


the AUCTIONEER



APRIL
VOL. VII

1956
No. 4

Nebraska Auctioneers--

You and your families are cordially invited to attend your
ANNUAL STATE CONVENTION

At

DAVID CITY, NEBRASKA

(Only 75 Miles West of Omaha)

SUNDAY, May 6, 1956

A cordial invitation is extended to all "Colonels" from everywhere to attend our convention and especially those auctioneers and their wives from our bordering states of South Dakota, Iowa, Missouri, Kansas, Colorado and Wyoming.

CONVENTION HEADQUARTERS AT CITY AUDITORIUM

PROGRAM

10:00 A.M.

Registration
Directors Meeting
Secretary's Report

12:00 NOON

Buffet Luncheon at Auditorium

1:00 P.M.

Call to Order
Introductions of Past Presidents, Officers and Directors
Introduction of Officers and Directors of Ladies Auxiliary
Addresses by:
Col. Art Thompson, Lincoln, Nebraska
Col. Tim Preece, Battle Creek, Nebraska
Arden Aegerter, Field Representative of the Corn Belt Farm
Dailies
Paul Rolfsmeier, Seward, Nebraska
Col. Bernard Hart, Secretary of the NAA
Rev. Rundin, Wahoo, Nebraska
"Enthusiasm Can Be Yours"
Mrs. J. P. O'Flarity
"The Wife of an Auctioneer"
The Question Hour — Panel Discussion
Election of Officers

6:30 P.M.

Banquet in Auditorium
Introduction of new Officers and new Auxiliary Officers
Col. Jimmy Thompson, Bensenville, Ill., Dinner Speaker — Card
and Gambler Expose. (Col. Thompson comes highly
recommended as an entertainer by all who saw him at the
National Convention in Indianapolis).

BRING A NEW MEMBER, ANOTHER AUCTIONEER, AND YOUR WIFE!

NEBRASKA AUCTIONEERS ASSOCIATION

Col. Marvin J. Grubaugh, Secretary

David City, Nebraska

IN UNITY THERE IS STRENGTH

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Associate Editors

Col. B. G. Coats, Long Branch, N. J.
Col. Earl O. Walter, Filer, Idaho
Col. A. W. Thompson, Lincoln, Nebraska
Col. Elias Frey, Archbold, Ohio
Col. Guy L. Pettit, Bloomfield, Iowa
Col. Walter Carlson, Triumph, Minn.
Col. "Pop" Hess, Worthington, Ohio
Col. Fred W. Smiley, Saginaw, Mich.
Col. C. G. Williams, Sheridan, Wyoming
Col. C. E. Sandeffer, Topeka, Kansas
Col. Ernest T. Nelson, Renville, Minn.
Col. R. C. Foland, Noblesville, Indiana

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

**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUBLI-
CATION 15th OF THE MONTH PRECED-
ING ISSUE OF THE 1st.**

Subscription \$6.00 per year. Single
copies 50 cents.

DISPLAY ADVERTISING RATES

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

Copyrighted 1956

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



**National Auctioneers
Association**

President

Col. C. B. Drake, Illinois

First Vice-President

Col. E. T. Sherlock, Kansas

Second Vice-President

Col. Harris Wilcox, New York

Secretary

Col. Bernard Hart, Indiana

Treasurer

Col. Henry Rasmussen, Nebraska

Directors

(Terms expiring 1958)

Col. H. W. Sigrist, Indiana

Chairman of the Board

Col. B. G. Coats, New Jersey

Col. Ernest Freund, Wisconsin

Col. Carman Y. Potter, Illinois

Col. R. A. Waldrep, Alabama

(Terms expiring 1957)

Col. Walter Holford, Illinois

Col. W. J. Wendelin, Texas

Col. Clifford L. Swan, Maine

Col. Dick Grubaugh, Nebraska

Col. Wm. F. McCracken, Missouri

(Terms expiring 1956)

Col. Clyde Wilson, Ohio

Col. Tom D. Berry, Pennsylvania

Col. C. G. Williams, Wyoming

Col. J. M. Darbyshire, Ohio

Col. Hugh McGuire, Iowa

EXECUTIVE OFFICES

803 S. Columbia St. Frankfort
Indiana

Purebred Hog Sales and Purebred Livestock Auctioneers

By Carman Y. Potter, Jacksonville, Ill.

Not so many years ago purebred hog sales were mighty scarce, but in more recent years several of the major breeds of swine have been able to boast of two or three hundred sales or more, annually. This increase has come about for several reasons. First, money has been more plentiful; and more attractive prices for good stock, likewise, made auction sales the more attractive way to sell.

Nearly any breeder of purebred hogs could have a successful sale. Second, distance is no longer a barrier. In many sales we see breeders who have come from several different states. Third, farmers have become educated more and more that it pays them to use a good boar, ie. not only as to conformation, soundness, quality, etc., but a well-bred individual. We must go by the theory that "like begets like," a basic program followed by all the successful livestock breeders of the world.

Fourth, it has presented a way to sell a volume of livestock in the space of only a few hours, while privately, a breeder might spend half a day, with a prospective buyer and still not make a sale.

Fifth, the various breed organizations and publications along with enthusiastic auctioneers have promoted this business of purebred auctions until many breeders feel it the only satisfactory way of selling their breeding stock for a premium.

Many auctioneers have attempted selling purebred sales while only a few have been successful. The auctioneer who conducts purebred sales is a specialist. Many of the most successful have spent their entire lives learning all they could about a particular breed of livestock.

This type of auctioneer must visit all the major shows of his chosen breed and class of livestock to learn individ-

uality, bloodlines, and to become acquainted with as many breeders as possible. He must also be familiar with the livestock market. It is very essential that he be a keen judge of values.

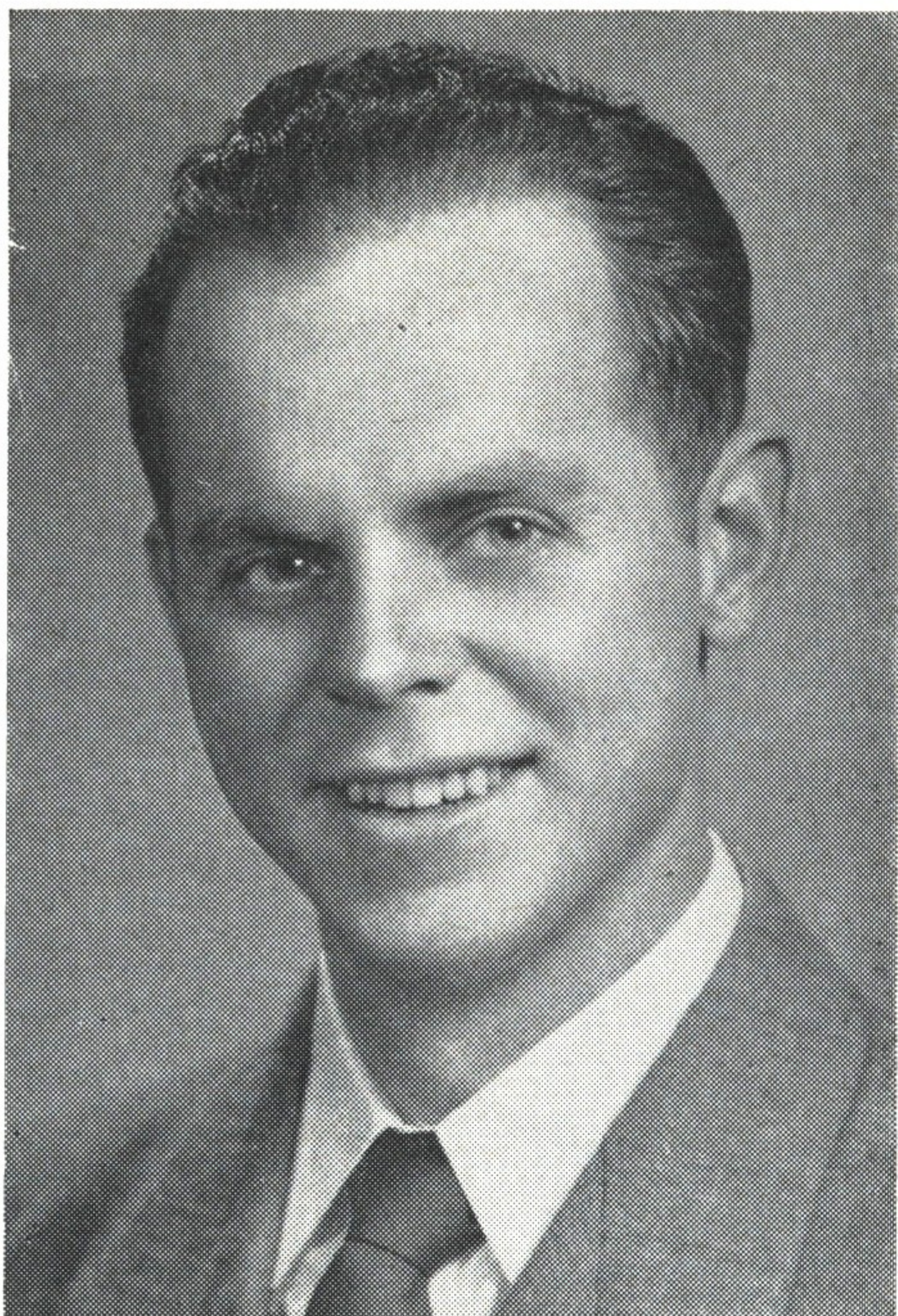
When a purebred livestock auctioneer opens a sale he should present a good opening talk. Many dollars can be added to the sale total by the right kind of an opening address. Few are gifted in this way, but many auctioneers could greatly improve themselves with a few instructions and much practice.

Purebred sales represent a type of auction in which argumentative selling can be used to a great advantage. Argumentative selling is an art in itself. All arguments or persuasive methods of reasoning, or just plain logic must be concrete, accurate and presented in such a manner as to cause prospective bidders to want to bid. Correct and accurate description of the livestock being sold is very important. People will soon know whether you are intelligent or just a guesser. There are some sales in which argumentative selling works well and others in which the least said, the better.

A purebred livestock auctioneer must be a keen judge of human nature and human emotions, as much or more so than other auctioneers.

He creates the ability to know what type and quality animals interest certain buyers and about what they are willing to invest. He must, above all, acquire the confidence of the bidders. Many breeders listen to an auctioneer because they believe what he says.

We have heard auctioneers make the remark that reading pedigrees was a very simple matter and, in a sense, they were correct. A good pedigree man knows not only how to read a basic pedigree but can go back several generations and tell of the show winnings of various animals, the above-average prices some of them brought, and the



Col. Carman Y. Potter

outstanding sons and daughters sired by the leading males in the pedigree. In dairy cattle pedigrees production records are stressed while in thoroughbred and standardbred sales, time is the essential element.

Some will wonder why a man ever decides to become a purebred livestock auctioneer since very few ever become wealthy. This man may go two or three days or more with little or no sleep traveling by automobile, train, bus, plane or any other means to make connections between sales which may be a hundred, or a thousand miles apart.

Perhaps the most justifiable reasons for a person being a purebred livestock auctioneer are the love of friendship of his fellow men, his admiration of fine livestock, and appreciation of his God-given talents and the services he has an opportunity to perform.

Whatever it is, when it enters your bloodstream, you know it and continue striving to do better than before, never wanting to surrender your job. Most purebred livestock auctioneers never retire, they just "fade away."

Pennsylvania State Auctioneers Meet

By COL. WOODROW P. ROTH

Meeting in the Hotel Harrisburger in Harrisburg, members of the Pennsylvania Auctioneers Association reelected Col. Lee Pillsbury of Bethlehem, as their President. Other officers elected were Col. Stanley Dieter, Lancaster, Vice-President; Col. Woodrow Roth, Emmaus, Secretary-Treasurer.

Business transacted at the meeting included the drafting and passing of a resolution in favor of legislation outlawing all indecent comic books that tend to influence children. Group insurance was also discussed but this matter was tabled until more information was available.

Some of the members gave their views on the National Meeting held in July, 1955. They felt a few changes could be made.

Following the business meeting a banquet was held for the members, their wives and guests. Entertainment was furnished by the Harrisburg Y. M. C. A.

Our Cover

Typical of many scenes throughout the winter months in all parts of the country is one in our cover. This picture was snapped during the Kirstein & Hanson Registered Hereford Sale at Windom, Minn., February 10. NAA member, Col. Freddie Chandler, Charion, Iowa, is doing the selling.

A modern, sanitary livestock pavilion is an asset to its community and the fact that purebred breeders will use it for their sales is an indication that sanitary conditions do exist, thus a feather in the hats of the owners.

This picture furnished to "The Auctioneer" by Col. Walter Carlson, Triumph, Minn.

IN UNITY THERE IS STRENGTH



Late afternoon on the second day of the Brady sale turned to the sale of livestock—and still the crowd remained as well as the rain. Auctioneer, Donald Stafford, East Rochester, Ohio, and a member of the N A A, continued to collect bids.

Properties Of Pioneer Family Sold By Ohio Auctioneer

By Twila Carman, Minerva, Ohio

Not even an October drizzle could keep the crowds away from the auction where Donald Stafford clipped off the phrases "all gone," "all done." For the area, it meant that a part of Americana passed before their eyes for a last time and the last phrase "all done" on the eve of October 6, meant just that; there would be no more ranch and homestead meetings at the Doc Brady ranch.

Two miles south of East Rochester, nested between hills where one might have suspected that only the crow could

find it, was an old stone house surrounded by rail fence. On the hill behind the 125 year old dwelling, deer roamed about and came to the fence to eat from Doc Brady's hand.

Every shed bursted its seams with lore which ranged from dog churns to trundle beds. One long shed, appeared, at first glance, to have buggies stacked upon buggies. This seemed to be the result of extra buggy wheels having been tossed there following a hasty return from a nearby sale.



Mrs. Jim Brady heats a bit of sour milk for cottage cheese on oldest stove in the state (1868). Brady daughter watches.

IN UNITY THERE IS STRENGTH

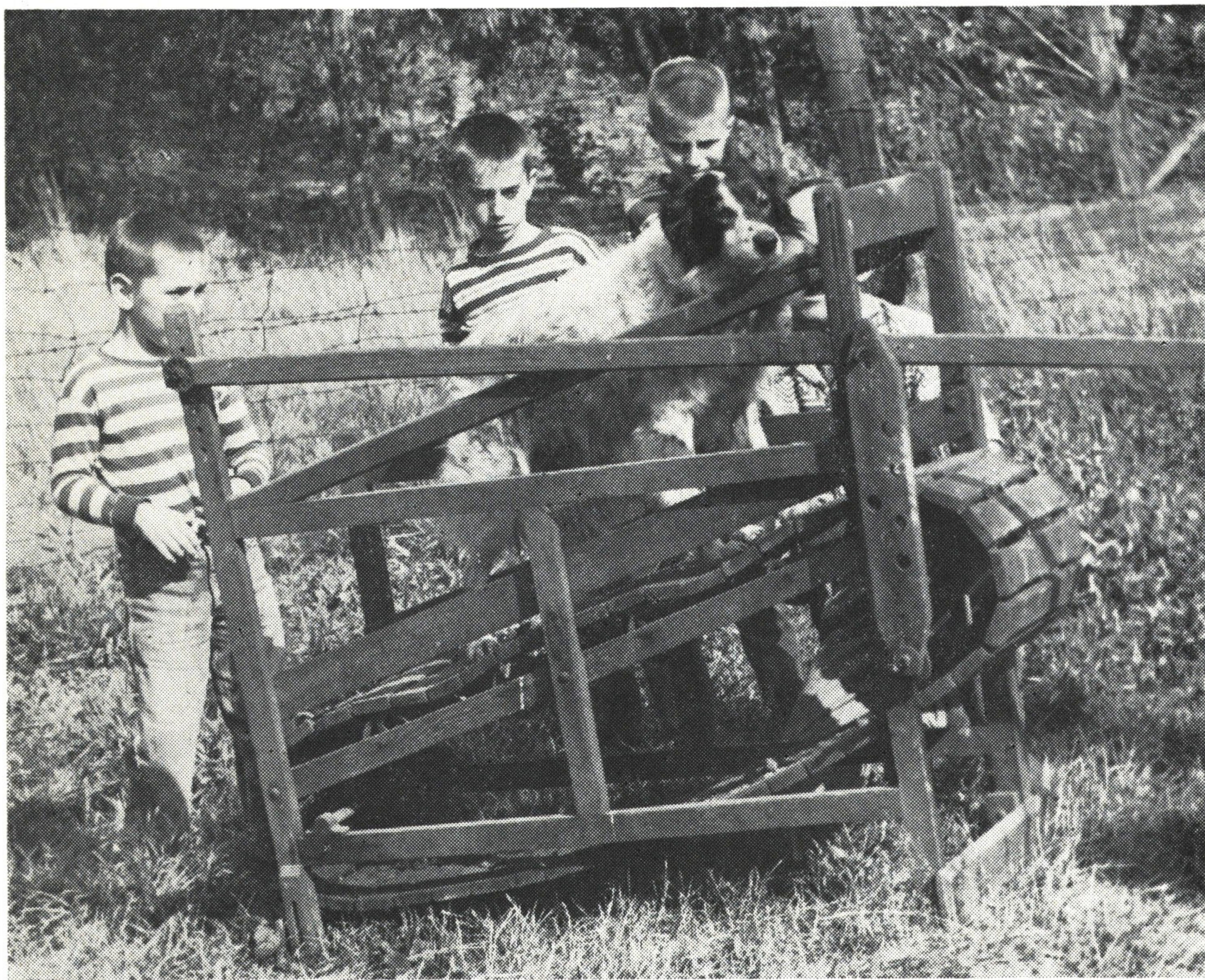
There seemed to be plenty of things to represent every generation since George Washington slept somewhere. In most cases there were duplicates. One shed housed an 1806 Conestoga Wagon, one of the first steel mill bellows, a Chinese pillow, a case full of stuffed birds, a World War I helmet, license plates for every year since gas buggies had required them and a Paul Revere lantern.

