

# *the* AUCTIONEER



"BUT YOU MUST BE MISTAKEN, MADAM. THE  
MONA LISA HASN'T BEEN CONSIGNED TO US."



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## **National Auctioneers Association**



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# Will You Brag or Drag in '63?

By COL. JOHN R. FISHDICK

Real Estate Broker-Auctioneer, Eagle River, Wisconsin

I expect auctioneers, like other independent business men will, in a large measure, be captains of their own ship of state in either of the above categories. Auctioneers, as a breed, have never appeared to be on the short end of espousing how busy they are or will be. It usually comes in loud and clear. But does this boastfulness of personal aptitude carry-over into their trade association? I think not. Unfortunately, with all these expressed skills for making money (fast) few of these individuals contribute little of their talent to the progress of the association. There are exceptions, and to that minority group who are association minded we all owe a debt of gratitude.

In the Dec. '62 issue of the Auctioneer, my columnar colleague, B. G. Coats, Deal, New Jersey, was quoted as saying that there were about 30,000 auctioneers in the country (U.S.A.). In the same issue our total membership was listed at 1685. If my arithmetic is useable, then it means that about 94% of the auctioneers are OUT of the association and 6% are IN. Or put another way 6% are providing free transportation for 94%.

To make the situation even more critical, the Nov. '62 issue of the Auctioneer reveals that 780 members out of a total of 1685, or 46% of the membership come from seven states. Let's face it . . . does this make sense? Let's spread the tax base. Our association is not a select social club but rather a plain everyday trade association that either 94% of the nation's auctioneers never heard about or care less.

I am not familiar with the financial structure of our association, but from experience as a trade association executive, I do know that it takes dollars to run any association that is worthy of name and

purpose. Dollars flow to the national treasury from membership dues — the more members the more dollars and visa versa. You can't operate a trade association on a shoe-string no more than you can a successful volume business. They both require adequate operating capital plus alert management. Both operate on certain fixed operating costs and in a trade association it does not cost much more to service 3,000 members than it does 1685. Expanded membership means a lower break-even point and assures the members of services and functions they expect regardless of what the dues schedule may be. Adequate membership is the key to the whole subject — it's just that elementary. Our present membership is anemic —and that's a charitable judgment on my part.

In passing, I might interject here, that if the present appears secure, that for the long pull, I do not believe we as a group will be able to stay in complete immunity from the direct regulatory government hand. If the past is any indication there will be more government in business on all levels, not less. If and when the real pressure comes, then a large, articulate national membership will be the safeguard of our free enterprise method of doing business.

As we stand today, we have a built-in weakness in that about 50% of the membership is concentrated in seven states—we are more sectional than national—and that could reduce our effectiveness and make us vulnerable for any governmental confrontation. Some readers may scoff at this analogy, but I remind them of the words of an old Indian sage, who said, "He who lets the horse put his head in wigwam, soon loses wigwam."



Increase membership! There is no "easy way." It requires work, enthusiasm, ability to communicate and most of all dedication to the task at hand. This is no assignment for 'sweet-talkers' or the 'faintpat-heart' but rather for one with guts, drive and ability to deliver a 'hard sell.' Give the facts and the rest will take care of itself.

Here are a few suggestions: Those states which have license laws should make contact with every applicant for a license. Also review the membership roster of your state regulatory body — there may be licensed auctioneers who were given licenses under the "grandfather clause" who are not now your members. Solicit either in person or by mail but in any event have the application blank available for signature.

Those states which have an auction school within their geographical borders, also have an opportunity. Make arrangements with school to solicit (during a class term) all enrollees. This can be done regardless of whether they are domiciled in your state or not. I am certain our national secretary will gladly process all applications. These two avenues of approach are not original but when you're scraping the bottom of the barrel you're fool hearty to look for something new.

State associations must perform constructive, imaginative pay dirt programs to lure new members and keep the old. In the Oct. '62 issue of the Auctioneer our national secretary advised, quote, "However, it seems for every ten new members we have nine old members who neglect to renew," end quote. In this connection a questionnaire survey might be a useful tool to determine why we have this unusually high "drop-out" rate. Membership requires constant doing and thinking — it's not a once a year job. If your association is not informing and leading the way by encouraging NEW members' participation in activities — then you're asking for this high "drop-out" rate. It's like throwing a bone to a dog and then hitting him on the head with a rock. Get the message?

I am inclined to feel that too many of our members refuse to take a stand on "hot issues" — they feel it's better not to 'stir' things up. From this silence and evasion we can only expect confusion and apathy. Take a stand on honest issues—

even if you feel they might become too 'hot' to handle. Your comments contribute to informed lively discussion of the issues—which is an essential ingredient in our democratic decision-making process. The Auctioneer is your forum — why not use it? Note: National Officers and Directors—a letter from you to columnists in the Auctioneer would be a complimentary gesture for their free-will editorial comments.

Plato — 20 centuries ago said, "What I have said may not be true but something nearly like it is."

Our progress as an association in '63 will be dependent in a large measure on our elected national officers and directors. This is the policy making machinery of your association. Their responsibility is directly to the membership. If through their leadership they demonstrate the attributes of a working administration and not merely in title, then I am sure they will have the wholehearted support of the membership in the execution of programs of progress. Our combined efforts will determine at year's end whether we have the license to BRAG or whether we DRAG along to a very uncertain destination. My closing thought is this: "Things are moving so fast nowadays, that people who say 'it can't be done' — are tripping over someone who is doing it."

If pain persists, see your doctor.

## **\$102,000 Hereford New Auction Record**

A new record price for a Hereford bull was established at Jackson, Miss., December 8, when the 1962 National Champion Polled Hereford bull sold at auction for \$102,000. Sale was held in connection with the National Polled Hereford Show.

Establishing the new record for a single animal aided in establishing another record the same day. The 44 lots in the sale averaged \$3,908 to set a new record average for a National Polled Hereford Sale.

Record setting bull was the entry of James Linthicum, Dayton, Md., and T. A. Bartholomew, Washington, D. C. The buyers were Bay Manor Farms, Lewes, Del., and Rogers Farms, Inc., Morton, Miss.

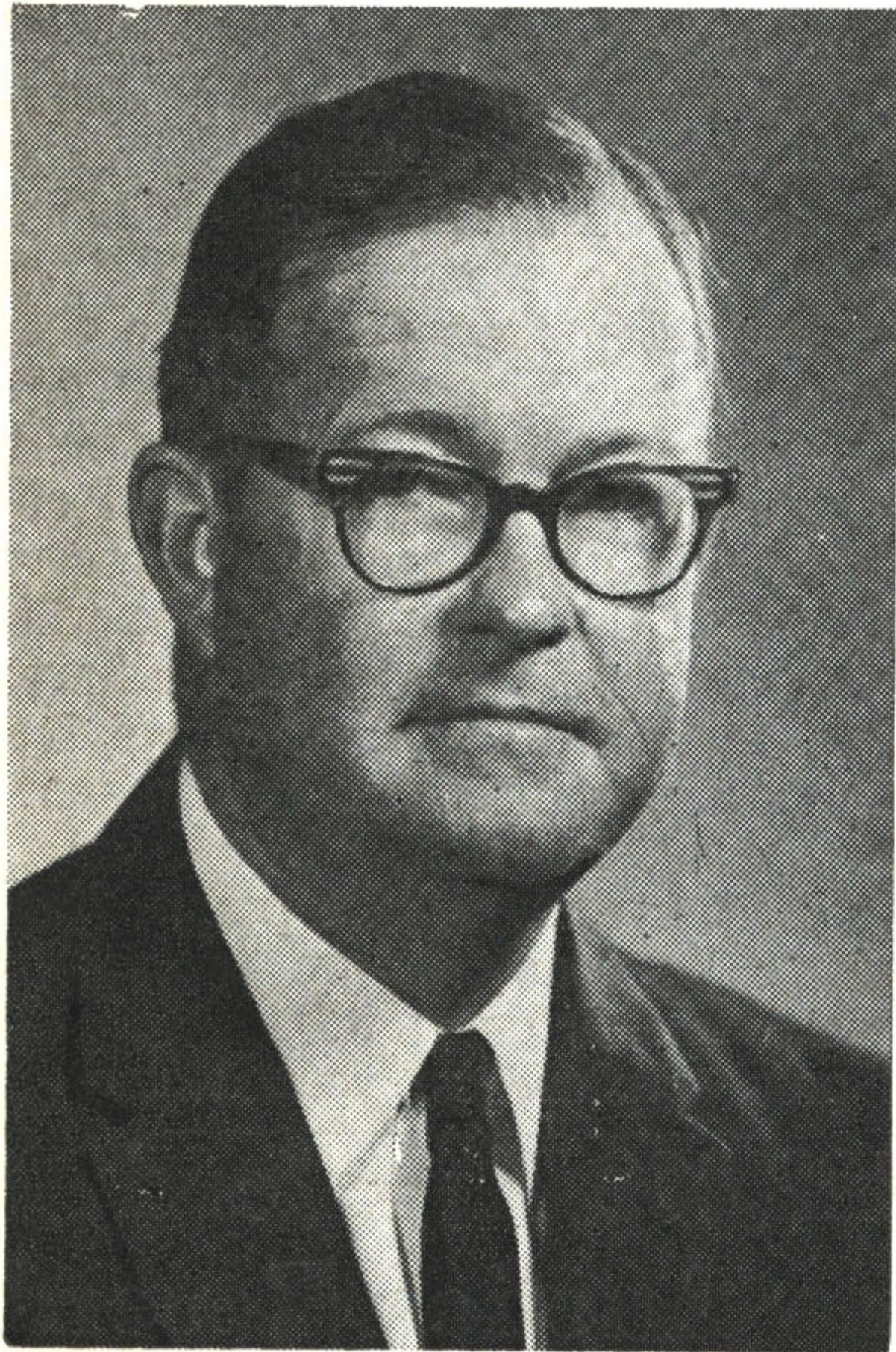
Auctioneers of the pace setting sale were both members of the National Auctioneers Association, Jewett Fulkerson, Liberty, Mo., and Freddie Chandler, Chariton, Iowa.



# Leadership -- Today And Tomorrow

By WALTER S. BRITTEN

This present era in which we are living requires outstanding LEADERSHIP. The requirements and capabilities of today's leaders are people who must be distinguished influential, intelligent and of high virtue. There will be higher and stronger demands of tomorrow's leaders as this country grows in power and strength. Every



individual, organization, corporation and business firm of any type must be on the alert for the improvement of their administration. The same would certainly be true of the auction profession which has grown rapidly in recent years.

The profession of auctioneering has become highly specialized just as other professions, and this fact accounts for the increasing popularity of the auction method of selling. Today, it is recognized throughout the world as one of the better means of converting property or chattel into cash. As auctioneers it is our duty and obligation to enhance the auction profession to a higher and higher level. To do this, the men of our profession must advance themselves to a broader knowledge in his chosen phase of the auction business. His character

must be good, he must dedicate himself to be sound and honest and above all—a gentleman at all times.

Last but not least of importance, the public auction just naturally takes on some social aspects which are not associated with the selling at private treaty. Auctions have long been meeting grounds for the buyers and sellers as well as their families and here ideas and problems are discussed. Comparisons between merchandise or livestock are made and the spirit of competition between consignors and buyers sets up new standards for improvements. Too, auctions have become a factor in educational efforts aimed at improving quality and marketing practices, and here again the auctioneer sets the pace.

## Largest Attendance At Ohio Convention

Ohio auctioneers turned out in the greatest numbers in the history of the Association of Ohio Auctioneers for their Annual Convention and Business Meeting, January 12-13. The event was held at the Southern Holtel in Columbus. A total of 141 faces was counted during the Banquet at noon of the second day.

Beginning at 8:00 P.M. on the evening of January 12, the program was in charge of the legislative committee headed by Col. Neil Robinson, Mansfield. Copies of the proposed amendment to the Ohio Auctioneers' License Law were distributed to those present and the various sections were reviewed by H. Bemis Lawrence, Attorney for the Kentucky Auctioneers Association.

Col. Emerson Marting, President, called the meeting to order again at 10:00 A.M. on January 13. The forenoon was spent in business matters including the election of officers. The coming National Convention in Cincinnati, was discussed along with the obligation assumed by the Ohio group in sponsoring the convention.

Gene Slagle, Marion, was elected President for the year of 1963. Elected to the Vice-Presidency was Herb Bambeck, Dov-



er. Richard "Dick" Babb, Wilmington, was re-elected as Secretary-Treasurer. Named to three year terms on the Board of Directors were: Roger Wilson, London; Al Rankin, Alger; and Ford Good, Seville.

J. Meredith Darbyshire, President of the NAA, presented plaques to the two immediate past Presidents and the past Secretary-Treasurer following the noon banquet. Recipients were: Don Stafford, East Rochester; Emerson Marting, Washington Court House; and Don Fisher, Delaware. Plaques were in honor of their services to the Association.

Prof. Oliver Ocasek of the University of Akron was the featured speaker at the Noon Banquet. His address was timely and interesting.

Final afternoon featured addresses by Bemis Lawrence and Don Stafford. Mr. Lawrence used the subject, "Highlights and Pitfalls of State License Laws," following which the members were invited to present written questions and recommendations to the Legislative Committee. Mr. Stafford used the subject, "Auctioneering As A Profession."

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## Artistry and Design In Mailing Pieces

If an award were to be made for originality, attractiveness and impressiveness then the South Dakota Auctioneers Association would be an easy winner. They have distributed a folder to the auctioneers in that state that would be considered a masterpiece by any professional advertising agency.

Using a background of blue and gold and utilizing the dollar (\$) sign, they have a letter-head that not only commands the second look but many more. Pictures of the President, Vice President and Secretary-Treasurer are used and members of the Executive Council as well as a list of Charter Members are listed on the letter-head in beautiful shaded type.

All other materials such as copies of the Constitution and By-Laws, membership application forms and Membership Cards carry out the same theme in design and color. The folder to which reference is made contained a personal letter to the recipient, telling of the organization and

future plans of the association, an invitation to become a member, advantages of organization, constitution and by-laws, code of ethics, minutes of the first meeting and an application for membership form.

We suggest that anyone interested in seeing this beautiful piece of work, especially the officials of state organizations who are looking for new ideas, to write, Reginald R. Oakley, Sec.-Treas., South Dakota Auctioneers Association, P.O. Box 222, Silver City, S. D., requesting a sample.

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## Nothing But Upward For Florida Auctions

By **JERRY W. KEMP, Orlando, Florida**

This is the way we of the Grissom-Kemp Auction Company feel about the future of the real estate auction field in Florida for sixty-three and the coming years. The real estate part of the auction field in the state of Florida is still in the infant stage.

With so much to be done in the fastest growing state in the United States, and so few qualified persons to introduce this method of selling real estate to the public, we are proud to play our part in bringing this service to the residents of Florida.

After moving our business here from Kentucky in 1957, we have been fortunate enough to see nothing in front of us but "the clear blue sky" and it seems that everything is going that way, including the rockets from the cape.

We concluded the year of 1962 on Dec. 18, with the one hundred and seventeenth (117) sale for the year. Even though we are thankful for the success, we were all happy to see a few days rest and a short vacation. During the past year we had conducted these sales from four different offices: Tampa, Orlando, Silver Springs, and Gainesville. After driving over 250,000 miles (in five automobiles) we had at one time or another been in almost every point of Florida.

We believe competition makes a better business for all. We will be glad to work with any person or persons who wish to start a business here, as long as he has the ambition to make an **honest living**, and to better the standards of the profession in the state of Florida.





