  
Rhett Grant, Louisiana  
Roy Cagle, Texas  
\*David Nicolls, Pennsylvania (Life)  
Charles H. Bachman, Pennsylvania  
\*A. R. Bartley, Pennsylvania

Harold Bollenbacher, Pennsylvania  
\*Clarence Huber, Pennsylvania  
\*Earl R. Nicolls, Pennsylvania  
\*Arthur Scouten, Pennsylvania  
\*Lawrence Scouten, Pennsylvania  
\*Marvin E. Smale, Pennsylvania  
John S. Unger, Pennsylvania  
\*Cloyd Wenger, Pennsylvania  
Natte E. Austin, Colorado  
Almit Brewer, North Dakota  
James T. Priest, New Mexico  
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\*Arthur D. Cooper, Arkansas  
\*Ronald C. Hudson, Missouri  
\*Douglas G. York, Illinois  
B. L. Wooley, Arkansas  
J. Herbert Peddicord, Ohio  
Hal Satz, Florida  
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Let your representatives know how strongly you feel about the demoralizing effect of high tax rates on the national well-being — and on your own pocketbook.

In your letters, be specific. Remind them of the Herlong-Baker legislation, bipartisan bills, now in the House Ways and Means committee, which would reform federal tax rates and methods. Enactment of those

bills would reduce all graduated rates of personal income tax in a consistent pattern over a five-year period, with the top rate coming down from 91 to 47 per cent. Every personal taxpayer would get a minimum reduction of 25 per cent, with the first rate reduced to 15 per cent. They provide for five annual reductions of one percentage point each in the rates of corporate tax, bringing the top rate down from 52 to 47 per cent. For depreciation purposes, they would reduce the average required time for writing off new property by about 25 per cent over the five-year period. They call for deferral of tax on transfer of capital by individuals—but not by corporations — from one investment to another when transactions are completed within the taxable year and when the investments sold have been held by the taxpayer for at least six months. Finally they would reduce the top estate tax rate from 77 to 47 per cent, and top gift tax rate from 57.75 per cent to 35.25 per cent, and of all lower rates of both taxes in proportion.

How about getting those letters off today—thereby joining the Tax Reducing Club?



# French Auctioneers And Licenses

By Col. B. G. Coats

Many articles on Licenses for Auctioneers have appeared in "THE AUCTIONEER" during the past few years. Some pro and some con. When the articles first appeared many Auctioneers were bitterly opposed to any kind of legislation with respect to the licensing of Auctioneers. As more articles appeared which were of an intelligent and constructive character and serious thought was given to the feasibility of legislation regulating Auctioneers and protecting the auctioneering profession, many formerly objecting to licenses became in favor of them. The results have been that some states have now enacted such laws and other states are in the process of getting legislation.

There are still those who are opposed and some who always will be. If you are in this category, bear with me for just a moment. I am not going to bore you with the many advantages of an Auctioneers' Licensing Act as it would only be a reiteration of what has been previously published.

There is probably no country in the world today where the auctioneering profession and Auctioneers are so highly respected as in France. In Paris there is only a limited number of Auctioneers. Each is duly licensed by the government and the office commands respect and influence. The office of Auctioneer in France is almost an hereditary one. The office is so highly competitive that anyone with the ambition to become an Auctioneer must serve as an apprentice Auctioneer. Therefore the auction rooms throughout France becomes his university. It is a training ground for not only the eye and mind of the would be Auctioneer but also for the dealers and collectors.

A French auction is an official function. The Auctioneer is, in a manner of speaking, a fiduciary office. French law requires that the estate of a deceased must, under certain conditions be liquidated at public auction. This makes the possessions of all subject to this law. This gives variety and fascination to the flood of objects which pass through the doors of the great auction houses of France. What ideal training it is

for the eye and the senses. It is in this experimental manner that the surest knowledge for the apprentice auctioneer is acquired and in the making of mistakes that unforgettable lessons are learned. This could be called a "tuition fee." After the apprentice has served his time he then must take a rigid verbal and written examination. One of the requirements is to go carefully through every room of an auction house and report his findings. He must learn to discriminate only by seeing all kinds of items, an instinct that makes him react immediately to quality and this must be backed by experience.

