

# *the* AUCTIONEER



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1959



**1960**

**National**

**Auctioneers**

**Convention**

**Louisville, Kentucky**

**July 14-15-16**

**Y'all Come**



IN UNITY THERE IS STRENGTH

**THE AUCTIONEER**  
is the  
**OFFICIAL PUBLICATION**  
of  
**NATIONAL**  
**AUCTIONEERS ASSOCIATION**

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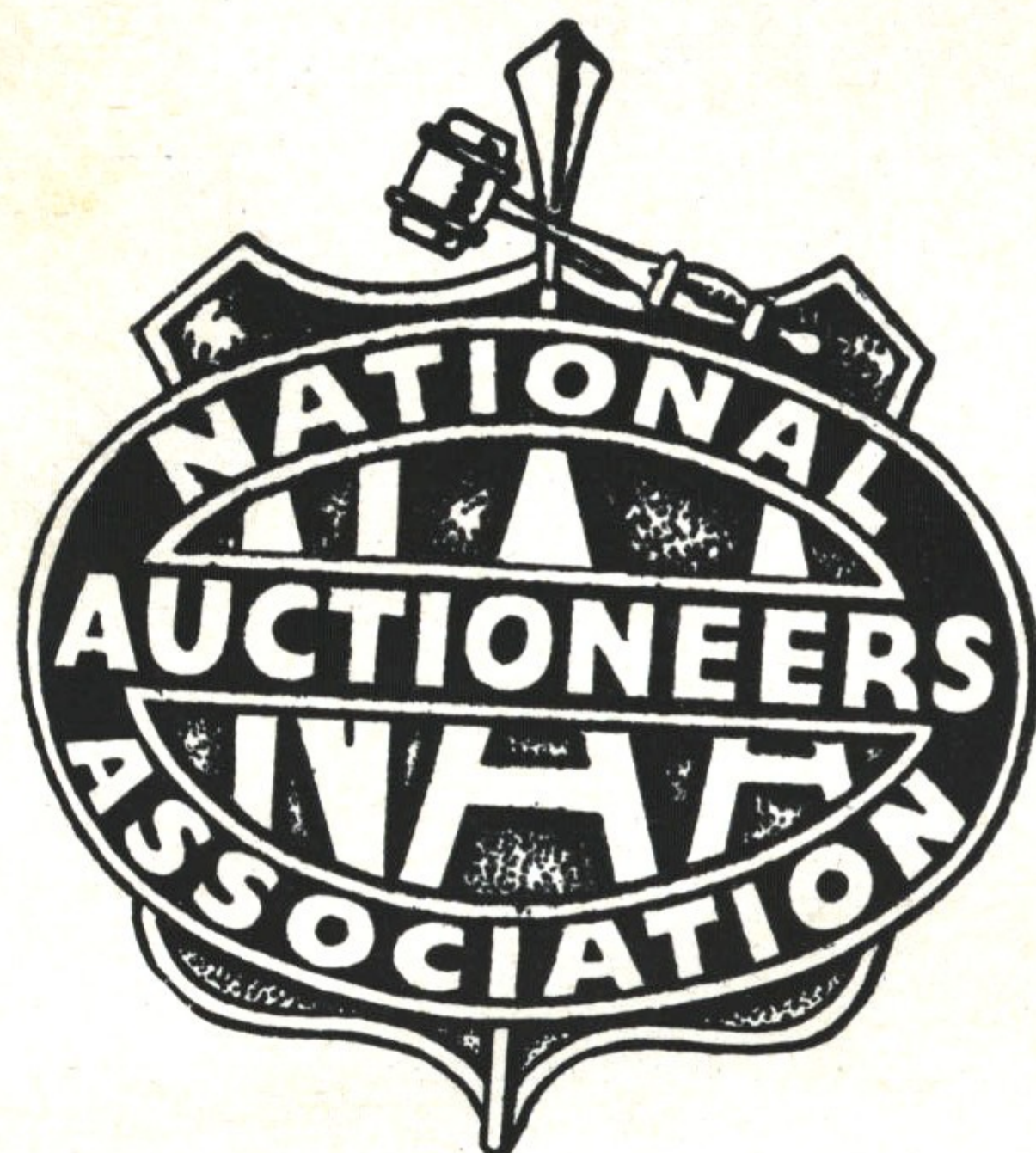
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# Attendance At Convention Breaks All Past Records

Attendance records were shattered at the National Convention in Denver, July 16-18, when final tabulations showed 439 people from 37 states and one Canadian province were present for this great event. This was nearly 100 more than had ever been registered at a National Convention and also was the greatest number of states represented.

Supplies of Luncheon tickets, Banquet tickets, identification badges and the like were exhausted long before everyone had been registered. Hotel employees were kept busy the first forenoon in setting up extra tables for the Governor's luncheon and finally ran out of space so everyone was not able to participate in the meal although extra chairs were made available so that they could hear the speaker.

Colorado and Nebraska led in the number of registrants with 47 each. They were closely followed by Ohio with 45, Kansas with 40 and Wisconsin with 36. Total registration at the Buffalo Convention (1958) was 334.

Following are the names and post offices of the registrants by states as taken from the registration cards:

## ALABAMA — 4

Mr. and Mrs. Eugene C. Waldrep and two daughters, Birmingham

## ARKANSAS — 1

B. L. Wooley, Pine Bluff

## CALIFORNIA — 2

Mr. and Mrs. Harold C. Henry, South San Gabriel

## COLORADO — 47

Bob Amen, Brush

Natte E. Austin, Fort Collins

Mr. and Mrs. F. Harvey Baldwin, Denver

John W. Burkhart, Del Norte

Dan J. Eckhardt, Greeley

Mr. and Mrs. Edward Gibson, Denver

Harry Green, Jr., Denver

J. L. Hardesty, Denver

Mr. and Mrs. H. W. Hauschildt and daughter, Denver

Joseph Earl Hicks, Grand Junction

Ben R. Houston, Denver

Mr. and Mrs. Bud Hubbard, Littleton

Damon L. Koch, Haxton

Carl E. Kostman, Brush

Mr. and Mrs. Darwin Lockhart, Steamboat Springs

Mr. and Mrs. Si Lockhart, Steamboat Springs

Mr. and Mrs. Merle T. McCabe, Englewood

Thomas L. Peach, Eagle

Mr. and Mrs. Tony Perry, Grand Junction

Mr. and Mrs. C. E. Reed, Fort Morgan

S. E. Reed, Denver

Mr. and Mrs. Howard Roland, Grand Junction

Mr. and Mrs. Charles W. Rosvall, Denver

L. W. Sanders, Denver

Mr. and Mrs. J. Lee Sears, Fort Lupton

Don R. Simmons, Pueblo

Mr. and Mrs. Howard M. Shults, Grand Junction

Leta Vale, Denver

L. K. VanCleve, Greeley

Mr. and Mrs. Jack Williams, Walsenburg

Mr. and Mrs. Lyle D. Woodward, Denver

## DELAWARE — 1

Crawford J. Carroll, Dover

## GEORGIA — 5

Tommy Jarrard, Gainesville

Bill Potts, Rock Springs

Mr. and Mrs. R. A. Waldrep and son, Gainesville

## HAWAII — 4

Mr. and Mrs. Louis Stambler and daughter, Honolulu

Emiley R. Stambler, Honolulu

## IDAHO — 2

Mr. and Mrs. Jim Messersmith, Jerome

## ILLINOIS 35

Mr. and Mrs. Arthur Billeter and daughter, Harvel

Lowell Buck, Avon

Mr. and Mrs. Harry A. Chrisco, East St. Louis

James Cook, Colchester



# IN UNITY THERE IS STRENGTH

Sharon Levengood, Good Hope  
 Mr. and Mrs. A. C. Dunning, Elgin  
 Jack Gordon, Chicago  
 Mr. and Mrs. Ray Hudson and daughter,  
 Morrisonville  
 Mrs. L. M. Kinsey, Chicago  
 Mr. and Mrs. Lewis G. Marks and  
 daughter, Abingdon  
 Mr. and Mrs. J. Hughey Martin,  
 Colchester  
 Warren Martin, Clinton  
 Melvin Penning, Forreston  
 Carman Y. Potter, Jacksonville  
 Mr. and Mrs. Fred G. Quick, Aurora  
 Mr. and Mrs. Mark E. Runkel,  
 Shelbyville  
 Mr. and Mrs. Virgil F. Scarbrough,  
 Quincy  
 Mr. and Mrs. Ray Tuttle and daughter,  
 Sheldon  
 Mr. and Mrs. Charles B. Wade and son,  
 Morrisonville

## INDIANA — 19

Mr. and Mrs. James A. Buckley,  
 Shelbyville  
 Ray L. Crume, Kokomo  
 Mrs. Leona Drake, Indianapolis  
 Mr. and Mrs. Bernard Hart and son,  
 Frankfort  
 Mr. and Mrs. Russell Kruse and son,  
 Auburn  
 Mr. and Mrs. Ernest Neimeyer,  
 Crown Point  
 Dr. Roland Reppert, Decatur  
 J. W. Shapley, Scottsburg  
 Mr. and Mrs. Romaine Sherman and  
 daughter, Goshen  
 Herman W. Sigrist, LaGrange  
 Carol Yoder, Auburn

## IOWA — 25

Loren Albrecht, Wall Lake  
 Mike Bloomer, Glenwood  
 Bart Bielenberg, Schleswig  
 Mr. and Mrs. Al Boss, Carroll  
 Mr. and Mrs. Warren Collins, Jesup  
 Mr. and Mrs. Leland Dudley and two  
 children, Sheffield  
 Mr. and Mrs. Ken Erickson and two  
 children, Cresco  
 Mr. and Mrs. Ray Hohmann, Dubuque  
 Howard B. Johnson, Story City  
 Leon E. Joy, Ames  
 Mr. and Mrs. Hugh McGuire, Holstein  
 Mr. and Mrs. Wendell Ritchie,  
 Marathon  
 Mr. and Mrs. Oscar Tostlebe,  
 Cedar Falls

## KANSAS — 40

Dick Brewer, Mt. Hope  
 Booth Brown, Liberal  
 Glenn C. Brown, Liberal  
 Lyle Burr, Natoma  
 Mr. and Mrs. Eugene Cole and two  
 children, Downs  
 Mr. and Mrs. Carson Hansen and five  
 children, Beloit  
 Mr. and Mrs. W. O. Harris, Wetmore  
 Mr. and Mrs. Sanford Hughes,  
 Wellington  
 Mr. and Mrs. Paul A. Hurst,  
 Valley Falls  
 James A. Hush, Plains  
 Mr. and Mrs. Charles Macy, Oberlin  
 Mr. and Mrs. Jack McVicker,  
 Garden City  
 Mr. and Mrs. Melvin Richardson,  
 Ellinwood  
 Mr. and Mrs. Frederick E. Sherlock,  
 St. Francis  
 Mr. and Mrs. E. T. Sherlock, St. Francis  
 Mr. and Mrs. Edwin Small and son,  
 Russell  
 Mr. and Mrs. Merle Van Winkle,  
 Argonia  
 Mr. and Mrs. Ray Wallace, Hugoton  
 Gene Watson, Hutchinson