### MISSOURI AUCTION SCHOOL, KANSAS CITY 9, MISSOURI, CLASS OF DECEMBER, 1962

FRONT ROW, LEFT TO RIGHT: Ralph Shaw, Mont.; Jay R. Alquist, Kan.; Victor H. Bagley, Jr., Mo.; Charles T. Wright, Kans.; Col. Dick Ireland, Instructor, Kans.; Col. Boyd Michael, Registrar, Mo.; Col. Richard W. Dewese, President, Mo.; Col. Carman Y. Potter, Instructor, Ill.; Eugene E. Carroll, Jr., N. C.; Marion A. Allen, Ga.; Howard P. Hartung, Mo.; and Med C. Northcutt, N.C.

SECOND ROW, LEFT TO RIGHT: Bill Halbert, Mo.; Tim Moerbe, Colo.; Tim Greiner, Iowa; Earl Hall, Okla.; Lorn Johnson, Ill.; Maxine L. Darnell, Mo.; Tex Harvley, Texas; Willie Little, Mo.; Robert Shaw, Ill.; Ed Reda, Calif.; Elmer Covey, Texas; Doyle Hines, Ind.; and Curt B. Hiebert, Kans.

THIRD ROW, LEFT TO RIGHT: Bob Green, Colo.; Doyle Shaw, Texas; Charles A. Pratt, N.C.; Clark R. Woodard, Mont.; Neal Davis, Pa.; Ira Charles Boleh, B.C. Canada; Len Cave, B.C. Canada; Jacob Himmel, Mich.; Clarence W. Burkett, Mich.; and Henry W. Custer, W. Va.

FOURTH ROW, LEFT TO RIGHT: Jerry J. Moerbe, Colo.; Glen Weaver, Fla.; J. D. Richey, Texas; Jack Murry, Kans.; Johnny Patrick, Colo.; Luther Quigley, Jr., Wash.; Ralph Brizendine, Mo.; Jay Thomas, Ark.; Lawson Kelly, Mo.; Harvey Kesterson, Ill.; Ralph Baker, B.C.; Norm Ellis, Mo.

FIFTH ROW, LEFT TO RIGHT: Larry Hastings, Okla.; Floyd Silcott, Kans.; James C. Campbell, Mo.; Arch Goemann, Kans.; James Summers, Mo.; William Pruitt, Ind.; Ernest Sarbaugh, Mo.; Harold D. Pollard, Mo.; P. Ted Mears, Iowa; Budean Shipley, Mo.; Lennie Fisher, Kans.; Ray Ruszkowski, Mich.; and Roger L. Hilzer.

INSTRUCTORS NOT PICTURED: Col. Dean Cates, Mo.; Col. LeRoy Moss, Ill.; Col. Johnny Wood, Mo.; Col. Conrad Burns, Mo.; John D. O'Flaherty, Mo.; Paul B. McClure, Mo.; Edward Yearbury, Kans.; and Dr. Robert Hertzog, D.V.M.



# 1963 And Reminiscence of 1962

By ROMAYNE SHERMAN

It is Jan. 1, 1963, 12:31 A.M. My wife and I have just returned home from a candle light service at our church. This is the way we spend our New Years Eve.

Our church is located on the campus of Goshen College. We started our New Years Eve with a supper at 6:30 P.M., this lasting until 8:00. From 8:00 to 9:00 the younger children had recreation in the college gymnasium (basketball, volleyball, ping pong, etc.), others spent the time visiting.

At 9:00 the younger married folks had their usual good games of volleyball and basketball with the single men. We returned to the seminary for a program of song given by nine families. This program consisted of duets, solos, quartets, and whole family units. From 11:00 to 11:25 we had light refreshments of coffee, hot chocolate, pop corn, orange drink, etc. We returned to the Sanctuary at 11:30 for the Candlelight Service by our two pastors. How fast the time went. Everyone seemed so content and pleased. One leaves with a new outlook on life. A new desire . . . that in 1963 one will try to live closer to the TEN COMMANDMENTS.

We look at 1963 with fixed emotions. 1962 has been a good year. Many historical events have been accomplished. In our own Auctioneers Association, our membership has grown steadily. There have also been sorrows and loss of loved ones. Some have bettered themselves financially, others have had reverses. In this whole picture how do I as an Auctioneer stand on the threshold of "63"? Have I tried to gain prestige by undermining another competitor? Have I tried to help in the community affairs, the P.T.A., 4H, Dairy Association, Farm Bureau, or a host of other good organizations? Have I looked only on the "MATERIAL" side of life and neglected my "SPIRITUAL" growth? Have I neglected my home and my family? Yes, I find myself on the negative side of a number of the above questions. I will strive to do better in 1963. I will take a more active part in my State Auctioneers Association, and try to secure more new members for our National Association.

What have been some of the highlights in your Auctioneer life in 1962? I could list a few, but one that I really enjoyed was being able to work ring for Col. Harris Wilcox (past President of the National Auctioneers Association) on a Registered Holstein Dispersal held in my county. To hear his opening address, his splendid conduct in the auction box, it just makes one happy that one can be associated with men of that caliber. There are others, being elected to the office of Director of the National Auctioneers Association. Selling a grand pair of sorrell geldings at the Indiana State Horse Sale, for \$1800, assisting on the Guernsey Butterfat Sale in Pennsylvania, selling 4H cattle and hogs — One could go on but I think it helps to look at one's position once in a while. We cannot stand still. We either move FORWARD or BACKWARD. I think 1963 will be a great year. Our Association will have increased membership. Our convention attendance will be the largest yet. More people will look to the AUCTION method to dispose of their property, both Real Estate and Personal. Let's help make 1963 a good year!

MR. AUCTIONEER, THE EYES OF THE COMMUNITY ARE UPON YOU!

## Auction Climax To Ohio CROP Program

ASHLAND, O. — Youth from local and area churches fanned out through the county soliciting furniture, clothing, cooking utensils, dishes, toys, and other "white elephants" to be sold at the auction for the Christian Rural Overseas Program (CROP). Consignments of grain, hay and vegetables were also accepted.

Newt Dilgard, Ashland auctioneer, donated his services in converting the vast array of merchandise into cash, the auction lasting from 10:00 A.M. until 3:00 P.M. on the final day of international CROP week.

Col. Dilgard is a member of the Ohio and National Auctioneers Association.



# It's Inventory Time Again

By JOHN A. OVERTON

Let's go back to 1939 — a pretty good year in the Auction business, pretty fair prices, pretty fair commissions. Now in going over the records I find our commission is only 5% more on Furniture, 30% against 25%—25% more than 1939, on Junk—50% against 25%.

According to Government figures it takes \$2.17 to buy what \$1.90 did in 1939. It may be one of the reasons our Profit and Loss statement at the end of the year isn't any better than it was in 1939. In order to have the same amount of purchasing power today if one earned \$10,000 in 1933, you would have to earn \$23,400 to have the same actual income in 1963.

I doubt if very many of us are doing it! We may look at the profit and loss statement and feel like it is pretty good but the inflated dollar of 1962 just doesn't go as far as that 1939 cartwheel did. Just as a comparison an Oldsmobile was \$780 FOB Michigan in 1939, today the "88" is \$3500 FOB Michigan; a Hart, Schaffner & Marks suit with two pair of pants was \$49.95, today they start at \$79.95 with one pair of pants!

I, of course, do not know about others, but in our case we give about all the service that is possible to give—all merchandise guaranteed — all merchandise moved to a display table to sell — seats for the first 450 people — credit terms — delivery and pickup service — a fast moving sale, one piece every 30 seconds — loading and check-out service. Almost as deluxe as they get at a good department store!

When one stops to analyze other professional services and realize a Doctor's visit has gone from \$2.00 - \$3.00 to \$5.00 - \$7.50, he seems to be a little behind others in the professional service field. I spent two hours in a dentist's office last week, had two teeth pulled and two new ones put in a partial plate that was already there—it only cost \$68.50. Now do not misunderstand, I have a lot of respect for him, he charged what his service was worth in today's inflated dollar. We should have the right and privilege of doing the same thing. I know of one second-hand man who sells on consignment and he charges a straight 50% commission — and I believe

he is more realistic than most of us on his commission.

Maybe I am wrong but I can't see where a young man wishing to enter the auction field would be overly enthusiastic if he saw the average earning power of auctioneers as a whole! It might be worthwhile to take an inventory of the service we give — how it compares to other professional services and see if we aren't under selling ourselves on today's market. I could be wrong, but I believe nine out of ten successful auctioneers work harder for less money than any other profession. Of course we love it or we wouldn't stay in it, but why not make it as respected and profitable a profession as others? Sure, everyone squawks about the cost of new cars but they are buying them in larger quantities than ever. They squawk about the doctor and the attorney, and no matter what commission you quote, it's always too high!

We doubled our commission a few years ago, on junk odds and ends (miscellaneous merchandise), to cut down on the amount we were getting. We thought 50% commission would stop it, but to the contrary. Today we run an auction on odds and ends every week, whereas we only used to run one every two weeks. I do not believe anyone would lose any business if they doubled their present commission schedule against their 1939 commission.

Do not lose sight of one fact, however, if your commission is high your service must be of a higher quality than that of your competitor. If it is the best service anyone can give them you will not have to worry about competition because they can't offer anything better than you have, and if it isn't any better service then folks prefer the older more proven service than that which is new and untried!

Take stock, see what you can do to improve your service, then charge what it is worth and you will be busier and happier even though you have to pay Uncle Sam a little more. You will have the satisfaction of knowing you earned it and gave the best possible service obtainable in your territory.



Here is hoping you'll give some careful thought and planning for 1963 and when you come to the Ohio Convention, you'll agree that your service is worth more than you were charging for it.

With best wishes for a most successful New Year from the NEW MEXICO AUCTIONEERS, ALBUQUERQUE, NEW MEXICO.

## Tax Change Benefits Convention Goers

There's a silver lining to the income-tax cloud that has been darkening the sky since Congress started changing the travel and entertainment tax provisions. While the rules have been tightened to require better records on expenditures, they have been relaxed in other—perhaps more important ways.

Under the old rules, a trip that combined business and pleasure laid the taxpayer open to charges that the "business" was only an excuse for the trip. Also, however brief the journey, he could be disallowed the portion expended for pleasure of personal convenience.

The new law **exempts** trips lasting seven days or less, assuming a business purpose—which, of course, the taxpayer must substantiate. So now you can attend a convention lasting two or three days and then take advantage of your presence in the area to rest, relax or take advantage of its cultural advantages for the balance of the week. And if the total time away exceeds seven days, the fun cost can be deducted if the personal activities consumed no more than 25 per cent of the time involved. Otherwise they must be allocated, and no deduction taken for the non-business part of the trip.

For example, a man flies to Florida for a three-day convention, spends another three days golfing and fishing, and returns on the seventh day. No tax, no allocation: the whole trip is deductible. Another, after attending the same convention, spends five more days on business calls, takes three days off, then returns on the 12th day. Again, no tax or allocation, because the pleasure time was only a quarter of the trip.

Example No. 3 involves a member who follows the convention with a ten-day

cruise. Since the time spent on business was less than 75 per cent of the trip as a whole, only the actual convention and 3-13ths of the transportation cost can be deducted.

The new law also gives a break to people who entertain customers in connection with conventions. So long as the meeting itself qualifies for deduction, so will the entertaining—if it is not "lavish or extravagant." The customers' wives may be included in the party—and in the deduction.

Basic to all deductions is full substantiation of all "T & E" outlays, with a record of time, place, amounts expended and names of people involved, together with a clear indication of the direct connection to your business.

## Stallion Sells For New Auction Record

LEXINGTON, Ky. — Painter a 7-year-old stallion by Tar Heel-Pretty Hanover, sold for a world record price of \$130,000 at the closing session of the fall standardbred horse sales at Tattersalls.

Painter was purchased from the consignment of Hunter Hill Farm, Cambridge City, Ind., by Ed and Leo McNamara of Two Gasit Farm, Carmel, Ind.

The stallion won more than \$53,000 as a 2-year-old but was forced into premature retirement when he broke a bone in his foot. His fastest mile as a juvenile was 2:00½.

The \$130,000 was the highest price ever paid at auction for a harness horse. The previous high was the \$125,000 each paid in the early nineteen-fifties for Tar Heel and Solicitor at the dispersal of the W. M. Reynolds estate at Harrisburg, Pa.

The second high price of the closing session was the \$23,000 Frank Ervin of Lexington paid for Meadow Chuck, a pacer owned by Del Miller of Orlando, Fla.

Dan Gernett, Collin, N. Y., paid \$19,000 for Hunter Hill's Adios Vina, a mare in foal to Painter.

The total for the two-day sale was 332 head for \$756,050, an average of \$2,261.

**The right background for the future of all Auctioneers is membership in the National Auctioneers Association.**

—B. G. Coats





### 1963 PAA ANNUAL CONVENTION GROUP PICTURE

Front Row—left to right: John Crawford, Henry Brooks, Mrs. John Gray, Woodrow Roth, Ralph W. Horst, Margaret Berry, Kenyon Brown, Russell Kehr, Elmer Murry, Mrs. Ken Burrows, Ken Burrows, Mrs. Vern Cotton, Mrs. Richards, Ken Myer, Harry Wilmer, Bill Boes.

Second Row—left to right: Clayton Weinbark, John Gray, Jeff Kreamer, Herbert Post, Wm. Krause, Harold Bickley, Jake Spencer, Lloyd Force, Quinton Chaffee, H. L. Bollenbacker, Paul Martin, Ronald Chaffee, Victor Rhodes, Jim Crawford, Harlan Gundy, Cloyd Wenger, Harold Showalter, Omar Landis, Walter Pryse, Stu Smith, Lee Pillsbury, Anthony Mariorana, C. J. Leiby.

Third Row—left to right: Sam Gray, Marlin Reifein, Vern Cotton, Eugene Derr, Mervin Adams, Ralph Richards, Roy Ebersole, Ammon Boyd, H. H. Leid, Chet Long, Morell Brown, James Ristimaki, Pete Stewart, L. Hocker, Clyde Wolgemuth, Ellsworth Walls, Harold Keller, John Lewis.



## Successful P.A.A. Convention

Each year the annual Pennsylvania convention has been more successful than the previous year. Naturally Pennsylvania auctioneers feel that this should be so since our membership count is at a new record high. This year's meeting was held at the Penn-Harris Hotel at Harrisburg, Pa., on the evening of Jan. 4 and Saturday, Jan. 5.

On Friday evening an educational seminar was conducted. At this session 56 auctioneers from throughout the state were in attendance. It proved to be a very valuable program for all auctioneers regardless of their experience or ability. Wiley Rittenhouse gave one of the most concise and clear talks on the subject "Real Estate at Auction", and many valuable points, well presented, were expressed. Following his talk, there was an extensive question and answer period.

Following this topic, Woodrow Roth gave a factual talk on "Bankruptcy Auctions". Also, Dept. of Revenue tax lien and other court order sales were fully discussed. President R. M. Stewart officiated as the moderator. This is the third year for the Friday evening educational seminar sessions and many in attendance feel these sessions to be one of the most valuable of the entire convention.

On Saturday morning, PAA members met for their annual all-day business meeting. Considerable time was spent in discussing and analyzing present and past operations of the Pennsylvania Auctioneers License Act. Following a group luncheon, Mrs. Ruth Ellwein, the administrator of this act for the Secretary of the Commonwealth, was the guest speaker. She outlined in detail some of the trials and tribulations, plus the good effects, which have come about through the first year's operations of the license act. Of course, there are some features of the act which need clarification and improvement and it is the intention of the Pennsylvania Association to introduce legislation in 1963 to remedy some of these deficiencies.