There are other requirements before, during and after an apprenticeship has been served. The requirements and qualifications are so austere that once you have been licensed you are placed in the echelon of professionals. A profession which the people of France admire and respect.

## Large Auction Sale At Famed Borg Farms

Borg Farms, Delavan, Wisc., resembled a county fair recently when about 1,500 farmers from Illinois and Wisconsin gathered at 10 a.m. for the sale of farm equipment and machinery. The auction was one of the largest private sales of this type in the area for some time.

All of the equipment was sold, Edwin Evans, farm manager, said. He reported prices for the items were good.

The auction was held to dispose of the machinery, equipment and some livestock of the estate of the late George W. Borg.

Another sale, expected to attract thousands of breeders from all parts of the United States, Canada and South America will be held May 11 and 12 on the farm. About 300 head of purebred Milking Shorthorns will be sold, also property of the Borg estate.

Most of the heavy equipment, large combines and big tractors, were purchased by Illinois farmers. Local and area farmers bought most of the smaller items.

Farmers also spent some time looking



## IN UNITY THERE IS STRENGTH

at the prize cattle, in anticipation of the dispersal sale in May.

Two auctioneers, Willard Olson, Delavan, and Eugene Frederick, Harvard, Ill., conducted the sale which was managed by Bob Keefe, Lake Geneva. Clerk for the sale was Milt Reik, Lake Geneva.

About 95 pieces of machinery were sold; these included tractors, combines, plows, discs, drags, cultivators, hoe, quack digger, windrowers, corn sheller, stalk chopper, speed jack, blower, rakes, crimper, corn picker, grain seeder, baler, elevator, unloading jack, wagons, hay racks, fanning mill, boom and drop nozzles, buzz

saw, cement mixer, water tank on wheels, all crop dryer, three trucks and miscellaneous tools and equipment.

Thirty Shorthorn steers, 150 feeder pigs and 15 brood sows were also sold at the auction.

3,000 bales of hay, 3,000 bales of straw, 25 feet of grass silage in a silo and clover seed were other items disposed of during the auction.

“The 10 per cent federal tax on air conditioners is the closest Uncle Sam has come yet to putting a tax on the air we breathe.”



Col. Willard Olson Delavan, Wisconsin, opens the auction at the world famed Borg Farms near Delavan. Col. Olson is a member of the National Auctioneers Association.



## "Sold to the Lady In the Green Hat"

### HOT OFF THE PRESS

By Col. B. G. Coats

Here is a vastly amusing, scintillating and constructive behind-the-scenes story of the fascinating world of Auctioneering and the experiences of one who despite adversities broke the sex barrier and in the short span of a few years Colonel Emma Bailey, Brattleboro, Vermont, became a successful Auctioneer and has been a credit to the auctioneering profession.



Emma Bailey

Col. Bailey, takes you behind-the-scenes many times at a country auction. She explains the philosophy of an Auctioneer and her functions as a public servant. She relates her experiences with the astonishing tenacity of a bull-dog and with keen observations on human nature. She sets forth the mechanics of auctioneering and describes the emotional reactions of the public. She writes with wit, charm and the passion of one who adores her profession.

"Sold to the Lady in the Green Hat" is a story of obsession and pursuit of an

ambition. A devoted Mother, Wife, Auctioneer and now Author, Colonel Bailey, gives us a book that is written right off the reel of a practical and successful career of auctioneering.

Having just finished reading the book these are my impressions of it. In fact to me it is so interesting that I intend to read it again as one always gets more out of a book on the second reading. To me it is a "must" for every Auctioneer. If it is not yet available in your local book store it can be obtained from the publishers Dodd, Mead & Company, New York City, N. Y.

Congratulations Colonel Bailey. You have brought honor and dignity to the Auctioneering profession. I feel that after the public has read your book that they will all have greater respect for Auctioneers. May "Sold to the Lady in the Green Hat" rapidly reach the top of the best seller list and remain there.

## Schurich To Head New Jersey Group

Col. Frank Schurich, Fairlawn, was elected to the Presidency of the New Jersey State Society of Auctioneers in their annual meeting, February 5. He succeeds Col. Frank W. Mountain, Jersey City.

Others elected to offices were Col. Elwood G. Heller, Somerville, Vice-President, and Col. Ralph S. Day, Secretary-Treasurer (re-elected). Named to the Board of Directors were retiring President, Mountain, Col. Winfred Hinkley 2nd, Ogdensburg, and Col. Watson Van Sciver, Burlington.