This accumulation was mild compared to the house. For Doc Brady kept his most cherished objects in his attic. He had been doing so since he had started his collecting and selecting way back at the turn of the century.

Among some of the household items were ones which were not only famous for their age but their everyday use. Mrs. Brady cooked on the oldest stove known

to be in existence in the state. The music box, an original juke box which sat in the corner of the living room kept the family, as well as visitors, amused. It was dated 1870.

The Bradys used their lore, but they used it in a special way. Each fall, girls from Mt. Union College came to sleep in the haymow as a part of their week of hazing. In fact, the last group slept there the night before the sale. Mrs. Brady served pioneer-style dinners. For a party of ten or more, she promised to serve thirty or more items which included old fashioned corn pone, rare pickle dishes, jelly delicacies and fried chicken. Each summer, boys camped on the wooded hill back of the home. Doc Brady helped with the cooking and camping chores and taught the boys a bit of country living. At night he spun exciting



A group of boys try the Brady dog on the old dog churn. Doc Brady recalls how his mother's dog left home every Friday night because Saturday was churning day.

IN UNITY THERE IS STRENGTH

yarns about the tales of Sleepy Hollow, a nickname given the area.

Despite the damp day, Stafford started off his auction with his usual beaming smile and people started their bidding like a bull hitting a haystack. A farm woman's group from a nearby church served sandwiches and hot coffee.

From hour to hour the crowd seemed to change. In some cases, the people went home and changed for dry, warm clothes but for the most part, the crowd seemed to remain steady. Sleighs, surreys, buggies, milk glass, earthenware and vaseline glass, had steady nibbles.

At the end of two days, the items which had made their way to Stony Sleepy Hollow had found new owners. Brady, his son Jim and Auctioneer Stafford agreed that newspaper and radio pub-

licity had had a great deal to do with the enthusiasm which kept the crowd steady.

A local radio newscast by Betty Clinton had featured the story of the sale on one of its five-minute newscasts. The Sunday previous to the sale, a feature story with four pictures appeared in the Canton Repository by writer Twila Carman. The Bradys estimated that more than five hundred cars found their way to the lane on the afternoon the paper came out. They held the page in their hands as they looked about the house and sheds full of antiques.

By Sunday evening the Bradys pulled shades and grabbed a bite of food to continue preparations for the sale.

The following week the Bradys all left for Florida where young Jim will teach



Young Jim and daughter spend Sunday before the sale at the fireplace. This took up one end of the dining room where fabulous dinners were served in pioneer style.

his favorite subject of History. He is a graduate of the University of Arizona with a brushup course from Mt. Union College.

Doc Brady (E. M.) will return to Florida where his wife will continue her work as owner of a dress shop. Doc intends to build a little of Ohio near their Eustis, Fla. home. Already he has built a covered bridge and a log cabin. He saved a few choice items which he will use to start a museum.

The Brady farm had been purchased by Mr. and Mrs. Lawrence Freshly, Jr. They do not care to continue with the pioneer style of living. The pet deer will remain at the farm.

A pessimist is a guy who thinks the only thing he can count on is his fingers.

Col. Guy Pettit Has Appendectomy

Col. Guy L. Pettit, Bloomfield, Iowa, submitted to an emergency appendectomy on March 11. Reports reaching "The Auctioneer" are that the operation was a success. Col. Pettit's many friends among the Auction fraternity will be anxiously awaiting news of his complete recovery.

"But till we are built like angels—with hammer and chisel and pen—we will work for ourself and a woman, for ever and ever, amen"—Rudyard Kipling.



Jean Brown, Minerva (Ohio) artist, looks over antiques. One unidentified man tries out an old noisemaker.

Bits Of Thought

By COL. R. C. FOLAND,

Real Estate Auctioneer, Noblesville, Indiana

In the February issue of the Auctioneer, I found so much of interest, that I wrote a little sketch of some of the high lights. I have just been sitting here looking over the March issue. It seems there is much of interest in this edition also, but frankly I haven't yet taken time to read all of it. But I have given some attention to the articles on licenses. The more I read, however, the more disgusted I become.

I am of the opinion that if liberty and freedom loving auctioneers do not get on the "ball" to oppose license laws, that we are headed for a let-down.

The New Jersey auctioneers proposed law of eight large, closely printed pages, in my opinion, should never be introduced, much less adopted. If it takes eight pages of this stuff to elevate the auction profession of New Jersey, things are surely in a bad state of affairs now. I would like to know the author of this document. It is hard to believe that such a law would be sponsored by the New Jersey State Society of Auctioneers. My guess is that there isn't 10% of the auctioneers in New Jersey, who have even read this proposed document, much less understand it.

If we auctioneers are so bent on the need of license laws, for goodness sake, let us get something simple enough for us common laymen to understand and to read and digest. Don't you believe that we should give great consideration to uniformity of license laws for the various states? Personally, I believe that we should not concern ourselves so much by these laws, until we become stronger in our National Association, so that we can try and work out together, something that will be of lasting good.

Why clutter up our Statute books with any more worthless and expensive useless laws? Even attorneys can not keep the many laws in mind now. In most states there are very drastic laws against fraud misrepresentation and other civil laws sufficient to keep auctioneers in line without cluttering up the law books



Col. R. C. Foland

and without having our legislators and law making bodies give attention to laws we do not need.

Very few auctioneers have had to serve penitentiary sentences or at least, I have not heard of many. In my opinion, the unscrupulous and unworthy auctioneers will be weeded out by the selling public. Just cast about your local community and see if the prominent auctioneers and those who really render service are not of high moral caliber.

I like the article by Col. George Michael, President of New Hampshire Auctioneers Association. If you have not read this, look up the March issue and do so. If you then have the time, you might read the New Jersey proposed law, but my prediction is the more you read it, the more disgusted you will become. I appeal to the auctioneers of New Jersey not to be "asleep at the switch", but be ever on the guard. If this law is presented in your State legislature, make it a point to ask your law making officers to

vote against it.

As a real estate auctioneer, I have made somewhat of a study of license laws, passed in various states, governing the sale of real estate. I have on file in my office copies of nearly all state real estate license laws. In North Carolina, where I have made a number of real estate sales, all that is required to sell real estate by auction, is to pay \$250.00 as a yearly fee. That state does not even require an examination. I have been carrying a license in Ohio, where I have sold considerable real estate. That state seems to be 'hell bent' on keeping out non-resident auctioneers. When I first began to take license over there, I merely paid \$10.00 and was recommended by our own real estate license law commission. Later then, the state revised the law to make it necessary to carry a \$5000 Bond which cost about four times as much as the license itself. I went along with this, and now I am faced in Ohio with the unreasonable and drastic clause in the law, which requires me to establish and maintain an office in that state. These are some of the things we meet up against. I am carrying a license in Michigan, which is much more reasonable and liberal. I am also licensed in Wisconsin and the law there is not so drastic.

It occurs to me, freedom is not free. In a real estate newsletter the statement was made to the effect that "every time a new law or regulation is put into effect, it takes away some of the liberty rightly belonging to the individuals". In my judgment, these license laws have caused many law breakers. In fact, I venture to say that I doubt if there are many realtors, real estate brokers or salesmen who have not violated some segment of their state license laws.

Perhaps I had better "ring off", or else I will be accused of being as verbose as the proposed New Jersey Auctioneers License law.

O yes, before I "ring off", I want to congratulate the program committee for securing Ex President, Harry S. Truman, for a headline speaker for July 21st, at our National Convention at Kansas City. To obtain men of such standing willing to be on our programs, certainly should give us auctioneers a great faith

in the progress we have made and an inspiration to render better service to the public in the future.

New York Convention Holstein Sale

The 1956 New York State Holstein convention sale at Utica attracted a large number of buyers and averaged \$686 for each of the 54 animals sold. The total value of the stock came to \$37,045.

The highest priced animal was a bull calf from Harden Farms, Camden, purchased for \$5,600 by the Quinte District Cattle Breeding Assn., Inc., Belleville, Ontario, Can. The most valuable female at the sale was a two-year-old from Moncony Farms, Spencerport, taken by Fred Baer, Fort Plain, at \$1,450. Harden Farms consigned the next high-selling female, a mature cow who went to Trunlan Farms, Millerton, at \$1,100. Other animals selling for more than \$1,000 each were consigned by David J. Roberts, Sauquoit, and Idwal Roberts, Holland Patent: they went, respectively, to Howard Quackenbush and Wisner Buckbee and Sons, both of Warwick.

Among the buyers taking more than two head were Allen F. Jones, Jamestown; Earl Groff, Strasburg, Pa.; Harold May, Canandaigua; Homer Maxon, Holley; Ray-Mar Farms, Boonville; Mr. Baer; General Cochran Farm, Fort Plain; Edward Rexer, Forksville, Pa.; Harden Farms; Archie Meek, Norwich; and Virgil Masters, New Hartford.

The sale was sponsored by the Madison and Oneida County Holstein Clubs with the sale committee headed by Dr. E. S. Harrison, Camden. The sale was jointly managed by Harris Wilcox, Bergen, and R. Austin Backus, Inc., Mexico.

Sauce for the Goose

"Why don't you study harder, young man?" asked his father. "When Abraham Lincoln was your age, he read a book every night in front of a fire place."

"Yes, and when he was your age he was president."

License Law Confusion

By COL. RALPH S. DAY

Secretary of New Jersey Auctioneers Association

Regarding the general feeling throughout "The Auctioneer" on the subject of 'licensing' in general, I think I sense distrust, even resentment wherever the matter is mentioned. Even, what appears to be your own subject matter on the back cover page indicated objection, especially at points numbered 3 and 5, though they are somewhat cancelled out with the comment on number 7.

After reading, and re-reading, Col. Michael's article beginning on page 14, I am convinced that there is much confusion regarding this business of 'licensing'.

I believe that the men have confused State License operated under a Commission exactly as their accepted and now trusted Real-Estate Commission, with what we now have—a veritable forest of local ordinances.

We have in an adjoining town, for instance, an ordinance which prohibits any auctioneer, a member of State Society or National Auctioneers Association. It doesn't make any difference who you suggest. This ordinance passed within the past three years simply prohibits him from holding an auction. Why? Aside from the fact that the fee is \$25.00 daily, a \$5,000.00 bond posted, fingerprinting, and a few other indignities, he must have lived in the town for a minimum of one year.

Each town in this County of Bergen (and there are 77 of them) has its own pet ordinance, no two of them alike except in one instance—auctioneers are classed with 'hawkers', 'rag-pickers', 'hucksters', 'iron and rag-pickers', 'junk-dealers', and the like.

In adjoining Passaic County the fee is \$250.00 for an auction license! A friend of mine asked me some time ago to contribute my time in helping him auction, without charge of any sort, a poor woman's (friend of ours) possessions which were very meager. She was trying to sell everything she owned as she

was being admitted to what in short was the local 'poor-house'. We couldn't hold the sale—the total of all the goods sold would not have amounted to the license fee.

A State License, if you will note at paragraph 18 (page 27 of our 'Act' in 'The Auctioneer') would have made this impossible. This is one of the biggest points of our 'Act' I think, and while it may not be that conditions are as hectic in other parts of the country, not as heavily populated as our section, I fail to see just why our official publication appears so vehemently against a State License.

I would gladly go along with a Federal License (and that is bad—control is too far away) because I feel that the profession simply cannot elevate itself otherwise. Our highways are literally cluttered with 'Auction' Marts and if you were ever on Atlantic City or other New Jersey shore town boardwalks, you simply couldn't have avoided seeing what is termed 'Auction' sales rooms there. AND THEY AREN'T AUCTIONS!!! Where they maintain an outward appearance of respectability in spots it can be said honestly that they are 'clip-joints' making exaggerated claims as to value and guarantee — practically every sale reflecting to our great disadvantage. I can site many cases of this—in fact I have quite a file on the subject.

Finally, let's be sensible. If we don't pass our own State License Acts, it is going to be done for us by politicians, and we are not going to like it a bit. There is no doubt that counting all of us in New Jersey, we are in the minority by many thousands of votes. In fact, let's count all the auctioneers in the USA — we most certainly are a profession consisting of what must be the very fewest of all professions — what chances are we going to have if and when the 'boys' decide to pass a law regulating us?

Signs Of Springtime In The Buckeye State

By COL. POP HESS



Here in our State of Ohio since Jan. 1st, we have had many public sales held. Our Farm Sale Program here at radio station WRFD has processed some 300 sales. From what we observe the buying public is quite keen in all divisions of sales. When it comes to Livestock and General Farm Sales, prices have been very satisfactory all the way. The attendance has been very large in about all sales. In livestock, quality still brings top prices, and in farming equipment, all items of good condition are selling very good.

The question is sometimes brought up, "Why are farmers selling out?" What is the trend? Are they going broke and have to sell? In fact we have heard some comments on radio, and through news channels, that farmers are being forced out, and some would like to make it appear that way so the blame can be laid on certain things, etc. This, as I see it, is not the fact.

Many farmers have sold their farms because they have received high prices for their farms and this, of course, puts another farmer in the place of the one selling out and this new farmer is a strong bidder at livestock and general farm sales. Many tenant farmers have held sales in order to change farm locations and in livestock sales, both purebred and commercial, the farmer has become well advised that this is the one way to sell for a clean out and good total of cash to spread out his working capital for more livestock. For after all, this is always business that pays off through the Public Sale way.

HOWEVER, HERE IN OHIO, our farmers are far from being on the way out. If anything much on the up trend. They do, on account of shortage of

labor, use more equipment. When one man gets the job done now, formerly three or four men did it. Of course, there are some farmers forced out but mostly through their lack of judgment in planning their working program for a profit instead of trying to be in the limelight regardless of results.

This one thing has been true with the farmer and livestock breeders down through the past hundred years and this we will always have with us as long as we have people and would be farm operators. So boys, when you hear talk that the poor farmer is going to the dogs, being forced out, look beneath the page or behind the picture. A lot of it is for political gain, or some point to especially benefit some cause or click. Every business or profession has many knot holes to bridge regardless of times, good or bad, but there are always many progressive people who can look through the Knot Hole, and see the way to saw around it and be in the driver seat and make his business a success.

This can also be a true statement for any one who is or wants to be an auctioneer. The General Auctioneer would be in a bad predicament if we did not have farmers both successful or unsuccessful to keep his business where the dinner table at home is well stacked with food to eat, more ways than one.

During the past few weeks it has been my pleasure to attend many of our sales held. It is interesting to see many bright, up-coming young Auctioneers getting into action. In the purebred livestock sales we note many of them working in the sale rings, probably the pay is not too hot, but they are on the job.