New officers elected for the new year are Russell Kehr, 1500 Broadway, Hanover, Pa., President; Elmer M. Murry, R. D. No. 2, Lititz, Pa., Vice-President; and Kenyon B. Brown, Box 388, Doylestown, Pa. was re-elected for his fourth term as secretary-

treasurer. Representatives from all six area chapters gave short remarks on the activities of their representative chapters. Pennsylvania, with its six chapter system, is unique in its approach to its membership blanketing over the entire state. This system has been one of the contributing factors in the increased contact and membership of various Pennsylvania auctioneers.

In the evening, the annual banquet was held near Harrisburg, at which there were 80 in attendance. This banquet is purely a social banquet with no speeches and no business conducted. Many auctioneers were able to bring their clerks and other sales personnel as their guests.

Next meeting of the Pennsylvania Association will be held June 3 and 4, at a site to be announced, in the Northeastern part of the State.

Kenyon B. Brown, Sec'y.  
Penna. Auctioneers' Assoc.

## Buyer Will Return Papers To British

LONDON—H. P. Kraus, the New Rochelle bookdealer who recently outbid the Plymouth Museum for letters patent issued to Sir Francis Drake by Queen Elizabeth in 1587, has decided to give up the document as a gesture of goodwill.

A spokesman for Sotheby's the West End auction house, said today that Mr. Kraus had agreed to sell the document to the museum for the price he paid, \$10,080, plus a 10 per cent dealer's commission. Mr. Kraus is donating the commission to the Friends of the National Libraries.

Plymouth, a port in Devonshire, has always cherished its link with Drake, who often sailed from there. After receiving the letters patent, he set sail to fight Spain. He sank 33 Spanish ships on his famous voyages.

The Plymouth City Council, which had bid the equivalent of \$9,800 for the document, lodged a protest last week to prevent its export. No decision had been announced by the Treasury.



## 1963 IS HERE!

By COL. B. G. COATS

Another year has come upon us. For some it will mark happiness, for others tragedy. That is the way the ball usually bounces. The old year caused the auction business to drop about 15% in the number of sales compared to the auction sales in 1961. Money was a bit scarcer and people complained of the economic situation. But all is not lost. All indications point to a steady improvement in our economic conditions in 1963.

Our Association continues to forge ahead. It is obvious from reading "THE AUCTIONEER" that there has been a resurgence of interest, enthusiasm and cooperation. All indications point to a banner year for the N.A.A.

It is always comforting to sing the praises of individuals. Bouquets of gratitude to the Officers and Directors under the leadership of our President, Col. J. M. Darbyshire, who are laboring long hours and making many sacrifices in the interest of our Association. The entire membership is more responsive and sympathetic to the problems of which our leaders are confronted.

Our President and Secretary get around in the interest of our Association and where ever they go they make friends for us. Come July 1963 the chapter on the pages of this administration will contain glowing records of their accomplishments.

We the members can make their task less difficult by sharing the responsibility and lend our leaders every assistance. Let's resolve to make 1963 a year that will never lose its identity.

I learn via the grapevine that even at this early date plans have been formulated and arrangements are being made to stage a convention that will attract more members than ever before. All in all, 1963 points to a promising year for the N.A.A.

### Charles Ackerman Claimed By Death

Charles F. Ackerman, Executive Vice-President of the Samuel L. Winternitz and Co., auction firm, died January 4, 1963. Mr. Ackerman, who was in charge of the Detroit office of the Winternitz firm, was a long time member of the National Auctioneers Association.

## Take A Good Long Look

By CARMAN Y. POTTER

Amid these times of rush and speed and the desire to "make money," I'm wondering how many of us will take the time to "take a good look at ourselves"? How often do we allow ourselves to be complimentary to our competitors rather than critical? How often do we have a "live and let live" attitude toward the sale holder when collecting our fees? How often are we "Creating the Right Image" (article in December issue of "The Auctioneer," by Col. Fred S. Ramsey)? How much consideration do we give associate auctioneers on sales where two or more auctioneers are employed? How much consideration do we give to our families? How many N.A.A. members have we signed up? How many articles have we written for "The Auctioneer"? How often have we let "someone else" carry the ball? How often have we written a word of "thanks" to our officers and especially to our National Secretary and Editor, Bernard Hart, who has been doing a tremendous job?

Have you taken a "good long look" lately? It may hurt, but it very easily could bring a genuine avenue of happiness your way.



# THE LADIES AUXILIARY

## Colorado Meeting

Our annual Colorado Auctioneers Association met January 12, at the Albany Hotel, in Denver, Colorado, to elect officers and hold a business meeting. The meeting was followed by a banquet and a "slate" of excellent speakers. The speakers were Mr. Charles Corkle, Francis Dresser, field representative for Western Farm Life Magazine; Ted Brown, a banker from Sterling, Colorado, and Warren Cook, Mayor of Norfolk, Nebraska. They gave very enjoyable talks, which gave one much to ponder.

LaVerda Sears conducted the ladies meeting in the absence of Elaine Gibson, who had to resign from her post for the event due to factors beyond her control. (She became a proud mother).

The election of new officers went off as smoothly as usual. Opal Rossvall was elected President, and Elaine Gibson, Vice President. In case any of you ladies have bits of news for us, the Secretary-Treasurer's address is 1000 Hoover Ave., Fort Lupton, Colorado.

We are looking forward to seeing all of you at the convention in Cincinnati next July. I am sure it will be well worth your while to attend. Bring the family.

Sincerely,  
Artie Baldwin  
Denver, Colorado

## Don't Fear Criticism

The galleries are full of critics. They play no ball. They fight no fights. They make no mistakes because they attempt nothing. Down in the arena are the doers. They make mistakes because they attempt many things.

The man who makes no mistakes lacks boldness and the spirit of adventure. He is the one who never tries anything. He is the brake on the wheel of progress.

And yet, it cannot be turly said he made no mistakes, because the biggest mistake he makes is the very fact that he tries nothing, does nothing, except criticize those who do things.

Dear Bernie:

Thank you and President Darbyshire for your interest in Guy's illness. We would also like to thank Dr. Reppert, Instructors and former students, and members of the N.A.A. and its Auxiliary for their prayers, messages of cheer and other kindness during our moments of anxiety.

I am most grateful to report that Guy continues to slowly improve. He even walked down our back steps and up again. However, he still finds his walker chair very useful when he gets tired and uses it most of the time.

May the younger auctioneers carry the torch of the great auctioneering profession higher because some older auctioneer helped them make the world better because they lived in it.

Sincerely,  
Mrs. Guy L. Pettit  
Broomfield, Iowa

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President  
Mrs. Ernest Freund, Fond du Lac, Wisconsin

1st Vice President  
Mrs. Timothy Anspach, Albany, N.Y.

2nd Vice President  
Mrs. Lewis Marks, Abingdon, Ill.

Secretary-Treasurer  
Mrs. David Tracy, Pavilion, N. Y.

Historian-Parliamentarian  
Mrs. Ernest Niemeyer, Lowell, Ind.

DIRECTORS:

Mrs. James Buckley, Shelbyville, Ind.  
Mrs. Lou Stambler, Honolulu, Hawaii  
Mrs. John L. Cummins, Cynthiana, Kentucky

Mrs. Margaret Berry, West Newton, Pennsylvania

Mrs. Al Boss, Carroll, Iowa  
Mrs. F. Harvey Baldwin, Denver, Colorado

Mrs. R. E. Featheringham, Ashville, Ohio

Mrs. Owen Hall, Celina, Ohio  
Mrs. Walter Britten, College Station, Texas

Mrs. Charles Corkle, Norfolk, Nebr.



## Col. Charles Taylor Is Honored By Group

Col. Charles W. Taylor, veteran auctioneer and member of the Nebraska and National Auctioneers Associations, was one of two men honored at the fifth annual "Gathering of the Clan." The "Clan" is made up of a select group of men of long experience as fieldmen, auctioneers or in other capacities connected with the promoting and selling of purebred livestock.

Two men are honored each year at the annual meeting, held in Omaha, at the advent of the holiday season. The other honoree at this meeting was Kirby Kittoe, editor of the Omaha Stockman's Journal.

Mr. Taylor, a partner in the auction and real estate firm of Taylor and Martin at Fremont, Neb., was cited for his many years of promoting purebred livestock as one of the country's foremost purebred swine auctioneers. Prior to forming his present partnership he was for many years associated with Mr. Wells in the firm of Taylor and Wells in operation of the Fremont sales barn and the purebred auctioneering profession.

Col. Charles Corkle, past president of the NAA, presided over the program and presented each honoree with a walnut and bronze engraved plaque bearing his name and the wording, "Gathering of the Clan, 1962 Honored Guest."

In opening remarks Col. Corkle reminded those present that it has always been men who have promoted and improved purebred livestock and not the livestock itself. The industry would never have attained its present status, or meat animals reached their present high degree of quality, had it not been for the men who have devoted their lives to the breeding, advertising and merchandising of ever better purebred stock, said Col. Corkle.

## Colorado Interested In 'Robot' Auctions

FT. COLLINS, Colo. — A teletype cattle selling and buying system to be installed in California early in 1963 has implications for Colorado cattlemen, according to Hugh Winn, extension livestock marketing specialist at Colorado State University.

The marketing system will allow California feedlot operators to sell their slaughter cattle and purchase feeder cattle merely by pushing a button on a teletype machine installed in an office corner.

If the system works in California, northeast Colorado would be ideally suited for this new type of marketing system, Winn said.

"It would not replace present market outlets such as central markets and auctions," Winn said. "Its greatest appeal would be to feeders who are now selling direct to packers and to the packers who are buying direct."

Winn speculated that if the system is successful it could lead to a cattle futures market similar to the futures market in grain.

Success or failure of the marketing system depends on ability of the commission agencies to describe the kind of cattle they are selling.

The system is an auction. But instead of buyers sitting together in an auction house, they sit at a teletype in their office where they can read descriptions of the cattle offered for sale and bid on them.

## Donated Calves Sold For Home Benefit

BOWMAN, N.D. — Two Hereford calves donated by a pair of local ranchers, the Rolfness Brothers, were sold during the regular auction of livestock at the Home Base Auction here in Bowman on Monday, December 24th.

The calves were auctioned off to the highest bidders almost 30 times, with each "buyer" getting his name put in the hat. After everyone had had a chance to bid on them, one name was drawn out of the hat and that person could buy the two calves for \$1.00.

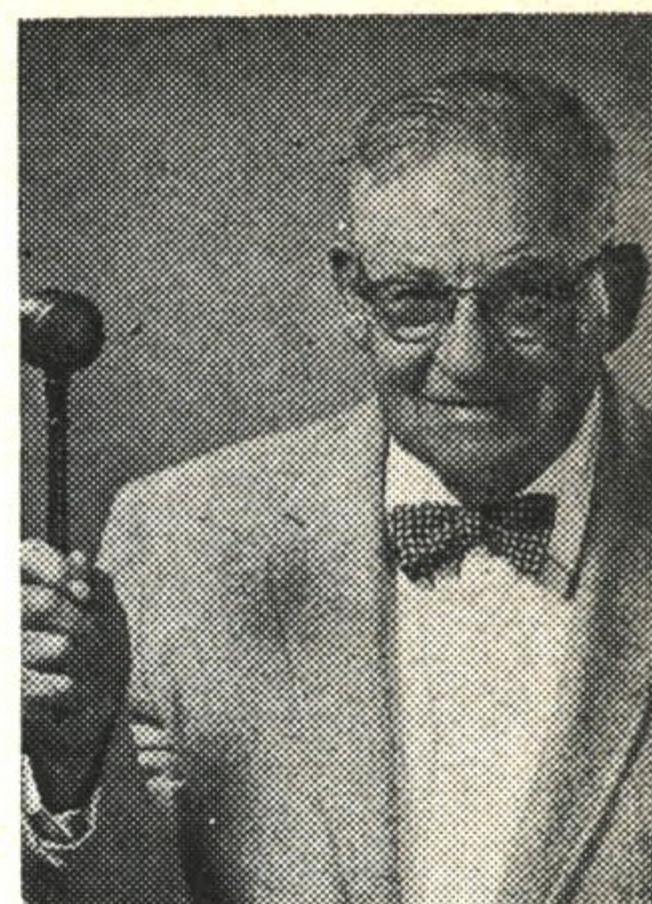
The calves weighed about 50 pounds apiece and were valued at about \$85 each. All of the proceeds (over \$400.00) went to the proposed Sunset Home for The Aged to be built in Bowman. Auctioneer for the event was NAA member Earl Penfield of Lemmon, S.D. Home Base Auction Market is owned and operated by Bob Penfield.

It's easy to get on the wrong track by constantly trying to engineer things.



# Many Changes for Better But Goals Remain the Same

By COL. POP HESS



As the writer of this column for February, 1963, I am reminded that I am one year older and probably no wiser. Since I am an 1880 model, my motor is out dated. My leaky radiator consumes too much gas and oil for comfort. However, the old wagon keeps rolling along and has seen many changes in this world since February 6, 1880.

I am not one who would say that I would rather go back and live in the days of the past, for I wouldn't want to discard all the modern things of today for a few years of the past.

The question is often asked, do you think folks have lower morals than they had in the Eighties? This I could not say for sure. In my first twenty years of living down on the old farm, all I knew about scandals in the community was what I could hear through a key hole or crack in the wall when the older folks talked about them. What happened outside the community we knew very little about. The newspapers came once a week. Many of the farmers of that day were short on cash and got only a sample copy once in a while. All the news we got was weeks late and second handed. However, today, with our many daily publications, radios and televisions, news travels much faster. Within several hours we know most of the news in our community.

I can well remember when a man got to the county seat he had his choice of walking, going by car, or on horse back. Some even had the nerve to ride a high wheeled bicycle. Then the more modern two wheeled bicycle came into being (I learned to ride this as a boy). I think the biggest day of my young life was the day I had a two wheeled cart and a high stepping Morgan mare that could go "down the pike" with a lot of flash. I took my first girl friend to a party in this outfit. This

caused some comment from others who could afford nice buggies with a top on them, where they were more secluded.

Those were the good old days when the County Fair and the Circus came to town, with all the hustle and bustle and excitement of something strange and different.

I remember one habit that we all had, one that stayed with most of us, that was being in CHURCH on SUNDAY, regardless. The old time preacher of those days took his text from the Bible and preached mostly from it. The ministers we have today take their text from many subjects and boil them down through the Bible. But both the ministers of the past and of today give us much to consider in our life work as a Christian and a citizen.

I think often of one text I had the pleasure of hearing. I was still quite a small boy in our old home Methodist Church. This was an age when little boys and girls did a great wrong if they smiled or laughed in church. Conduct of this sort would often carry a penalty, such as a trip to the wood shed. Here is the way I recall my little episode: The minister was looking in the Bible this particular Sunday and giving his sermon. I'm sure what he was saying was there, maybe not in the exact words as he was using, but nevertheless, there. It was a kind of sermon that was "SWEET AS HONEY IN THE MOUTH BUT BITTER IN THE BELLY." The sermon was way over my head at the time, and I laughed because it sounded so funny. When I got home I was threatened with a trip to the wood shed, but dad saved the day. He felt a person was supposed to laugh if he felt like it, regardless of where he was, because laughter sprang from the happiness in man's soul.