## KENTUCKY — 1

W. P. Scully, Lexington

## LOUISIANA — 3

Mr. and Mrs. Rhett Grant and daughter,  
 Mansfield

## MARYLAND — 4

Mr. and Mrs. Joe Steiner and two  
 children, Silver Spring

## MASSACHUSETTS — 2

Mr. and Mrs. Phil Goldstein,  
 West Roxbury

## MICHIGAN — 15

Mr. and Mrs. Vernon I. Cole, Mt. Morris  
 Mr. and Mrs. John M. Glassman and  
 two children, Dowagiac  
 Mr. and Mrs. Charles J. Kinsey,  
 Farmington  
 Mr. and Mrs. Sherry Olin, Sparta  
 Mr. and Mrs. C. B. Smith, Williamston  
 Ken Travis, Lansing  
 Mr. and Mrs. Garth Wilber, Bronson

## MINNESOTA — 3

Mr. and Mrs. Orville M. Schroeder,  
 Caledonia  
 Frank A. Sloan, Minneapolis

## MISSOURI — 20

Mr. and Mrs. H. Willard Arnaman,  
 Unionville





**YOUTH AT THE CONVENTION** — The Denver convention initiated a new practice in which the Ladies Auxiliary sponsored entertainment for those in the age group shown above. Mrs. Edith Smith, Auxiliary President, is at the extreme left in the front row. This picture illustrates what we mean when we say we have a family convention.



# IN UNITY THERE IS STRENGTH

Mr. and Mrs. Ken Barnicle, Ellisville  
Mr. and Mrs. Hugh Campbell,  
Chillicothe

Mr. and Mrs. Joe L. Horn, Kirkwood  
George Jacobs, Kansas City  
Mr. and Mrs. Guy Jageman,  
Independance

C. C. John, Kansas City  
Mr. and Mrs. Gerald Knight, Lebanon  
Tony Thornton, Springfield  
Mr. and Mrs. Bill McCracken, Kirkwood  
Mr. and Mrs. Jim Merrigan, Maryville  
Mary Helen Preble, Kansas City

## MONTANA — 4

Mr. and Mrs. Bill Hagan, Billings  
Milton J. Mann, Vaughn  
William J. McKay, Great Falls

## NEBRASKA—47

Scott Barr, Wolbach  
Mr. and Mrs. E. A. Camfield,  
North Platte  
John Camfield, North Platte  
Mr. and Mrs. Charles Corkle, Norfolk  
Mr. and Mrs. Frank D. Diercks,  
Gordon and three children  
Mr. and Mrs. Dick Dolan, North Platte  
Mr. and Mrs. C. O. Emrich, Norfolk  
Mr. and Mrs. Ray Flanagan, Albion  
Mr. and Mrs. Dan Fuller, Albion  
Dick Kane, Wisner  
Mr. and Mrs. Stacy B. McCoy,  
Arapahoe  
Mr. and Mrs. James W. Martin,  
Chappell  
Mr. and Mrs. Lester Pearson, Spencer  
Mr. and Mrs. Henry Rasmussen and  
two daughters, St. Paul  
Phyllis Roberts, North Platte  
Grayton Robinson, Brandon  
Elaine R. Rogers, North Platte  
Ernest F. Roloff, Oshkosh  
John T. Ryan, Greeley  
Mr. and Mrs. Lewis E. Sage,  
North Platte  
Mr. and Mrs. Harry Sanders, Fremont  
Mr. and Mrs. Don Werner, Thedford  
Mr. and Mrs. Gordon Williams,  
Marsland  
Mac. Wondra, Omaha  
Rex Young, Plattsmouth  
Mr. and Mrs. Adolph Zicht, Norfolk

## NEW JERSEY — 6

Mr. and Mrs. B. G. Coats, Long Branch  
John R. Potts, Neshanic Station  
Herbert T. VanPelt, White House Station  
Mr. and Mrs. Watson VanSciver,  
Burlington

## NEW MEXICO — 7

Elmer Gilder, Farmington  
Mr. and Mrs. Charles Huntsman,  
Santa Fe  
Mr. and Mrs. Gene Navalesi,  
Albuquerque  
Mr. and Mrs. John A. Overton,  
Albuquerque

## NEW YORK — 11

Mr. and Mrs. Tim Anspach, Albany  
Mr. and Mrs. Arnold Ford,  
Constableville  
Mr. and Mrs. Pete Murray,  
Ballston Lake  
Mr. and Mrs. Clinton Searls, Elba  
Harold Spoor, Baldwinsville  
Mr. and Mrs. Harris Wilcox, Bergen

## NORTH DAKOTA — 4

Mr. and Mrs. F. E. Fitzgerald, Bismarck  
Mr. and Mrs. Bob Penfield, Bowman

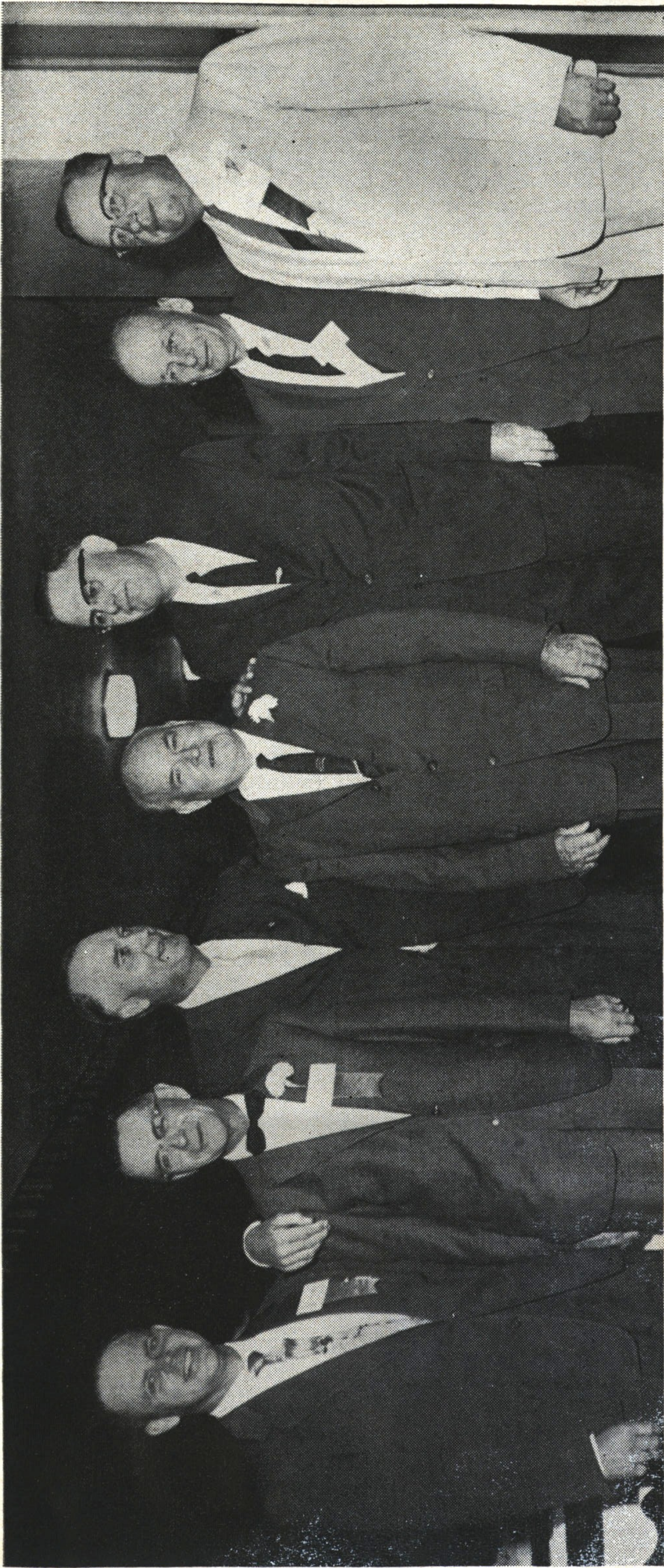
## OHIO — 45

Mr. and Mrs. Glenwood Adams,  
VanWert  
Richard W. Babb, Wilmington  
Herb Bambeck, Dover  
Mr. and Mrs. J. Barnes, Minerva  
A. C. Bradford, Racine  
C. C. Bradford, Racine  
J. Meredith Darbyshire, Wilmington  
Mr. and Mrs. R. E. Featheringham,  
and daughter, Ashville  
Mr. and Mrs. Don E. Fisher, and two  
children, Powell  
Mr. and Mrs. Albert L. Frauhiger,  
Port Clinton  
Don Frey, Archbold  
Elias H. Frey, Archbold  
Robert G. Frey, Archbold  
Mr. and Mrs. Owen V. Hall, Celina  
Mr. and Mrs. L. Howard Jewell,  
Mt. Gilead  
Russell P. Kiko, Canton  
Clem Long, Dayton  
Dick Morrow, Canton  
Judy Mass, Ashville  
Mr. and Mrs. Homer Pollock, Delphos  
Mr. and Mrs. Albert Rankin and two  
daughters, Alger  
Mr. and Mrs. Donald H. Stafford and  
son, East Rochester  
Mr. and Mrs. Robert K. Stamp, Salem  
Mr. and Mrs. Don W. Standen,  
North Ridgeville  
Jim Wilson, Youngstown  
Mr. and Mrs. Jim Wagner, Amherst

## OREGON — 3

Mr. and Mrs. C. A. Morrison,





**“WHEELS” of the NAA (part of them) — from the left, Carman Potter, 1st Vice President; Ernie Sherlock, Chairman of the Denver Convention; Dan Thornton, former Governor of Colorado and an Honorary Member of the NAA; C. B. Smith, retiring President; Bernard Hart, Secretary; Charles Corkle, 2nd Vice President; and Ernest Freund, newly elected President.**