Some folks look at these boys with

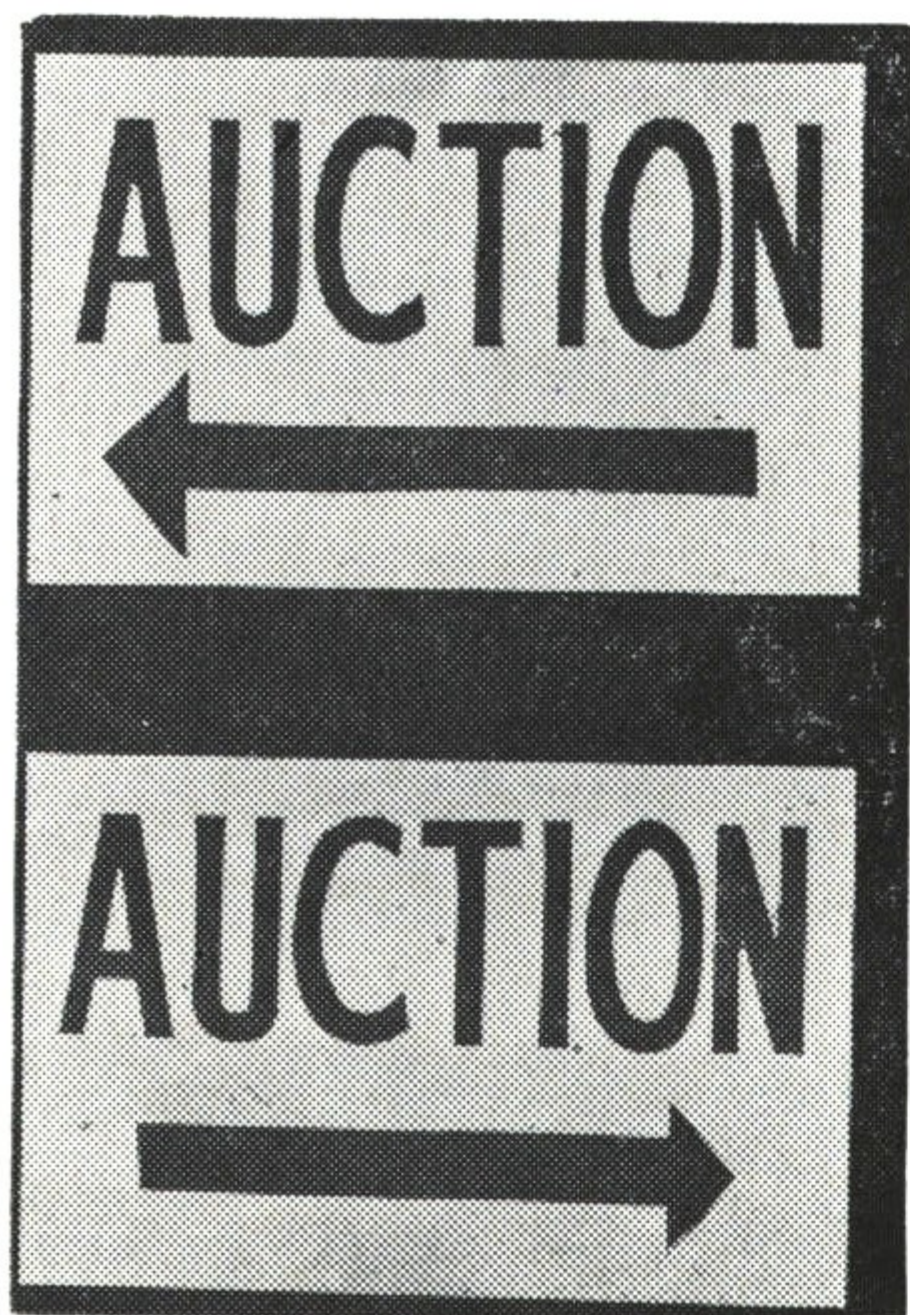
IN UNITY THERE IS STRENGTH

mirthful thoughts, how green they look or act. Some will say how they are losing a lot of valuable time, on what one would say starvation prices, for their services. The fact is, it is their stepping stone to a full time career. All of them will not make the grade and some will fall by the wayside, yet there are others who will go on and in a few years they will be the auctioneer in demand. Recently I attended Purebred Sale where the Auctioneer in the box getting a real job done selling cattle in the four figures was the same young man who just about ten years back I had the pleasure of sending out to certain sales to work the ring when his pay was only what he could eat while at the sale. But this boy had what it took. To secure him for a sale now one has to get in line many months in advance of the sale date if you can get him.

Again I will say he was a boy who looked through the knot holes he encountered in his work and could, with a smile, see around and sail on. This young man is only one of the many of

the good top auctioneers that have come much to the front during the past ten to fifteen years.

Again as I have often said, it takes ten years to come up through the various channels an auctioneer has to hurdle. Then he can hold the line for thirty-five years. Then he will be over the hill and coasting to retirement. Through force, as the old saying goes, "Every dog has his day and the cat her afternoon," but during his thirty-five years of hay days, and still living, he should be able to retire, sleep in a feather bed every night and eat three square meals a day as long as he lives. So what could be better than to be an auctioneer. However, to make it as I have set forth, one has to have health, clean thinking, certain amount of brains, be able to smile at all times regardless how hard or bad it hurts, and always admit you were wrong if you really were and above all keep that certain confidence planted in your ring side bidders at all times, but do not try to sell that confidence by preaching it to them from the auction



Auction Arrows

Screen Processed Red Letters and Arrow
On White Card 7"x11"

Packed In Bundles Of 100

50 Pointing Left And 50 Pointing Right

100 Arrows \$5.00 Postpaid

— ORDER FROM —

NU-ART PRINTING CO. CENTRALIA, ILL.

"We Supply Printing To Auctioneers From Coast To Coast"

IN UNITY THERE IS STRENGTH

box. Sell it to them in your conduct and actions, this is the pill that helps much indigestion.

Again, I want to thank the many boys who have written me in the past weeks and I have tried in this column to answer your questions, what seem to be your problems. As you may have read in the good book, many were invited—few were chosen, etc. Think it over but if you have what it takes to be an auctioneer you can be one of the few who is chosen and you will feel well repaid.

In my mail this morning, the March issue of this publication, was on the list of many letters, sale orders, etc. Have taken time out to glance through the many pages and again we must say our Editor, Bernie Hart, sure gets the job done.

Was happy to see my long time friend, Art Thompson, in the pages. A valuable man to the auction profession even if in retirement. His record behind him warrants a well earned retirement. Also note many new faces in the columns and they are interesting. Then am happy to note the "Bits of Thought", written by Col. Foland, long time pounding away the auction hammer and still going strong, now listed among the old timers in Indiana as an auctioneer. Yes boys, this publication "The Auctioneer" is a much worth while publication and we as Auctioneers should be happy to have it and support it.

Note the 1956 Convention is getting well set, and it should attract every Auctioneer in action to attend. I note Harry Truman will be a speaker and as Editor Bernie, in his "This and That" column makes mention of the event, that he will talk to us as auctioneers and not as any one party. So boys, I will go along on this, but if Harry gets too much Democratic, "Well then I will write him a letter."

Politics are now getting hot, 1956 will bring out much in vital points. No doubt many things without a point. To date, I have been much enthused and wonder if I, myself, should get busy and come out for Vice-President. That seems to be the open field in this campaign, in both parties, to run for Vice-President. However, whether I run or no, I am go-

ing to vote for Dick Nixon regardless who all else is running. They say he is very young, well on that score I am like the old maid who said when she was trying to pick a husband, she said pick um young for they get old quick enough, or much too soon.

Now boys, let's wind up a real spring sale season. We live in a wonderful world. Over at our home, Hobby Acre, things are looking like spring. Frogs are whooping it up down at the Old Swimmin' Hole, trees are all trimmed and grass is starting to look green. Seven years ago when we purchased Hobby Acre it was just a spot out in the wide open spaces, neighbors were so far apart, each one had to keep his own Tom Cat, 'We kept two.' But times have changed, they are building all around us and in my back yard this morning, many new faces in tom cats walking the line fence. Also to keep the old swimming hole secluded more shrubbery or a high board fence will have to become a fact, if I keep from the long hand of the law on decency in attire. Thus the life of a retired auctioneer who is still not tired.

Thanks for your indulgence.

New Method Of Public Relations

Members of the New Jersey State Society of Auctioneers have something new in the way of combined meeting, entertainment and public relations. Each second month at a designated location, each member is invited to bring several items of \$1 to \$5 value and all these items are auctioned to the public, which is also invited. The owning-selling-auctioneer gets the cash for his own items, the only expense being the advertising in the local papers, which is divided among the members selling.

Since it offers a variety of auctioneers as well as items sold, it is a big drawing card to the public and also has a great value in public relations, promoting the auction method of selling.

If you want a place in the sun, you must expect to get blistered.

Interest In Antiques

BY COL. B. G. COATS

The tremendous growth of interest in antiques which we have seen in the last ten or fifteen years has had one unfortunate aftermath — a corresponding growth in antique fakes and frauds. The enthusiastic collector, yes and even the Auctioneer all too often falls a prey to misrepresentation either knowing or unknowing, simply because he lacks the knowledge to distinguish between genuine and the spurious.

The book "Antique Fakes and their detection by Raymond F. Yates, describes the methods of the antique forger and points out the telltale discrepancies between forgery and original. It deals with furniture, hardware as a guide to age, the problem of restoration, glass, china, silver, Sheffield plate, pewter, clocks, jewelry, lamps and various other collected items. In a highly readable text and many illustrations it will provide the Auctioneer with a good basic knowledge for judging the authenticity of the average antique. In doing so it may prove worth many times its purchase price.

"A Guide To Victorian Antiques" by Raymond F. and Marguerite W. Yates, should be in the library of every Auctioneer who sells antiques. This book is the first to be wholly devoted to guidance for the collectors of early and mid-Victorian Americana. All departments of such collecting are treated: furniture, glassware, art, clocks, lamps, with emphasis laid upon the more desirable and worthwhile collectibles that will grow in value with the passing years.

Rather than hold themselves strictly to the Victorian period with its confining limitations of choice, the authors have also included data relating to the pre-Victorian nineteenth century, the years between 800 and Queen Victoria's accession to the throne in 1837. This period produced many articles that are choice and intrinsically good.

The authors bring to the writing of this book many years of collecting and their own hard-won and costly experience. Both books are published by and can be obtained from Harper and Brothers. New

York 16, New York. *Antique Fakes and their detection* sells for \$3.50. *A guide to Victorian Antiques* sells for \$4.00. They are of inestimable value to every Auctioneer who sells household goods and furnishings.

Fireman Makes Wise Purchase Of Picture

A 45-year-old fireman and amateur painter, who bid \$38 for a slashed painting of George Washington, is believed to have acquired one of three rare Washington portraits by Charles Willson Peale, worth in the neighborhood of \$20,000.

Mike Donohue, a fireman and art enthusiast for the last 17 years, is a dedicated scrounger who regularly visits auctions and second-hand shops.

Warehouse Find

Two months ago at Cook Warehouse, 209 E. 125th St., Donohue's discerning eye picked the Washington portrait out of an assortment of Hotel Biltmore furnishings, about to go on the block. He made a bid and got it for \$38, with an assist from auctioneer MORRIS FRIED, who recognized the fireman.

Mike's find is valuable. The painting, cut in three places, is done in oil on bed ticking and covered with varnish. It measures 18 $\frac{3}{4}$ x22 $\frac{3}{4}$, and is enclosed in a fluted gray and gold frame. Under infra-red ray, the cipher "CWP AD 87" appears on the front of the portrait. On the back is "C PEALE 1788."

Made Two Copies

Diaries of both parties confirm the fact that the 55-year-old Washington posed for Peale on July 6, 9, and 10, 1787. Peale later made two copies of his own work.

Of the three paintings, one hangs in the Pennsylvania Academy of Fine Arts, and the second belongs to the Virginia Historical Society. Donohue hopes further research will prove the cipher on the front of his portrait to be correct. That would mean it is the original.

Public Sale

On Saturday, January 15. 1848,

Will be sold at Public Sale, on the premises, the following valuable property, situate in MILLERSBURG, Dauphin county, viz.

TWO CERTAIN LOTS of GROUND

On one of which is erected a large Frame

HOUSE

And Kitchen, a Frame Stable, &c.

with a pump at the back door of the house, and there are a number of fruit trees thereon.

Also, one vacant LOT.

As the property of **JOHN F. BOWMAN**, deceased. Persons wishing to view the property previous to the day of sale, will call on Levi Bowman, residing thereon.

Possession will be given on the first day of April, 1848, and sale to commence at 1 o'clock on said day, when terms will be made known by

JOHN J. BOWMAN,

Executor of said deceased.

December 10th, 1847.

Leab's Cheap Printing Office Harrisburg.

The above reproduction of an original Sale Bill was sent to "The Auctioneer" by Col. Mervin W. Adams, Millersburg, Pa. The original is the property of James Bowman, Sr., Millersburg, Pa., and is hanging on the wall of the Millersburg Trust Company.

STAMP NEWS

By ERNEST A. KEHR

Dramatic Wells-Fargo Collection

SAN FRANCISCO.

On Montgomery St., just off Market, in the heart of the financial district here, the Wells Fargo Bank maintains a museum which contains as dramatic a collection of postal and philatelic memorabilia as ever was assembled in one place. Actually called a "History Room," it was begun just thirty years ago by members of the bank's staff. It gained wide recognition when some of its exhibits were shown at the 1935 California-Pacific International Exposition in San Diego.

In the spacious, attractively arranged hall, which was opened in 1941, and now is under the direction of Irene Simpson, the visitor is transported in fancy to an era of intrepid mail carriers, hardy pioneers, early settlers and daring highwaymen.

He will see actual stamps and covers of those wild years when stage coach and Pony Express represented the ultimate in communications speed. He can see actual relics used when passengers, mail and express transportation was operated by private enterprise.

While it is housed on the main floor of a huge steel and concrete skyscraper, this "department of the past" is wrapped in an atmosphere nearly a century old: when the West was rough, boisterous and primitive.

Every fixture, appointment and display is an authentic memento owned by the bank, or loaned to it by descendants of pioneers, collectors and historians. The entrance, for example, consists of iron shutters from a Wells Fargo office at Chinese Camp. It is riddled by bullets and forms a grim reminder of a battle in which an express agent met death defending the office against outlaws.

The central attraction is a refurbished but original Concord Coach, one of a type of conveyances upon which transportation and communications so strongly depended as mining and agricultural

settlements mushroomed in and around California following James Marshall's gold strike at Sutter's Mill.

All around it are unusual items of equipment used to handle and ship the early mails carried by Wells Fargo, its agents and competitors who subsequently merged with it.

"Extraordinary Service"

There are original mail boxes, letter way bills, and posters advertising "extraordinary service" which promised to get mail from the Missouri to California in "less than three weeks." There is an actual mochila, a leather saddle cover with four pouches to hold Pony Express mail; scales to exactly weigh letters that cost \$5 a half ounce. Also a pair of skis owned by "Snowshoe Thompson," who used to regularly lug up to sixty pounds of mail across the snow-blocked High Sierras between Hangtown and Carson City.

There are relics of the short-lived camel and sail-wagon post experiments to carry mail across the Southwestern deserts.

From a philatelic point of view, the greatest attraction is the fabulous Stuart de Rapalie Wiltsee Memorial Collection of "Western Frank covers." It is but a part of what was one of the greatest accumulations of nineteenth century letters carried across the routes of private carriers from Mexico to British Columbia. Col. Ernest A. Wiltsee prepared it, then left it in trust "for the enjoyment, enlightenment and education of the people," in memory of his son.

The collection is housed in special cabinets with glass-covered slide frames, to make it easy for visitors to examine the many rare treasures it contains.

1861 Stamps

In addition to this collection, the museum also has an interesting lot of the Wells Fargo stamps prepared and issued in 1861, to frank Pony Express mail. These are regarded by many philatelists and historians as the most dramatic adhes-

ives ever put into service.

The Wells Fargo History Museum, according to Miss Simpson, is open during regular banking hours and attracts a large number of visitors each year. Most of them are groups of school children, brought by teachers to better give the pupils an understanding of their state's early conditions. Parties of tourists account for another large number of visitors. Only a few stamp collectors examine its philatelic gems.

They probably think that because such items as Black Bart's watch, Mark Twain's desk, and other relics have been given wider mention, the museum is purely "historical." "Apparently they are not aware of our postal and philatelic possessions," Miss Simpson suggested.

Michigan Sales Good

Prices on all grades of livestock were good in early March auctions of the Michigan Livestock Exchange at Battle Creek. Particularly strong points were the increased demand for hogs and sheep. In one of the sales lambs sold up to \$21.40. The calf market continued to be good with several head at \$33.50 and a top of \$35.00.

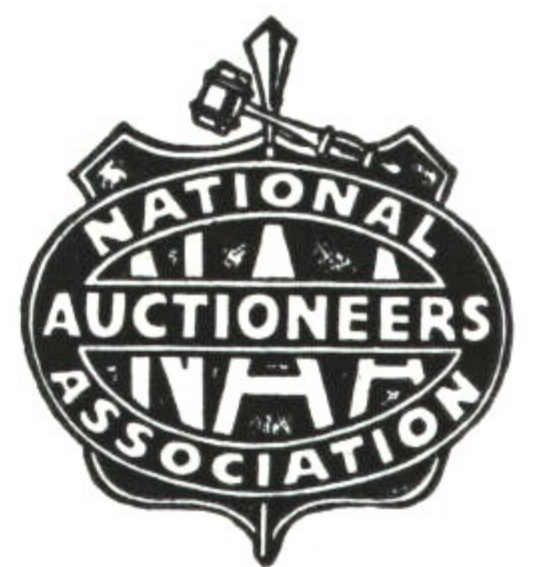
Livestock Firm's Permit Suspended

WASHINGTON, D.C.—Disciplinary action has been taken by the USDA against an auction company on the Old Spokane Union Stockyards, Spokane, Wash., for admitted violations of the Packers & Stockyards Act.

The registration of the Northwest Livestock Auction Co., of which George Zucker is president, under the Packers & Stockyards Act was suspended for a period of 10 days from March 1.

Among the 14 charges which the auction company admitted were that it had used for its own purposes funds received from the sale of livestock consigned to it; had submitted false statements to persons for whom it had purchased livestock; had reported as actual weights estimated weights and had reported cost of livestock at prices higher than actually paid; had collected higher commission charges than those set forth in its schedule of charges; and had engaged in speculative operations with persons not registered under the Packers & Stockyards Act.

Advertise the NAA



Let all the world know that you are an Auctioneer and that you are a member of the National Auctioneers Association, with,

GOLD LAPEL BUTTONS: They attract a lot of attention because they are attractive — \$2.50 each postpaid.

ELECTROTYPES OF THE NAA INSIGNIA: Use them on your letter-heads, envelopes, business cards and other advertising. They add distinction. \$2.50 each postpaid.

DECALS: Three color decals, 4 inches in diameter. Place them on the windows of your office, on your automobile and other conspicuous places. They can be used either inside or outside — on glass or other flat surfaces. 50c each or 3 for \$1.00 postpaid.