Through the years, living as a farmer boy, an auctioneer, and then in retirement, that old text has rang very true, for I have



often had too much honey that was later too darned bitter in my belly. This is one text that anyone can well live by.

What all this has to do with auctioneers, auction sales, and the folks who read this column may not carry much weight, but it sometimes enlightens us and brings a warm glow to the heart to recall those little episodes from the past that have made life worth living.

We have seen in the general run of auction sales of my division (general farm and livestock sales) that the same things were true back in the Eighties as they are today to be an auctioneer. You had to be able to sell for the highest dollar or you were unemployed, and that "angle is still the spike in the plank that holds."

We read and hear much of the modern auctioneer made over night, yet when we boil it all down these facts remain: The auctioneer must be a gentleman, have a clean appearance and live clean, be clean in his way of sale conducting, and never over look the good of the public. He must have a thinking mind and be able to make decisions. These are the things that will keep the auctioneer fully employed. Any kind of a state license law will play very little part in the employment of an auctioneer if the public does not accept him.

Here in Ohio, general farm and livestock sales have been very numerous since January 1st, and we have many sales listed for announcements in our Farm and Livestock Sales Announcement Program. The Ohio general farm and livestock auctioneers are more than busy. In Ohio, we have some very large operators in auctioneering and sales management. We are highly pleased, at WRFD radio, to have all of these operators with us. They use our long time, block rate announcement contracts. In this way they save publicity expense for the people they sell for. A large volume of business is due to the fact that sales are announced on a wide range radio station. This station is heard throughout Ohio, and penetrates about 100 miles into each bordering state.

Farmers and livestock men travel far to buy what is selling when they know where it is and when it will be selling. This is a much improved method from the old time large Sale Bills that were tacked to poles along the highway. The people on

the highway drive too fast to read a sale bill or even catch the name and date. As for advertising by radio, we receive letters from many who tell us that they picked up a sale on their radio while driving along.

Just recently we had a letter from a livestock buyer who said he was traveling far to reach a sale and he wasn't sure they had what he was looking for. At 11:40 A.M. he picked up our program on the air telling of a sale where a large number of Guernsey heifers were selling. He checked his road map after hearing the location of the sale on his car radio and found that he was within twenty miles of it. He went to the sale and purchased a truck load of heifers. This swelled the sale total for the seller and the auctioneer, too. I list this not so much for the program or the radio station we use, but as a cue to all auctioneers. This shows how you can get more buyers by using over the air publicity for your sales.

My February advice to auctioneers is to support your State Auctioneers Association. If your state does not have one, then be a leader and get one set up, and then unite with the National Association where we can be strong to defend any unfair action brought to light that might be a detriment to the auctioneer and the auctions of today.

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## Auction of Bride's Shoe In Germany

The auctioning of the bride's shoe, a custom discovered by an American Air Force officer who attended a German wedding recently, merits adoption by American girls, Maj. Joe A. White, formerly of Bonner Springs, Kansas, believes.

The wedding he and his wife and daughter attended was held in a little church built in 1335 in the ancient Sonnenberg castle ruins, near Wiesbaden, where he is stationed. The bride was the daughter of their former landlord, and they were special guests.

The auction method, described in a letter to friends here, relates that the bride's shoe is grabbed at the reception, and someone starts selling it to the guests. They, in turn, throw German marks in a plate designated for the fund.



After the guests have contributed to their limit, the money is counted. The bridegroom must match that amount in order to regain his wife's shoe.

This is the means of establishing the couple's first household food fund.

## Increased Volume At Livestock Auctions

KANSAS CITY, Mo.—Significant in the 1962 trend of an increased volume of livestock sales by CERTIFIED LIVESTOCK MARKETS, according to the Livestock Market Foundation, were Norfolk Livestock Sales, Norfolk, Nebraska, McKinley-Winter Livestock Commission Co., Dodge City, Kansas, and Amarillo Livestock Auction Co., Amarillo, Texas.

The Norfolk market was high in the total number of livestock sold with 541,414 head. McKinley-Winter was tops in dollar volume of sales at \$50,024,869.00, while Amarillo

sold the greatest number of cattle, totaling 349,322 head. Neither McKinley-Winter nor Amarillo markets sell hogs or sheep. The totals represent new highs for all three markets.

The figures indicate, the Foundation noted, substantial growth in the marketing and merchandising of all classes of livestock by CERTIFIED LIVESTOCK MARKETS under the principles of a free market choice by livestock owners and full competitive enterprise in market operations.

Livestock Market Foundation is the statistical research body of the markets' industry trade association.

**Auctioneering is the greatest profession of all. They do not charge or send and they accept only cash or checks. They are unaffiliated with the American Express, Diners Club or Easy Charge. Strictly a cash business. Let's keep it that way.**

—B. G. Coats



## Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

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



# Pennsylvania Leads As NAA Membership Hits New High

Although falling a few short of our desired goal of 1800 members on December 31, we reached another all-time high mark in membership with a total of 1,793 active members.

This is an increase of 116 members over the same date a year ago and 485 more than were recorded the same day two years ago. Five leading states in members are: Pennsylvania, 156; Illinois, 137; Nebraska, 118; and Indiana, 117. It is interesting to note that of these five leaders two of them, Pennsylvania and Nebraska, have the agreement with the NAA whereby neither the NAA nor the State Association accepts new members unless they make application for both groups. This plan has served to increase membership in both the State and National Associations in several states.

The fact that leadership among states changes from year to year is illustrated by the fact that last year the top five states in order were: Illinois, Ohio, Indiana, Nebraska and Pennsylvania. During the past year, Pennsylvania has jumped from fifth place to the top position.

Two years ago, Pennsylvania stood seventh position, trailing Wisconsin and Kentucky in addition to the previously mentioned four states. At that time Ohio was the leader followed in order by Indiana, Nebraska, Illinois and Kentucky.

The following table gives a comparative illustration in membership by states for the past three years. How has your state been doing?

STATE	Members Dec. 31 1960	Members Dec. 31 1961	Members Dec. 31 1962
Alabama	7	6	8
Alaska	0	1	0
Arizona	2	6	6
Arkansas	7	20	15
California	28	44	50
Colorado	28	42	36
Connecticut	3	6	5
Delaware	1	3	3
Dist. of Col.	1	1	1

Florida	15	19	18
Hawaii	1	1	1
Idaho	12	8	10
Illinois	83	135	137
Indiana	92	110	117
Iowa	41	60	62
Kansas	64	76	75
Kentucky	79	66	81
Louisiana	8	9	7
Maine	5	4	3
Maryland	18	17	19
Massachusetts	25	26	26
Michigan	32	56	58
Minnesota	15	17	19
Mississippi	4	2	1
Missouri	37	54	46
Montana	11	43	31
Nebraska	91	109	118
Nevada	2	2	3
New Hampshire	6	5	5
New Jersey	29	41	36
New Mexico	7	9	12
New York	55	58	59
North Carolina	23	25	26
North Dakota	10	15	22
Ohio	102	121	133
Oklahoma	17	30	28
Oregon	8	16	15
Pennsylvania	70	99	156
Rhode Island	7	5	5
South Carolina	3	8	9
South Dakota	9	10	21
Tennessee	54	55	66
Texas	39	50	45
Utah	2	2	2
Vermont	3	7	4
Virginia	25	29	32
Washington	9	15	12
West Virginia	12	12	18
Wisconsin	76	83	77
Wyoming	12	12	14
Australia	1	1	1
Canada	14	15	18
Germany	1	1	0
India	0	0	2
TOTALS	1308	1687	1793



## Denver's Champion Brings \$6.05 Per Lb.

DENVER, Colo. — The grand champion steer of National Western, a 1,190-pound Angus exhibited by Dennis Gebert, 19, Granville, Iowa, sold here at a new Denver record price of \$6.05 a pound to the Denver Hilton Hotel. The previous record set in 1962 was \$4.75 a pound.

The reserve grand champion, a 1,030-pound Hereford exhibited by Thomas E. Hinrichs, 18, Woodville, Ohio, sold to the Brown Palace Hotel for \$3 a pound. This is 45 cents a pound higher than the previous Denver reserve record price.

## Auction Of Surplus Animals At City Zoo

The city's Department of Purchase, which usually deals in things like vetrified clay, sewer pipe and asphalt paving mixture for cold patching, had an interval of mild hilarity when it auctioned off 34 surplus zoo animals for \$793.50.

The people who traffic in machine bolts, steel sign brackets, mineral dust and power

weed sprayers handled the sale of a 1-year-old yak with dispatch — except that one official had to pause while his face turned crimson and he grew weak with laughter.

The animals were from the Central Park Zoo and the Children's Zoo, which have fewer stalls than animals. The sale included a buck rabbit, nine doe rabbits, a donkey, a burro and assorted rams, elks and guinea pigs.

## Fragonard Painting Sells For \$100,000

NEW YORK CITY — A painting by Jean Honore Fragonard, "La Jeune Fille au Collier de erles" was sold for \$100,000 to E. J. Rousuck, a New York art dealer, at auction in the Parke-Bernet Galleries, 980 Madison Avenue. It was from the collection of Charles Lederer.

The entire sale of items from this and other collections brought \$199,600.

The painting is of a young girl wearing an ivory-white frilled dress with a string of pearls encircling her neck. The subject is believed to have been the artist's daughter, Rosalie. The painting is a companion of Gragonard's "Boy Dressed as Pierrot."

## Your Gift To Your Association

By COL. B. G. COATS

All of us will admit, even the most caloused among us, that when one becomes an Auctioneer something new resides within him. It could well be a thirst for knowledge, a new ambition, new enthusiasm, success, a new challenge, determination and a strong desire to associate with other Auctioneers.

In the past it has been extremely difficult to convince the members that the primary objective was to increase the membership. At long last the many obstacles seem to have vanished as many new members are being added to our membership roster.

There is another primary objective that in our lust for strength and progress we have sadly overlooked. Now that we are much stronger and can command respect and prestige let us turn to this other pri-

mary objective.

Our purpose, our determination, should always be the constant building of Auctioneers of character, Auctioneers of courage and bravery, Auctioneers of benevolence and charity and Auctioneers of vision. Having been so inspired and enlightened it then becomes the duty and privilege individually and collectively to send these concrete evidences of the National Auctioneers Association to every Auctioneer in the United States in order to build a better Association of Auctioneers as the heritage for Auctioneers yet unborn. This could and should be your gift to your Association and the Auctioneering profession is hungry for the presentation of it.

With each new member added to our roster you are giving a gift to your Association, a gift to yourself and a gift to the future generation of Auctioneers.

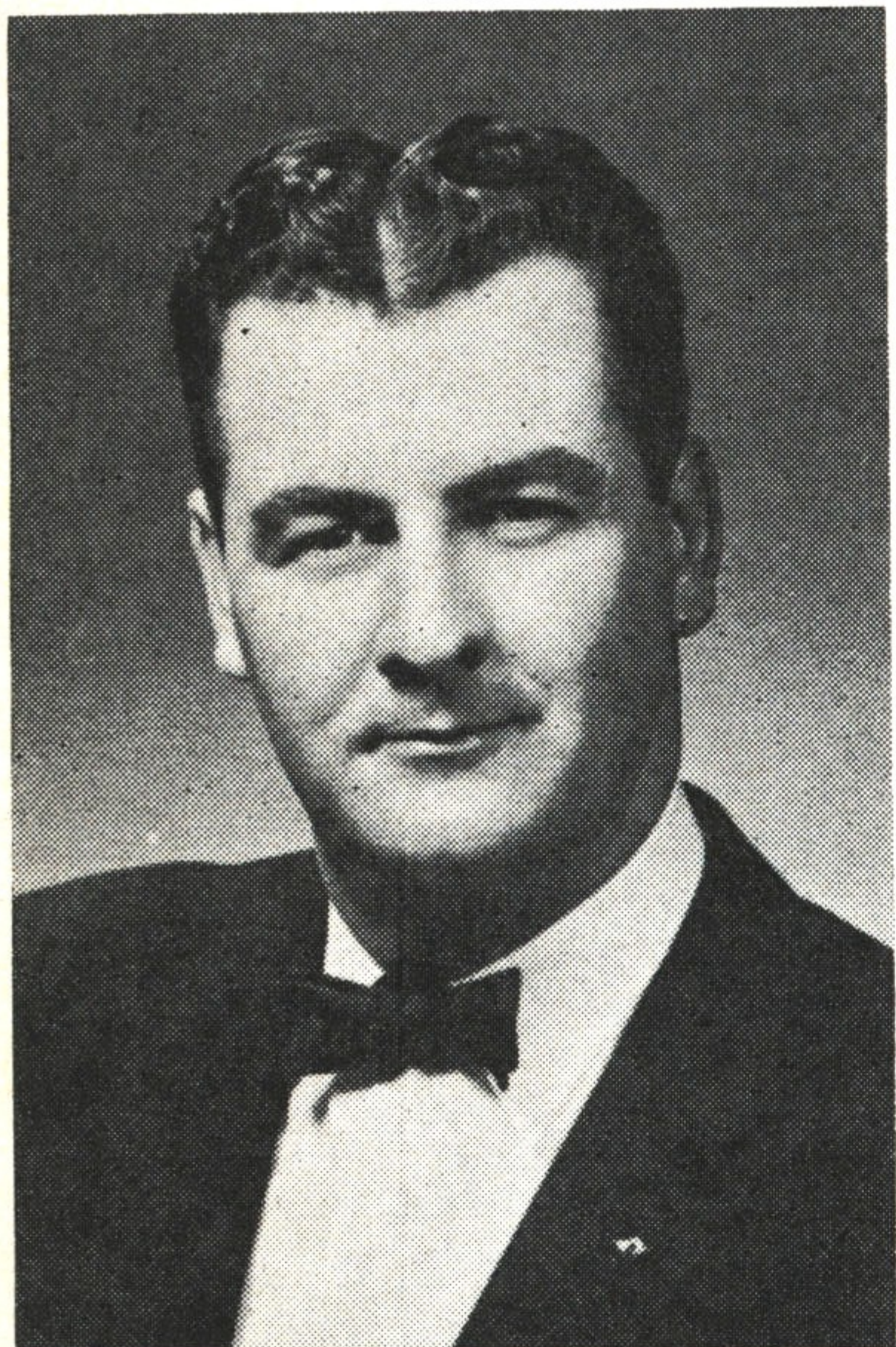


# Space Age Auctions

By OWEN V. HALL

## COUNT DOWN "5"

Yes, it's only five months until the 1963 National Convention. How time flies. It seems like only yesterday that we were in Lincoln, Nebraska. Now is the time to be making your plans for the Cincinnati



convention. With your help we can make this the biggest and best convention ever. As I mentioned last month it takes a combination of a good program and a large attendance to have a successful convention. We fully realize that it would be impossible to have 100% attendance of the membership, but we should try and come as close as possible.

"Space Age Auctions" as you know will be the theme for the convention. It is our goal to try and present a program that will help each auctioneer to better operate his business in the space age. Since the only thing permanent in this world is CHANGE we should all realize the significance of being able to adapt ourselves to the changing times in which we live. I am confident that you will receive definite benefits by attending the 1963 convention.

Another first for the 1963 convention will be the appearance of a nationally known economist, James C. Downs, Jr. of Chicago, Ill. Mr. Downs is recognized as one of the foremost economists in the country today. A detailed resume of Mr. Downs will appear in a later issue of the "Auctioneer." This talk alone should justify your expense in attending the convention.