# IN UNITY THERE IS STRENGTH

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Grants Pass

Carl W. Reed, Portland

## PENNSYLVANIA — 12

Mr. and Mrs. Tom Berry, West Newton

Mr. and Mrs. Henry Brooks,  
Wilkes-Barre

Mr. and Mrs. Ken Burrows and two  
sons, New Wilmington

Ralph W. Horst, Marion

Russell E. Kehr, Hanover

Sam Lyons, Indiana

George H. Wilson, Chester

## SOUTH CAROLINA

Mr. and Mrs. Curtis Cunningham,  
Greenwood

## SOUTH DAKOTA — 2

Mr. and Mrs. Earl Penfield, Lemmon

## TENNESSEE — 14

Bob Winton, Winchester

A. D. Knawff, Apison

Glenn Swann, Deckerd

Mr. and Mrs. C. B. McCarter and 9  
children, Sevierville

## TEXAS — 4

Mr. and Mrs. Walter S. Britten,  
College Station

Mr. and Mrs. J. O. Lawlis, Houston

## UTAH — 1

Earl R. Smith, Cedar City

## WASHINGTON — 1

Wes Wendt, Granger

## WEST VIRGINIA — 1

R. F. Crosser, St. Marys

## WISCONSIN — 36

Mr. and Mrs. R. W. Doman, Brookfield

Mr. and Mrs. Joseph Donahoe,  
Darlington

Mr. and Mrs. Ernest C. Freund and son,  
Fond du Lac

Mr. and Mrs. John L. Freund, Omro

Mr. and Mrs. James Gavin and two  
children, Reedsburg

Mr. and Mrs. Ray Gevlinger, Dodgeville

Mr. and Mrs. Walter Heise, Oconto

Mr. and Mrs. W. R. Ingraham,  
Beaver Dam

Mr. and Mrs. Bill Jones, Pickett

Mr. and Mrs. Arnold Kohlmetz and two  
children, Watertown

Mr. and Mrs. Don Lloyd, Oshkosh

E. J. McNamara, Bloomington

Mr. and Mrs. John Reilly,  
Campbellsport

Mr. and Mrs. Douglas C. Steltz,  
Milwaukee

Mr. and Mrs. Peter Van Veghel,  
DePere

## WYOMING — 6

Margaret Diercks, Thermopolis

James A. Lane, Gillette

Mr. and Mrs. Robert E. Musser, Cody

Mr. and Mrs. L. G. Schloatman,  
Torrington

## CANADA — 2

Mr. and Mrs. Ken Hurlburt, Lethbridge,  
Alberta

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## Colorado Salutes you — — — NATIONAL AUCTIONEERS

The 1959 annual National Convention of Auctioneers was a great success. We wish to extend our appreciation to the some 425 auctioneers and families who are responsible for making such a convention possible.

It was a great privilege and a great honor to have been your host here in Colorado. A privilege to have you come this far and an honor to have had the association and fellowship with you.

Although the results of the past convention are still very much with us, we are already anticipating next years meeting in Louisville, Kentucky, when we can again meet with each one of you.

It is our sincere hope that those who were unable to attend this years convention will start now to make plans to enable them to attend next year. It is a great opportunity to attend a National Convention. You not only hear from great speakers, but you exchange ideas with men in your business. You have an opportunity to seek



## IN UNITY THERE IS STRENGTH

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answers to any questions you might have. You make acquaintances and associations you will value for a lifetime.

Colorado is proud to have had the opportunity to plan and conduct the 1959 National Convention. We hope you benefited from the meetings and speakers and enjoyed the program and entertainment provided.

May we take this opportunity to congratulate all the newly elected officers and extend to them our very best wishes.

Sincerely,  
COLORADO AUCTIONEERS ASSOC.  
& Colorado Auxiliary

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### TO BAD

By Carman Y. Potter

Too bad if you were not present for the National Auctioneers Association Convention held in Denver, Colorado, July 16, 17, 18, 1959. You missed one of the greatest Conventions ever held. A new attendance was also set.

The Colorado Auctioneers along with Convention Chairman E. T. Sherlock really spread out the welcome mat. Among the highlights were addresses by Dan Thornton, former Governor of Colorado and Guest Speaker, Millard Bennett of New York City—who was simply terrific!

It is difficult to find words that express the thrill and enthusiasm as well as the fellowship and educational benefits one gains from these Conventions.

Next year's Convention in Louisville, Kentucky, should be even greater, and now is the time to make plans to be there. You will find it most inspiring and beneficial if you do.

A more extensive program is being planned for women and children who attend next year's event. Thus, all members of the family can enjoy themselves to the utmost.

You may not realize that a large number of Auctioneers and their families make the N.A.A. Convention a "must" on their Calendar each year and vow they will never miss one as long as they are able.

Once you attend you'll know why!

\* \* \* \*

Dear Mr. Hart:

The convention was terrific, the program committee did a swell job. I'd like to say that I was well pleased that

a man's family was welcomed. I had brought my family, then took them on to Colorado Springs, to visit.

For myself, the greatest joys that I received was from visits that I was privileged to make, especially with Henry Rasmussen.

There was very little on new merchandise auctions and I wondered if it might be possible to hear from the experts another year.

Sincerely,  
Elmer Gilder  
Farmington, N. M.

\* \* \* \*

Dear Bernard:

Sincere congratulations to you, to President C. B. Smith, Col. Ernie Sherlock, the Colorado Auctioneers Association for the complete success of National Convention held in Denver, July 16-17-18. To each of you, and to any one who may have assisted you, belongs the credit for the Greatest Convention our Organization has ever held.

We have not held any Conventions, but what those who desire to, could take home many ideas that would benefit them in our chosen profession. Although according to calendar years, I was the oldest auctioneer in attendance, and perhaps the oldest in actual years of experience (59 years), I brought home with me ideas that actually will be of greater benefit to me in my work, than any Convention I have ever attended.

Really Col. Hart, the only ones who missed, and OH HOW MUCH THEY MISSED, were those who, unfortunately were unable to attend.

I predict that under the guidance of Col. Ernest Freund, our President; Col.



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Carman Y. Potter, our First Vice-President; The Kentucky Auctioneers Association, especially if they are aggressive as their Representative at the Denver Convention, and of course all supported by your ability and constant efforts, that we will have a still greater Convention in Louisville, Kentucky.

Let every member of our Organization resolve: "COME WHAT MAY, I WILL MEET YOU'ALL IN LOUISVILLE."

Sincerely,  
Dan J. Fuller  
Albion, Nebraska

\* \* \* \*

Dear Bernie:

A few lines to let you know my personal thoughts on the past convention. I know that I returned home richer in knowledge and with a firmer belief in the value of organization for the betterment of our profession. Such dynamic speakers as Governor Thornton, Col. Fuller, Col. Art Thompson, Col. Coats

and many others can't help me but believe that we are a very important asset to our democratic way of life and of our high standard of living.

Of course I was very surprised and thrilled to be elected to the National Board of Directors. I will strive to fulfill the responsibilities and will work for the increased recognition of our State and National organization. I will be glad to participate at any of our State meetings or any other District or group meeting that I can get away from my own Sale Business to attend. I would be glad to discuss the power of organization and feel that I am qualified to discuss the Livestock Auctions and the closing out Farm Sales.

I think you are doing a swell job as Secretary of the organization and of your very interesting items you print as Editor of the Auctioneer. Enclosed is five dollars to have my name appear on the booster page. I am glad to be on the same team with you, Bernie.



Col. John T. Ryan, Greeley, Nebraska, performed under the alias of Mrs. Pat O'Brien and described what it was like to be the wife of an auctioneer.





**ALL FROM WISCONSIN** — Many a State Convention would be thrilled to have a group of this size in attendance. President elect, Ernest Freund, has quite a backing from his home state who had hoped to entertain the 1960 National Convention.



## IN UNITY THERE IS STRENGTH

Will see you at our Indiana State Convention in November.

Sincerely yours,  
Ernie Niemeyer  
Crown Point, Ind.

\* \* \* \*

Dear Bernie:

The Denver, Colorado Convention has now went down in the minds of the C. B. McCarter family. We traveled 3,260 miles traveling through 11 states. All the little McCarters made the trip of their life. They will never forget the breakfast in the Shirley Savoy with Mrs. Hart, with you Bernie and your fine son and with Bob Winton and his boys from Winchester, Tennessee. The best part was Bob Winton paid all the bill.

Twenty years from today the Denver convention and all the courtesy of the Colorado auctioneers and Denver people will still be treasured in our family. Our four sons all declare they are going to make great auctioneers. Edd our oldest son left this afternoon for his course at Reppert School of Auctioneering. Edd is 16 and he got so much out of this convention. He spoke as we drove through the fine state of Texas that he would help make the 4000th member of the National Association. We discussed how long it would be to reach 4000 members. We're going to work hard to raise our membership of the Southern Auctioneers next year in good old Louisville, Kentucky. I clapped my hands until they were almost blistered for Louisville. The Wisconsin boys pulled hard for their state. The Wisconsin Cols. seemed to take it lightly and lots of them said they would meet us in Louisville. If it had been Wisconsin for '60 I would have put in an application for a loan ahead of time and made plans to be with you Wisconsin boys.

Bernie, this being the first convention in the South I'm sure us Southern boys will show off some of this Southern hospitality, because we've really got it down here. Bernie tell all the wives they had better accompany their husbands because you know Kentucky has good looking women and fast horses.

You know I run into two good looking

women down in Arkansas and they told me of Col. Walter Britton, that big blow from Texas, had held two registered cattle sales for them. I don't know where it was the cattle or the women that brought him back the second time. Somehow or another we all took a liking to Col. Britton's great speech and there was about 20 more not to be sneezed at. I agree with most of them, especially with Col. Dan Fuller on his Real Estate way of selling. I agree with him every ounce of the way.

Yes, and our friend Col. B. G. Coats when he complimented my wife and me for having our nice family just like stair steps, all nine of them with us. You know he made tears come in my eyes because he told the truth. He said I was there trying to learn more about my auction business. I think I can truthfully say I really did learn. I just want to say one thing to Col. Sherlock's fine new wife, that she sure ought to be happy that she is married to a good Auctioneer.

Bernie, all the speakers were wonderful. I hope I didn't make anyone feel bad. I feel now that I know what I already knew when I attended the Convention and a little bit of what each great speaker knows just now.

I have sold 46 Real Estate sales since the first of the year. I specialize in selling Real Estate. Oh! yes Bernie, I had some of the young Cols. wanting to get in Real Estate request I send them one of my contracts at the convention. Somehow I lost a shirt pocket full of cards and addresses I had, so Bernie I will send you all of the contracts. The contract I use in booking the sale and the binders contract I use in closing the sale. Also the announcements of opening the sale I always use but change to fit the sale. As you know Bernie I've never had any trouble with the Lawyers in the Court. So maybe you can run these contracts in our auctioneer for all these Auctioneers that wanted a copy.