Send your order with remittance to

THE AUCTIONEER, 803 So. Columbia St., Frankfort, Indiana

Decorating With Antiques

Tired of Stark Modern, She Turned to Elegance

"The first thing this client said was 'I'm tired of being stark modern,'" Beverly Reitz remarked. "I want to be elegant for a change." Mrs. Reitz, one of the best known members of the American Institute of Decorators and the Decorators Club, was speaking of a career woman for whom she had just designed a small, charming apartment in a converted brownstone house.

The decorating plan met all the client's living requirements. And French antiques supplied the desired elegance.

"The living room," Mrs. Reitz explained, "was designed for entertaining, music and dining. The adjoining bedroom is also a library. The color scheme unites the two rooms.

Paper Lowers Ceiling.

"In the living room, walls are soft gray-blue. An architectural wallpaper molding in grays and blues makes the high white ceiling seem lower. The rug is off-white.

"Tall bay windows at one end of the room have gold taffeta curtains in a mixture of silk and Fortisan. They are pulled back tight behind the handsomest old French gilded metal tiebacks I could find.

"In front of the bay windows, Louis XV caned-back armchairs flank a round table with a gray-blue silk damask cloth to the floor. A long shelf, fixed to a side wall, is very useful for buffet suppers and other entertaining. At the back of the room, a large Louis XV walnut armoire houses radio, television, record player and bar."

Frames Provide Accent

Seat furniture, Mrs. Reitz added, is upholstered in a blue much brighter than the walls. Sole exception is a small Louis XV bench covered in red. The gold accent of the curtains is picked up by gilded picture frames on several English early 19th century landscapes.

The bedroom walls, she went on, are

painted the same blue as the upholstery material in the living room and have the same architectural molding. Bookshelves line all walls. Running under them are modern chests with a mahogany finish. The rug here is gray.

Gray-blue cotton damask is used for cutains at the French window, for the upholstered headboard of the French bed and for its spread. A Louis XVI side chair and bench are covered in the same fabric. The most conspicuous piece of furniture is a beautiful Louis XV red lacquer writing table in front of the French window.

"The French antiques in this apartment were very effective in two ways," Mrs. Reitz concluded. "They gave the rooms distinction and they formed an interesting contrast with the modern background."

FELICE DAVIS

It's A Boy For The Retmiers

Col. and Mrs. Harrison J. "Bus" Retmier, Indianapolis, became the proud parents of a baby son on March 11. Col. Retmier is well known to those who attend National Conventions and he was Chairman of the Advertising Committee of the 1955 National Meeting. Mrs. Retmier served as Chairman of the Program Committee for the Ladies Auxiliary at the Convention.

Proud grandfather is F. H. Retmier, known to the thousands who attend Auto Auctions throughout Indiana and adjoining states as the "Red Book Man."

"If you want to live happily and effectively, you've got to be a participant, not a spectator."—Western Recorder.

A Visit To Hawaii

By COL. H. W. SIGRIST

Mrs. Sigrist has been spending the winter in Phoenix, Arizona, and has, I am happy to say, enjoyed the sunshine and has improved in health considerably. On the last of January, I flew to Phoenix for a couple of weeks, and while there, we conceived the idea of flying across the Pacific to Honolulu. So, on the 14th day of February, we left Los Angeles at 12:30, arriving in Honolulu (2600 miles) at 7:30 that evening. It was a very pleasant flight at 21,000 feet, though we did not see too much of the Pacific. I wanted to take my casting rod along and troll while we were flying over, but didn't have 21,000 feet of line, and then at 300 miles an hour, I was afraid I couldn't reel them in. We stayed at the Coconut Grove Hotel on Wakaki Beach. We had very good weather, the temperature ranging from seventy-five to eighty degrees most of the time.

Honolulu is a very modern city of approximately 200,000 people and is located

on the Island of Oahu, whose principal industries are sugar cane and pineapple. Second probably to these industries is the tourist business from the States, as well as Canada and many other countries. There is a fascination about these Islands which, it seems, cannot be eualed anywhere. The wonderful growth of palm trees, tropical fruits and the greatest array of almost every conceivable flower, make it a paradise which is hard to imagine. Wild orchids grow almost everywhere, as the climate very seldom gets as low as sixty degrees and normally has a range of seventy to eighty degrees, sometimes warmer. But, the breezes from the blue waters of the Pacific have a tendancy to make it a decidedly pleasant place to live the year around. Of course, this being a territory of the United States, the same language, the same standard of money, the same postage, etc., make it very easy to get around. The population is pretty well



Col. and Mrs. H. W. Sigrist, Fort Wayne, Indiana

IN UNITY THERE IS STRENGTH

mixed among Hawaiians, Japanese and Chinese. The Chinese and Hawaiians have intermarried perhaps the most. The energy and willingness to work of the Chinese crossed with indifference and lack of interest of the Hawaiians seem to make a good combination. The Hawaiians as people are not too much concerned about tomorrow—enough to eat is about their principal concern. For this reason, the Japanese, being aggressive, own and operate the majority of business houses.

There are six Islands in this group, namely: Hawaii, Oahu, Kauai, Molokai, Lanai and Maui, the largest of which is the Island of Hawaii, which is approximately 20 miles from Oahu. This is the Island that has been plagued with volcanos and was the Island on which the volcano called Kilauea erupted in 1952 covering thousands of acres of lava which swept in its path all trees and vegetation, leaving a barren space of molten lava in its path. This volcano is supposed to be controlled by Mother Pele, who controls the eruption and whom the Hawaiians say will come again sometime. We also visited the crater on the Island of Maui, which is so deep and large that they claim they could put the

entire city of New York inside and have room besides.

The Hawaiians have many superstitions and believe that the god of this, that, and the other, controls the weather, floods, etc.

There is some cattle raising, and the irrigated land produces unbelievable tons of forage as well as sugar cane and pineapple. In the March issue of *The Auctioneer*, there is an article telling about the sale of a bull from the Circle M Ranch in Senatobia, Mississippi, which was sold on February 13, 1956, to the Parker Ranch in Hawaii for \$26,450. This is a ranch, which we visited, consisting of some 300,000 acres and said to be the largest in the world.

We had a wonderful cruise on the Pacific, and on this trip some rather exciting fishing was done. We also took a cruise in a glass-bottom boat which showed unlimited acres of coral in the most beautiful formation one could imagine.

On the first of March, we left the airport of Honolulu at 9:00 and landed in Los Angeles about 7½ hours later. My suggestion is that there is no place I have ever been that was as fascinating and

IT PAYS TO ADVERTISE IN **The Auctioneer**

BECAUSE—

It reaches into every state, Canada and Mexico. Because "THE AUCTIONEER" is owned by the men who read it. Because they believe what they read in "THE AUCTIONEER." Because "THE AUCTIONEER" accepts advertising from only reliable concerns.

If you want to join the "Preferred" class of dealers advertise in "THE AUCTIONEER."

would intrigue you as much as do the Islands of Hawaii. I have traveled through parts of South America and pretty well covered Canada from east to west, have been in Mexico and through the Caribbean, and nothing yet has ever been as fascinating as have these Islands, scattered out there in the Pacific with their wonderful beaches. So much did Mrs. Sigrist and I enjoy these two weeks that we are already planning another trip back within the next two years.

Disposal Of Surplus Military Property

Chairman Lyndon B. Johnson of the Senate's Preparedness Investigating Subcommittee has released a report urging the Defense Department to experiment with the auction sale method as compared with the sealed bid method in disposing of surplus military property.

"Surplus military property sold during fiscal year 1955 originally cost the Taxpayers \$1,406,907,540," said Johnson.

"That's a billion and a half dollars, and that's big business in every sense of the word. The Government, however, realized a return of only five to seven percent of the original cost of these goods. If the return could be increased even a few more percentage points, the savings would be sizable," the Subcommittee Chairman said.

Johnson said the subcommittee had reason to believe that the auction sale method of disposing of military property might bring a greater financial return.

The Defense Department uses this method to a limited degree, the report indicated.

"The subcommittee would like to stimulate a little thought along the line of exploring these various methods to determine how to improve merchandising practices and increasing the Government's return on items sold," Johnson said.

The report concluded that the few auction sales actually held have generally yielded a higher rate of return, that they are no more administratively expensive than other methods, and that the public seemingly prefers to make

purchases through such sales.

The subcommittee recommended that: All military departments should examine their disposal practices to see if a greater return is possible by better merchandising practices and more attractive and accurate selling techniques.

Interservice coordination of disposal information should be intensified.

Analytical studies should be made to ascertain definitely the method of sale yielding the highest return to the Government.

And that the Secretary of Defense submit the results of these studies to the subcommittee.

A Check For \$0.00

Speaking of bureaucrats, we like the one about the British farmer who received nothing from his government and has a check to prove it. It seems that Mr. Farmer, so the story goes, sold some heifers. The British food ministry guarantees farmers a minimum price by weight on such livestock sales. But it so happened that the farmer's heifers in this case brought more than the established minimum. So, being entitled to nothing, he got just that—a check for nothing. It read: "This check is for 0 pounds (British money), 0 shillings and 0 pence, the amount payable on presentation at any bank within three months . . ."

Strange doings, to be sure, but that's about the way with all government checks. Only that which it taketh can government giveth, so even though your government check may not be made out for "nothing," it amounts to about the same thing in the end. Only trouble is, government and bureaucrats have a way of "taketh"-ing more than they ever "giveth" back, so maybe the British farmer who got a check for nothing got by pretty cheaply after all.

"I feel every Officer, past and present, of the National Auctioneers Association, is entitled to the thanks and worthy of the support of every man who claims to be an Auctioneer." Col. Carey M. Jones, Oak Lawn, Ill.

Transomatic Sale Totals \$140,000

FLEMINGTON, N. J. — After watching their Transomatic Corporation equipment bring appromiately \$140,000, the Gatti brothers were preparing this week to transfer title of the Flemington firm's land and building to the Bemis Bag Company next Monday.

At the same time, the second floor of the Flemington Manufacturing Company next door was being prepared for finishing up some government contracts of Transomatic's. It is expected a few of the Transomatic's old employees will be recalled to help complete the work.

Sandwiches Served

Sandwiches and coffee were served from an improvised counter on the mill floor. Auctioneer Sidney Kriser wielded his hammer for Industrial Plants Corp., of New York City, which managed the sale.

Acording to Walter Rink, vice-president of the sales firm, items fetched prices that varied from \$5 to \$28,000. The larger figure was for a Cincinnati hydrotel.

Transomatic equipment is assessed at \$18,000 on the books of the Boro of Flemington but tax officials could not say what percentage of value that figure is. It was admitted, however, to be considered below the general assessment ratio

of 21 per cent for real estate.

After it takes title to the plant on March 5, the Bemis Bag Company is not expected to begin operating until mid-spring.

The new firm is expected to start operations with about 25 employees building up, perhaps, to a maximum payroll of about 70.

The firm's present Brooklyn plant is expected to stockpile enough production to carry over until the Flemington operation is under way. The Brooklyn plant is expected to be vacated by Bemis by the end of March to make way for another occupant.

Bemis Bag Company, as of the first of last year, had nearly 9,000 employees in some 30 plants thruout the United States, with general offices in St. Louis, Mo. Sales in 1954 totalled \$115,000,000 and assets were listed at \$65,500,000. It makes cloth and paper sacks of all kinds.

GUARANTEED

"Glad to see you getting to work on time these mornings," said the dealer.

"Yes, sir, I've got a parrot now."

"A parrot! I told you to get an alarm clock."

"I never seem to hear alarm clocks," explained the mechanic. "But, now I've got this parrot. And what the parrot says when the alarm wakes him up is enough to wake up anybody."

**NOW YOU CAN AFFORD TO TAG YOUR FURNITURE,
PRODUCE, POULTRY AND EGGS.**

Protect Your Customers As Well As Yourself

**No. 5 Manilla Tags with 12" Strings Attached—
Perforated and Numerically Numbered**

6000 Tags Per Case \$12.00

Send for Free Samples

Please Send Check With Order

Satisfaction Guaranteed

THE CLEARING HOUSE AUCTION

3084 Massillon Rd.

Akron 12, Ohio

THE MEMBERS SAY . . .

Dear Fellow Auctioneers:

I enclose check for membership in N. A. A. of Col. Pat Delaney, North Miami, Fla., which he forwarded to me. Col. Pat, a native of Philadelphia, entered the auction field after spending several vacations in Monroe County, Pennsylvania, and becoming interested and fascinated by our many auctions held in our auction minded county.

From advertising copy which he mails to me from time to time I feel he is doing a good job in his chosen area and proudly watch him as one of my boys.

Although I have never previously taken time to send along my message from our picturesque mountain area, I might say it has proven most interesting to me attending the National Conventions at Roanoke, Omaha and Indianapolis, and I may assure you I have a reserved date for Kansas City in 1956.

Being engaged in an auction business established a total of 88 years and three generations, I might say that I have found 35 years of auction business to have been a most interesting experience, rich with pleasant memories and facing situations of every kind.

I sincerely recommend it to any active, intelligent young man, for in no other way can he better serve his community.

I realize there are many ways of conducting an auction business and of course, hundreds of auctioneers who have earned fame and a fortune practicing on almost a National basis. I would rather discuss auction from the angle of what it may mean to a county, adjoining towns and a community.

I like to think of the workings of a really auctionized territory where folks in all walks of life consider auction not as a gyp game but as a method of handling their transactions — by a method that will convert what they have to offer into the greatest return to themselves — at a reasonable cost.

Monroe County folks are truly auction minded, settling estates, a change from

a home to a trailer, moving to a small apartment from a farm or big home after the children have grown up, liquidating a business or developing a new section in our towns or villages — are only a few of the many things that turn their first thoughts to auction.

In an auction minded community you will find most every need of funds, shall we say to equip a school hot-lunch project or pay off a country church mortgage — or maybe raise funds for a lodge or even a political group — auction will be the first thought.

Like the old time country Doctor the Auctioneer must be a general practitioner for we have been called upon to sell everything from a live alligator to the station, tracks, engine, bridges and right of way of a 12 mile railroad — and even the Pennsylvania side of the Delaware Water Gap mountain, taught in U. S. History to be the eighth wonder of the world.

However, I would emphasize and point out to any young auctioneer who might care to make his life's work that of developing an auction minded community, as we have, has just one place to start and that is with his Attorneys or County Bar Association.

Estates must be liquidated — Attorneys most often are asked for advice as to the method of liquidation. Prove to them that auction is the best method — render them fair and honest service and I assure you that you will be a busy auctioneer.

Our mountains and beautiful scenery, readily reached from New York City or Philadelphia and the other large cities cause thousands of city folks to visit us each summer and they love to attend and participate in our various auctions.

Many decide to purchase summer residences and soon learn from others who have done likewise that their best and cheapest way to meet their needs is through the medium of auction. Then as they return to their homes in the Spring their faces will appear like the Spring robin at the many auctions—

Attention—

ALL MISSOURI AUCTIONEERS

**THE MAY ISSUE OF
“THE AUCTIONEER”**

**Will feature Missouri Auctions
and Missouri Auctioneers**

SEND

Pictures and Stories of Missouri
Auctions and Auctioneers Past
Present and Future

The Auctioneer, 803 S. Columbia, Frankfort, Ind.

to renew friendships and secure the items they need.

Now fellow auctioneers, if you read this little story please try and forget the auctioneer — but remember — thirty-five thousand nice auction minded friends and neighbors — remember Pocono Mountains with unexcelled scenery — remember the finest group of progressive minded attorneys anywhere in the good old U. S. A. — and the summer visitors who have added so much during their vacations and plan on your next vacation to spend a few days and observe, and of course, visiting Colonels, do stop by and say, “Hello!”

Auctioneeringly yours,
Wayne R. Posten
Box 23
Stroudsburg, Pa.

* * *

Dear Col:

Am happy to enclose my check

and application for membership in National Auctioneers Association for Col. Frobish.

You will note that Robert is a competitor of mine, nevertheless he is a fine boy and has a wonderful future as an Auctioneer, having graduated from one of our leading Auction Schools last fall.

Want to congratulate you for the fine job you are doing as editor of “The Auctioneer”, and will be looking forward to seeing you in Kansas City

Respectfully yours,

Ray Hudson
Morrisonville, Ill.

* * *

Dear Colonel Hart:

Enclosed find check for \$11.00 to cover membership and three NAA Decals.

I am looking forward to seeing you in Kansas City, and meeting some of my old school mates and instructors

such as W. B. Carpenter, Col. Walters,
S. B. Clark, H. S. Duncan and others.

Yours truly,
J. E. Hodge
Oxford, Nebr.

* * *

Dear Col. Hart:

Enclosed find my check for dues. Sorry I am late as I always try to keep up to date. I really have missed receiving "The Auctioneer" as I enjoy it very much.

Note my change of address.

Yours truly,
Carl E. Matthews
Malvern, Pa.

* * *

Dear Col. Hart:

Enclosed find check to cover my entry on the Booster Page. I enjoy "The Auctioneer" more each issue. It improves all the time.

Sales are few here as most are staying put. Those being held are going as well as can be expected. Prices are lower as a whole.

We have had a very good winter here, some cold weather.