Col. Kenyon Y. Brown, Secretary-Treasurer of the Pennsylvania Auctioneers Association, was guest speaker. He explained his state's new auctioneers' licensing act and told of the work of the state association in getting it approved by both branches of the legislature as well as the Governor of the State.

Other subjects of discussion included the possibilities of holding the National Auctioneers Convention in New Jersey in 1964.

### SUGAR

1st Steno — "Gee, but isn't the boss cranky this morning?"

2nd Steno — "Yes, I'll have to go in and sit on him."



## Niemeyer Candidate For County Office

Col. Ernie Niemeyer, a member of the Board of Directors of the National Auctioneers Association, has joined many others in his profession in the realm of politics. He has recently announced himself as a candidate for the post of Third District Councilman, Lake County, Ind.

Niemeyer is immediate past President of the Indiana Auctioneers Association, and a member of the Board of Directors of the National Livestock Markets Association. A full time auctioneer, he is owner and operator of the Lowell (Ind.) Livestock Auction.

Auctioneers have served in public offices in a most creditable manner and we of the NAA wish Col. Ernie Niemeyer the best of success in his first race for a political post.

## Prices Satisfactory At Ohio Farm Sale

Farm sales have been plentiful and prices generally good in Northeastern Ohio during the season now coming to a close.

The following prices were reported in a recent issue of FARM and DAIRY in regard to a sale conducted by Col. Don Stafford, East Rochester, Ohio:

Corn, 59 cents a basket. Hay, 300 bales of legume mix, 63 cents a bale, with 500 bales of same at 66 cents. Sunset bulk milk cooler, 300 gal. capacity, \$900. Surge milkers, \$66 a unit.

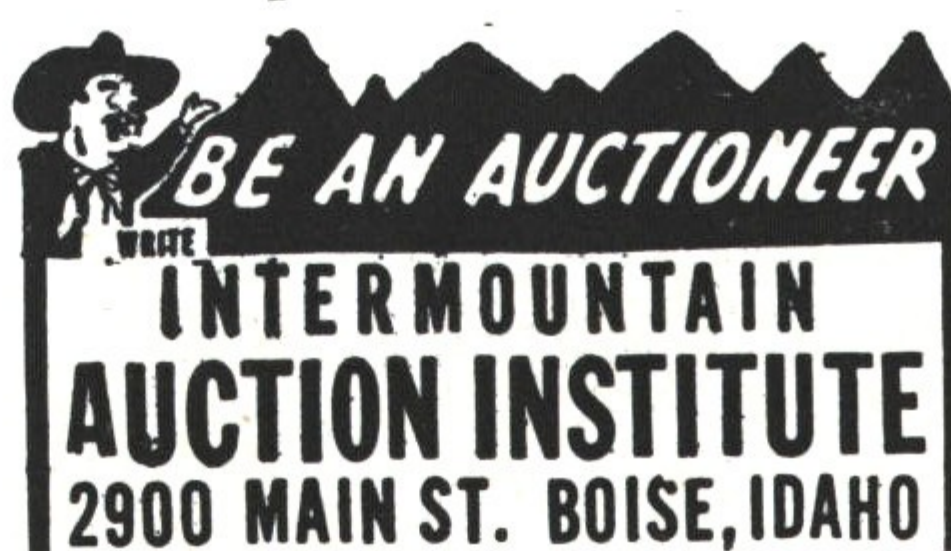
Also, forage blower, \$375. New Holland 616 forage chopper, excellent condition, \$1270. John Deere 30 combine, \$1000. New Holland silo unloader, 14 or 16 ft., \$520. Revolving distributor for silo, \$120.

Col. Stafford is immediate past President of the Ohio Auctioneers Association and a member of the National Auctioneers Association.

Graduate of the Reisch School of Auctioneering, March 1962 Class, would like job. Will relocate. No reasonable offer rejected. Twenty years experience in buying cattle for packing firms in ten states.

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\$610,000 worth of real estate being sold in just 14½ minutes by NAA member, Charles S. Gerth. The auction was in San Antonio, Texas. Mr. Gerth is from New Orleans, La.