Bernie, I could just keep writing about auctions, I hope sometime to be one of the speakers at one of our conventions, where maybe I can help some weak auctioneer become strong. Bernie, you have my permission to run this long scattered letter in the Auctioneer.



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I had better get my mind on the Sunday School lesson. I teach the Juniors.

I'll see you in Louisville, Kentucky next year, July 16th, 17th, 18th and 19th. I will try to have at least 10 new members.

The auctioneers friend,  
C. B. McCarter  
Sevierville, Tenn.

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## THREE CHEERS

Come on fellows, let's give three cheers,  
To those who ramroded the convention  
of Auctioneers.

That was held in Denver at the Hotel  
Shirley Savoy,  
For their untiring effort making it a  
joy.

For the days they put in, and the hours,  
too,

To bring the best of speakers, and  
entertainment to you.

To the Board of Directors, who came  
from afar,

Some by plane, saddle horse and by  
car.

To President Smith, and Secretary Hart,  
Who don't know how to quit, but only  
to start.

Too, Chairman Ernie, who was always  
on the beam,

To make the Convention, an Auctioneers  
dream.

Too that Grand group of fellows, The  
Colorado Auctioneers,

As Convention hosts, they have no peers.

To the excellent speakers, too many to  
mention

They are the ones who made the  
Convention.

To that fine group of Ladies, the  
officers' wives,

Who wait while hubbys' in meetings,  
most of their lives.

To those who gave invitations, for the  
Convention City,

That we could accept only one is truly  
a pity.

To the old officers, and the new ones  
add a cheer,

They are the ones who will ramrod  
this coming year.

Bill Hagen  
Western College of Auctioneering

Congratulations Colorado Auctioneers for a splendid NAA convention. We enjoyed every minute of the convention, your state and the city of Denver. Thanks for your fine hospitality shown us during our stay with you.

The Missouri Auctioneers  
Association

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## State Holds First Auction Of Property

WINONA, MINN. — The State's first auction of condemned property was held here July 8 when twenty-one houses, fourteen garages and a restaurant building were sold to the highest bidders. Results of the auction were most satisfactory, the total price received for the condemned buildings being \$21,398.

Purchasers were given 60 days in which to remove the houses from the premises and 30 days on the garages. The buildings were condemned in order to clear sites for the building expansion program of Winona State College.

Most noteworthy part of this auction is that it was made possible through the efforts of the Minnesota State Auctioneers Association. This group sponsored legislation making it possible to sell state owned property at public auction and were successful in getting it passed and in effect. Heretofore, all such property was required by state law to be sold via the sealed bid method.

Other State Auctioneers groups should take notice of this accomplishment in Minnesota, and work in their own states for legislation that would not only benefit members of the auction profession but the tax payers as well. We salute the officers and members of the Minnesota Auctioneers Association for the successful forward step they have taken.

Alvin Kohner, Winona auctioneer and member of the Minnesota and National Auctioneers Associations, had charge of the auction which lasted approximately three hours.

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If you tell your troubles to a friend,  
it may help get rid of them—and him.





**Mrs. Gretchen Featheringham, Ashville, Ohio, new President of the Ladies Auxiliary to the National Auctioneers Association.**

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To the Ladies of the Auxiliary:

Convention is over and to those of you who did not attend I must say, "You just don't know what you have missed." It was certainly a wonderful three days that we spent in Denver. And so, in behalf of the Ladies Auxiliary, I wish to extend a vote of thanks to the Colorado State Auctioneers and their wives for being such hospitable hosts and hostesses to the N.A.A. this year. It was a great Convention and one long to be remembered.

The Officers and Board of Directors

had Brunch on Saturday morning and started planning for 1960. It was decided to have a five member Grievance Committee, Chaplain, and Corresponding Secretary. These members were to be announced in this issue. However, the information of the members who were to fill these positions is not complete to date. Consequently, notification will be published in the October issue of the Auctioneer. Ladies, if you have any news, please notify us. I am sure we all would enjoy hearing all about you and yours.

It is always a thrill to meet old



friends as well as make new ones. To the new members that joined this year, may I welcome you and hope that you plan to attend the 1960 Convention in Louisville, Ky. Please save a week in July to join us. You will never regret it and will gather memoirs of wonderful times and make many new friends.

To you, Mrs. Edith Smith, retiring President, I want to congratulate you and your fine officers for the splendid way you fulfilled and completed your duties this past year.

It was with humility that I accepted the responsibility of the President of the Ladies Auxiliary to the National Auctioneers' Association. I consider it a privilege and an honor to serve in this office for the ensuing year. With your cooperation and support, and the assistance of my good officers, and the Board of Directors, I shall strive to do the very best I can to make this year a pleasant and successful one.

Sincerely yours,  
Gretchen Featheringham

## Indiana Auctioneers Plan Annual Meeting

The Severin Hotel in Indianapolis will be the meeting place of Indiana auctioneers on Monday, November 9. This is the date of the Annual Convention of the Indiana Auctioneers Association.

A full day's program has been planned with qualified speakers on various phases of the auction profession highlighted by NAA President, Col. E. C. Freund, Fond du Lac, Wisconsin.

Auxiliary members will also be meeting at the same time and place but all will be together for a Grand Banquet and featured entertainment in the evening. Full program will appear in a later issue of THE AUCTIONEER.

A wife who had joined a ladies' bowling league returned from her first evening's attempt at the new sport. "Tell me," said her husband, an inveterate golfer, "how did you do?"

"Well," replied his wife airily, "at least I didn't lose any balls."

### ATTENTION NEW YORK AUCTIONEERS

New York State Auctioneers Association and Auxiliary will hold their Annual Meetings at the Hotel Syracuse, Syracuse, N. Y., Sunday, September 13.

A special social program is being planned for both men and women. Every auctioneer and his wife in the state of New York is not only invited but urged to attend this important meeting.

### THE IDEA!

A worried man walked into the office of the Rent Control Administration and asked if anyone could tell him who his landlord was.

"Why, your landlord is the man you pay rent to," said the clerk.

"I don't pay no rent," said the man. "You see, 'bout nine years ago I found me a vacant house and moved in. I been there ever since, and I ain't paid no rent."

"Well, what are you worrying about," exclaimed the clerk? "You have no complaint."

"Sure I have," replied the man; "if somebody don't fix the roof, I'm gonna move out!"

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

Mrs. R. E. Featheringham,  
Ashville, Ohio

#### 1st Vice President

Mrs. Owen Hall, Celina, Ohio

#### 2nd Vice President

Mrs. Tom Berry, West Newton, Pa.

#### Secretary-Treasurer

Mrs. Ernest C. Freund,  
Fond du Lac, Wis.

#### Historian and Parliamentarian

Mrs. Howard Shults,  
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Mrs. Don Werner, Thedford, Nebr.



# Moving And Visiting During The Summer

BY COL. POP HESS



This writer again finds it a pleasure to start the run of monthly columns for this publication, September 1959 through July 1960.

The National Convention, held last month, from all reports was outstanding. All who missed going did miss many things and now we keep our thoughts well geared on the next one in July, 1960 at Louisville, Ky. And by the way, if those boys down in good old Kentuck put on a convention compared with their demonstration in Denver last month this convention should be a humdinger from start to finish and this could just be it.

Mrs. Hess and I sold our 'Hobby Acre' home west of Worthington during the month of June and took over our new home in the city of Delaware, Ohio. This was a hard decision for us to make but each year we are getting a little older and now we have less daily chores. Our Radio Station is located in Delaware County with about the same driving distance back and forth as when we lived at Hobby Acre. I still have a big weeping willow tree in my backyard at this new house and sufficient lazy man's hardware to rest in and watch the world go by.

There will be no let down in my activities here at the Radio Station. As you read this column the writer will be starting off the 11th year announcing auction sales and what is cooking with auctioneers of Ohio along with much farm and livestock information each weekday, Monday through Saturday.

Have not had much in the way of letters from auctioneers throughout the land but I have been attracted by a young man who has been working here at WRFD as a disk jockey. He was

produced up in the State of Minnesota and is well acquainted throughout Wisconsin. He is leaving us to go to Wisconsin and become an auctioneer. The past year here he has devoured our publication (THE AUCTIONEER that is on my desk at all times) and I have been coaching him in one of our soundproof broadcasting rooms on the ins and outs of becoming an auctioneer.

We have just made a recording of his voice in lingo and when he heard it played back his only expression was, "Gee whiz, that is bad!" Now we are going to try it again. Don't get it that I am trying to promote myself as an Auction School instructor but perhaps by the time I get done with him he will be eligible to attend an Auction School and get a well earned sheepskin. From what I have been able to observe he will be an auctioneer, what we can call a general auctioneer and that is a station all auctioneers should kick off at and work on what ever specialty in auctions they are best fitted for and this can only be arrived at after experience in various divisions of the auction field. This young man expects to open his new career in the home state of our National President, Col. Freund. He should make acquaintance and become a member of the National Auctioneers Association as soon as he gets established. Now I am telling this boy that he will not kill off all Wisconsin auctioneers but that he must grow up with them and as I check him he is of that kind of disposition to stand on his own feet and be happy with his lot regardless of how small it may be through his building years.

In speaking of getting members to the NAA it appears to me that we have in the making a First Vice President



## IN UNITY THERE IS STRENGTH

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for this year that will compare well with other Vice Presidents and who is paving his way to a popular term as President. I am speaking of Carman Y. Potter. A few weeks back the National Duroc Congress was held here in our state at Springfield. Cols. Hall, Potter, Middendorf and Rinehart were the auctioneers for the National Sale. It was my pleasure to journey over to see the event and meet all those Cols. in action, swap past experiences, etc. This I enjoyed very much as each of these boys are tops in good livestock auctioneering.

Getting back to Vice President Potter, he swung the gavel during the first session of the auction with Col. Middendorf. Later he collared one of our outstanding young Ohio auctioneers who was a roommate of his in the Reppert Auction School some years back. Do you know that Potter let those other boys tramp the shavings and took this Ohio Col. by the arm and for two hours he poured on the grease regarding the advantages of a Life Membership in NAA! Just how this ended I was unable to learn, however, this Ohio Col. is hide-bound, set in his ways and hard to crack but Col. Potter was sure hammering him down. It was somewhat of a closed session but one good indication I could see, he had the Ohio man happy and smiling regardless of the results. So boys, look out, no doubt we have a coming President that will be a member getter.

It is again very noticeable down through these years the NAA has been in operation the officers all have devoted much of their time in promoting and building for a better National Association of Auctioneers like this good Col. Potter who stepped away from the sale ring where he could build another customer, possibly book another sale, to try to add another member to his organization. I wonder if we over the fence looking in can realize the extra work our worthy officers go through to keep the wheels turning for a better organization that will benefit all auctioneers today and in the future?