The Hereford breeders held their bull sale on Monday, March 19th. Charles Corkle, Auctioneer, Jim Mader, Don Hoffman and myself, ringmen. I will send you a bill of the sale.

Sincerely yours,
Wm. M. Leibee,
Buffalo, Wyo.

Auctioneer's Son Is Hormel Treasurer

Most everybody knows the name SPAM, a product of the Hormel Packing Co. at Austin, Minnesota. The Hormel Co. is known to all livestock men of the upper Midwest. And for more than four decades, the name Mike Ryan, Mapleton, Minn. has been familiar to the auctioneers of southern Minnesota, where his auctions spread out over an enviable territory. What we started out to say is, the new treasurer of the Hormel Company is a son of Mike Ryan.

Col. Walter Carlson

Kansas Futurity Sale Termed A Success

By COL. C. E. SANDEFFER

Members of the Kansas Aberdeen-Angus Association held their first futurity Show and Sale at Topeka, Saturday, February 18. Forty-one breeders entered 134 head in the show and of this number, 57 were in the sale. They returned a total of \$23,450 or \$420 per head average.

Top selling bull was consigned by Kansas State College, Manhattan, and purchased by Keith Swartz, Everest, Kas., and Henry Tegtmeier, Berne, Kas. The price was \$1550. The 18 bulls in the sale averaged \$548.

Banner Hill Farm, Rush Center, Kas., had the high selling female at \$1100. Orchard Hill Farms, Enid, Okla., was the purchaser. The 39 females averaged \$361 per head.

Considering present conditions in the livestock industry it was considered a successful sale and the breeders voted to have another similar show and sale in Topeka, next year. NAA member, Col. Ray Sims, was the auctioneer.

New Jersey's Monco Farms At Auction

New Jersey's famous Monco Farms along with all farm machinery and equipment went under the auctioneers' hammer on March 17. One farm consisted of 83 acres and the other contained 109 acres. Both were well improved and in a high state of cultivation.

An attractive brochure giving complete descriptions of the two farms as well as the farm equipment was distributed prior to the sale. Two prominent NAA members, Col. B. G. Coats and Col. Harris Wilcox, were the auctioneers. The fact that they were members of the National Auctioneers Association was mentioned in the brochure.

"We certainly do enjoy the monthly issue of "The Auctioneer" and feel that we get many helpful suggestions in conducting better sales." F. E. "Mike" Bloomer, Glenwood, Iowa.

\$20.20 Top Paid For Idaho Feeders

GOODING, IDAHO — Top steer calves weighing 415 lb. sold for \$20.20 cwt. in the Idaho Cattlemen's Assn. sponsored feeder sale held here at the Gooding Livestock Commission Yards March 5, when 1,947 head of feeder cattle and stocker cows from 30 ranches sold to 36 buyers from Idaho and California.

Top steer calves, 60 head, were raised by E. Cleek, Fairfield, and sold to E. D. Orme, St. Anthony, with the bulk of the steer calves selling from \$18.60 to \$19.90. The better demands were for the light weight calves.

Dean Rogers, Gooding, sold 64 head of heifer calves for \$16.30 to Gus Kudlac, Buhl, with the same price paid Cleek for 38 head by Tendall Bros., Grassmere.

Fourteen head of cows with fall calves sold at \$145 a head, 20 head with month old calves sold at \$140 a head and 27

heavy, first calf heifers at \$125. Yearling steers sold from \$16.50 to \$17.10.

Roads throughout the area were extremely slippery and many buyers did not get there until most of the cattle were sold.

Rod McCullough, Baker, Ore., was the auctioneer.

Large Canadian Sale

LITTLE CURRENT, Ont. — What is believed to be a North American record was set recently when 110 carloads of cattle sold here at auction in five hours. A total of 3,308 head were sold by Duncan Brown, auctioneer, for a total of \$411,056 for the two and a half million pounds of beef. Top price was \$19.25 per hundredweight. It was at the 12th annual sale of the Manitoulin Island Livestock Co-Operative.

"It takes more than the title of Col. to make a success." Col. Carey M. Jones, Oak Lawn, Ill.

**YOU MISS
SO MUCH**

*When You Are
on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

Public Relations

Saginaw, Michigan
February 20, 1956

Colonel Bernard Hart
Secretary
National Auctioneers Association

Dear Colonel Hart:

We have just concluded the Saginaw Junior Chamber of Commerce TV March of Dimes auction. This auction was held for twelve consecutive nights excluding Saturdays and Sundays from the hours of 11:15 - 12:30 over television station WKNX. The merchandise auctioned was all new and donated by the business people of Saginaw. Mr. Fred Smiley of Saginaw, a member of the National Auctioneers Association, was contacted early in our contemplation of this program. We had requested of him some professional advice and asked if he would take over one or two nights of the auctioneering. To our great surprise and thrill Mr. Smiley volunteered to handle the entire two weeks program free of charge.

Now that the auction is over and we have completed our pioneering in this field (at least as far as this part of the country is concerned) we realize that we could not have accomplished anything without the tremendous help Mr. Smiley proffered. We would like you to know that Mr. Smiley has made many, many friends among us JayCees and many more among the television viewers of the Saginaw-Bay City area. We also wish you to know that if your organization is made up of men of Mr. Smiley's high caliber it can certainly bring much credit to the auctioneers trade.

Sincerely,
Ellis Hafke, Co-chairman

Editor's Note: Approximately \$10,000 was the gross amount raised in the above mentioned auction. Items offered for sale consisted of various household furnishings and appliances, builders supplies, gift certificates, paintings, grocery baskets, jewelry, auto supplies, toys and other various items donated by foreign embassies.

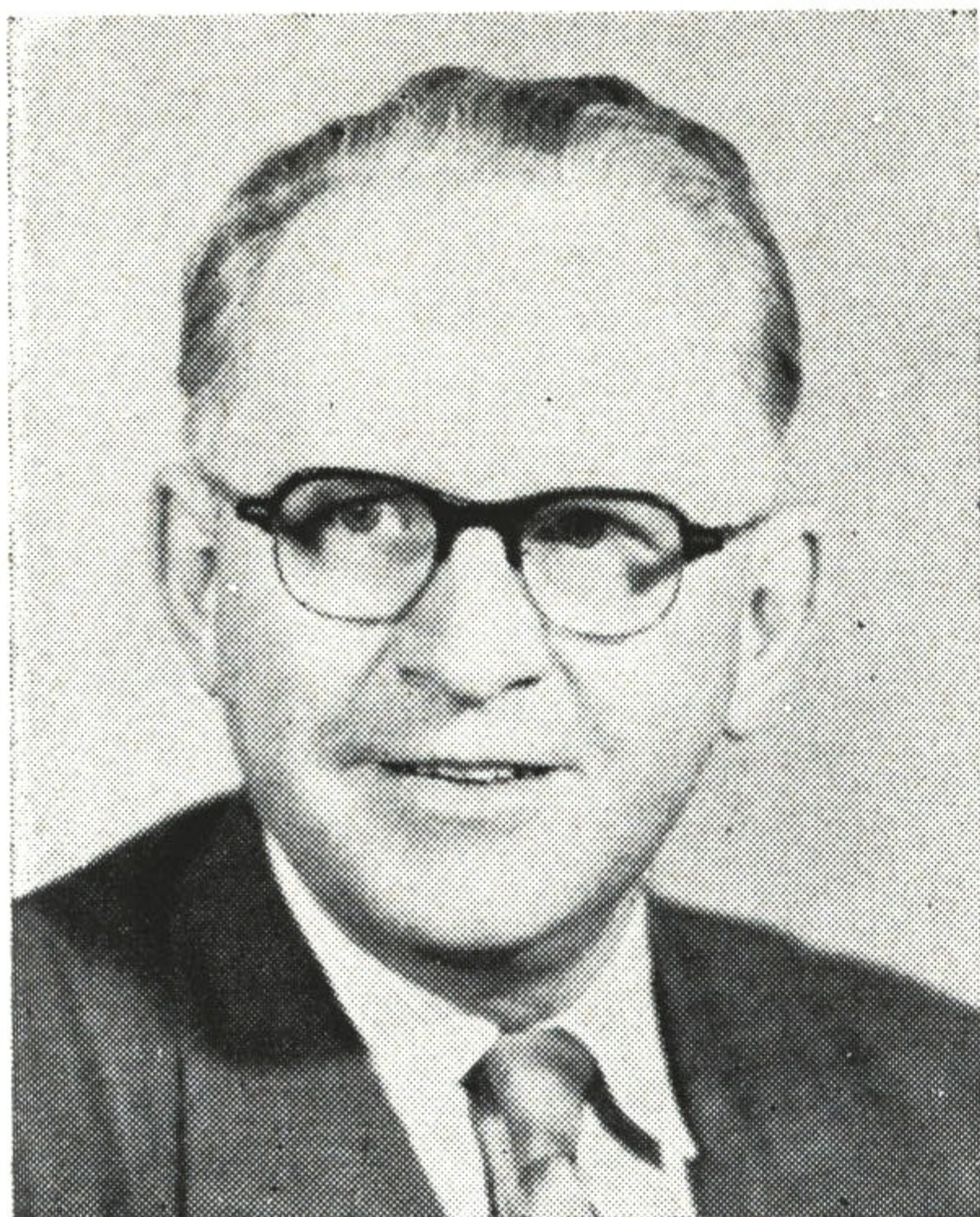
Some of the out of the ordinary items included a 1956 Chevrolet, Governor G. Mennen Williams Bow Tie; Congressman Bentley's Cufflinks (worn at the time he was shot down in the House of Representatives by the Puerto Ricans); an American Flag donated by Vice-President Nixon; Arthur Godfrey's Teapot; M. S. U.'s Autographed Rose Bowl Football; Cecil B. DeMille's Pen; and Joan Crawford's Hankie.

This event was featured on the front cover of the monthly publication of the National Junior Chamber of Commerce.

"There is no substitute for hard work
. . . As a cure for worrying, work is
better than whisky"—Thomas A. Edison.

"Work is the inevitable condition of
human life, the true source of human
welfare"—Tolstoy.

Clippings By Nelson



HOW TO HAVE A HEART ATTACK

By J. W. Clements Co.

A friend of ours recently had a heart attack. This is not particularly newsworthy since many business executives have heart attacks. But our man recovered and many others do not.

During his convalescence, our friend did quite a lot of thinking. He went over his living habits and decided which had contributed to his bad heart. He even added a few habits he did not have but which might produce the same result.

From these he compiled Ten Ways to Have a Heart Attack. He admits that there may be other ways but believes these the most important ones. He practically guarantees that, if you are middle-aged or older and follow these methods conscientiously, you will eventually have a heart attack.

1. Your job is the most important thing in the world. Don't let family, friends or anything else interfere with it.

2. Believe the old adage. It's better to wear out than rust out. Work at least 14 hours a day.

3. If you must go home, take a full brief case with you. Then you can work until midnight and assure a good case of insomnia.

4. Have two phones on your desk and don't delegate any of your work to others. Do everything yourself.

5. Attend all meetings, banquets and conventions you can horn in on. It pays to be seen around, even if not for long.

6. Don't waste time eating. Have conferences while you snatch an occasional bite. If you can arrange breakfast conferences you are a real tycoon.

7. Never take a regular vacation. Work in a few days here and there while your boss is away.

8. When you travel, do it on your own time. Arrange all trips so that you get as little sleep as possible on planes or pullmans.

9. If you must exercise, get it over quickly. For instance, play 36 holes of golf one day a month.

10. Smoke at least five full packs of cigarettes and/or ten cigars a day. Stop smoking only when eating or sleeping.

Muncie Auto Auction Sold To Earl Bales

Col. Earl Bales is the new owner of the Muncie Auto Auction, Muncie, Ind., having purchased the business from Eugene Grady. The Muncie Auto Auction was established several years ago. Sales are held on Friday of each week with an average of 125 cars per sale.

Col. Bales is a native of Muncie, having been in the automobile retail business for 23 years. He graduated from the Reppert School of Auctioneering in the August, 1955 Class. He is a member of the Indiana Auctioneers Association and the National Auctioneers Association.

Auctioneer In News

In a full color picture in the Minneapolis (Minn.) Star of February 21, Presidential aspirant, Senator Estes Kefauver was shown interviewing Col. S. M. Coughlin, along with two other local townsmen. The picture was taken at Pipestone, Minn.

SIGN IN THE WINDOW

Recently we noted a laundry sign which read: "We do not tear your laundry with machinery. We do it carefully by hand."

Auction Sales Increase In Numbers As Methods Improve

By COL. B. G. COATS

Do you know that there were more auction sales held in the United States in 1955 than in any previous year? Did you know that more and more people (individuals) banks, farmers, manufacturers and business men, executors of estates and people from all walks of life are resorting to the public auction sale method? Did you know that the people in the United States are more auction minded today than ever before?

Auctioneers have played a most important part in this up-surge of public auction sales and will continue to play an important part. They are educating the public that the auction method is the most practical and expeditious way to convert their liabilities into assets. They are doing it by keeping themselves abreast of economic conditions and conducting their sales just as any honest man would conduct his business. This encourages confidence in the Auctioneers. The "Code of Ethics" of the National Auctioneers Association is a guide, which if followed, cannot help but make for better business for all Auctioneers, and from the yearly increase in sales, from visiting sales conducted by Auctioneers and observing their conduct, mode of operation and attitude in general, I am 100% convinced that the Auctioneering profession is on the highest plane in the history of auction sales. Now I am not talking through my hat, so to speak, but from facts gathered over a period of six months, from various publications and from personal visitations with Auctioneers, and I pass this encouraging news on to you, in the hope that you will be inspired to constantly strive to build the Auctioneering profession to its rightful place among all honored professions.

Farm sales in the central and eastern states have been on the increase since January first of this year and from the many auction sale advertisements that reach me, it is stimulating to observe

the marked improvement in advertisements. It shows much thought on the part of the Auctioneer and that he is rapidly getting away from the old stereotyped form of writing public auction sale advertisements. Should I say that Auctioneers are becoming more rugged individualists than in previous years. That you are taking on greater responsibilities in the performance of your duties. Continue to take the initiative, as there are many avenues that remain to be explored that will make for far greater progress.

Lets take our household goods sales. They too are on the increase and will continue. Why? People today live fast and they act fast. They are here today and some other part of the country tomorrow and when they are ready to leave, their first thought for liquidating their holdings is a public auction sale. There is a constant and ever increasing turn-over of our population. Change in positions, moving of factories, rapid transportation facilities, yes, just a complete metamorphosis has taken place in our way of living, in the building of homes, transportation and just about every phase of living standards, all of which we hope is for the best.

Lets take the auction galleries throughout the country. They are experiencing their greatest business. Why? Because in most of the large cities the facilities for holding an auction sale in apartments is much too inadequate. So when a change is made by the occupant, which is more frequent now than ever before, the galleries receive the goods. Warehouses and storage houses are bulging over with items that will eventually reach the auction galleries for disposition.

It makes no difference what phase of the auction business you are in, all you have to do is look around you for new business. Now all this increase in auc-

IN UNITY THERE IS STRENGTH

tion sales is going to the Auctioneers that are conducting clean legitimate sales; Auctioneers that place integrity, character and reputation above monetary consideration.

Indications at this time point to far more auction sales in 1956 than in 1955. Not because of unfavorable economic conditions, but **because of the public's faith and confidence in the Auctioneers of the United States.** May we all continue to improve upon that faith and confidence by improving ourselves, by associating ourselves with one another, by cooperation, by inviting Auctioneers to be associated with you in the National Auctioneers Association.

I do not profess to be a prognosticator but in getting off these few lines to you, I have tried to give you a true picture of the auction business for 1956. Are you prepared for it? **Are you doing what you can to build a large and better National Auctioneers Association?** We each need one another to progress.

Army Receives 750 Bids At Surplus Sale

FORT MONMOUTH, N.J. — Bargain-hunters were out in force at Camp Wood as the army installation held its first "spot bid" auction of government surplus and salvage.

Just who made out best — the salesman or the customer — was hard to determine. For goods which cost \$151,583, the army accepted \$32,811.

Wilbur G. Daust, Interlaken, property disposal officer, said everything sold was of no use to the Army. Some of it was used and the rest out-dated. He added, too, that everything sold could serve a purpose.

All-Useful

"We have no moon-signaling devices," he stated.

Larger items included generators, transformers, and trailers with more than a few years of government use.

Others were clothing, photographic and radio equipment and miscellaneous items. Officials reported about 200 persons flocked to Theater No. 3. Including sealed mail bids, a total of 750 were opened for 69 of the 73 lots, each containing

several items, put up for sale.

Bids on four lots were rejected as being too low.

Move Indoors

Cold weather drove the bidding procedure indoors. It was originally planned to place bid boxes in front of each lot. The lots were housed in three barracks-type buildings, with larger equipment unprotected in the open.

The merchandise was left in these locations for examination by prospective bidders. Then they went to the theaters where boxes for each lot were placed on a long table. They dropped specified bid forms into the containers.

High bidders were given the goods.

Previously, such sales were conducted through the mail.

Not Qualified

Angler: "You've been standing there watching me for two hours. Why don't you try fishing yourself?"

Looker-on: "I haven't the patience."

Learn Auctioneering At Home

Nelson Auction School

Renville, Minn.