# Organization Pays Dividends

By COL. B. G. COATS

Patience and fortitude crowned the Pennsylvania Auctioneers Association with success when on September 29, 1961, their license act became a law of that state and is known as "THE AUCTIONEERS' LICENSE ACT."

Having just finished reading the act I could not restrain myself from expressing my opinion to the readers of "THE AUCTIONEER." If one would follow the short history of this State Association and had knowledge of their problems and perplexities, the time and effort put forth and the cooperation of the various state chapters, their continuous drive for new members and their constant determination to get an Auctioneers' License Act, when at times it seemed hopeless, you could not help but have the greatest admiration for this fine group of Auctioneers.

The law as enacted could be classed as a masterpiece of legislation for the Auctioneers of Pennsylvania. In my opinion it is the greatest step forward in elevating the auctioneering profession to its rightful place among all honored professions. It deprives no one of becoming an Auctioneer and is an instrument of constructive progress and protection to the Auctioneer and the public welfare. It repeals the execrable

and detestable city and borough license in so far as it relates to the licensing of Auctioneers as such licensing was getting beyond the reach of Auctioneers because of the exorbitant fees. The reciprocity section in the act is one that other state associations will do well to pattern after.

I am of the opinion that as a result of "THE AUCTIONEERS' LICENSE ACT" of the state of Pennsylvania, that all phases of the auction business will flourish in the future as never before in Pennsylvania, and I hope it rubs off into the adjoining states, that Auctioneers of Pennsylvania who have heretofore frowned upon organization will at last realize what good the Association has done and will seek membership. That it will bring to the Pennsylvania Auctioneers' Association, prestige and supremacy that will enable them to continue their forward constructive and intelligent programs.

## RECOVERED

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Nurse — I think he's regaining consciousness. He tried to blow the foam off his medicine.

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National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Col. Hart:

I am ashamed but I thank you for the second reminder of my dues, for such a swell magazine and a wonderful organization, I will try not to be late again.

I missed my last two issues and would like to have them if possible. Stir the Texas bunch up and let's hear more about the goings ons down here in "The Auctioneer." I am writing this between sales so I won't forget again.

Please accept my \$15.00 for dues and \$5.00 for the Booster Page.

Sincerely  
Dub Bryant  
Big Spring, Texas

Dear Mr. Hart:

I hope this finds you and your family well.

I have enclosed a clipping of one of my calendars, which I have been issuing for several years and find it most successful. I also describe a little of each auction, to give the public an idea of what kind of sale we have coming up.

Good farm tools for this season have been selling good and bringing good prices. Also, milk cows of good quality have been selling at good prices.

Enclosed find check for \$5.00 for the Booster Page. I enjoy "The Auctioneer" very much.



# IN UNITY THERE IS STRENGTH

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Hope to see you all in July.

John M. Glassman  
Dowagiac, Michigan

• • • •

Dear Col. Hart:

Have just finished reading the book "Sold to the Lady in the Green Hat," by Emma Bailey, of Brattleboro, Vermont.

It is a very interesting and inspiring book. Full of information. Very well written and in my opinion is a must for every Auctioneer. It is loaded with human interest and humor as well as constructive information. It can be obtained from the publishers Dodd, Mead and Company, New York City, New York.

Col. Bailey, has made an excellent contribution to the Auctioneering profession. The National Auctioneers Association is given prominent mention.

Sincerely yours,  
B. G. Coats  
Deal, New Jersey

• • • •

Dear Mr. Hart:

Please renew my subscription to "The Auctioneer" for another year, and as an interested dues paying member, may I plead for more articles and information of interest to those of us residing in the far west.

This request is not intended as criticism of the many fine articles written for "The Auctioneer" by central states auctioneers. However, I'm sure you will agree, we are all interested in our immediate area first and that of our fellow man secondly.

Sincerely,  
Joe Yates  
Walla Walla, Washington

• • • •

Dear Bernard:

Thanks a million for the write up in "The Auctioneer" concerning our quarterly state meeting. I would appreciate having four or five more copies of this issue to give to the speakers.

I was in your state two weeks ago but never got within a hundred miles of your place, but will try to see you again in the next two or three weeks.

Please find enclosed my check for another new member. I believe this is four or five new members we have sent to you in the last thirty days. Hope they make

the next magazine issue. Also, send me some application cards.

Thanks again.