Here in Ohio the general run in our auctioneers is general farm and livestock sales and they are held each

month of the year according to our run of mail for our Farm Sale Program. We have a busy list of auctioneers selling every week day nearly every week.

Recently I had the pleasure of visiting Wilmington, Ohio, the home of Col. J. Meredith Darbyshire. In fact Col. Darbyshire invited me to come to his town on a speaking engagement for his Kiwanis Club. While there we made a tour of the town and the offices of Darbyshire and Associates. It was interesting to note this mammoth set up where they are prepared to handle any type selling job from tooth picks to the largest sales. They have a complete service for commercial, general sales, real estate, purebred livestock, etc. They even have a drafting room for building and real estate development as well as a mailing room. Here is a company that has come to the front in the business of liquidations at auction and they are prepared to handle any sale problem with full efficiency from start to finish. Their office is an open book for anyone to see and know more about progress in the big field of selling.

The past few years we have seen other auctioneers leading out on the same program of complete coverage and I expect to visit these boys as time goes by so I can, in my columns, give some information on their progress and progress I know they are making. This full coverage operation for people who desire to sell looks to be the coming feature of the auction profession. We have been watching this progress with interest as each day it appears the public is demanding complete service for their sales, large or small, and a goal the beginner auctioneer can build up to after he has been fully established and has his feet on the ground and sufficient cash behind him is to establish a complete sales service using able, experienced men and women in his organization.

Well boys, this is it for September. Best wishes to all our readers and we will try to bring out some interest each month in way of better reading and progress as an auctioneer.

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Kneeling will keep you in good standing.



## Schnell to Hold Grand Opening

MILES CITY, MONT., Willard Schnell, manager of Schnell's Miles City Livestock Auction Market, announces that the firm will hold its grand opening Sept. 22-23. Several prominent livestock personalities will be on hand to address consignors, buyers and guests.

Ray Schnell & Sons purchased the Miles City Livestock Auction Market early this summer and are already operating the market; however, they have designated these days as their grand opening so that they might become better acquainted with both consignors and buyers of livestock in this trade territory. They operated Schnell's Dickinson Livestock Market, Dickinson, N. D., for 22 years.

Schnell will offer \$500 in prize money to consignors of cattle for this grand opening event. There will be prizes for

cattle consigned from the greatest distance, for the largest consignment and even a prize for the person consigning the poorest quality bull.

## Auto Auction Men Convene This Month

Auto Auction operators from all over America will convene in Birmingham, Ala., Sept. 25-26 for the Annual Convention of the National Auto Auction Association.

Program will include leading authorities from the automotive industry such as officials of the National Auto Dealers Association, National Independent Auto Dealers Association and the auto makers themselves.

Thomas W. Beasley, Nashville, Tenn., is the President of the organization and Eugene Waldrep, Birmingham, Ala., is General Convention Chairman.



## Promotional Items

**NEW:** Attractive Bumper Strips, advertising the Auction method of selling. **35c ea., 3 for \$1.00**

**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.**

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

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





The Missouri Auctioneers Ass'n. was well represented at the NAA convention in Denver, Colo. All officers of the MAA were present with the exception of 4 directors. There were eleven auctioneers along with their wives making a total of 19 attending from Missouri.

In the Photograph: Back Row-left to right, Wm. McCracken, Director, Kirkwood; C. C. John, Director, Kansas City; Ken Barnicle, Member, Ellisville; Guy Jageman, Director, Independence. Front Row- left to right Joe Horn, member, Kirkwood; Tony Thornton, Director, Springfield; H. Willard Arnaman, Secretary-Treasurer, Unionville; Hugh Campbell, Vice President, Chillicothe; Jim M. Merrigan, President, Maryville George Jacobs, member, Kansas City; Gerald Knight, Director, Lebanon was not present for picture.

The Missouri Auctioneers Ass'n. will hold their meeting in Sedalia, Mo., Sunday, Oct. 4th. On the program will be the NAA president, Col. Freund-Wisconsin, Col. Bernard Hart NAA Secretary, Leroy Van Dyke (the singing auctioneer) and the Country Gentlemen "Ozark Jubilee" stars. There will be other entertainment and speakers.

Col. H. Willard Arnaman,  
Secretary- Treasurer



# Purebred Livestock Auctions

## *1959 National Auctioneers Convention Address*

By  
**WALTER S. BRITTEN**  
College Station, Texas

Some weeks ago the chairman called me and gave me a subject to discuss at this convention. He stated he would like for me to discuss selling purebred livestock. He also gave me a time limit and requested that the stories be in keeping with the occasion. As a matter of fact it sounded like some government regulations.

Since most of us are engaged in the Auction business, or allied fields, I assume you are acquainted with purebred livestock sales, and certainly, for the most part my experience in the auction field has been selling purebred livestock. It seems to me there is no great difference in selling one product or commodity than another, for I think salesmanship applied to one type of sale could easily be applied to another. Therefore, I would like to discuss this angle of the business.

First: What is salesmanship? There could be many definitions. One definition is that selling is the art of making people buy what you want to sell them. I think this is a poor definition. Certainly it does not reflect the new spirit in business, rather it reminds us of the high-pressure era of salesmanship—the time when a salesman was defined as someone who could sell anything to anybody. The real salesman does not make anybody do anything. He merely lays the facts before the buyer in such a way that the buyer will want the thing more than the money it will cost him.

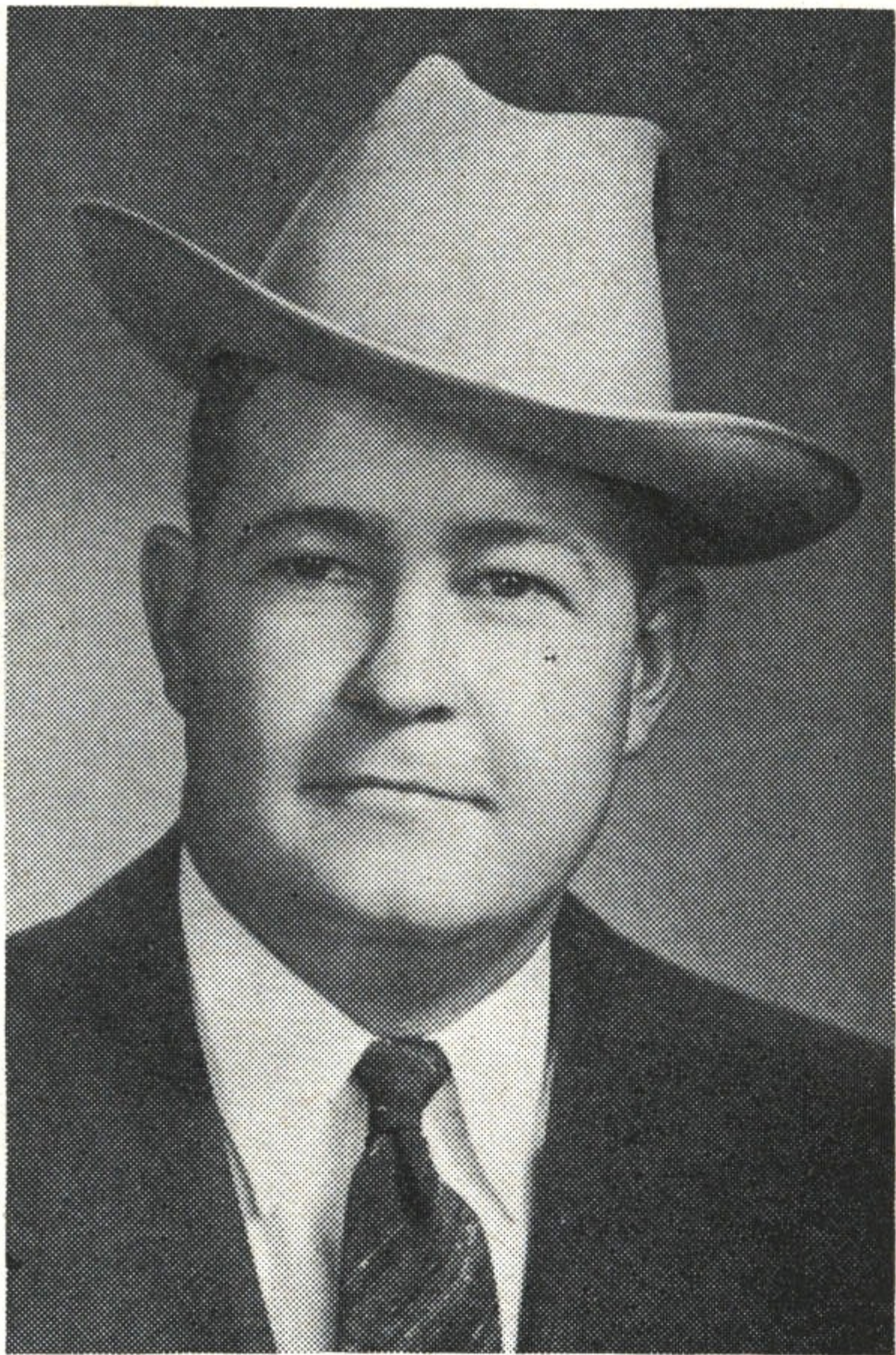
As some here may be able to recall, since the days of ancient history, the auction method of selling has offered a good livelihood to many men but it offers most to those who are willing to pay the price in self-denial, study and hard work. The ability to sell successfully begins with a successful point of view toward your work. The foundation of every sale you will ever make lies in your own thinking. With the right

kind of thinking you can travel far; with any other kind of thinking, your success is questionable.

It is common to hear auctioneers say, "selling isn't what it used to be." They will want to tell you that the opportunities of twenty or thirty years ago no longer exist. They will point to the big fortunes that have been made and bewail the sad fact that those days are gone forever. If you think of opportunity as something ready made, sitting in the shade—then it is probably the fact that opportunity is rare. It is then doubtful if it was ever there. But there are today, as there always will be, unlimited opportunities for those who use their imagination and uncover new possibilities and discover new means of attaining what they most desire. Such opportunities exist in even greater degrees than ever before, but we have to seek them out. They won't seek us out. And naturally the first thing is to take stock of ourselves. There is no other one thing in selling that has more to do with the success or failure of an auctioneer's efforts as his own confidence in the future. If you will study the sales manuals of any successful corporation you will note great emphasis placed upon the need of a positive and forward looking viewpoint, and its value in making friends. People are not interested in your troubles. If they desire to talk troubles, you listen attentively but change the conversation at the first opportunity to a more cheerful topic. The more you let a client talk self-pity, the harder he is going to be to convince. Think and talk optimistically. Make your client believe conditions are better, business is good. While it may seem at times that it is a pretty tough old world, on the whole we have much to be thankful for and much to look forward to. It is perfectly obvious that we cannot sell to a group or an individual who is discouraged, or in a pessimistic frame of mind. A good auctioneer should always be an ambassador



## IN UNITY THERE IS STRENGTH



**Walter Britten**

of good cheer. He should have a smile and a cheery word for all. But even optimism can be carried to such lengths that it becomes a liability and it will become a liability if you are insincere about it. Selling is not play acting—what your tongue says your heart must believe, or you will not be convincing.