Home Study Course \$37.50
(With Recordings)

Residential Classes 87.50

**Classes Begin SECOND
MONDAY of April; June
and September EVERY
YEAR!**

555 Auction Sayings \$2.00

Nationally Recognized School

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. R. A. Waldrep—Birmingham

ARKANSAS

Col. Brad Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

Col. Ray Roberson, Grover City

FLORIDA

Col. Robert W. Butler—Gainesville

GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

Col. Warren H. Waldrep, Atlanta

ILLINOIS

Col. C. B. Drake—Decatur

Col. W. P. "Bud" Drake—Decatur

Col. Bud Fennema—Lansing

Col. J. W. "Jim" Franks, Rantoul

Col. Walter Holford—Edwardsville

Col. Ray Hudson—Morrisonville

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

INDIANA

Col. L. T. Crawford—Mishawaka

Col. R. C. Foland—Noblesville

Col. Russell Kruse—Grabill

Reppert School of Auctioneering

Decatur

Col. H. J. "Bus" Retmier—Indianapolis

IOWA

Col. B. J. Berry—Bonaparte

Col. Lyle Erickson—Cresco

Col. Wm. T. Huisman—Parkersburg

Col. Clinton A. Peterson—Fort Dodge

Col. Wendell R. Ritchie—Marathon

Col. Jack Tromanhauser—Cedar Falls

KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

Col. Frederick E. Sherlock, St. Francis

KENTUCKY

Carter Realty & Auction Co.—Scottsville

MAINE

Col. Clifford L. Swan—Portland

MASSACHUSETTS

Col. Henry A. Berman—Worcester

Col. Abe Levin—Lunenburg

MICHIGAN

Col. John M. Glassman—Dowagiac

Col. Fred W. Smiley—Saginaw

Wilber Auction Service—Bronson

MINNESOTA

Col. Tom Gould—Minneapolis

Nelson Auction School—Renville

MISSOURI

Col. Ken Barnicle—Rock Hill

Col. Bill McCracken—Kirkwood

Col. Russell E. Summers, St. Ann

NEBRASKA

Col. Dan J. Fuller—Albion

Col. Ray Flanagan—Albion

Col. John W. Heist—Beatrice

Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

Col. James Webb—Grand Island

NEW JERSEY

Col. David S. Blew II, Bridgeton

Col. B. G. Coats—Long Branch

Col. Ben Greenfield—Newark

Col. Howard Harris, Jr.—Cowntown

Col. James W. Smith—Camden

Col. Russ Tinsman—Hackettstown

Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque

NEW YORK

Col. Paul W. Calkins, Plattsburgh

Col. Benjamin F. Hayes—Forest Hills

Col. Victor L. Kent—Cuba

Col. Gerald N. Mead—Owego

Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Turner Kees—Hickory

Col. Angus A. Simpson—Rutherfordton

OHIO

Cols. Bailey-Murphy-Darbyshire Co. —
Wilmington

Col. Paul W. Baumberger, Mansfield

BOOSTER PAGE (Cont.)

Col. C. M. Brandenburg—Lebanon
Col. R. E. Guiss, Akron
Col. L. W. Huffman—Fostoria
Col. Jonathan C. Mason—East Liverpool
Col. Harry Van Buskirk—Norwalk
Col. Clyde M. Wilson—Marion
Col. Lou Winters—Toledo

OKLAHOMA

Col. Joe Burgert—Ponca City

PENNSYLVANIA

Col. Tom Berry—West Newton
Cols. Q. R. Chaffee & Son, Towanda
Col. Philip A. Engelmeier—Pittsburgh
Col. Jacob A. Gilbert—East Prospect
Col. R. E. Parke—Greensburg

OREGON

Col. L. J. Stanley—Portland

SOUTH DAKOTA

Col. Robert E. Penfield—Lemmon

TENNESSEE

Col. Carl A. Hobbs, Lebanon
Col. J. Robert Hood—Lawrenceburg
Col. L. B. Fuqua—Nashville
Col. H. C. "Red" Jessee—Morristown
Col. E. H. Lawson, Kingsport
Col. C. B. McCarter—Sevierville

TEXAS

Col. Don Estes—San Angelo

WISCONSIN

Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh

WYOMING

Col. Wm. M. Leibee—Buffalo
Col. Dale Shelton, Jr.—Sheridan

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

Uninterrupted

NOBLESVILLE, Ind.—George William Bishop, 19, a private in an anti-aircraft unit in Germany, missed the annual Hampshire breeding hog sale for the first time in his life Wednesday, but he won't miss the hustle and bustle. His parents, Mr. and Mrs. J. W. Ralph Bishop of Atlanta, made a tape recording of the sale to send their son.

Wisconsin Auction Firm Advertises

A full page advertisement in the Green Bay (Wis) Press-Gazette pictures six members of the Van Veghels, auctioneers in that locality for the past 70 years. Peter A. Van Veghel founded the Van Veghel Auction Service more than 70 years ago. The two carrying on the firm now are his son, Col. Frank A. Van Veghel and Frank's son, Col. Peter Van Veghel.

Serving notice to the public that the future of the Van Veghel firm is well insured are Johnny, 7; Davey, 4; and Carol Ann, 1.

Col. Frank Van Veghel reports this annual full page advertisement to be a real booster for them. Even though the ad carried a nice list of coming sales to be conducted by the Van Veghel organization, an additional 30 sales were booked in the four weeks following its publication.

Naturally, Col. Frank and Col. Peter Van Veghel are members of the National Auctioneers Association.

Draft Horses Sell In Indiana Sale

In the Annual Indiana Draft Horse Sale, held at the State Fairgrounds at Indianapolis, March 7, 87 head sold for \$25,810 to average \$297.

Top price of the day was \$1,550 paid by Thomas G. Ballack, Kansasville, Wis., for the Belgian Stallion, Sonny Farceur, consigned by Water Cress Stock Farms, Northville, Mich. Next high was \$600 paid for a coming three year old Belgian mare consigned by William Wichert, Fremont, Ohio. Elroy J. Brass, Elkhart Lake, Wis., was the buyer.

Five Belgian stallions averaged \$692 and 40 Belgian mares averaged \$299. Five Percheron stallions figured \$221 and the mares of this breed averaged \$207. The 65 registered horses made an average of \$302.

John Brucklacher, Liberty, Pa., paid \$1,000 for a three year old sorrel gelding consigned by Ervin Gingerich, Arthur, Ill. The grades averaged \$280.

IN UNITY THERE IS STRENGTH

A novel method of announcing the birth of a son is illustrated in the reproduction of that used by Col. and Mrs. Stan Radde. Since the father is already a member of the NAA we will be looking forward to the day when we receive an application from Col. Paul J. Radde.

Submitted to "The Auctioneer" by Col. Tom Gould, Minneapolis, Minn.



A COMPLETE



DISPOSAL

OF AN

AUCTIONEER

Delivered from the Waconia Cow Palace to the Waconia Community Hospital at
2:00 P. M.

THURSDAY, FEB. 16th

Description

A 10 pounder,
20 inches long with
twice as much hair as
his father.



Delivered

BY L. W. LARSON, M.D.
and his staff of:
MISS CHLADEK, R.N.
MRS. MILLER, R.N.
MRS. STEVENS, R.N.
MISS WAGENER, R.N.
MISS BURDOFF
MRS. HENRY HASSE

STATEMENT:

"I, Paul J. Radde, apologize for being late, but will make up for it when I get back to the Waconia Cow Palace sometime next week."

PAUL JOHN RADDE

NAMED

Col. Stan P. J. Radde,
Father & Auctioneer.

Lunch Free to P. J. Radde

Mrs. Marie A. Radde,
Mother & Clerk.

Yes, I Will Be There

By COL. VIRGIL L. GARRISON, Paintsville, Ky.

We must all be at the convention, no member of this great association can afford not to be at the HEART BEAT of his own profession, yes the TRUE HEART BEAT of our great association is a good name for it, its members are the life blood of our great profession.

The members of our association are really fortunate to have you and all of the officers that are guiding our great Auctioneering destiny, but we members must not unwisely neglect our support and cooperation to you fine leaders.

Our Association must do great things, now, not later to further the quality of our service to the demanding public.

Many of our fine members are reaching out to do much to expand our interest, such fine work as seen on pages 16 and 17, in January 1956 issue of the Auctioneer magazine. I wonder how many Auctioneers realize the great value of the splendid example of Auctioneering as shown by two of our wonderful members, Col. Elmer Bunker and Col. John Overton of Albuquerque, New Mexico.

We can never praise these two fine Auctioneers enough for their splendid unselfish efforts in the progressive manner which they conduct their sales, but also, taking another valuable step to get the pictures of this progress in our "Auctioneer".

CAN WE DUPLICATE THIS SCENE IN PERSON OUT IN KANSAS CITY DURING THE CONVENTION? If we can, and put it on TV so thousands of people can see it, this is the kind of promotion we so badly need, too this will help every Auctioneer in North America, just think of a large "ABSOLUTE AUCTION" with no false intentions, it can be a large sale of most any kind that will create a valuable example. Just think of several hundred professional Auctioneers out there acting as ring men getting bids on for example, farm land, livestock, household, etc. This and more of it presented at the opportunity for little or no expense to the Association.

My hat goes off to you Col. Hart for securing Harry S. Truman as our speaker at the convention, regardless what our politics may be, he is a good old Shriner, suppose we look at it this way, he has reached the top of a higher ladder than any of us so far.

My courage to be willing to try to help our association by writing comes from many years I was helping to pioneer one of America's greatest assets today, the trucking industry. I sat on its board of directors for several years, helping to organize our Great American Trucking Association, so you see I have been through what we are now going through, building a great Association for a great profession, all for the good of this great country of ours and for mankind in general.

My opinion of what the future holds for the Auctioneering profession in America is this, if we can keep and maintain the quality of leadership like we now have with all the official staff of you fine gentlemen together with an ever increase in good qualified members pushing forward with every possible bit of cooperation given, both in their quality of sales and support to our fine association, we will carry our profession to great height, and if we fail to do this, we could only expect to be classed with comedy script.

May the good Lord be willing, I will see you in K.C.

Sincerely,

Col. Virgil L. Garrison

KNOW-HOW

The colonel was lecturing a class of officers. "A 40 ft. flagpole has fallen down," he said. "You have a sergeant and a squad of 10 men. How do you erect the flagpole again?"

The candidates thought, then made suggestions about block and tackle, derricks, and so on.

"You're all wrong," said the colonel. "You'd say: 'Sergeant, get that flagpole up'."

Membership In NAA Continues Advance

Again this month we are proud to present a formidable list of the names of those who have paid NAA membership dues during the period from February 16 to March 15. Included are several who are joining the organization for the first time as well as some who tried getting along without "The Auctioneer" and their NAA Membership Card for a few months.

While we are not certain what this Country needs, we do know that the NAA needs more men following the example of the Pennsylvania member whose letter is printed on this page. We are now drawing nearer to another National meeting. Isn't it our duty as members to enlist more members and share with them the enjoyment we have in fellowship among others of the same occupation?

Following are the names of those who paid their dues during the 30 day period mentioned above. The asterisk denotes renewal.

*Col C. M. Sturgul, Wisconsin
Col. Dale Brown, Arkansas
Col. Anthony J. Pikor, New Jersey
Col. Marvin Landenberger, N. Dakota
Col. Pat Delaney, Florida
Col. Robert Frobish, Illinois
*Col. K. L. Espensen, Texas
*Col. Walter Holford, Illinois
*Col. Louis A. Cook, Massachusetts
*Col. H. M. Garber, Nebraska
*Col. John H. Dieken, Illinois
*Col. William T. Huisman, Iowa
*Col. Lee Clingan, Indiana
*Col. Arthur R. Borton, Ohio
*Col. Kenneth E. Bumgarner, Ohio
*Col. Frank A. Sloan, Minnesota
*Col. L. W. Huffman, Ohio
*Col. R. Wayne Flick, Iowa
*Col. O. L. Lansaw, Ohio
*Col. Carl C. Blackson, Pennsylvania
*Col. L. J. Stanley, Oregon
*Col. Dan Johnson, Connecticut
Col. Russell Feedback, Missouri
*Col. John E. Crawford, Pennsylvania
*Col. Wes Wendt, Washington
*Col. Bud Fennema, Illinois

Dear Col. Hart:

I enclose a check for \$10.00 for membership of Col. Gus Warnecke, Milford (Pike Co.), Pa. Saw him upon his return from a Florida trip today.

Col. Gus conducts the Milford Auction Mart at Milford, not far from "Great Towers" the home of the late Gifford Pinchot, three times Governor of Pennsylvania and a long time prominent figure in Pennsylvania politics.

Gus is an active member of the Pennsylvania State Auctioneers Association and our local branch, the Lehigh Valley Society of Auctioneers. My next efforts will be directed toward having him join me in my trip to Kansas City, this summer, to meet the boys and join in the work of advancing our profession.

Yours for advancement of NAA,
Wayne R. Posten
East Stroudsburg, Pa.

Col Gus Warnecke, Pennsylvania
*Col. J. G. Tullis, Iowa
*Col. W. D. Atkinson, Ontario
Col. John Reimold, Pennsylvania
Col. R. N. McLaughlin, Pennsylvania
Col. Edward Von Bergen, Pennsylvania
*Col. Frank L. Steller, Pennsylvania
*Col. Dale H. Shelton, Jr., Wyoming
*Col. Frank D. Harz, Kansas
*Col. L. E. Drake, Michigan
*Col. Virgil A. Kibler, Ohio
Col. George I. Scovill, Michigan
*Col. Carl E. Matthews, Pennsylvania
*Col. Clinton A. Peterson, Iowa
*Col. Harold V. Buckman, N. Hampshire
*Col. Hamilton James, Illinois
*Col. Joe E. Gingerich, Kansas
*Col. J. E. Hodge, Nebraska
Col. John F. Donovan, Illinois
*Col. Sidney White, New York
*Col. William S. Jameson, Texas
*Col. John E. Rausch, Illinois
Col. Virgil Whitfield, Missouri
Col. George Jacobs, Missouri
*Col. Jimmie Mathis, Georgia
*Col. J. C. Carter, Kentucky

Life A Lot Tougher In Grandma's Day

Housewives never had it so good.

If you are skeptical, consider the instruments of torture with which Mom and Granny were expected to keep the house clean.

Some 200 vintage cleaning implements dating back to 1735 make up a display at the Museum of Household Implements, recently opened in Brooklyn by Alex Lewt, who gathered his collection by offering a new vacuum cleaner in exchange for antique cleaning gadgets.

The pre-Revolutionary housewife used a broom made by tying a bundle of corn shucks to the limb of an ash tree. The first carpet sweeper to turn up at the museum dates back to 1864 and works by a pulley.

Vacuum cleaners first appeared around the turn of the century—but the earliest models were about as handy as a locomotive. It took two to work a 1907 model;

grandpa stood on a wood platform and pumped a heavy iron handle while grandma went over the carpet with a nozzle.

A 1903 vacuum cleaner caused a lot of excitement and also developed muscles. Two handles were pumped scissors fashion to create the suction.

Another of slightly later vintage looked something like an accordion—the weary housewife clutched the heavy iron handle with one hand to move the cleaner over the floor, and with the other pumped the bellows.

NEVER FAILS

While a tourist was stopped at a service station in Western Kansas, he noticed an oldtimer basking in the sun holding a short piece of rope in his hand.

The tourist walked over to him and asked, "What have you there?"

"This is a weather gauge, boy."

"How can you possibly tell the weather with a piece of rope?"

"It's simple, boy. When it swings back and forth it's windy. When it's wet, it's raining."

HOT PROMOTIONAL ITEMS

Vacuum cleaners, all makes. Tanks, uprights, new, rebuilt and guaranteed. Also brand new sewing machines, aluminumware, lamps, watches, tools, silverware, pens, fans, cameras, deep fryers, garden hose, trouble lights, wallets, costume jewelry, irons, extension cords, luggage, cutlery, folding chairs, beach chairs, paints, ironing boards. Visit our showroom or:

Write for FREE CATALOG!