We were also very fortunate in being able to secure Dr. Tennyson Guyer to be our banquet speaker. He has been called "Ohio's Ambassador of Good Will." In addition to being a world traveler, lecturer and author, he has recently been re-elected to the Ohio Senate. I am sure his talk will be one that will be long remembered. We will have additional information regarding Dr. Guyer in a later issue of this publication.

You haven't heard anything yet! Next month I will introduce more convention information that will help convince you that it will be a MUST to attend the 1963 convention. Remember the dates, July 18th - 20th. Don't forget the "Early Bird" party Wednesday evening, July 17th.

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## U.S. Gets \$396,823 For Surplus Items

The Defense Logistics Services Center auctioned 290 surplus and used pieces of equipment for a total of \$396,823.

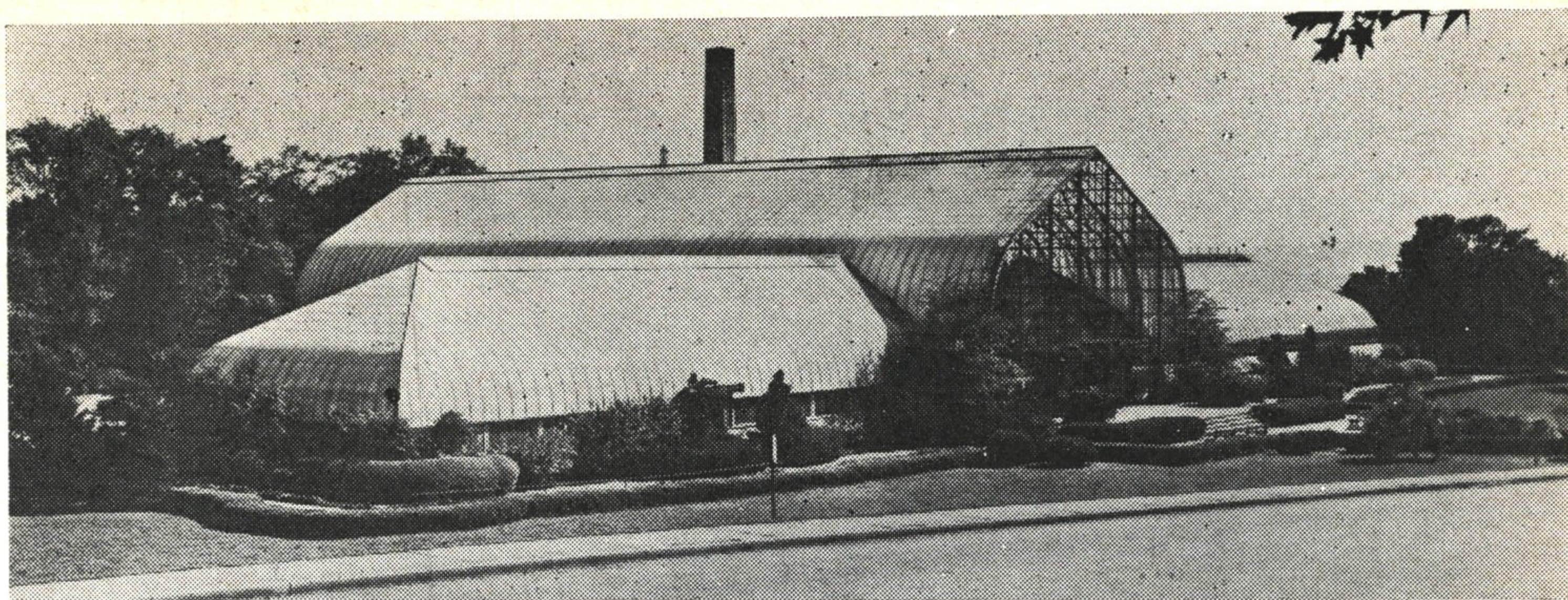
The auction, held at the Sheraton-Atlantic Hotel, disposed of material ranging from an 80-ton railway crane to pairs of boots.

According to a spokesman for the Defense Supply Agency, under whose auspices the auction was held, the sale netted taxpayers an 18.82 per cent return on items 18 years old on the average. The original cost of all the equipment was \$2,108,314.

The highest price paid for a single item was \$31,500 for a boring mill that was bought by the Navy in 1945.

The buyers were representatives of industries and retailers of surplus military material.





While attending the National Convention you'll want to see the Krohn Conservatory of Flowers in Eden Park.

## You Can't Afford To Miss

By J. Meredith Darbyshire

Procuring an education is my primary motive for attending conventions. The knowledge obtained from each aspect of the meeting is unlimited. The diverse, well informed speakers, varied programs, and close-knit discussion groups are all instrumental in bringing forth the pertinent problems of the auction profession — national as well as local.

I acquire a much wider perspective of general business throughout the country, and ultimately, a much wider perspective of how it will effect my own personal business.

I look forward to meeting and greeting the many friends and acquaintances I have been fortunate to make in the past 12 years through the conventions of my association. I have deep regard for the opportunities conventions have afforded me in many aspects of my life. They have provided valuable contacts both state and nationally in not only our profession but also in many other fields. I have learned how the solved problems of another locale can aid in answering my own dilemmas. But most of all, I have respect for the lasting friendship I have gained. Traveling to the different sections of the country furnishes first-hand information on the prevailing conditions of those particular areas. Thus giving me a picture of the over-all country in connection with my own location.

Of course, there is fun, relaxation, and the excitement of seeing new places and new faces that completely over-shadow any weary moments.

The prestige gained in addition to the valuable knowledge has made me a better citizen. I have become more aware of the problems of my community in conjunction with those of the state and the nation. Many convention members have used the same knowledge to progress to national leaders and experts in their fields of endeavor.

So here's to a bigger and better convention July 17-20 at the Netherland Hilton Hotel in Cincinnati, Ohio.



# News From The Dakotas

By **BOB PENFIELD**

Since I'm not much of a story writer, I'll attempt to relate a few news items about our business and yarns about our fellow Auctioneers up here in the North Country.

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All of the Western part of both Dakotas has had a wonderful fall and winter thus far. Almost any date you picked for any kind of sale turned out real good weather-wise, unless you were selling bob-sleds. Lots of days up in the 40's and 50's. Farmers and ranchers got all their work done and attendance at most sales was excellent.

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The eastern parts of both states have had some winter, but it hasn't been real bad either.

---

Bob Hellwig from Sisseton (NE So. Dak.) was through here in December and back again the other day buying cattle. Said feed conditions and farm sales are both good in his area.

---

In visiting with Elmer Zimmerman of Hettinger (SW No. Dak.) a few weeks ago, we found out that the farm sales in his area this fall and winter have been well attended and prices higher than last year.

Frank Roadifer of Buffalo (NW So. Dak.) a recent graduate of Western at Billings was up for our last community auction and we put him to work for a while. He was good help in the ring and done the usual good job on the block of graduates from that school.

---

The North Dakota Auctioneers Association is planning a winter seminar for its members to be held in two or three different spots in the state. This first one is going to be on the subject of Real Estate Auctions. If it is well attended, the membership intends to hold one every winter on a different specific field.

---

Many of the Annual Bull sales in this region are posting averages \$100 to \$300 higher than last year. One of the good ones of the winter will be the one conducted by the Schnells at Lemmon in December with an average of about \$1100.

Merle Clark of Marmarth (SW No. Dak) has terminated his employment at Home Base Auction in favor of working for Uncle Sam for a while. He expects to get demoted from Colonel to private sometime in January.

---

The South Dakota Auctioneers are busily planning for their first convention this summer. Early plans are for it to be held this summer in our beautiful Black Hills and to make it a family type outing.

---

Bob and Winona Penfield spent New Years week in New Mexico with the John Overtons. The four of us went on down into Old Mexico and back up through Arizona. Had a real good time.

---

Guess that's about all the gas this old horse-trader can spare for now!

---

## New Records Made In Duroc Auctions

During the recent fall season of Duroc boar and gilt sales, two modern day records were established. One was for a gross total on a single Duroc auction and the other was a new record for an open gilt.

At the LaVerne Reitz Sale near Gilman, Ill., September 29, 29 head sold for a total of \$28,872.50, a new modern record for a Duroc auction. Jess Spencer and Son, Gillespie, Ill., paid \$2,295 for the top selling boar. The top 30 boars averaged \$625 and the entire 60 head boar offering brought an average of \$355.33.

In the same sale the top open gilt sold for \$580.00 while the 69 gilts made an overall average of \$109.45.

Just 10 days prior to the Reitz sale, Oral Long, Elnora, Ind., received \$1,510 for an open gilt, establishing a modern record. The long sale was the second high grossing Duroc sale, the total being \$21,680.00.

Carman Y. Potter, past President of the National Auctioneers Association, conducted both auctions.





**DONNA HANSEL**—"The Hoosier Darling." Tip-Top-Tap-Lady. This attractive young miss is a part of the Elmer Hinkle Variety Show and those who come to the convention early will get to watch her and the fifteen other fast moving acts at "The Early Bird Party," Wednesday evening, July 17th.

## Opposition To Indiana Proposal

Sharp opposition has developed regarding the proposal of the Indiana Auctioneers Association decision to introduce a bill for the licensing of auctioneers. Association approval of the bill was won by a very slim margin at the annual meeting, last November.

Since that time resistance has been building up through many of the state's auctioneers who depend upon the auction profession for their livelihood. At least one meeting has been held in opposition to the proposal and as we go to press with the State Legislature in session and the bill introduced it looks like some stormy sessions are in the making.

## Attendance, Prices Good At Farm Sale

One of the most active farm sales reported in the Northeast Ohio area during the fall season was that of Wilson and Virginia Sidwell of near Galion, Ohio. A total of 914 cars and trucks were counted in the parking area and the crowd was estimated at 2,000.

A John Deere 3010 tractor brought \$4200; Gehl field chopper, \$1600; Cobey wagon, \$1100; a spreader \$600 and plow and disc at over \$600 each. A 355 gallon bulk tank sold for \$1000 while hay and straw moved at around 70c per bale.

Forty-two milk cows averaged \$515; bred heifers averaged \$300 and the open heifers and heifer calves averaged \$335.

Russ Kiko and Associates, all members of the NAA, conducted the auction.

No word in the vocabulary of the Auctioneering profession is more pregnant with significance than the one word "ability." You may apply it to every form of service and find it universally the same. Nothing can long make headway against it.

—B. G. Coats



## 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 this magazine. Is your name among them? Watch this list of names grow.

### ALABAMA

Col. Freeman Smith—Long Island  
Col. Eugene C. Waldrep—Birmingham  
Col. W. J. White—Birmingham

### ALASKA

Col. Bill Kimmons—Anchorage

### ARKANSAS

Col. James W. Arnold—Magnolia  
Col. William J. Massey—Jonesboro  
Col. Herman P. Peacock—Winchester  
Col. Brady L. Wooley—Little Rock

### CALIFORNIA

Col. Bill Arnold—Grover City  
Col. Leonard Burleson—Torrance  
Col. Tom Caldwell—Ontario  
Col. Keith Cullum—Chino  
Col. Elmer Damron—Norwalk  
Col. James Gibson—Alameda  
Col. Harold Henry—S. San Gabriel  
Col. R. W. "Bob" Main—Garberville  
Col. William Ponder—Monterrey  
Col. Ray Roberson—Grover City  
Col. Morris Schwartz—Hollywood  
Col. R. E. "Bob" Stanley—Downey  
Col. E. V. Wing—Gerber

### COLORADO

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Col. F. Harvey Baldwin—Denver  
Col. Ed. Gibson—Denver  
Col. Herman W. Hauschildt—Denver  
Col. Howard Roland—Grand Junction  
Col. C. W. Rosvall—Denver  
Col. J. Lee Sears—Ft. Lupton  
Col. Howard Shults—Grand Junction  
Col. Vergil G. Vaughn—Bayfield  
Col. Lyle D. Woodward—Denver

### CONNECTICUT

Col. Billie Fitzpatrick, Waterbury  
Col. Richard K. Mather—Granby

### DELAWARE

Col. Crawford Carroll—Dover  
Col. Riley Jefferson—Lincoln

### DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

### FLORIDA

Col. Joseph F. Sedmera—Lakeland

### GEORGIA

Col. Paul E. Baker—Atlanta  
Col. George E. Collins—Decatur

Col. Elmo Peppers—Rockmart

Col. R. A. Waldrep—Gainesville

Col. Daniel R. Wright—Plainville

### HAWAII

Col. Louis L. Stambler—Honolulu

### IDAHO

Col. Delbert Alexander—Castleford

Col. Irvin Eilers—Kimberly

Col. Harvey C. Iverson—Gooding

Col. Jim Messersmith—Jerome

Col. Paul L. Owens—Boise

Col. Robert L. Wesely—Boise

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Col. Wes Chapman—Seneca

Col. Harry A. Chrisco—E. St. Louis

Col. Gordon Clingan—Danville

Col. J. W. "Jim" Cushing—Coal City

Col. W. P. "Bud" Drake—Decatur

Col. John H. Dieken—Pecatonica

Col. Clayton Dykema—Morrison

Col. William L. Gaule—Chatham

Col. Michael M. Gordon—Chicago

Col. Ray Hudson—Morrisonville

Col. Charles F. Knapp—Cissna Park

Col. A. R. McGowen—Oak Lawn

Col. J. Hughey Martin—Colchester

Col. W. Virgil Meador—Fairfield

Col. J. H. Oberwise—W. Chicago

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick & Son—Aurora

Cols. L. Oard & Lloyd Sitter—Anna

Col. Tom Sapp—Springfield

Col. Herman F. Welch—Downers Gove

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Col. Keith Berkshire—Logansport

Col. Harry R. Campbell—College Corner, O.

Col. O. S. Clay—Shelbyville

Col. R. C. Foland—Noblesville

Col. Leo Grindley—Ft. Wayne

Col. Robert L. Harrison—Monticello

Col. Hubert Jones—South Bend

Col. Russell Kruse & Son—Auburn

Col. Amon H. Miller—Evansville

Col. L. W. "Bill" Porter—Brownsburg

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Reppert School of Auctioneering—Decatur

Col. Romaine Sherman—Goshen

Col. Lewis Smith—Cicero

Col. John C. Stanley—Hagerstown



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Col. Lyle Erickson—Cresco  
Iowa School of Auctioneering—Ames  
Joy & Johnson Auction Co.—Ames

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Col. Paul J. Doss—Wichita  
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Col. E. T. Sherlock—St. Francis  
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Smith—Cynthiana

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Col. Frank St. Charles—Lexington  
Col. James W. True—Lexington

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Jack C. Minter—Jennings

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(Southboro)  
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Nelson's Auction School—Detroit  
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## MISSOURI

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Col. Cletus Metzger—Hayti  
Missouri Auction School—Kansas City  
Col. Jerry D. Popplewell—Amity

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Col. E. A. Camfield—North Platte  
Col. Dick Dolan—North Platte  
Col. Rod Gillespie—Gothenburg  
Col. John W. Heist—Beatrice  
Col. Gerald E. Miller—Hartington  
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Col. Merle D. Straw, Jr.—Seabrook

## NEW JERSEY

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Col. John Overton—Albuquerque

Col. Gene Navalesi—Albuquerque  
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Col. Bill J. Martin—Hildebran  
Col. Forrest A. Mendenhall—High Point  
Col. Robt. (Red) Mendenhall—High Point  
Col. A. T. Morris—Durham  
Col. Hugh Simpson—Union Mills  
Col. Kenneth W. Teague—Burlington

## NORTH DAKOTA

Col. Merle Clark—Marmarth  
Col. Bob Penfield—Bowman



# IN UNITY THERE IS STRENGTH

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Col. Clem Long—Dayton  
Col. Mearl Maidment—Bowling Green  
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## WYOMING

Col. Paul Brownfield—Riverton

## CANADA

Col. Harold P. Higgins—Huntingdon, Que.

## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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The National Auctioneers Association is continually growing in size and importance. Are you helping it to grow by getting new members?



# THE MEMBERS SAY . . .

Dear Bernard:

Enclosed you will find a check for \$15.00. Please put me on the Booster Page as I get around quite a bit. Maybe I can pick up some new members. I have always enjoyed "The Auctioneer" and all of the articles written and found between its pages.

As this is in the month of December and what a spell we have had of cold weather, we are very happy about the Convention in our state this year. This will be our first attendance, therefore, I suppose some of my old buddies will be there from Pa., Md., and West Va.

Sincerely,  
Carl Stanton  
Canton, Ohio

\* \* \* \*

Dear Col. Hart:

On December 5, 1962, I had the opportunity of a short but pleasant visit with my good friend and our enthusiastic N.A.A. President, Col. J. Meredith Darbyshire.

Col. Darbyshire & Associates Inc. were conducting a large closing out sale of farm machinery and livestock for a Mr. Virgil Young near Highland, Ohio. Even though the weather was cold with rain and snow a large crowd attended and everything brought a good price.

Everytime I think of Col. Darbyshire, I think of the time he was assisting me in a sale about 2 years ago where we sold a farm which had been in the same family for over 100 years, and several antique pieces out of the house among which was an old hand woven coverlet which showed its sign of wear. Col. asked fifty, sixty, sixty-five and seventy-five and the little elderly lady still had her hand up when he said "SOLD FOR SEVENTY-FIVE DOLLARS." Immediately the lady protested that she meant seventy-five cents—"Well," said the Col. "We had a h - - - of a sell for a few minutes." After they got their differences ironed out, the old coverlet brought a good price and was the proud possession of a new owner.

Sincerely,  
Adrian Atherton  
Hodgenville, Ky.

Dear Bernie:

Just finished reading my favorite magazine. The article by Col. J. R. Fishdick was not only a fine article, but the way it was written was swell. I know that he must be a swell fellow, and full of fun.

He enjoys how to combine facts with charm. Let's hear more from him. Of course, I always enjoy Pop Hess, too.

Sincerely,  
Al Gay  
Seattle, Washington

\* \* \* \*

Dear Mr. Hart:

I enjoy the "Auctioneer" very much and look forward to receiving it each month. Enclosed is a check to keep it coming in 1963.

Keep up the good work.

Sincerely,  
John L. Whiteman  
DeKalb, Ill.

\* \* \* \*

Kind Sir:

Enclosed is my check for 1963 dues and \$5.00 for the Booster Page. It sure would be nice if all auctioneers would have their name on the Booster Page. I consider it good advertising for their profession. I held 48 auction sales in 1962 of my own, and 18 public sales for other people. One of the best auctions I held this year was brought about by having my name on the Booster Page in the "Auctioneer." A very nice lady in North Carolina hired me to sell the Toler Estate after seeing my name in the "Auctioneer." I made enough out of that sale to keep my name on the Booster Page for quite a few years. This should be good advice for those who do not have their name on the Booster Page.

I have had a wonderful year in 1962 and hope all Auctioneers have had, also. It will be nice if 1963 is as good.

Yours truly,  
Monroe Goree  
Roswell, N. Mex.

\* \* \* \*

Dear Bernie:

What a lucky day is Feb. 2, Ground Hog Day! That memorable day only forty years since, I held a sale at the Salvation Army Training College in New York City. There



# IN UNITY THERE IS STRENGTH

were 200 young men and women students attending that session on February 2, 1923. In 1931, on February 2, I bought 38 acres of land in Tuscaloosa County, Alabama, for \$57.00 cash. These are just a few of the many Ground Hog days which have meant much to me.

I have a farm sale booked for February 2, 1963, and I am looking forward with high aspirations and undaunted courage of making it the best day of all.

Regards,  
William M. Preston  
Trussville, Alabama

\* \* \* \*

Dear Bernie:

Please find enclosed a check for my "63" dues. I feel the \$10.00 any Auctioneer spends for N.A.A. dues is well spent. As before, you did a marvelous job in "62", keep up the good work.

The last two years I have devoted to Antique Sales. We have had a good year in "62", and "63" looks even better. We are putting a 40' x 90' addition on our store so we can have our antique sale here. We should be ready for our first sale in March. I hope to see you in Cincinnati.

Sincerely,  
Bob Newton  
Sandusky, O.

\* \* \* \*

Dear Col. Hart:

Enclosed is a check for my 1963 membership dues and the Booster Page listing of the wonderful publication, "The Auctioneer."

I am a graduate of the Missouri Auction School, class of December 1961. This past year has been the happiest one of my life working with Col. Marvin Larsen, of Anoka, Nebraska. Attending the National Convention with Col. Larsen, and being elected one of the six members of the Executive Council of the newly organized South Dakota Auctioneers Association are very memorable occasions. I will never forget our visit with you in the lobby of the hotel in Pierre. I will always treasure the help of my fellow auctioneers and thank them for the past and welcome the future. These are only a few highlights of my year old profession.

This is wishing you and all the National and South Dakota Auctioneer Association members a prosperous 1963.

Sincerely yours,

Leo D. Neilan  
Bonesteel, S. Dak.

\* \* \* \*

Dear Bernie:

Please find enclosed a check for \$12.50 to cover my membership dues and lapel button.

I just sent in a membership application to the Ohio Auctioneer's Association and I plan to attend the next meeting in Columbus. This will be my first time to attend a meeting but I think from now on I will be present at every meeting.

I am now making plans to attend the National Convention in Cincinnati this July and meeting you and the other Auctioneers that make up the National Association. It has been a pleasure and a comfort to belong to the Association, not to mention the pleasure I have had from reading "The Auctioneer" every month.

Thanks, Bernie, for the wonderful job you have done with "The Auctioneer." Little do we realize the time and effort you put in on this project. I know it must be a real satisfaction to you when you complete it every month.

Sincerely,  
Bill Blasengame  
E. Cleveland, Ohio

\* \* \* \*

Dear Bernie And Gang:

I am sending a check to keep the news coming. I am always glad to receive it. We have been having beautiful weather here. I sure hope we have a business boom after the first of the year.

We visited our children this summer in New Jersey and missed the Convention, which makes the year seem awfully long. However, we done New York and Washington, D.C., which we enjoyed very much. Also, we saw many antiques which we had never seen before. So all and all guess we had a nice summer.

Sincerely,  
Guy and Gera Jageman  
Independence, Missouri

\* \* \* \*

Dear Col. Hart:

Here find check for 1963 N.A.A. dues.

Someone once said that there are two reasons for doing something — "A good reason and a real reason." A good reason for belonging to a professional organization, such as ours, is self evident to anyone who has any professional interest in



# IN UNITY THERE IS STRENGTH

auctioneering. The fact is that there are so many good reasons that we sometimes tend to forget the real reasons.

The pledge of "Ethical responsibility to CLIENT, PROFESSION, PUBLIC," as stated on our membership certificate, to me, is the real reason for membership in the N.A.A. Let us stand up to our pledge, show the real reason for being N.A.A. members and many, many more good auctioneers throughout our great land will want to join and share with us all the good reasons and the real reasons for being a member of our great organization.

I want to commend you, Col. Hart, on doing an excellent job. "The Auctioneer" is certainly one of the greatest "good reasons" for belonging, that reminds us monthly of the great scope of our profession.

Sincerely,  
Orison R. Seibert  
Belleville, Illinois

\* \* \* \*

Dear Sir:

I am enclosing a check for \$15.50 to cover my 1963 dues, two N.A.A. decals and for the support of the booster page. It is always a Pleasure to receive "The Auctioneer" and read it's valuable contents.

Sincerely  
Herman F. Welch  
Downers Grove, Illinois

\* \* \* \*

Hello:

Had a good year at the "Main Auction", terrific increase in volume, and as usual expenses.

We had good groceries all year and bought some new equipment. I picked up some extra CASH on outside sales. I plan to make a nice profit next year since I found out the first year in business is always the hard one.

I have three auctioneers working for me now, Col. Albert Decker, Col. Sam Ulrich and Col. Alvin Spofford. I still use Col. Paul Owens when I need a lift. He's the founder of the "Main Auction", the place CASH built.

Here's to a Profitable "63",  
Bob Wesely  
Boise, Idaho

\* \* \* \*

Dear Bernie:

Enclosed please find my over-due dues for the coming year, and also \$5.00 for the "Booster Page".

I thoroughly enjoy "The Auctioneer", and certainly wouldn't want to miss an issue of it.

I have a visa to work in the U.S.A. as an auctioneer, and I frequently help Col. Paul W. Calkins of Peru, New York, whom I believe you know.

I often wonder how many other members work on both sides of the border.

Wishing you every success, I remain.

Yours truly,  
Harold P. Higgins  
Huntingdon, Quebec

\* \* \* \*

Dear Bernie:

We have enjoyed another good year. It was slow at times but at other times it was very busy. We had an exceptionally good 4-H sale in our county this year. Prices above average and over surrounding larger counties made a lot of children, including two of my own, happy money wise. My oldest son began his college career at Ball State this year so I lost my best clerk. The whole family has been enjoying "The Auctioneer".

Respectfully,  
E. Dewey Anderson  
Knox, Indiana

\* \* \* \*

Dear Bernie:

Enclosed please find my \$10.00, the best investment I ever made. Things here in the South seem to be moving at a stepped up pace. However, we don't seem to be able to keep our State Organization going. Our Col's. here seem to be all individuals—don't need to cooperate. Wish there was something we could do.

Hope health and prosperity are close companions of yours for 1963.

Best wishes,  
Curtis Cunningham  
Greenwood, South Carolina

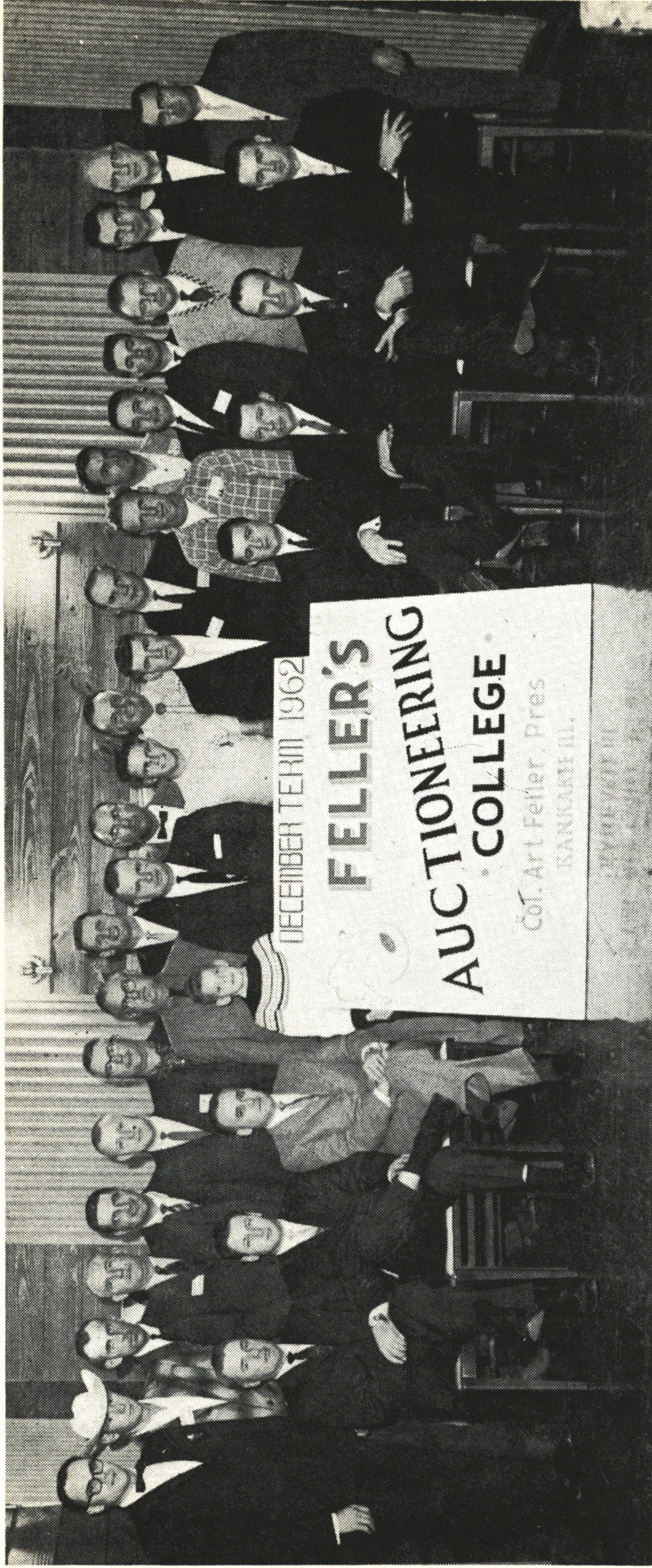
\* \* \* \*

Dear Bernie:

Enclosed you'll find my check for membership in the National Auctioneers Association, and also \$5.00 as a Booster for your wonderful publication "The Auctioneer". I believe it's one of the finest publications of any professional magazine, and look forward to its arrival each month. Being a new comer to the ranks of auctioneers, I find it most interesting, and educational.

Speaking of being a new comer, I've read and heard a lot about what one should do





## FELLER'S AUCTIONEER COLLEGE, KANKAKEE, ILL., CLASS OF DECEMBER 1962

SEATED, LEFT TO RIGHT: Col. Warren Martin; Col. Jim Trunk; Col. Charles Vaughn; Col. Richard Resler; Col. Earl Martin; and Stanley Metz, boy standing by sign.

STANDING, LEFT TO RIGHT: Professor Ralph St. Pierre; Larry Lennox, Texas; Richard Horsch, Ill.; Henry Harth, Ind.; Frances Nelson, Ill.; James Reed, Tenn.; Ray Turner, Ill.; William Hopkins, Ky.; Ernie Niemeyer, Instructor; Leo Gerdes, Ill.; Claude Crider, Ind.; Herbert Sukrow, Neb.; Carl Brown, Ill.; Marvin Subbert, Ill.; Roland Rosenbloom, Ill.; John D. Eddington, Ill.; Lynn Lensith, N. Dak.; John Torke, Wis.; Jim Thomas, Kansas; Richard Willhorte, Ill.; Dwight McGrew, Publicity man; Professor R. J. Kortebein; Wally Bucher, Instructor.



and not do to get started in the auction business. It seems to me there are a lot of good men sent home after graduating with a chip on their shoulder, full of sap and fire, with the idea that they can lick the world and everybody that's in the auction business. Well it seems to me that's the wrong attitude. I whole heartedly feel it's much better for a new man, if at all possible, to work with an established auctioneer where both can profit by such an arrangement. Since graduating from the Iowa School of Auctioneering in August of this year I've had the opportunity to work with several of our good auctioneers in my area and believe me I enjoyed every minute of it and it did me a lot of good.

I've probably been a bit luckier than some of the new men in as much as the auction method of selling and the attitude and impression that the public has of an auctioneer in this area is of the highest level, thanks to the character of the men that have done such a banged up job in the past of the auction profession. I've always had a high regard for these gentlemen, and the action and excitement they put into their work is one reason why I decided to try my hand at auctioneering.