Artificial optimism alienates more friends than it makes. It causes customers to feel you are not interested in their problem, but only in selling them something. Without in any depreciating the importance of a happy, cheerful outlook and a personality that radiates optimism, it is well to point out that a successful auctioneer is a realist, rather than a professional optimist. Naturally he will look to the bright side of the picture but he will at all times be honest—honest in what he thinks and honest in what he believes and says.

This same philosophy applies to an auctioneer's appearance. Again we could refer to a sales manual and all would stress the importance of personal appearance. An auctioneer must not look "seedy" but by the same token one should not be conspicuously dressed. You want your prospects to remember you for what you can do to help them and not for the clothes you wear.

The whole matter of getting the right outlook upon life simmers down to being true to yourself. Character has become all important. Today, more than ever, the first step is self-confidence. Since the foundation of character is honesty of purpose, the auctioneer today must develop those virtues which impress men with a real desire to serve. He must develop a straight-forward manner of thinking and talking. He must rid his mind of the old precepts of selling which are based on the theory that selling is a game. It is no longer a game, it is a legitimate business.

Selling purebred livestock or any other type of selling is a building process. It is the same thing as building the Merchandise Mart in Chicago, or the Pentagon in Washington. First you must have a plan, then a foundation, and then the organization according to the plan. Some auctioneers attempt to build without a plan, like a woodsman building a log cabin. No man ever built a skyscraper that way, and no auctioneer ever built a successful business without planning.

A philosopher once said, "If you attain greatness, think no little thoughts." This philosophy can be applied to auctioneers, because selling as I have pointed out is a building process. As I mentioned, the real sale starts with a plan. Perhaps the plan, large or small, exists in your mind. It depends on your mental ability—your power of imagination, your resourcefulness in selling and capitalizing on opportunity along with your courage and determination.

The second step in building a sale is just as important if not more so—that is, laying a sound foundation. How many times have we traveled hundreds of miles and spent many hours to call upon a client without having made the effort to build a foundation of facts. It's just like an architect who builds a building without putting a footing, or a horse that has no sound feet. It's bound to be a failure.

It is necessary that an auctioneer knows all about what is to be sold, this is a fact which I assume you fully appreciate. There is nothing which will make the difference in your success greater than knowing all the reasons



# IN UNITY THERE IS STRENGTH

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why your customers need what you are selling. It means work, yes. It means a lot of work that auctioneers will tell you they don't want to do, and never do unless they have to. It is not the most pleasant work, but it is effective and certainly remunerative.

We have, I think, two kinds of auctioneers, the one slouchily clothed, careless of greeting and forgetful of manner. Before he has a chance, he is turned down.

The other auctioneer is personable, confident of his knowledge, energetic and decisive and commands attention. He gets the job.

Today's successful auctioneer must be able to sell himself. I would like to discuss briefly some essentials to such success.

The first essential in being able to sell yourself successfully is that you must be a gentleman. The second essential in being able to sell yourself is that you must have a healthy body and a healthy mind. The next essential in being able to sell yourself successfully, is your ability to interest yourself to others. The fourth essential, and I think of most importance, is to display more than a superficial knowledge of your business or of your clients' needs.

I think I would at last, but certainly not of least importance, list the essential, **be sincere.**

Now in closing, I would like to address my remarks to the younger auctioneers. There are some who say there is not much future in the auction business. What if General Motors had the same attitude? What about General Electric? What about the men who develop the housing projects in all the cities and towns? They have the vision and the courage of a greater tomorrow. Young auctioneers must think in the same terms. We all have to start at the bottom to build our business. I want you to think of the many successful business men who started out as salesmen for an organization. Some time ago, I was reading a report of the growth of many successful corporations and the article went on to say of those that were studied, 38 presidents had started as salesmen.

Actually, there are few callings where a man is so free from hindering influ-

ence as in the sales world. To earn more, to win promotion, an auctioneer needs only to make himself more valuable to his community, or in the case of a salesman, more valuable to the company he represents and to his customers. If you will do this, you will need no influences to gain promotion or increased earnings.

I am sure some auctioneers are content, and perhaps have no higher ambition, and would certainly not want to trade positions with anyone.

People who have devoted their lives to selling have had a tremendous part in building America. They are destined to play even a more important role of building the future of this country.

An auctioneer, who is successful in selling purebred livestock, is also successful in selling most any type of sale as well as being a valuable citizen in his community and to our country.

"To thine ownself be true—and it follows as night, the day, Thou canst not then be false to any man."

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## Ogden Lambs Sold At Daily Auctions

OGDEN, Utah—With beginning of the annual range sheep run this summer, the terminal market here adopted completely the auction method of selling sheep. All three commission firms handling sheep on the Ogden market have united in an effort to make it work.

The auction method of selling lambs has been used for the last three years by one of the firms and, because of its success, it became a united effort this year. The sheep run this year began in late June and is now in full swing, with an auction being held every day of the week. Bulk of the lambs now are coming from the mountain ranges of Idaho where poor weather conditions have made it tough on sheepmen and sheep.

The Ogden stockyards has employed NAA member Dean H. Parker of Ogden as auctioneer for these sales.

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Nothing is opened by mistake more often than the mouth.



# Tennessee Auctioneers Hold First Convention

By COL. EDWIN B. FULKERSON

The First Annual Tennessee Auctioneers Convention was held June 7th and 8th in Gatlinburg, Tennessee at the Mountain View Hotel in the Heart of the Great Smoky Mountains, where the scenic view, the atmosphere, the friendship tie together to make an ideal place to renew acquaintances and to form a new friendship with people who have ventured out in the same vocation as you have.

Gatlinburg and its natural environ is easily one of the show places of this entire section, and just now its beautiful setting is accentuated by the advent of Spring, heralded by bud and blossom, and presenting a rare picture most difficult of discription. It is indeed a work of the hands of the Supreme maker, carrying with it more beauty in architectural plan. Particularly is this appreciated by those who are aware of the builders of the first homes by the hands of the stalwart pioneers of the yesteryears, to adorn the verdant hills and vales of this matchless mountain empire.

The auctioneers and their families began arriving early Sunday noon and continued so until just before the business meeting on Monday, June 8th.

There was a Presidents Get-Acquainted Party at the Huff House Recreation Center at 6:00 P. M. This lasted for over an hour and refreshments were served to all in attendance. Then everyone returned to the Mountain View Hotel Dining Room, where a delicious meal of country ham, steak or other well prepared dishes were served with all the trimmings, followed by a delicate dessert. According to the laughter heard at some of the tables it was an enjoyable meal and an evening well spent just browsing and reminiscing of some quaint and peculiar incidents that were experienced during the past year at auction sales. The joviality, the ebullience, the buoyancy made genial Jim Stevens feel so good he even went off his diet and cleaned up his plate.

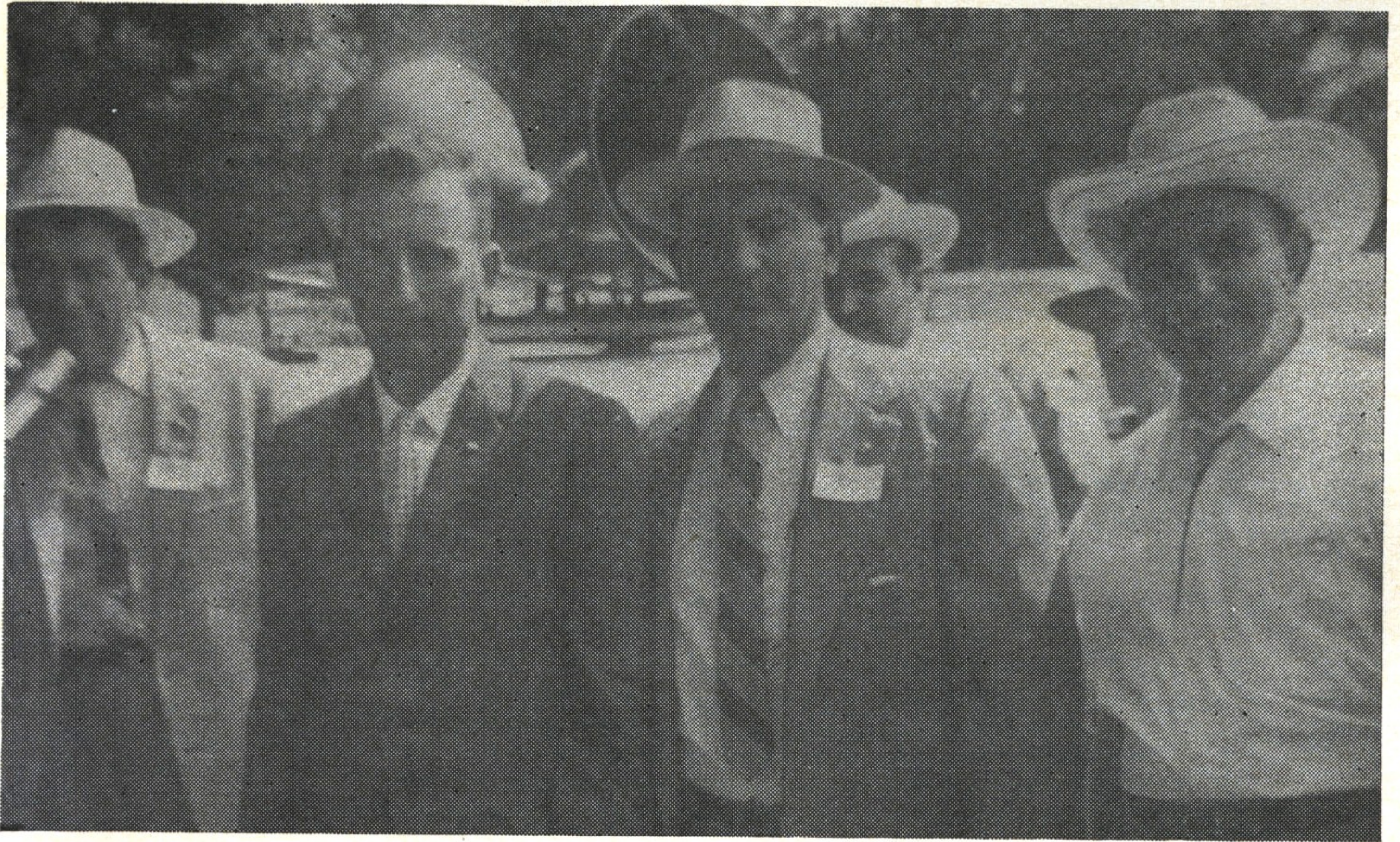
After the evening meal, the convention delegates were at liberty to visit the fast growing city of Gatlinburg with



Col. Charles B. Arnette, Murfreesboro, tells all about it to Col. Charles Rainwater, Jefferson City; Col. Edwin Fulkerson, Johnson City; and Col. Ralph Masengill, Morristown, during the President's get-acquainted party held in connection with the Tennessee Auctioneers State Convention.