**ALL KINDS OF CLOSEOUTS
AT LOWEST PRICES**

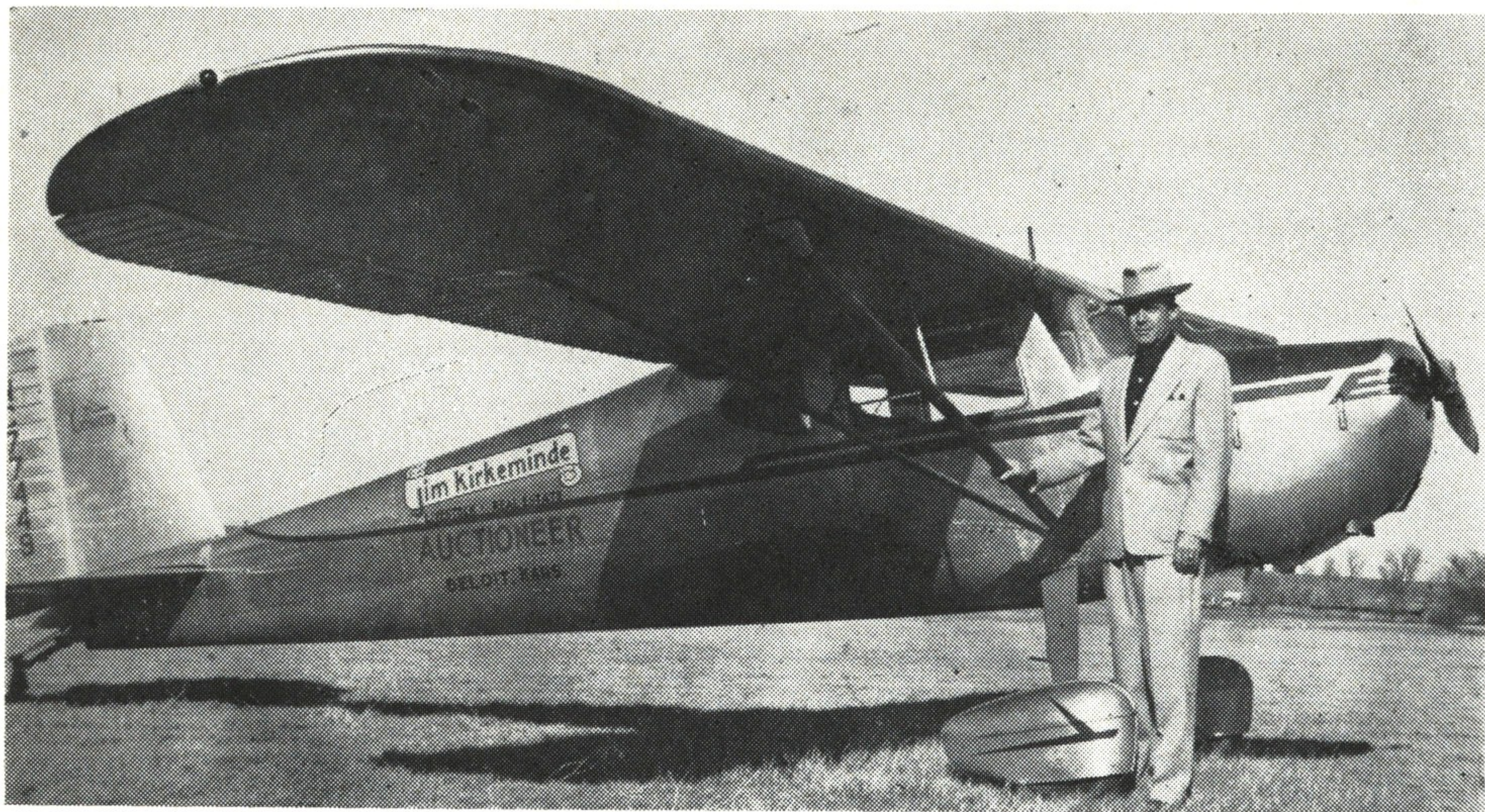
METROPOLITAN, 4143 3rd Ave., N. Y.

CY 9-5960

LU 3-7451

IN UNITY THERE IS STRENGTH

COL. JIM KIRKEMINDE C OF C PRESIDENT



Col. Jim Kirkeminde was elected president of the Beloit (Kas.) Chamber of Commerce at a recent meeting of the Board of Directors. The new president, a native of Council Grove, Kas., came to Beloit in August, 1954, and until recently was a partner in the livestock auction there.

A Kansas State College graduate in 1949, Jim served two tours of duty as pilot in Marine Corps aviation, attain-

ing the rank of captain. He served in the Western Pacific on his first tour, 1942-43 during World War II and was stationed in the continental United States during the Korean War on his second tour, 1952-53.

Col. Kirkeminde is vice-president of the Kansas Auctioneers Association, a member of the National Auctioneers Association and the Kansas Flying Farmers.

Strange Hobby

POPLAR, Mont.—An oil well rig worker, who has no formal art training, makes a hobby of carving things of beauty out of wood picked up in Montana's Badlands.

Lester (Bud) Welliver started while he was in the Navy in World War II. Using mahogany drift wood, he carved figures and gave them to friends.

Uses Cedar

Now he picks up cedar in the Badlands. He carves feminine figurines, horses, western scenes and wildlife.

He starts each with his pencil sketch and imagination. His tools are a common hand saw to rough out the work, an ordinary pocket knife and some sandpaper.

Spare Time Work

The only time he spends on the work is what is left after seven days a week in the oilfield and taking care of his family, including five small children.

In the past six years, he has finished 30 pieces and has carved some elaborate western and hunting scenes on gun stocks.

Livestock Auction Group To Denver

The Ninth Annual Convention of the National Livestock Auction Association will be held in Denver, Colorado. The dates are June 14, 15 and 16. Leo J. Murphy, Jamestown, N. D., is President and C. T. "Tad" Sanders, Billings, Mont., is Secretary-Manager of this organization.

How To Conduct An Auction Sale

The following article is written by an auctioneer who was quite prominent during the early part of the century as a member of that famous dairy auction team of Perry, Kelly and Mack. It was written for "The Jersey Bulliten" and reprinted in the "Holstein-Fresian World" in their issue of December 21, 1918. It was from the latter publication that Col. Harris Wilcox, Bergen, N. Y., found it and submitted it for publication in "The Auctioneer."
—EDITOR.

By D. L. PERRY

I was born on a farm 58 years ago, married and lived on a farm until I was 30 years old, and then I came to the conclusion that farm life was too much one-sided for me and with much sympathy for my kind, I would change my calling and help my friends, the ones that tilled the soil.

Now, when I was on the farm the huckster would drive to our door once a week, my wife would meet this wagon with her butter and eggs and look up into the huckster's face and ask the price. He would look down from his seat and say, "Eggs are 7 cents a dozen and butter 10 cents a pound today," and she just shut her mouth and took it. He would count and weigh them out, and my wife would look up into his face again and ask at what price his sugar and coffee were selling. "Well, sugar is 6¼ cents and coffee is 24 cents today," and my wife again just shut her mouth and gave it. We never had anything to say, while on the farm, about what we had to sell or what we had to buy; the other fellow named our selling price and also our buying price. So we came to the conclusion that it was like playing checkers; when he got into the king row the other fellow moved both ways and got us. This I thought all wrong, so I would go to auctioneering, not like the huckster, but I would look down into the farmers' face and say, "What will you give me?" Just turn the thing squarely around for him. So for the last 35 years I have been an auctioneer, letting the farmer have his way, but I will have to admit that at times I am very persuasive in order to reach the high spot.

For years my sales have been largely

dairy cattle and I wish to say that there is a higher degree of intelligence among dairymen than any other class of farmers and breeders. Having sold for the last 30 years 90 per cent of all the registered Jersey cattle in the United States and Canada, and my share of all the Holsteins and Guernseys, I ought to know something about the auction business.

You do not know the pleasure it gives me to contract with the right kind of a dairyman, a man that is a thinker. You may know the fellow who thinks he thinks, or the fellow that thinks he knows, but show me the fellow that knows he thinks and you will know the fellow that knows.

This kind of a man, when I go to make his sale, will have cattle with some breeding, and they will be "in the pink of condition." I will find buyers all out, for he has let them know through the dairy papers. Wanamaker once said that he made his millions by advertising. I have sold for some men that were so stingy they crossed their honey bees on lightning bugs so they would work at night. The man that tries to have a sale and does not use printer's ink freely is a failure, and his sale will also be a failure. He should have gotten ready the day before, and had nothing to do on the morning of the sale, but entertain buyers, had automobiles to meet all trains without cost to his guests, and met all with a smile.

For you know it is, "Smile, you son-of-a-gun, smile; cheer up and stop secret-ing that bile; don't act like you are on your last mile, don't be the bluest pill in the pile; tickle yourself if you have to, but smile, it is catching, it is always in

IN UNITY THERE IS STRENGTH

style; smile, you son-of-a-gun, smile." At noon, if his neighborhood church does not serve a lunch at a nominal cost, he should do it himself, free cost is better. He will have the sale under cover with seats as comfortable as possible; he will have his platform not over 15 feet square and not over a foot high; with auction box at one end of platform where you bring your animal to be sold, on one side and out on the other side of the auction box.

The best seats are chairs, close enough to platform so the first row of buyers can put their feet on edge of the platform. Use five or six rows of chairs and then a platform a foot high, and then five or six more rows of chairs, and so on. In this way you can seat 500 people so all can see the animal that is selling and the auctioneer can see every man.

No auctioneer that knows and is schooled can get the price unless he sees the bidder. I believe the time will come when the auction sales will be more orderly and conducted in a more quiet way than they are today.

One of the most essential things is for the man who is holding the sale to take the auctioneer into his confidence before the sale. A man who has sold at auctions for years ought to know more about the business than the man that only holds one sale in a lifetime, but there is nothing you can tell some men. He may have an animal he wants to protect; he will put some careless neighbor on to bid; everybody will find this out and it kills his sale. But the better way, if you advertise your sale is to sell them all, and don't invite the breeders and your neighbors in to appraise them. You put your "Cappers" on and then you are never satisfied.

There are always surprises in an auction sale; some animals that you expect to sell high will sell lower, and some you expect to sell low will sell higher, and so when your sale is finished you will be satisfied, and you can have another successful sale when you wish, as everybody likes the man that comes across clean. I have had sales where the man's main ambition was to beat everybody present and he finds that he quits at the end of the first sale.

Let me go back a little now with my subject—the first thing to be considered in holding a sale is the shape of your cattle. You all know that bones do not sell high, and all the extra feed for sixty days before sale day that you give your cows, I will sell it on sale day in the looks of your cow for three times what it cost at the mill; and for every dollar blanket you buy one month before the sale. I will sell on sale day in the shape of the hair for \$10.00, and then you will have the old blanket left that you can sell to help the rag-man out.

Now may I ask if you can expect much for your cattle if, on sale day, you allow your buyers to find the way from the depot to your sale; walk two, three or four miles through mud, snow and rain, and then stand around until noon, then go up to some old oak slab and pay for a tin of coffee that tastes like soap suds, and eat a bun with a piece of dog between and then go and stand in the wind that is blowing forty miles an hour and bid on bones? And have a ring as big as a circus tent; buyers so far from the auctioneer that he has to telephone his bids to them. Maybe have some old uncomfortable seats that you have held the sale off an hour in order to erect, and then to have them tumble down just when you had your people interested. Then to have some little slip of a catalog that says she was sired by the Mississippi, and dammed by the Missouri. Not a cow on the farm that will lead and nothing prompt.

When the manager or auctioneer has made his opening address and everybody is feeling good, to have them lead in a bull that is worth \$20.00, or a three-quarter cow that ought to be sold for bologna. And again, when someone asks when this cow will calve or how much milk she will give, the owner will commence to choke up and maybe 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; that is if it had been born on the farm. Yes, I say, what we want in an auction sale is to have men come across clean.

I have come to the conclusion that we will change our religion some day. The

preachers will change their mode of preaching; instead of getting men to heaven, they will get heaven into men. And then a lot of men will ask us auctioneers to sell an old "three-titter" for a four. You should have some one lead your cows into the ring that knows why he is leading them; not lay on their backs and have the head and tail meet, but to make them look as pretty while being sold as possible. When a question is asked, the owner or head man should answer it at once instead of humming and mumbling and then know nothing. Tell the truth first, last and all the time; even a liar likes the truth.

Once again, about noise: there is no use in a sales manager or auctioneer talking pedigree or individual when some man in the ring is bawling all the time. Some men are so jealous they do not want anyone to hear what a thinking man has to say. And not too much talk from the owner, just a few words to the point is sufficient. Too much talk is disgusting to your buyers.

If a sale is properly conducted with efficiency, four hours is ample time to sell from 75 to 100 head and by so doing you get the long price. I have gone to sales in my life and found one of the contributors in the door of the bar or tent, clipping a bull, the hair flying all over everybody, and really insulting his buyer. And then when this particular bull sells, the owner complains because he did not sell for more money, when he looked more like a bob-cat than a bull. Such ones ought to go to shambles and the owner should go to jail for cruelty to animals.

In summing it all up I would not have the dairyman of our country think it is all dollars in this life; there is a pleasure side to the business, too. When your day's work is done you should realize that you have not only been working for yourself but the other fellow as well, for it is the other fellow that has done more than a little to make us. And you and your good wife are sitting under the Washington Cherry tree, with the robin sitting on the topmost twig, singing her good night song; your children swinging on the gate and the shepherd dog lying at your feet, you look up on the hillside

IN MEMORIAM

Col. Harvey H. Tucker, Iowa
Col. Gus L. Day, New Jersey
Col. Howard Schnell, North Dakota
Col. Ed Rogers, Nebraska

and see the dairy cows nipping the grass from among the daisies; some going down to the brook to quench their thirst, looking at their own pretty selves in God's own pretty mirror. You then look over to your good wife and say, "Kate, do you love me yet?" And she answers, "Yes, John."

So let this thought sink deep in your souls, that the mummies have had no fun for 6,000 years, and let us have a good time. I know of no other way than to be a breeder of cattle and help the other fellow and now we will buy the best and breed them better. My old grammar lesson was, "good, better, best." Raise the best for the other fellow will want them.

The auctioneer's life is a strenuous one; gone here, and there, over and around; at home once in a while and after being home one night with his wife she is almost ready to enter divorce proceedings against him. At least my wife has always said after one night's stay that she did not sleep a wink, and that she heard nothing after she went to bed until she got up in the morning but, "What will you give me for this bull, how much for this bull; bull all night."

But for all that, where would you rather go than to a good auction sale of great cattle, and hear the glib tongue of an auctioneer? And I am sure if you could attend more of them, and pay more attention, you all would be happier and live longer.

Good Idea

Government Executive: "If we don't find a way to spend that 120 million, we'll lose our jobs."

Assistant: "How about building another bridge across the Mississippi?"

Executive: "That won't take enough."

Assistant: Lengthwise, maybe?"

IN UNITY THERE IS STRENGTH

CONTRACT FOR HOLDING AUCTION SALE

Date _____

1. Owner warrants and guarantees, that all goods offered for sale to be free from any and all liens, encumbrances or claims of every nature whatsoever, and that the owner has good title to said goods offered for sale; and the owner agrees to indemnify and saves the auctioneer harmless from any loss the auctioneer may sustain arising from any lien, encumbrances, claim or defects in title to said goods.
2. This sale to take place on the premises located in _____
in the City of _____, and in the County of _____.
3. Date Sale to be Held _____
4. Time _____ Open for Inspection _____
5. Owner agrees to pay to auctioneer cash on the day of the sale, an amount equal to _____% of the highest bid offered for any one goods offered for sale.
6. Auctioneer agrees to furnish clerk and pay for any and all advertising connected with said sale as is contracted by said auctioneer.
7. If the goods sold is subject to the State Tax, if any, the owner agrees to pay said tax and to furnish tax stamps as required by Law.
8. Owner agrees to sell nothing connected with said sale after this contract is signed without the permission of the auctioneer.
9. Owner agrees not to interfere in any way after the sale starts.

Owner

Owner

Auctioneer

EDITOR'S NOTE: We have had from time to time requests for a contract form of the type shown above. This contract is simple and brief, yet adequate. It was furnished to "The Auctioneer" by Col. Lou Winters, Toledo, Ohio. Col. Winters is a member of the NAA, a Booster for "The Auctioneer" and a graduate of the Nelson Auction School.

Buyer Of Street Seeks Guidance

SALT LAKE CITY— You never know what you'll get at a public auction.

Take Brigham Krause, for instance. He bought a piece of property at a tax delinquency sale. Now he finds he owns a street.

He asked the Salt Lake County Commission what he should do with the street. The commission didn't know. So the problem was turned over to the county attorney's office. People there don't know how the street got sold either.

Advertising Higher

NEW YORK—Total newspaper advertising hit an all-time high of \$3,070,000,000 in 1955, up 13.9 per cent from the previous year, Printers' Ink magazine said.

The newspaper total was made up of

750 million dollars in national and \$2,320,000,000 in local advertising. National advertising registered a gain of 18.1 per cent and local a gain of 12.6 per cent over their 1954 totals.

Newspapers are the nation's top media, accounting for 34 per cent of the \$9,029,000,000 spent for advertising in 1955, an all-time high, the magazine said.

Freight Carriers Earn \$10 Billion

The nation's railroads earned an estimated \$10,100,000,000 last year, mostly by carrying freight, the American Railroads Assn. reported.

Total operating revenues are expected to be 7.7 percent above those of 1954. Freight-carrying revenues went up 9.5 percent, to an estimated 8½ billion dollars.

Some people have parrot's disease—they repeat everything they hear.

GENERAL ELECTRIC, WESTINGHOUSE, SUNBEAM, HOOVER, BENRUS, PROCTOR, EKCO, LIGHTERS, FANS, TOASTERS, MIXERS, DRILLS, HARDWARE, WATCHES, TELEVISION,

HOLLYWOOD, CASCA, WM. A. ROGERS, CORTINENTAL, OSTER, TOYS, BLANKETS, FURNITURE, PREMIUMS, LIGHTERS, PAINT.

DORMEYER, UNIVERSAL, CANNON, PEPPERELL, DOMINION, CLOCKS, ALUMINUM WARE, SOFT GOODS, VACUUM SWEEPERS,

COMPARE PRICES!