So Bernie, it is with this thought in mind that I look forward to the future with enthusiasm, and am proud to be associated with you folks. I want to wish all N.A.A. members and their families a healthful, happy, and prosperous New Year. If ever in this neck of the woods, stop in and I'll show you some of the prettiest scenery of "This Land of Lakes" you've ever seen.

Orlin F. Cordes  
Red Wing, Minnesota

\* \* \* \*

Dear Bernie:

Starting the New Year with "The Auctioneer" means paying the New Year's dues, so I am enclosing my \$10.00 to start the New Year right.

I don't know what happened to Uncle Sam's mail service when my copy of the Auctioneer returned to you. I just wanted to let you know that I still live at the same old place with the same old name on the mail box, so let THE AUCTIONEER roll. I would sure hate to miss any copies this year.

In closing let me wish you a prosperous year.

Sincerely,  
Eddie Potts  
Albuquerque, New Mexico

\* \* \* \*

Dear Mr. Hart:

Herein please find my dues for 1963. I want to thank the many members of our association for the many letters and cards we received saying how much they enjoyed reading, "Sold To The Lady In The Green Hat." Thanks a million folks.

Most of the mail came from the middle and far west making me feel that besides the best corn and steers, the west also has warm and marvelous people.

The best of health and happiness to you all during 1963.

Sincerely,  
Emma Bailey  
Brattleboro, Vermont

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## Quarter Horse Sale Makes New Records

A new record price for a stallion was established in the Stanfield Quarter Horse dispersion at Broken Arrow, Okla., last fall. Other new records at the same sale included the highest average ever recorded as well as the highest total.

Clabber Bar, an eight year old son of Three Bars, sold for \$86,000. Sixty-four head sold for a total of \$647,050 to average \$10,110 per head.

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## New Auction School Opens In Wyoming

Mountain States Auction College is the newest name in the auction school field with the first class scheduled Feb. 25 through March 12. The new school is located at Cheyenne, Wyo.

Col. A. J. "Jack" Campbell, Gillette, Wyo., is the school's owner. Col. Campbell brings 20 years experience in selling horses, cattle, farm and ranch sales throughout the West. The past several years he has been most prominent in the selling of registered horses.

Mailing address of the school is Box 474, Cheyenne, Wyo.



# Memberships Being Processed At Record Breaking Pace

Everyone with the possibility of the local letter carrier has been enthused with the way new and renewal memberships have been rolling in during the past 30 day period, (Dec. 16 through Jan. 15). A total of 291 were processed during this period, including one Life Membership. Of this number 52 were new applications while 239 were renewals.

Last year we received 221 new and renewal memberships during the same period.

We appreciate the prompt renewals of so many and hope the balance will have been recorded by this time next month. Prompt renewals will give us more time to our ever expanding program and will in turn provide more benefits for the members.

Following is a list of those whose memberships were processed during the above named period. The asterisk indicates a new member.

John W. Brown, Kansas  
William T. Huisman, Iowa  
\*Pat Goggins, Montana  
Carl C. Stanton, Ohio  
K. L. Espensen, Texas  
H. Willard Arnaman, Missouri  
\*Joe Beadles, Kentucky  
\*Harry H. Hansbrough, Jr., Kentucky  
John E. Smith, Kentucky  
\*John S. Baldwin, Kentucky  
\*W. K. Gilliam, Kentucky  
\*Paul Wilkerson, Kentucky  
\*Franklin J. Wilkerson, Kentucky  
\*Bennie J. Wilkerson, Kentucky  
Bobbie Bohannan, Kentucky  
Richard O. Gray, Massachusetts  
\*Herman A. Resnick, Massachusetts  
\*Cecil E. Hurst, Tennessee  
\*Ronnie Bridges, Tennessee  
\*Kenneth L. Ratts, Indiana  
\*J. M. Casey, Alabama  
\*Lee Baldwin, Ohio  
\*Everett Rookstool, Indiana  
\*Eugene E. Carroll Jr., North Carolina  
\*Carl Westermarck, Montana  
\*Larry Irvine, Alberta  
\*Elmer Zimmerman, North Dakota

Lee Wells, North Carolina  
George A. Martin, Maine (Life)  
Charles S. Gerth, Louisiana  
\*Linville Burleson, California  
Harold F. Van Syoc, Iowa  
\*R. E. Allerdyce, Ontario  
George E. Collins, Georgia  
C. C. Bradford, Ohio  
E. M. Rickey, Ohio  
Leonard Austerman, Illinois  
\*Jimmy Davis, Texas  
Faye S. Fisher, Indiana  
Harold E. Ball, Oregon  
L. E. Drake, Michigan  
Hugh J. Gorman, Illinois  
Arthur R. Borton, Ohio  
D. S. Blew, 2nd, New Jersey  
Jacob Finer, New York  
Edward E. Bilbruck, Illinois  
Paul L. Good, Ohio  
Bryan Blew, Oklahoma  
Glenwood Adams, Ohio  
\*Henry A. Lewis, West Virginia  
Charles Hunter, Ohio  
O. L. Lansaw, Ohio  
Clarence W. Latham, Ohio  
Dan Schlichter, Ohio  
Vearn Coates, Indiana  
Paul A. Taylor, Indiana  
Clayton Dykema, Illinois  
J. H. Oberwise, Illinois  
Wendell S. Knudson, Illinois  
Clay Metz, Illinois  
John A. Gordon, Florida  
Alvin Kohner, Minnesota  
Michael Fox, Maryland  
W. L. Carter, Virginia  
Jerry D. Popplewell, Missouri  
Paul W. Leiker, California  
E. K. Elmes, Minnesota  
Carleton Meinders, Iowa  
J. Hughey Martin, Illinois  
D. D. Meyer, Indiana  
Dale A. Dean, Michigan  
Edwin E. Ringler, Michigan  
Emil J. Lauter, Illinois  
Henry M. Stanley, Sr., Ohio  
Henry M. Stanley, Jr., Ohio  
Richard W. Dewees, Missouri  
Maurice Price, Michigan



# IN UNITY THERE IS STRENGTH

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Lynwood Taylor, Ohio  
W. J. White, Alabama  
Owen V. Hall, Ohio  
Alex Cooper, Maryland  
David B. Spielman, New York  
S. Braden King, Missouri  
Phil Goldstein, Massachusetts  
David H. Gladstone, Virginia  
Cy Ferguson, Ohio  
Ralph J. Rosen, New York  
Claus V. Beck, Minnesota  
Warren Austin, New Jersey  
James T. Priest, New Mexico  
Emmert Bowlus, Maryland  
Anthony P. Zifcak, Rhode Island  
Elias H. Frey, Ohio  
Merle Knittle, Ohio  
John F. Andrews, Ohio  
Alvin Freemount, Florida  
Samuel W. Savedow, Florida  
Ted C. Moye, Georgia  
A. C. Thomson, Illinois  
Ralph L. Zabel, Illinois  
Floyd McCaskill, Illinois  
Ray Hudson, Illinois  
L. Oard Sitter, Illinois  
Lloyd E. Sitter, Illinois  
Amon H. Miller, Indiana  
Edward Krock, Massachusetts  
Ben G. Hoffmeyer, North Carolina  
John D. King, North Carolina  
Monroe Goree, New Mexico  
Ted Mounts, Ohio  
\*Robert Eby, Ohio  
Donald Bradley, Ohio  
Clem D. Long, Ohio  
Bob Newton, Ohio  
Leo D. Neilan, South Dakota  
George H. Wenmoth, West Virginia  
O. J. "Jim" Mader, Wyoming  
Rinehold Hubick, Saskatchewan  
Harold Nordwall, North Dakota  
\*Albert N. McClure, Tennessee  
\*Orlin Cordes, Minnesota  
\*Clair W. Archer, Indiana  
M. J. Schoch, Illinois  
John A. Hamilton, Georgia  
Clarence Matthews, Texas  
Earl Ray, Indiana  
Dewey Anderson, Indiana  
Guy Jageman, Missouri  
Colonel Sparkman, Oklahoma  
Dub Bryant, Texas  
Harold B. Lee, New York  
Conley Smith, Alabama  
A. J. Billig, Maryland  
Charles Backus, New York

Bob Handrich, Michigan  
Vaughn Lipp, Indiana  
T. R. Grossman, Massachusetts  
John P. Kachmar, New Jersey  
Theodore A. Merkt, New Jersey  
Richard Babb, Ohio  
J. W. Foust, Texas  
C. A. Morrison, Oregon  
Bernard C. Hamlin, West Virginia  
Howard B. Overmyer, Ohio  
George Roman, Ohio  
William C. Blasengame, Ohio  
Wilbert Kroh, North Dakota  
Abe Cantor, Illinois  
Archie Boyce, Alberta  
\*A. J. "Jack" Campbell, Wyoming  
W. Hugh Ownby, Virginia  
\*Clarence W. Burkett, Michigan  
\*Jacob J. Himmel, Michigan  
\*Ralph R. Baker, British Columbia  
\*Tex Harvley, Texas  
\*Rodger L. Hilzer, Colorado  
\*Charles T. Wright, Kansas  
\*Charles A. Pratt, North Carolina  
\*Ernest Lee Sarbaugh, Missouri  
\*Med C. Northcutt, North Carolina  
\*Howard P. Hartung, Missouri  
\*Ira Charles Bolch, Missouri  
Myron Berman, Massachusetts  
Robert Schnell, South Dakota  
Robert Perry, Michigan  
Don Estes, Texas  
W. T. "Wag" Wagner, New Mexico  
Gordon A. Drury, Wyoming  
Milo Fodness, Minnesota  
Paul Brownfield, Wyoming  
O. B. Harris, West Virginia  
Harold Vaughn, Ohio  
A. W. Hamilton, West Virginia  
Joseph Leger, Massachusetts  
Orison R. Seibert, Illinois  
Hubert Amos, Ohio  
\*Lyle M. Paddick, Illinois  
Emerson Marting, Ohio  
Joe L. Pence, Indiana  
George Swinebroad, Kentucky  
W. R. Wolford, Kentucky  
\*J. Russell Beams, Kentucky  
Brooks Wells, Kentucky  
\*E. Glen Birdwhistell, Kentucky  
W. H. Owens, Kentucky  
\*Harry R. Campbell, Ohio  
Carl Self, Texas  
Harold C. Henry, California  
Curtis Cunningham, South Carolina  
Gene Slagle, Ohio  
Harry H. Hawk, Ohio





### WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONTANA, CLASS OF DECEMBER, 1962

FRONT ROW, LEFT TO RIGHT, KNEELING: Bob Thomas, Instructor; Merle Clark, Instructor; Bill Hagen, Instructor; Jim Messersmith, Instructor.

FIRST ROW, STANDING: Johnny Horvath, Alberta; Edwin Roth, Colo.; Barry Nelson, Alberta; Dean Pruitt, Wyo.; James R. Cowan, Texas; Harley Hoffman, Alberta; Ralph Jollo, Wash.; Larry Irvine, Alberta; Carl O. Westermarck, Mont.

SECOND ROW: Donovan Florence, B.C.; Mern Finney, S. Dak.; Jack Alexander, Ore.; Clyde Rodrigues, Miss.; Don Templar, Alberta; James Slover, Texas; Stan Gulick, Ore.; Donald Shaules, Mont. Norman Freimark, Alberta.

BACK ROW: Wilbur Weitzel, Neb.; Johnny Horwath, Alberta; Lawrence Mitzel, Alberta; Tom Ruggles, Alberta; Dale Yetter, Wyo.; Leland Freeborn, Calif.; Russ Sage, Alberta; Jack Martin, Calif.



# IN UNITY THERE IS STRENGTH

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Robert L. Wesley, Idaho  
L. H. Nelson, Texas  
J. W. Short, Texas  
Charles L. Alber, Arizona  
James J. McGuire, Iowa  
Pat Forristal, Iowa  
Lennis Bloomquist, Iowa  
David Sawyer, Illinois  
Curran Miller, Indiana  
Charles Bagby, Indiana  
Romaine Sherman, Indiana  
Robert Goldstein, Illinois  
Robert L. Harrison, Indiana  
Jay Friedman, Illinois  
Clifford L. Swan, Maine  
Wayne Cook, Texas  
Larry P. Carlon, California  
George E. Borum, Illinois  
Elmer L. Burnham, Washington  
Wayne G. Feighner, Michigan  
Arthur B. Albaugh, Ohio  
Herman F. Welch, Illinois  
Harold P. Higgins, Quebec  
Harold K. Hirschberg, Ohio  
T. H. Dent, Ontario  
Watson Van Sciver, New Jersey  
Joe Ellis, Georgia  
Albert T. Robertson, Missouri  
Herman P. Peacock, Arkansas  
Andrea Licciardello, New Jersey  
J. C. Carter, Kentucky  
C. M. Carter, Sr., Kentucky  
Reginald R. Oakley, South Dakota  
R. E. Featheringham, Ohio  
\*Marion L. Weymouth, Kansas  
Herbert Van Pelt, New Jersey  
\*Bob Hellwig, South Dakota  
C. D. Carpenter, North Carolina  
Calvin "Tink" Brown, Michigan  
George C. Naylor, Maryland  
William M. Bell, Texas  
T. J. Moll, Illinois  
Alfred L. "Shorty" Smith, Texas  
Billy George Wells, Texas  
Emma Bailey, Vermont  
William M. Miller, Texas  
Eddie Potts, New Mexico  
Mike Fahnders, Illinois  
Anthony J. DiBenio, New York  
Clare Brown, New York  
Ronald Moore, Delaware  
M. M. Mobley, Illinois  
Wayne E. Gibson, Texas  
Frank W. Arnold, New York  
Max W. Loucks, Indiana  
Charles Deliso, Jr., Michigan  
Arthur Gordon, Illinois

Joe M. Goldberg, Illinois  
Earl White, Texas  
Bernard Jellema, New York  
Edward J. Kaye, Michigan  
Wilbur T. Clair, Indiana  
John H. Dieken, Illinois  
John T. Logsdon, Oklahoma  
Irving B. Rosen, Texas  
Roger Bennett, Ohio  
Robert H. Campbell, Maryland  
\*Harley O'Day, Ohio  
\*Walter A. Hartman, Ohio  
\*Ray E. Linder, Ohio  
\*John Pfarr, Ohio  
\*Richard Pfarr, Ohio  
J. Herbert Peddicord, Ohio  
Wally Bucher, Indiana  
Ray L. Tuttle, Illinois  
\*Harold E. Wehr, Indiana  
Michael H. Nachbar, Illinois  
Marshall Nachbar, Illinois  
V. K. Crowell, Oklahoma  
Irwin B. Bowman, Ohio  
Hobart W. Farthing, Ohio  
Patrick H. Waddle, Texas  
George Clower, Texas  
E. E. Martin, Indiana  
Joseph Rosenberg, Illinois  
Lovel Ross, Jr., Indiana  
Carl Ronnow, Illinois  
Albert E. Kuehnert, Texas  
Abe Levin, Massachusetts  
O. W. Nelson, South Dakota  
Emil J. Konesky, Ohio  
H. E. Harden, North Carolina  
Archie Shore, Illinois  
Loren Albrecht, Iowa  
\*Calvin Winks, Ohio  
A. L. King Solomon, Florida  
Bud Curry, Texas  
Gabriel V. George, Ohio  
Don Johnson, California  
Joe Prelich, Alberta

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It is always inspiring and gratifying to see a large group of Auctioneers gathered together to talk about their profession and their organization, to discuss problems if any, to formulate plans and to exchange ideas. All of this makes for greater development of the individual Auctioneer and greater improvement of the profession. There are literally thousands of Auctioneers who would like to join you in such meetings. Invite them. Don't wait for them to ask you.