Sincerely,  
V. K. Crowell, President  
Oklahoma State  
Auctioneers Association

• • • •

Dear Bernie:

Just received our pictures on our advance publicity for the first Horse and Pony Auction to be held here in the Anchorage Area, and thought I would drop you a line and let you know that we do have "Auction Action" here in the Northland.

A few weeks ago I had the pleasure of meeting another Association Member, newly arrived from my home state of Missouri, James A. "Jim" Rutt. We had the pleasure of selling a benefit sale together, which we did alright on.

With Jim's arrival we now have two Association Members here in Alaska. And both of us are working on the other Auctioneers for membership. I really enjoy reading the Auctioneer Magazine and try to pass it on to potential members when I finish with it.

Noticing that several Auction Colleges advertise in the Auctioneer, I imagine that new auctioneers are being turned out regularly. If any should be interested in coming to this country, I'll be happy to try to assist them in locating a suitable area and getting started.

Best wishes,

Bill Kimmons  
P. O. Box # 717  
Anchorage, Alaska

• • • •

Dear Bernie:

Enclosed you will find some write-ups that ran here in the City about auction sales. I thought you would find them interesting to read.

I am sending you my dues plus \$5.00 for Booster Page for 1962. Sure enjoy reading "The Auctioneer" every month. Keep up the good work.

Regards to All  
Ben Schwadron  
New York City

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The modern line of least resistance is the dotted one at the bottom of the installment contract.



# 'Pep' Is the Best Tonic in the World

By COL. FRED REPPERT

The following article was reprinted from the February, 1922 issue of "The International Auctioneer":

Mr. Auctioneer: What are you doing toward making your business a success? Are you taking advantage of every opportunity, are you putting the pep, ginger, and enthusiasm into your business of getting sales and preparing for them that you do while you are on the auction block selling someone else's goods? In other words are you trying to make as much money for yourself as you are trying to make for your client?

Have you analyzed your own case, have you found the weak spots in your business, are you really a live, wide-a-wake business man, or are you sitting down bemoaning the fate that auctions are not as numerous, goods not selling as high and as easy as they were a few years ago?

Wake up, get hold of yourself, invoice your ability and your faults, not only determine and make resolutions but keep them, do it now, go out and see this prospective customer, answer the letter that has been lying on your desk for several days, put in that telephone call that you were going to, send the telegram that you fully intended to wire, re-write your ads, get a little more optimism, a little more pep, a little more push into them.

Do not be ashamed of your profession, for it is a noble, breadwinning occupation. Do not hesitate to sell the small sale of household goods or have a combination auction sale of your own, they may not return as big a profit as the large farm, stock or real estate sale, but they put you before the public as a hustling auctioneer and it is better to make the sale and add \$10 or \$25 to your bank account, than to spend your time and that amount in loafing around the pool room and becoming a nuisance.

Remember, that the world loves a winner and the public always is willing to help the man who is willing to help himself. Optimism grows and circulates among your friends, acquaintances and your audience, makes everybody feel glad they have met you and willing to give you a hand.

Pessimism is the reverse, and not only unfits you for business when you do get it, but the red-blooded business man who puts on an auction is not looking for a living pessimist that casts a gloom on his audience and his profession.

Remember, that a cheery smile, a hearty hand clasp, a bright sun-shiny disposition, Mr. Auctioneer is one of your valuable stocks in trade. They cost nothing, yet can always be cashed in at good values.

\* \* \* \*

**EDITOR'S NOTE:** The foregoing article is being used this month in place of our regular "Ten Years Ago" column. We were unable to find a copy of the May, 1952 issue of THE AUCTIONEER. Several old copies of THE INTERNATIONAL AUCTIONEER were loaned us by Col. A. R. Billiter, Harvel, Ill., and we will be using excerpts from these issues at various times.

## Ardent Membership Makes for Enthusiasm

By Col. B. G. Coats

One of the many pleasures of contributing articles to "THE AUCTIONEER" is the fact that just about all the readers seem like close friends. When I write something that is helpful to the readers, or something that they enjoy, many write me letters expressing themselves. Also, so do those who are critical of my efforts. I enjoy these as much as the letters of encouragement. That makes for a healthy and interesting condition. I only know of one man that just about pleased everybody and that man was Calvin Coolidge. He kept his mouth shut.