"OUR PRICES CANNOT BE BEAT"

with "FISHER" as your source the profit is there,
buying right is half the battle

Standard National Brand Merchandise At Finger Tips

ONE STOP SERVICE — ALL PROFIT MERCHANDISE

Can Supply Entire 1 to 7-hour Sale at Cost from \$100 to \$1000

Suppliers to Auctioneers and Auction Houses

Also operate Auction Trucks—"Remington Sales Service"

New 100 Page
Catalog
Free

FISHER DISTRIBUTORS

3324 WEST ROOSEVELT ROAD, CHICAGO

For Best Prices
Available,
Mention Adv. In
"The Auctioneer"

We Know Our Business and Can Teach You

See Col. "Mike" Gordon

TOWELS, RADIOS, RUGS, DINETTE SETS, VACUUM SWEEPERS, SILVERWARE, CLOCKS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE,

THIS AND THAT . . .

By BERNARD HART

I don't know exactly what has happened but interest is higher in the National Auctioneers Association than at any time since I have been your Secretary. Month after month after month, B. G. Coats, Ernie Sherlock and others have encouraged members to get members. Most of the time it has been something like the man in the Bible who sowed his seeds upon the rocks. However, some of this seed has found fertile soil and is producing growth.

* * *

Last month, Col. Coats, in his article, stated that he was going to get some new members. He has kept that promise having personally sent in three new ones in the past three weeks. We have a few others who have sent from one to three applications to this office in the past month. Were you one of them? If not, why not.

* * *

License proposals have again become a subject of great interest. Last year we had it in a mild form but we were unable to get any suggestions or ideas to speak of. The past week our mail has been made heavier through the expressions of ideas in regard to license laws. This is exactly what we want as we feel that there are two sides to every question and we want to "air" both sides thoroughly. One of the reasons for having an official publication is to widen the thinking of our members. Let's have all the details on licenses because the day will come when we will all be affected by them and we want the auctioneers to write them rather than competitive organizations whose intent is to cripple the auction profession and discredit the auction method of selling.

* * *

State Conventions are going to be quite populous in the next few weeks and we certainly urge you men to attend. Attend the one in your own state and a neighboring state, too, if possible. These

meetings are invaluable to those who attend—the exchange of ideas and the fellowship that you will enjoy will be among those things that you will treasure throughout your lifetime.

* * *

Nebraska auctioneers will meet at David City on May 6. Their program appears elsewhere in this issue in the form of a paid advertisement and excepting for one participant, it looks like a good one. Our past President, Col. H. W. Sigrist, attended last year's Nebraska Convention and was impressed with the program, the enthusiasm of the membership and the spirit of friendship that prevailed. I am looking forward to this one for several reasons, one being that it will be almost like going home to me as I spent more than 30 years within a stone's throw of the Nebraska border and have travelled the state many times, particularly when associated with The Polled Hereford Magazine.

* * *

May 13 was the tentative date set by the Illinois Auctioneers Association for their Annual summer meeting but at this writing I do not have definite confirmation of the date and place.

* * *

Missouri auctioneers are looking forward to their first State Convention on May 27 at Jefferson City, in the Hotel Governor. Under the leadership of Jewett Fulkerson, Bill McCracken, Guy Jageman and Joe Horn along with a capable Board of Directors, these boys are getting together a good sized organization and we predict this first meeting will be one that you won't want to miss.

* * *

June 3rd is the day the Kansas Auctioneers Association will celebrate its first birthday at Topeka. They, too, have built up a good membership in their first year. Ohio Auctioneers will hold their semi-annual meeting on June 10. The National Livestock Auction Association

I N U N I T Y T H E R E I S S T R E N G T H

has its Annual Convention in Denver on June 14, 15 and 16.

* * *

With our own National Convention in Kansas City, July 19, 20 and 21, and some other Conventions that I dont' know about, it is getting to the place where an Auctioneer can carry a "Book" on Conventions that will compete with his "Sale Book." And that is what we want, isn't it? It indicates that organization for auctioneers is on the move in all directions.

* * *

You auctioneers from Missouri, don't forget that the May issue of "The Auctioneer" is the Missouri issue. It's up to you boys from the "Show-Me" State to show what you have been doing and what you can do. We are moving toward a National Convention in Kansas City that will climax a great year in organization of Auctioneers. Let's all get behind and push these next few weeks.

**Miles City Auction
Leased By Dunlap**

MILES CITY, Mont.—Change of ownership of the livestock auction business conducted at Miles City Sales Yards Co. Inc., was announced by Julian Terrett, president of the saleyards company.

He reports John B. Dunlap has completed negotiations with owners of Miles City Auction Co. who own the license to operate the auction business and completed a lease agreement with the saleyards company's directors who own the land and facilities.

Dunlap came to Miles City about two years ago from Lancaster, Pa.

About April 1 has been set as the date for ownership change.

Les Boe leased the facilities when they were opened in 1951, and several years ago Lisle Hawkins purchased an interest in the firm and managed the business office of the operation.

Auction Paddles

5 Inch Plastic Paddles Printed with Numbers and Your Name on One Side

PRICES—

500.....	40c each
1000.....	37c each
2500.....	35c each
5000 or more.....	30c each

For Printing on Second Side Add 5c Per Paddle

For Two Colors, Add 5c Per Paddle Per Side

All Prices F.O.B. Minneapolis, Minn.

TERMS: 25% Deposit with Order — Balance C. O. D.

2% Discount for Cash with Order

THE AUCTIONEER, 803 S. Columbia St., FRANKFORT, IND.

THE LIGHTER SIDE . . .

TOO TRUE

After a week of tipping hotel doormen, bell boys, waiters, and hatcheck girls, a traveler was completely fed up. Came a knock on his door. "Who is it?" he called.

"The bell boy, Sir. A telegram for you."

"Slip it under the dor," the guest directed craftily. Barely a moment's hesitation, then, "I can't, Sir."

"And why not?" snarled the tip-tortured guest.

"Because, Sir," answered the determined bell boy, "it's on a tray."

THE WINNER

A surgeon, and architect, and a politician were arguing as to whose profession was the oldest.

Said the surgeon: "Eve was made from Adam's rib, and surely was a surgical operation."

"Maybe," said the architect, "but prior to that, order was created out of chaos, and that was an architectural job."

"But," interrupted the politician, "somebody created the chaos first!"

SOME FEAT!

On a dark and stormy night the trainman was signaling to the engineer when he dropped his lantern to the ground. Another man passing by tossed it back to him on top of the boxcar. In a few minutes the engineer came rushing up.

"Let's see you do that again!" demanded the engineer.

"Do what?" said the trainman.

"Jump from the ground to the top of the boxcar!"

PROTECTION

The children were discussing their camping trips. "What would you do if a bear came after you while you were out in the woods?"

"I'd climb a tree."

"But bears climb trees, too."

"Not this tree. It would be shaking too much."

THE ENGINEERING MIND

An engineer and a layman were riding on a train across the western prairies. Looking out the window they noticed a large herd of sheep grazing along the tracks. "Look, those sheep have just been shorn," exclaimed the layman.

The engineer considered for a moment and then replied, "Well, on this side at least."

VOICE OF VIOLENCE

"Is it true that the wild beasts of the jungle will not harm you if you carry a torch?"

"It all depends," said the practical explorer, "on how fast you carry it!"

ADVANTAGE

A department store floorwalker, thoroughly fed-up with his job, quit and joined the police force. When asked why, he explained. "The pay and the hours may not be so good, but at least the customer is always wrong."

PROGRESS

The proud mother was exhibiting her baby to friends.

"He's just doing fine," she said. "He's eating solids now—newspapers, pencils, keys . . ."

TAX TALE

When an old South African native was told he had to be taxed because the government, like a father, protected him from enemies, cared for him when he was sick, fed him when he was hungry, gave him an education, and for these purposes needed money, the old native said:

"Yes, I understand. It is like this: I have a dog and the dog is hungry. He comes to me and begs for food.

"I say to him: 'My dear faithful dog, I see you are very hungry. I am sorry for you, I shall give you meat.'

"I then take a knife, cut off the dog's tail, give it to him, and say: 'Here, my faithful dog, be nourished by this nice piece of meat.'"

IN UNITY THERE IS STRENGTH

A TIMELY TALE

With a butter-oleo battle at hand . . . this story seems timely. A man and his wife were discussing a silver butter dish as a gift to newly married friends. "What'll we put on the card," asked the wife. Hubby thought a moment . . . jotted something down on a slip of paper . . . and handed it to her with the comment, "How'll this do?" She read . . . FOR BUTTER . . . OR WORSE."

REAL SURPRISE

Wife (paying a surprise visit to husband's office and clasping her hands over his eyes)—"Guess who it is."

Husband — "Stop fooling and get on with your work."

TAKE A LESSON

The coach who tries to encourage pep on the team by telling his boys to "keep up the old chatter" should take them around to a ladies bridge foursome to show them what he means.

LIFE WITH FATHER

When Shirley got to be 30 and still had no prospects of getting married, her mother nagged her into inserting an ad in the paper. The ad read:

"Beautiful, extoic young heiress seeks correspondence with devil-may-care gentleman who wants to go places fast."

After the ad appeared, the Mother waited anxiously for replies, but Shirley reported only one answer, and it took her Mother a long time to persuade her to tell anything about her one correspondent.

"Well, Mother," she said at last, "you asked for it. It was from Papa."

HER GUESS

A man was boasting to a neighbor who lived in the same apartment house that he had kissed every woman in the building except one.

The neighbor, boiling with jealousy, went straight home and reported the story to his wife, saying with a suspicious glance: "I wonder, Maggie, who the woman is that he hasn't kissed?"

"Oh," was the reply, "I suppose it will be that stuck-up Mrs. MacIntosh on the third floor."

BRIGHT IDEA

Donavan worked in a factory where they encouraged the staff to put forward ideas for the smoother working of the business.

One morning he was shown into the office of the chairman, and announced that he had thought of a way of insuring that none of the hands would be late in the future.

"That sounds good," said the chairman, "how do you propose to do it?"

"Sure, an' that's aisy, son," replied Donovan. "The last man in blows the whistle."

MISTAKEN IDENTITY

"I tell you I won't have this room," protested the little old lady to the bell-boy who was conducting her. "I'm not going to pay good money for a closet with a measly folding bed in it. If you think just because I'm from the country . . ."

"Get in, lady, get in," the boy cut in wearily. "This isn't your room. This is the elevator."

POLITE

A lady was entertaining her friend's small son.

"Are you sure you can cut your meat?" she asked, after watching his struggles.

"Oh, yes," he replied, without looking up from his plate. "We often have it as tough as this at home."

TOP SECRET

After a high school boy got a summer job at the local factory, the straw boss gave the youngster his first week's wages with a bit of advice: "Each employee's wage is secret. If I were you, I wouldn't tell anybody how much I earned."

"No, I won't do that," the boy replied. "I guess I'm even more ashamed of it than you are."

SMART GAL

Betty: "If you could have two wishes what would they be?"

Jane: "Well, I'd wish for a husband."

Betty: "That's one."

Jane: "And then I'd save the other till I saw how he turned out."

Gunmen Get \$16,000 At Auction House

TRENTON N.J.—Two masked gunmen robbed an auction house operator of \$16,000 worth of cash, jewelry and watches in nearby Yardville.

Benjamin Greenfield, 62, of 129 Maples Avenue, Newark, suffered a mild heart attack from the excitement of the stick-up, the second he has experienced in recent years. He was treated by a physician nearby and reported in good condition.

Mr. Greenfield, who was reopening his establishment on Route 130 after returning from a Florida vacation, said two young men were wearing masks when they pushed open the rear door of the auction house.

He told police the men loaded two suitcases with their loot, disabled the telephone, locked him in his office and escaped. He pushed a burglar alarm button which registered in the office of the American Directing Telegraph Service in Trenton.

Hamilton Township police said an alarm was out for the two men and a third Mr. Greenfield said he believed was waiting outside in an auto.

Charollaise Sell Good

Twenty-nine lots selling in the International Charollaise Association auction at Houston, Tex., Feb. 24, returned a total of \$65,195 or an average of \$2,248 per head. The 15 bulls averaged \$1,952 and 14 females averaged \$2,565.

Experienced Auctioneer

desires partnership with successful Auctioneer or with Auction liquidation company.

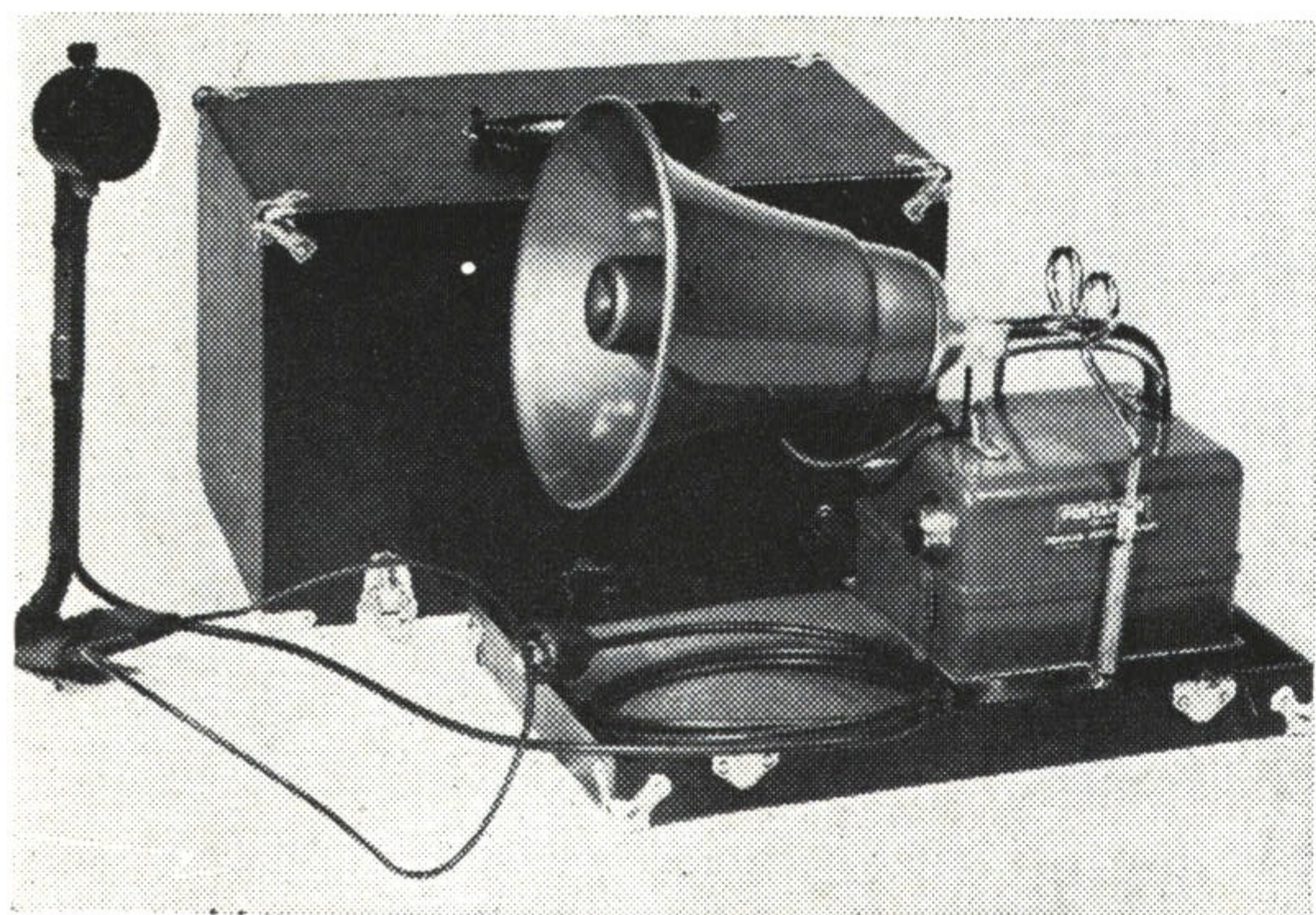
Marvin F. Landenberger
Washburn, North Dakota
Phone: 5 F 4

Mr. Auctioneer:

IF you are East of the Mississippi
AND have bankrupt stocks of
AUTO SEAT COVERS to sell in
quantities of 100 or more, please
call COLLECT . . .

Mr. Anderson

Riverside 4-4331 Youngstown, O.



PORT-A-PAGE

—PRICES—

Auctioneers Model \$99.50

Carrying Case . . . 37.00

**Extra sets of four
batteries 4.00**

ORDER YOUR PORT-A-PAGE FROM
HENRY RASMUSSEN, Auctioneer
St. Paul, Nebraska

NO-NEVER MISS IT

ACTION-FUN TOO

ACT NOW

Make Plans To Be There

National Auctioneers Convention

HOTEL PRESIDENT

KANSAS CITY, MO.

JULY 19-20-21, 1956

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

- 1. Added Membership will make your Association a stronger influence in your community.**
- 2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.**
- 3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally — Example, licensing.**
- 4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.**
- 5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.**
- 6. Added Membership in your Association will enlarge your circle of friends and business contacts.**
- 7. Added Membership in your Association will give you greater personal security in the protective support of the Association.**
- 8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.**
- 9. Added Membership in your Association will assist you in any part of the country that your profession may take you.**
- 10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.**