## IN UNITY THERE IS STRENGTH



Col. Hoyt Walker, Nashville, at the "mike"; Col. Clyde White, Shelbyville, President elect; Col. E. B. Fulkerson, Johnson City, Reporter, and Col. C. B. McCarter, Sevier-ville, during the Fun Auction at the Tennessee State Convention.

its glowing neon lights and its revolving mountain chair lift to one of the high peaks. Right here in town, you will find many shops of mountain craft-leathers, pottery, furniture, rug and candy making and loom operation. There are also souvenir shops, motels and restaurants by the dozen. After a round of a lot of these shops, most all were ready to return to the hotel for a good night's sleep.

With all delegates registered Monday, June 8th, the business meeting was opened with Col. Beasley giving the invocation. New officers and directors were chosen for the coming year, and new committees were voted and passed on.

Some 25 to 30 delegates discussed at length the auctioneering profession now and in the future. The next annual meeting place was discussed. There are now 52 registered members and a goal of 100 was set by Col. Rainwater, of Jefferson City, for the next annual meeting.

It was unanimously agreed that we have a common cause and a common

responsibility to better their lot, to uphold the auctioneering profession, to make a concern not only in businesses and professional circles, but also in civic problems.

The regular business meeting was adjourned at about 11:30 A.M. with several committees still in session.

At approximately 12:30 P.M. a luncheon was served and all auctioneers, their wives and families were assembled in the Pine Room of the Mountain View Hotel. Mayor Mills of Gatlinburg gave a welcoming address and the remainder of the luncheon hour was spent in renewing old acquaintances and making new ones.

Col. Massengill of Morristown supplied quite a lot of comedy which was well received by all. Following the luncheon, all auctioneers and their families assembled outside the Mountain View Hotel, where a public address system was set up by Col. C. B. McCarter of Sevierville and a Fun Auction was held for about an hour and a half. All auctioneers were requested to bring something to sell. The value



was not to exceed \$5.00 and the money derived from the sale of each article was to go into the treasury. Each auctioneer sold his own article. The entire sale was enjoyed.

Col. C. B. McCarter furnished a Hill-Billy Band which supplied string music before and after the sale.

Following the Fun Auction, some of the delegates began to make preparations to depart for their homes; however, there were quite a number that remained for the evening meal and final adjournment of the convention.

As the automobiles roll out onto the open highways, the motor purrs and the tires eat up the mileage on our homeward journey, it is evening tide now. The lengthening shadows of the stately trees and mountains are silhouetted upon lawns and rooftops and peace is all over. The warm and mellow glow from door and window, and the blue smoke from blazing logs curls from the old fashioned chimney, permeating the atmosphere with its unmistakable scent. We the passerby at once realize an irresistible urge to stop and abide a while in this enchanting "House by the side of the road." As we think back to the wonderful time we had at the Auctioneer's Convention and as we near our homes and swing into our driveways and see our house, it is a balm for the weary, how sweet to be there.

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## Feeder Pig Sale in New Jersey

A successful Feeder Pig Sale was held recently at the Mt. Holly Poultry and Livestock Auction Market in Burlington County. Two hundred fourteen feeder pigs were put on the block for auction, with prices ranging from 27 to 39 cents per pound.

According to Donald Kniffen, Rutgers Livestock Specialist, these sales will be continued with the hope that 4-H and FFA groups will be encouraged to start feeder pig projects to increase the local supply of animals.

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More men are looking for a way to succeed than a way to serve.

## Auction Licenses Not Always An Aid

Licensing of auctioneers has long been an unsettled subject among members of the profession and this situation is one that will not be solved easily. As indicated in the chart published in the July, 1959 issue of "The Auctioneer" many states have Auction Licensing Laws in force. We are very doubtful if any of them have done anything toward actually helping the auction profession as many proponents of Auction License Laws would have us believe. It is nearer true that the auction profession is actually on a higher level in those states not hampered by State Licenses.

We do know that Auction License Laws have been detrimental to the auction profession as one can see from the contents of a letter recently received from an NAA member and reprinted herewith.

Dear Mr. Hart:

Much has been said about licensing auctioneers in different parts of the country and the co-operation of men in the industry helping one another.

We recently had an experience in Blank City where the local auctioneers stopped our company from obtaining a license in Blank City although our state is a reciprocal state and will issue a license to anyone from the state involved. The majority of the auctioneers in Blank City made it a point to appear before the licensing committee and object to a license being issued on a mere technicality. We know this to be a fact because one of them called another firm of auctioneers in Blank City and gloated over the fact that we could not obtain a license due to their interference.

I know that this is contrary to the principles of the National Auctioneers Association and I would very much like to have you call it to the attention of committees on licensing.

In the Blank City incident it so happens that we were committed to sell a manufacturing plant on a certain named date. We would not be adverse



to having a local man participate in this particular deal, but it so happens that not one of the local men understands and knows the value of machinery. We have long recognized that an auctioneer, no matter how competent he is, must know the value as well as knowing something about the items which he sells, and we say without fear of contradiction there isn't anyone in Blank City who could intelligently conduct a sale such as this.

The auctioneers, by their action are penalizing Blank City firms who have large plants, the value of which runs into hundreds of thousands of dollars, by not letting them obtain men who make a specialty of this type of sale.

It is my firm conviction that the Association is the place to take up matters of this type and that it is incumbent upon it to try to remedy this evil as it now exists in several states.

Very truly yours,  
Signed \_\_\_\_\_

**EDITOR'S NOTE:** We have not used names nor the actual names of the states and city involved in the above letter in order that "The Auctioneer" will not become a battlefield of personalities. We reprint the above to illustrate the injustice that can be caused by License Laws.

## An Era Ends As Major Packers Close Chicago Plants

Chicago's meat packing industry, known as the world's largest market for over 75 years, will within a few weeks see livestock slaughtering by all major companies discontinued, thus bringing about an end to an era which brought the city fame as the meat center of the world.

Four years ago Wilson and Co., third largest meat packer in the nation, ceased slaughtering operations there. Swift and Company, the number one meat producer has currently halted all slaughtering and within the next few weeks, Armour and Company, the sec-

### OUR COVER

Two fine people with responsible tasks before them grace our cover this month, Mr. and Mrs. Ernest C. Freund, Fond du Lac, Wisconsin. Ernie is the new President of the National Auctioneers Association and Mora is Secretary-Treasurer of the Ladies Auxiliary. We can rest assured that leadership is in good hands and with the support of the membership we are expecting the greatest year in NAA history.

ond largest also will shut down its plants.

Just what brings about these shutdowns is that the Chicago facilities are too obsolete to be modernized, coupled with the fact that expansion of railroad facilities and trucking operations has allowed the companies to build more modern plants elsewhere that are closer to sources of livestock supply and markets for meat.

There will be some 25 packers left in the city who buy approximately 25 per cent of all cattle and sheep and 30 per cent of all hogs shipped to Chicago for sale. Many are taken by buyers elsewhere, mostly at plants in the East. These buyers represent some 300 packers in other parts of the country. Both Swift and Armour will continue buying here. They have each taken about 16 per cent of all cattle offered for sale in Chicago.

Over the past ten years, the Chicago Stock Yards has handled an average of more than five million cattle, hogs, and sheep each year. Industry spokesmen say that there is little chance Chicago will lose its top ranking spot as a livestock market.

### WARNING

Policeman (producing notebook):  
"What's your name?"

Speeding motorist: "Aloysius Alsaliat Chysianszjiachas."

Policeman (putting away notebook):  
"Don't let me catch you speeding again."





**ANNUAL BIRTHDAY PARTY** sponsored by Mr. and Mrs. Louis Stambler of Honolulu, in honor of their daughter, Shayne. This has been a part of our National Convention for the past three years and gets larger every year.



## Market Auctions Now Handling Bulk Of Michigan Hogs

Livestock auction markets have increased steadily in popularity in Michigan.

Twenty years ago, most livestock was sold to terminals, country dealers or directly to packers.

But the method has changed drastically since that time, especially in hog marketing.

Michigan farm economics says 58.4% of all hogs move through market auctions.

Only 10.4% move to terminals, 1.6% to country dealers, 7.1% to packers and 20.2% to local markets.

Nearly 90% of all vealers and deacons (calves less than one week old) are sold at auction markets, compared with 5.3% at terminals, 1.1% to local dealers, 2.2% to local markets and 1.2% to packers.

Only in slaughter cattle and calves does the livestock terminal still obtain the majority of marketed animals.

Terminals receive 53.2% of slaughter cattle and calves, while 36.5% are sold at auction. Local dealers take 1.5%, local markets 1.4% and packers 4.8%.

A survey shows 52 livestock auctions in Michigan, about 450 country dealers, 25 local markets, 218 commercial slaughter plants and one livestock terminal.

Most of the outlets for livestock are in the southern half of the Lower Peninsula, where farmers sell 84% of the livestock produced.

However, terminals are still of a major importance as a market outlet for better grades of slaughter cattle and slaughter sheep and lambs.

## Suit Of Armor Fetches \$10,000

LONDON—Queen Elizabeth's official armorer paid nearly \$10,000 for a suit of foot-jousting armor at Christies Auction Gallery.

A spokesman said this was the highest price for a suit of armor since the late William Randolph Hearst "bought a lot of it in the twenties."

The suit of armor will go on display in the Tower of London where its new owner, sir James Mann, is keeper of arms.

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

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### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Sirs:

Enclosed is my renewal membership (\$10.00). Have greatly enjoyed the monthly publication, "The Auctioneer." It has so many interesting and helpful articles in it.

Very sincerely,  
Marvin E. Murphy  
Marietta, Ill.

\* \* \* \*

Dear Col. Hart:

I have received my Certificate of Membership and Membership Card for the year of 1959. Many thanks to you. It is very kind of you to send the extra copy of THE AUCTIONEER to my home. My father enjoys reading it also, plus, as you mentioned, I will have all of my back copies accumulated there for future reference.