Readers of "THE AUCTIONEER" are not the "read-and-do-nothing about it" type. They react. During the past sixty days which covered the February and March numbers of "THE AUCTIONEER" I received seventy-three letters and immediately acknowledged each and everyone of them, and will continue to do so as fast



as they come in. I am thrilled at the enthusiasm and interest of the readers in their Association and their ambition to improve upon themselves and their profession. If anything that I write about arouses your interest and prompts you to write an expression of your opinion, then I have been more than amply rewarded for my small contributions.

I do wish you would express yourselves through the medium of "THE AUCTIONEER" as it makes for greater reader interest by the membership and it would make the Editor very happy to have your contributions.

---

"A communist is a fellow who borrows your pot to cook your goose in."

## No Foundation To Auction Story

BOSTON—The auctioneer's red flag was flipping briskly in the breeze.

The city auctioneer and his assistants were there.

At least one prospective bidder was there.

All that was missing yesterday was the three-family house which Boston officials had ordered sold for taxes.

It seems the building department razed the South Boston building last October and forgot to tell the Real Property Department.

The auctioneer furled his flag and went away.



Bill Kimmons (right) and Harold L. Lauderdale, owner of the Circle L Stables at Anchorage, Alaska discussing plans for the first annual Horse and Pony Sale in the Anchorage area.





# **OFFICERS, DIRECTORS AND ADVISORY COMMITTEE OF THE OHIO AUCTIONEERS ASSOCIATION**

Front row, the from left: Don E. Fisher, John Andrews, Donald Stafford, Richard Babb, Emerson Marting, Gene Slagle, Van Smith, J. Meredith Darbyshire, Hobart Farthing.

Back row: Herb Bambeck, Neil Robinson, John Watson, Al Rankin, R. E. Featheringham, L. Howard Jewell, Howard Erlenbach, James Patterson, Kenneth Bumgarner.



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

President: Brad L. Wooley, 7017 Hillwood Dr., Little Rock  
Secretary: James W. Arnold, Howard Dr., Magnolia

## Colorado Auctioneers Association

President: Lyle D. Woodward, 2942 S. Cherry Way, Denver 22  
Secretary: H. W. Hauschildt, 2575 S. Broadway, Denver 10

## Idaho Auctioneers Association

President: Harvey Iverson, Gooding  
Secretary: Paul L. Owens, 2900 Main St., Boise

## Illinois State Auctioneers Association

President: Charles Knapp, Cissna Park  
Secretary: Theodore W. Lay, Girard

## Indiana Auctioneers Association

President: Russell Kruse, R.R. 2, Auburn  
Secretary: Maynard Lehman, 406 Center St., Berne

## Iowa State Auctioneers Association

President: F. E. "Mike" Bloomer, R. R. 3, Glenwood  
Secretary: Lennis W. Bloomquist, RFD 2, Pocahontas

## Kansas Auctioneers Association

President: W. O. Harris, Wetmore  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

President: George Kurtz, Sturgis  
Secretary: Martha Kurtz, Sturgis

## Auctioneers Association of Maryland

President: John Miller, Jr., 120 W. North Ave., Baltimore  
Secretary: Barr Harris, 875 N. Howard St., Baltimore

## Massachusetts Auctioneers Association

President: William F. Moon, RFD 1, North Attleboro  
Secretary: Edmond R. Valladoa, Route 6, Mattapoisett

## Michigan Auctioneers Association

President: Glenn Casey, 702 E. Grand River, Williamston  
Secretary: Stan Perkins, Rt. 2, Swartz Creek

## Minnesota State Auctioneers Association

President: Hubert Pinske, Arlington  
Secretary: Frank A. Sloan, 1711 Olson Highway, Minneapolis 5

## Missouri State Auctioneers Association

President: Ken Barnicle, Rt. 1, Ellisville  
Secretary: Don Albertson, Green City

## Montana Auctioneers Association

President: R. J. Thomas, 1709 Mariposa Lane, Billings  
Secretary: W. J. Hagen, Box 1458, Billings

## Nebraska Auctioneers Association

President: Ray Flanagan, Albion  
Secretary: Leon Nelson, Albion

## New Hampshire Auctioneers Association

President: C. Lovell Bean, Rt. 2, Concord  
Secretary: George E. Michael, 78 Wakefield St., Rochester