—B. G. Coats



# Auction Markets Plan To Seek Congressional Action

KANSAS CITY, MO.—Five points of Congressional action to provide efficient administration and enforcement of the Packers and Stockyards Act were unanimously adopted at the annual Industry Trade Association Assembly of CERTIFIED LIVESTOCK MARKETS held in Kansas City, Dec. 15 and 16.

The first of the five points calls for a congressional investigation and review of the record of the U.S. Department of Agriculture in administration of the Act. This is followed by: Point (2) A request for establishment of a reparation claims board to prescribe an equitable scale of surety bonds for market agencies, dealers and packers to secure performance of their obligations and to make sureties and packers subject to reparation procedure as well as market agencies and dealers, with authority to process and adjudicate reparation claims; (3) To prescribe a basis of reliance upon the adopted Code of Business Standards of CERTIFIED LIVESTOCK MARKETS; (4) Broaden the definition of "stockyard services" in the Act to provide for the processing of funds for meat promotion, providing extended livestock insurance coverage against accidental death or injury and rendering veterinary services; and (5) Appointment of a livestock and meat industry advisory commission from representatives of the industry and its trade associations to advise the Secretary of Agriculture with respect to administration and enforcement of the Act.

Attending the Assembly were Association officers and directors and members of the 15-man Livestock Market Council, gathered for a two-day session of plans and policy determination. More than 90 market leaders from throughout the nation attended.

Regarding the Five Points, President Joe L. Sorenson declared, "This policy adopted and course of action taken is consistent with the Declaration of Principles applicable in livestock marketing as voiced at the Assembly a year ago, which upholds complete freedom of choice in the manner,

method and means utilized to sell livestock; free and open competition throughout all livestock marketing transactions; livestock seller and buyer satisfaction under free choice in competitive marketing as the measure of standards in transactions; complete public responsibility of CERTIFIED LIVESTOCK MARKETS for proper conduct of their activities under the industry developed Code of Business Standards; and recognition of the Packers and Stockyards Act as it provides financial responsibility and fair trade practices applicable in all livestock markets', market agencies', dealers' and packers' business operations.

"It is also in keeping with earlier recommendations made to Agricultural Marketing Service and the P & S Division of the Department for implementation of the P & S Act under competitive livestock marketing in the public interest, with emphasis upon recognition of the scope of the Act as amended, responsibility in implementation of the Act and reliance upon mutual integrity in enforcement.

"The attention of Congress must be directed toward those steps which will facilitate administration of the Act with amendments which will assist the Secretary of Agriculture in an efficient administration of the Act in keeping with present-day livestock marketing operations and services," he concluded.

The Assembly also made advance plans for the Livestock Marketing Congress in Denver, Colorado, June 20-23, which will include the annual convention of CERTIFIED LIVESTOCK MARKETS.

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**There is one important phase of our Association which must be more active than any other, that of procuring new members. Our continuing existence depends upon our obtaining new members. Many members promised and have obtained two in 62. Have you produced one?**

—B. G. Coats



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

President: Brad L. Wooley, 412 Del Rio Dr.  
Little Rock  
Secretary: James W. Arnold,  
Box 179, Magnolia

## Colorado Auctioneers Association

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

## Idaho Auctioneers Association

President: Lyle Masters, R. 2, Buhl  
Secretary: Quinton Selby, Box 393, Cascade

## Illinois State Auctioneers Association

President: Harold Hilliard, Greenville  
Secretary: Theodore W. Lay, Girard

## Indiana Auctioneers Association

President: Walter Murphy,  
1111 N. Meridian, Lebanon  
Secretary: Dean Kruse,  
R. R. 2, Auburn

## Iowa State Auctioneers Association

President: Irving Leonard, Elkader  
Secretary: Lennis W. Bloomquist,  
RFD 2, Pocahontas

## Kansas Auctioneers Association

President: Carson E. Hansen, Beloit  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

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

## Massachusetts Auctioneers Association

President: Henry A. Berman,  
P. O. Box 335, Worchester  
Secretary: Edmond R. Valladoa,  
Route 6, Mattapoissett

## Michigan Auctioneers Association

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

## Minnesota State Auctioneers Association

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

## Missouri State Auctioneers Association

President: Ralph Stark, Lexington  
Secretary: Roger Hollrah,  
2795 Zumbahl Rd., St. Charles

## Montana Auctioneers Association

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

## Nebraska Auctioneers Association

President: Glen Helberg,  
310 Boyd Ave., North Platte  
Secretary: Dick Dolan,  
Box 364, North Platte

## New Hampshire Auctioneers Association

President: Harold Buckman, Ashland  
Secretary: George E. Michael,  
78 Wakefield St., Rochester

## New Jersey State Society of Auctioneers

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

## New York State Auctioneers Association

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

## Auctioneers Association of N. Carolina

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

## North Dakota Auctioneers Association

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

## Ohio Association of Auctioneers

President: Gene Slagle  
445 S. Vine, Marion  
Secretary: Richard Babb,  
232 N. South St., Wilmington

## Oklahoma State Auctioneers Association

President: Elvan Markwell, Meeker  
Secretary: Bryan Blew  
Box 203, Cherokee

## Oregon Auctioneers Association

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

## Pennsylvania Auctioneers Association

President: Russell E. Kehr  
1500 Broadway, Hanover  
Secretary: Kenyon B. Brown,  
Box 388, Doylestown

## South Dakota Auctioneers Association

President: Vernell Johnson, Hartford  
Secretary: Reginald R. Oakley,  
Box 222, Silver City

## Tennessee Auctioneers Association

President: Jim Stevens,  
1315 Gallatin Rd., Nashville  
Secretary: E. B. Fulkerson,  
Rt. 4, Jonesboro

## Texas Auctioneers Association

President: Wayne Gibson,  
1005 Nall Lane, Bryan  
Secretary: K. L. Espensen,  
1109 Powers, Tyler

## West Virginia Auctioneers Association

President: H. C. Staats,  
1243 Oakhurst Dr., Charleston  
Secretary: Wilson E. Woods,  
Webster Springs

## Virginia Auctioneers Association

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

## Association of Wisconsin Auctioneers

President: E. J. McNamara  
Box 287, Lancaster  
Secretary: Joseph H. Donahoe,  
706 Harriet St., Darlington

## Wyoming Auctioneers Association

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



# THE LIGHTER SIDE . . .

## GOOD DIAGNOSIS

A middle-aged man complained to his doctor of chiropractic that he wasn't feeling just right.

"Do you drink much?" asked the doctor.

"I don't drink at all," was the answer.

"Smoke?"

"No."

"Overeat?"

"No. I'm a light eater and don't touch starches or sweets," he replied.

"Well, what about other indulging — women, gambling things like that?"

"Oh, no," exclaimed the patient horrified.

"You're a most unusual person," said the chiropractor. "What seems to be bothering you?"

"Only my back," said the man. "I have sharp pain from time to time across my shoulders."

The doctor smiled. "Well, that's to be expected," he said. "You're just not wearing your wings properly."

## COOL PILOT

With both motors of the plane on fire, the pilot donned a parachute and shouted to the passengers: "Don't anybody panic. I'm going for help."

## EXCUSES

One drunk told the judge he had to drink what was left in the bottle because he had lost the cork.

Another one explained: "I fell in with bad companions. There was a fifth for fourth of us and three of them didn't drink."

## A LITTLE TOO MODERN

The teacher was giving her class a talk on old English. "Gene," she said to a pupil, "give me an example of a modern day sentence which means 'Thou art good'."

Gene paused a moment, then his face lighted up with sudden understanding as he gave his example: "I dig you, cat, you're real crazy."

## FAST WORKER

The housewife wanted her husband to address Christmas cards. The family was coming; there were shopping, gifts, the tree to trim, cooking and cleaning all to do. Arranging the cards, stamps and address book on the table she pulled up a chair and said, "Come on, dear, let's get these out of the way."

He glanced at the array, turned away and went to his den. She heard a drawer jerked open, banged shut, and he returned with a high stack of cards, stamped, sealed and addressed.

"They're last year's," he said. "I forgot to mail them. Now let's go out to dinner and relax—you've been working too hard."

## AMUSEMENT

Grandma Jones had lived alone in her cottage for many, many years. She seldom ventured farther than the front gate and that was only to get mail. She seemed, however, to enjoy her life of solitude.

"But, how do you stand the everlastin' silence, Grandma?", asked one of her neighbors.

Grandma looked fondly at two kittens that were playing with a ball of twine on the floor. "Oh," she said with a playful gleam in her eye, "when it gets so quiet I can't stand it any longer, I just kick hell out of one of the cats."

## TARDY

Boss to stenographer: "Congratulations, Miss Hopkins. This is the earliest you've been late."

## FAIR QUESTION

An Indian came into a bank and asked about a loan for \$200.

"And what security have you?"

"Got 200 horses."

This seemed sufficient security and the loan was made. Later, the Indian came back with \$2,200 in cash, paid off the note and started to leave. "Why not let me take care of that \$2,000 for you?" asked the banker.

Looking the banker straight in the eye, the Indian asked, "How many horses you got?"



## OUT THE WINDOW

In a Southern community a case was being tried in court where one motorist was suing another for causing a wreck. One witness was a gangling 18-year old country boy.

The evidence showed he was working in a field about 200 yards from the accident. His evidence was very damaging to the case for the defense. The defense attorney, who had the reputation of being very irritating and dangerous on cross examination, said, "You claim you saw this wreck?"

"Yes."

"You saw the whole thing?"

"Yes."

"You were 200 yards away?"

"Yes."

"You can see pretty good, can't you?"

"I think so."

"Well, tell the jury how far you can see."

In his slow, deliberate drawl, the boy said, "I get up pretty early in the morning. I see the sun rise. They tell me the sun is 93 million miles away."

The judge and jury laughed. The attorney's mouth flew open and his case flew out the window.

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## DESPERATE

Female Elevator Operator in car alone with a Marine: "Going up — going up — anybody else going up? Please, will somebody else go up?"

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## THIS WILL HURT

Two business partners, vacationing in Florida, were fishing when a storm overturned their rowboat. One of the men started swimming toward shore, but the other floundered helplessly and was obviously about to sink.

"Harry, Harry!" called his friend from shore, "Can't you float alone?"

"Good grief!" cried the helpless man. "I'm drowning and he wants to talk business."

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## POINT OF VIEW

Believe it or not, we look as odd to foreigners as they do to us. A Chinese delegate at the UN, asked recently what was the most unusual thing he had found in America, smiled and said: "Oddest thing is peculiar slant to Westerners' eyes."

## FAST LEARNER

A father for the first time went to a dry goods store to purchase a dozen diapers. The clerk wrapped them and handed the package to the joyful man.

"That will be \$2.50 for the diapers and 25c for the tax," she said.

"I'll take the diapers," said the father, "but we intend to use safety pins."

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## INEXPERIENCED

"For managers and overseers," proclaimed a great Chinese landowner, "always give me married men."

"For what reason," a visitor asked.

"Because," said the Chinese, "I abhor the muddled, unclear reports that have been sent in to me by bachelors. They have never had to explain anything to a wife."

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## PRE-FAB

"Hey, you, why are you throwing all those nails away?"

"Why, they all have the heads on the wrong end."

"You darned fool, we'll need them on the other side of the house."

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## WARNING

Sign on a Texas farm fence: Hunters, don't shoot anything that doesn't move. It may be my hired man.

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## GOOD JUDGMENT

A tramp was standing on a street corner one chilly day with his hands in his pockets. A man felt sorry for him so he walked up to him and said "Brother, could I buy you a cup of coffee?" "No", he answered, "I don't drink coffee. It costs 5c but doesn't contain very many calories. I'd prefer a 10c sandwich."

"OK," said the man. "I'll give you a dime." He dug in his pocket and brought out a shiny new dime. He held it out to the tramp. The tramp said, "Thank you a lot, kind mister. Please put it in my pocket, I don't want to take my hand out of my pocket; it would get cold."

The kind man was surprised at how lazy the tramp was so he put the dime back into his pocket and as he walked away said to the tramp. "A penny saved is a penny earned and I'd rather have a warm dime in my pocket than to see you have a cold hand."



## Veteran English Auctioneer Passes

An English livestock auctioneer, James D. Hay, of Hay and Co., Ltd., Perth, died recently aged 78. He had been 63 years with the auction firm founded by his grandfather in 1830.

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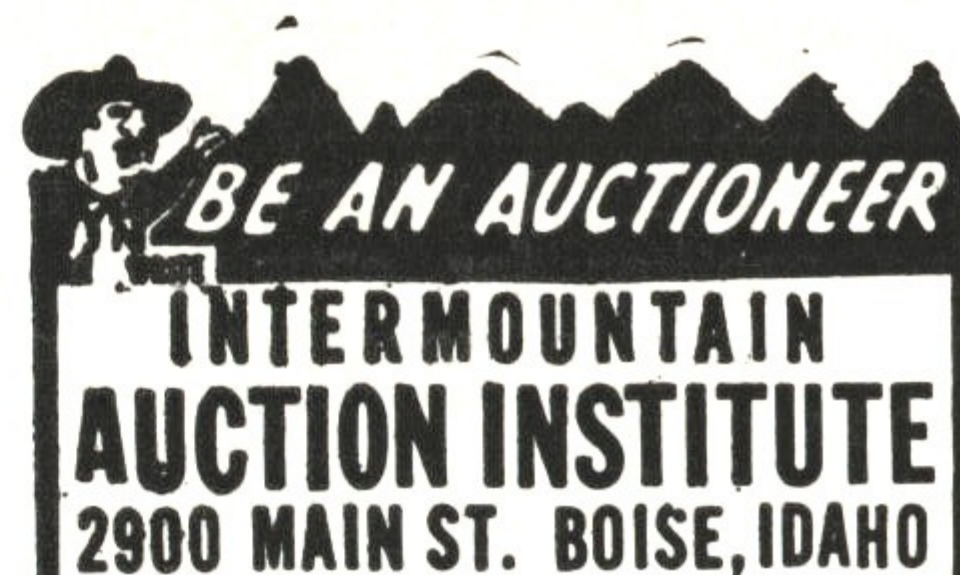
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6. They want to work with competitors on mutual problems.

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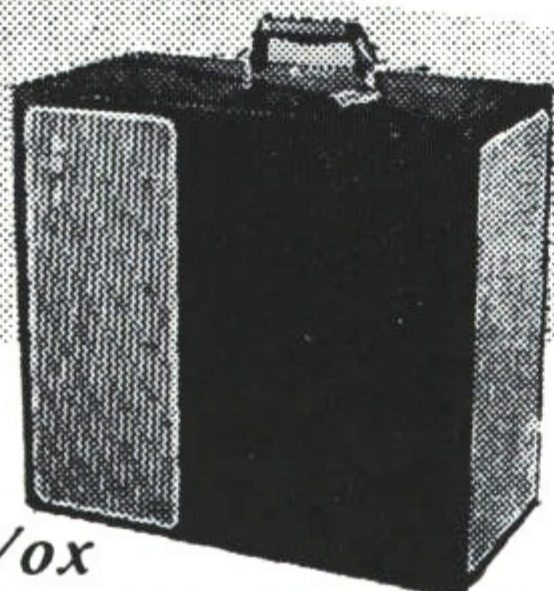
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