## New Jersey State Society of Auctioneers

President: Frank Schurich, Fairlawn  
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Arnold Ford, 13 Martin Dr., Rome  
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

## Auctioneers Association of N. Carolina

President: W. Craig Lawing, 212 Gumbranch Rd., Charlotte  
Secretary: Jack H. Griswold, R. 10, Box 221-A3, Charlotte 6

## North Dakota Auctioneers Association

President: F. E. Fitzgerald, 1206 N. First St., Bismarck  
Secretary: Gerald Ellingson, Edgely

## Ohio Association of Auctioneers

President: Emerson Marting, Rt. 3, Washington C. H.  
Secretary: Richard Babb, 232 N. South St., Wilmington

## Oklahoma State Auctioneers Association

President: V. K. Crowell, P.O. Box 8776, Oklahoma City, 14  
Secretary: Bryan Blew, Box 203, Cherokee

## Oregon Auctioneers Association

President: Marvin Ruby, 34½ W. Baseline Rd., Hillsboro  
Secretary: Mrs. Lane Sudtell, 3915 Silverton Rd., Salem

## Pennsylvania Auctioneers Association

President: R. M. Stewart, Box 37, Armagh  
Secretary: Kenyon B. Brown, Box 388, Doylestown

## South Carolina Auctioneers Association

President: C. E. Cunningham, P. O. Box 749, Greenwood  
Secretary: Boyd Hicks, Greenwood

## Tennessee Auctioneers Association

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Secretary: E. B. Fulkerson, Rt. 4, Jonesboro

## Texas Auctioneers Association

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Secretary: K. L. Espensen, 1109 Powers, Tyler

## West Virginia Auctioneers Association

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Secretary: Wilson E. Woods, Webster Springs

## Virginia Auctioneers Association

President: Richard C. Wright, Bridgewater  
Secretary: Frank D. Sale, R. 1, Radford

## Association of Wisconsin Auctioneers

President: James Gavin, 803 E. Main St., Reedsburg  
Secretary: Joseph H. Donahoe, 706 Harriet St., Darlington

## Wyoming Auctioneers Association

President: O. J. Mader, Buffalo  
Secretary: Don Hoffman, Buffalo



# THE LIGHTER SIDE . . .

## MAKE MINE BOURBON

Two young men had been invited to dinner by their employer. During the meal the conversation got into rather deep water for them.

"Do you care for Omar Khayyam?" asked the host, thinking to discover the literary tastes of the young men.

"Pretty well," the one addressed replied, "but personally, I prefer Chianti."

The subject was abandoned, but on the way home the other said to his friend:

"Why didn't you simply say you don't know when you're asked something you don't understand: Omar Khayyam isn't a wine, you idiot. It's a kind of cheese."

## ROUGH, ANYWAY

A farmer's daughter started to practice singing. One day her father came home from the fields unexpectedly early.

"What's the queer noise?" he inquired.

"That dear," explained his wife proudly, "is Jean cultivating her voice."

"Cultivating?" came the reply. "Ah—that's not cultivating, that's harrowing."

## GREETINGS

A man and woman were sitting side by side in a doctor's waiting room.

He turned and said, "I'm achin' from neuralgia."

"Hello," she replied. "I'm Bubbles from the candy store."

## SOAP OPERA

The lady was stepping from the shower and was about to reach for a towel when she caught sight of a window washer looking through the window at her. She was too stunned to move, just staring at the man.

"Whatcha lookin' at lady?" he finally asked. "Aincha never seen a window washer before?"

## IT TAKES GUTS

A bored cat and an interested cat were watching a game of tennis. "You seem interested in tennis," said the cat.

"It's not that," said the cat, but my old man's in the racket."

## JUST ANOTHER BIRD

A tourist went out west, met a well dressed gentleman who turned out to be an Indian. "But protested the tourist, I thought all Indians, wore feathers?"

"Oh! We do Madam," replied the gentleman suavely, "but, this is the spring of the year, and we are molting."

## FAST THINKING

Farmer: Tell me which platform to go to for the train to Boston.

Conductor: Just turn to the left and you'll be right.

Farmer: Young man, don't be so smart-alecky.

Conductor: Okay, mister, then just turn right and you'll be left!

## SCRAMBLED

The couple who had just moved into the quiet neighborhood were really quite odd. Before long the neighbors began to complain to one of the newcomers, Mrs. Archer.

"It's your husband," they told her. "He's so noisy. Why from dawn to dusk he cackles like a chicken."

"I know," she replied, "I get tired of it too."

"But can't something be done? Perhaps a psychiatrist could cure him."

"Oh, yes, I suppose he could. But we do need the eggs."

## DISCRETION

First Wave—What would you do if you had five dates with a sailor and he didn't even attempt to kiss you?"

Second Wave—I'd lie about it.

## THE TOUCH TEST

The fat man and his wife were returning to their seats in the theater after the intermission.

"Did I tromp on your toes as I went out?" he asked a man at the end of the row.

"You did," replied the other grimly, expecting an apology.

The fat man turned to his wife. "All right, Mary," he said, "this is our row."



# IN UNITY THERE IS STRENGTH

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## BIG MOUTH!!!

He looked out of the window and called to his wife, "There goes that woman Bill Jones is in love with."

She dropped the cup she was drying in the kitchen, hurtled through the door, knocked over a lamp and craned her neck to look. "Where?" she panted.

"There," he pointed, "that woman at the corner in the tweed coat."

"You idiot," she said, "that's his wife."

"Or course," he replied."

---

## WHO WHOOS WHO?

Jill: "You puckered up your lips so . . . I thought you were going to kiss me."

Jack: "Just some sand in my mouth."

Jill: "For heaven's sake, swallow it. That's what you need."

---

## OLD-TIME SPACE MAN

Josh Perkins, a typical mountaineer, was hauled before a judge for making illicit mountain dew. "Joshua," the judge began, "m . . . m . . . are you the Joshua whom the scripture says commanded the sun to stand still?"

"Oh no, Your Honor," replied Joshua, "I'm the one who made the moon shine."

---

## IN SAME BOAT?

A small boy had been naughty and was reprimanded, they told him he must take a whipping. He flew up stairs and hid in a far corner under a bed.

When the father came home the mother told him what had happened. He went upstairs and proceeded to crawl under the bed toward the youngster.

Excitedly the boy whispered, "Hello Pop, is she after you too?"

---

## CREDITABLE

Snodgrass had barely paid off the mortgage on his house when he mortgaged it again to buy a car. Having bought the auto, he sought out the same banker again and tried to mortgage the car to build a garage.

Exasperated, the bank official said sarcastically, "If I do make the loan how will you get money to buy gas for the car?"

"Well it seems to me," said Snodgrass, "that a fellow who owns his own house, car and garage should be able to get credit for gas!"

---

## FERDINAND

Ferdinand, the Bull, saw a cow in a pasture adjoining his. He said to himself, "I think that cow is Melinda, I would like to talk to her."

He sized up the fence and thinks it is pretty high and what a nasty barbed wire on top. "Oh well, I can make it," he thinks aloud as he gives a big lunge and finally lands on the other side. Then walking slowly up to the cow, he said, "I know who you are, you are Melinda the Cow are you not?" The cow replied, "Yes I am Melinda the Cow and I know who you are too, you are Ferdinand the Bull, are you not?"

Ferdinand replied, "No just call me Ferdinand, you see that fence was much higher than I thought."—Contributed.

---

## FREEDOM

The sergeant was talking to a rookie who was about to be discharged. "Well, I suppose you hate my guts and will be waiting until I die so you can spit on my grave."

"Nope," said the rookie, "after I shed this uniform I never want to stand in line again."

---

## NOT IN PUBLIC

A boy and his mother stood looking at a dentist's showcase.

"If I have to have false teeth," said the boy, pointing, "I want that kind."

"Hush, Jim," said his mother. "Haven't I told you never to pick your teeth in public."

---

## FOOL PROOF

A girl from the East took a position with a retail feed store up in Wisconsin. She was warned that farmers were great joshers, so she made up her mind not to be taken in by any of them. The first morning a farmer came in and asked for some shorts or ground corn for his pigs and the girl replied: "I'm sorry, but we are out of pig shorts. How about some nice brassiers for your cows?"

---

## SELF SERVICE

"Should I take Junior to the zoo tomorrow?"

"Heck, no! If the zoo wants him, let 'em come and get him."

---



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