I have already received the publication for the month of June. The many articles in it that were discussing the coming convention were encouraging and interesting. I truly regret the fact that I cannot attend this one but I will be looking forward to reading about it in the pages of THE AUCTIONEER following the convention.

According to the past few letters that have arrived here from home in Central Illinois, all of the crops are in great

need of rain. Here in France the weather has been quite warm and we are getting a lot of rain.

Wishing you the best of everything,  
Gywin E. Sponsler  
Petersburg, Ill.

(Now with the armed forces overseas)

\* \* \* \*

Gentlemen:

Enclosed please find check in the amount of \$15.00, \$10.00 dues for the ensuing year and \$5.00 to be listed for what I am, an uninhibited booster for your (our) association. You folks are quite informative and I look forward to and enjoy very much "The Auctioneer." Would that I could be one with you at "Mile High City"—can't do!

Cordially yours,  
Ray G. Houle  
Intervale, N. H.

\* \* \* \*

Dear Sir:

I must say it is a real pleasure to belong to this organization and to receive "The Auctioneer" each month. I really look forward to receiving it and getting the news of other auctioneers.

Yours truly,  
Kenneth W. Teague  
Burlington, N.C.



# Wooten Elected President Of Auction Market Group

CEDAR RAPIDS, Iowa—J. T. Wooten, Lancaster Stockyards, Rocky Mount, N. C., was elected president of the National Assn. of Livestock Auction Markets here Saturday afternoon during the final business session of the 1959 convention of the national auction market trade association and 2nd annual Livestock Marketing Congress.

The three-day twin industry meeting, hosted by the Iowa Livestock Auction Assn., was rated the best in the 12-year history of the national group. Attendance totaled more than 1,000 auction marketmen, their families, and other industry leaders from 37 states.

Other new officers include Cecil Ward, Gainesville Livestock Auction, Gainesville, Tex., vice president; Raymond Schnell, Dickinson Livestock Auction, Dickinson, N. D., treasurer; and Cecil O. Emrich, Norfolk Livestock Sales Co., Norfolk, Neb., secretary.

Lexington, Ky., was chosen as the site of the 1960 auction market industry convention and 3rd annual Livestock marketing Congress.

During the Livestock Marketing Congress banquet held Saturday evening in the ballroom of the Roosevelt Hotel, Ingvard Svarre, Yellowstone Livestock Commission, Inc., Sidney, Mont., was presented with the top token of recognition for outstanding service to the industry, the "Livestock Statesman of the Year" award. Presentation of the plaque was made by C. T. "Tad" Sanders, executive secretary-counsel of the National Association.

Out-going President Jack W. Marvel, Marvel Livestock Sales Center, Webster City, Ia., received a plaque for distinguished leadership, and special orchid corsages were presented to his wife, his mother, Mrs. Dorothy Marvel, Mrs. Russell Tubaugh, wife of the president of the Iowa association, and Mrs. J. T. Wooten, wife of the new NALAM president.

Ronald Whitney, owner and operator of Iowa Falls Sales Pavilion, was winner of the \$1,000 "Continental Sweepstakes Cattle Sale" grand prize.

His winning ticket was drawn by Linda Ward, daughter of Mr. and Mrs. Cecil Ward, Gainesville, Tex., and president of the "Marketeers," youth group of the National Association.

Svarre's recognition was based on his pioneering the establishment of LM Credit Corporation, organized to stabilize credit risks and provide indemnity protection on purchases of livestock.

Featured banquet address, "Zany Tales of the Diamond," was delivered by James (Rip) Collins, former major league baseball star and colorful first baseman of the famed mid-1930's "Gas House Gang" of the St. Louis Cardinals. Toastmaster for the affair was Mayor Warren R. Cook of Norfolk, Nebraska.

Wooten, President of the North Carolina Livestock Auction Assn., has been prominent in livestock industry affairs in North Carolina for many years. He is a member of the board of directors of the North Carolina Cattlemen's Association and has been a leader in the state's program of agricultural diversification with emphasis on livestock. A former student of Duke University and the University of North Carolina, the new president of the National Assn. of Livestock Auction Markets also is a member of the National Sanitation Board, which functions in marketing and packing areas of the livestock industry.

**"Progressive Livestock Marketing — Progressive Livestock Merchandising"** was the theme of the 1959 Congress and was emphasized in nine major addresses and four special forums covering phases of competitive marketing, state and federal legislation, public relations and promotion, and marketing and meat packing.



## IN UNITY THERE IS STRENGTH

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Major addresses of the three-day Livestock Marketing Congress and convention were delivered by David M. Pettus, Washington, D.C., Director, Livestock Division, USDA; W. E. Watson, Public Stockyards Ltd., Union Stockyards, St. Boniface, Manitoba, Canada; Dr. M. E. Ensminger, Chairman, Dept. of Animal Science, State College, Washington; W. J. Riddell, Chicago, Illinois, Chairman, National Livestock and Meat Board; Chris E. Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; Duncan H. Read, Investment Division, Small Business Administration, Washington, D. C.; and NALAM President Marvel.

Serving as moderators of the four special forums were Lee D. Sinclair, Livestock Division, USDA, Washington, D. C.; Dr. R. J. Anderson, Animal Disease Eradication, USDA, Washington, D. C.; Robert H. Terhune, Director of Ohio Dept. of Agriculture; Nelson Crow, Editor, Western Livestock Journal, Los Angeles, Calif.; Don Magdanz, Executive Secretary, Corn Belt Livestock Feeders Assn.; Dr. Jarvis Miller, Dept. of Agriculture Economics and Sociology, Texas A. & M. College; John A. Killick, Washington, D. C., Executive Secretary, National Independent Meat Packers Assn.; W. K. McPherson, Professor, University of Florida; Dr. Lee Kolmer, Professor, Iowa State College and C. T. (Tad) Sanders, executive secretary and legal counsel.

C. D. (Doc) McEver, Austin, Texas, President of Texas Livestock Auction Assn., was elected new chairman during the annual meeting of the State Association Council of the national association. Elected secretary was Mrs. Eula May Cross of Chandler, Oklahoma, secretary of the Oklahoma Livestock Auction Market Assn. The new Council leaders, heading presidents and secretaries of 37 state associations affiliated with the national organization, succeed Tom Burditt of Palmyra, Mo., and Steve Jacobs of Sigourney, Iowa.

One of the top attractions of the 1959 Livestock Marketing Congress and Auction Market Industry Convention was the Continental Sweepstakes Cattle Sale, staged at Hawkeye Downs, Thursday night. The sale, featuring 54 carlot

cattle consignments from 17 states, grossed \$342,763.49 on a total of 1,465 head. Top load of fat cattle was consigned by John A. Peterson of Albia Sales Co., Albia, Iowa and purchaser was Eli Shaba of Mechanicsville, Iowa. In the stocker and feeder division, a consignment of 36 Hereford steer calves, weighing 480 lbs. brought \$40.25 per cwt. Consignor was Cecil Ward of Gainesville Livestock Auction, Gainesville, Texas and buyer was Ronald Bowman, Eldridge, Iowa.

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### Battle Of The Bids

A "Battle of the Bids" in Southern Nevada recently resulted in the sale of a steer at a record price, much to the joy of a young man who lives there. Each year during Las Vegas' Helldorado celebration, livestock raised by local 4 H-ers and Future Farmers are put on the block at the end of the week-long celebration. Bidding is usually spirited among the resort hotels and casinos in this world-famous gaming community, but this year a record was set.

Young Jerry Haworth who lives in the verdant Moapa Valley about 60 miles north of Las Vegas, entered his grand champion Hereford steer in the Junior Livestock Show competition and was happily enough to win a blue ribbon. But when the auction began, a representative of the Horseshoe Hotel & Casino in Downtown Las Vegas had his mind set on Jerry's handsome steer. So, it seemed, did a representative of a competitor from another casino along famous Fremont Street.

The bidding didn't last long, but when it was over, The Horseshoe Club had bid the fantastic price of \$7.00 a pound, for a total of \$6706.00 for the 958 pound animal. Patrons of the Horseshoe Restaurant can savor their steak these days, knowing they are getting their meals at a price well below that paid by the management.

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Anger blows out the lamp of the mind. In the examination of a great and important question, everyone should be serene, slow-pulsed, and calm.

—R. G. Ingersoll.



# Heavy Summertime Activity In National Memberships

Summer is vacation time for many and with no issue of THE AUCTIONEER during the month of August many may think it is vacation time in the Secretary's office. This is far from true as evidenced by the many new and renewal memberships that have been processed during the 60 day period from June 16 through August 15.

Following are the names of those whose memberships have been received during the above named period, the asterisk indicating renewal:

\*Donald W. Maloney, New York  
\*William A. Maloney, New York  
\*George G. Borum, Illinois  
\*S. J. Frey, Oregon  
Gerald Knight, Missouri  
Kendall M. Pratt, Massachusetts  
John E. Badye, Nebraska  
\*Scott Barr, Nebraska  
William Blank, Nebraska  
\*Wilbur Brell, Nebraska  
\*Henry Buss, Nebraska  
\*E. A. Camfield, Nebraska  
\*John Camfield, Nebraska  
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\*R. E. Connealy, Nebraska  
\*Charles Corkle, Nebraska  
\*James Cummings, Nebraska  
\*Franck D. Diercks, Nebraska  
\*Dick Dolan, Nebraska  
\*Cecil O. Emrich, Nebraska  
\*W. V. Emrich, Nebraska  
\*Ray Flanagan, Nebraska  
\*Dean Fleming, Nebraska  
Pete Fowlkes, Nebraska  
\*Jerry Foy, Nebraska  
\*Dan J. Fuller, Nebraska  
\*Rod Gillespie, Nebraska  
\*Dick Grubaugh, Nebraska  
\*Marvin Grubaugh, Nebraska  
\*L. Dale Hanna, Nebraska  
\*Carson Hansen, Kansas  
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\*Glen Helberg, Nebraska  
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Tom Johnson, Nebraska

\*Dick Kane, Nebraska  
Lyle Knott, Nebraska  
\*Ralph Kuhr, Nebraska  
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\*James W. Martin, Nebraska  
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\*Lowell McQuinn, Nebraska  
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\*Leon Nelson, Nebraska  
\*Lester E. Pearson, Nebraska  
\*Leonard Pittack, Nebraska  
\*Elaine Rogers, Nebraska  
\*Ernest F. Roloff, Nebraska  
\*Leon Ruff, Nebraska  
August Runge, Jr., Nebraska  
\*John T. Ryan, Nebraska  
\*Frank Rybin, Nebraska  
\*Harry Sanders, Nebraska  
Eldon Schwain, Nebraska  
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\*Marvin Spitsnogle, Nebraska  
\*John Thor, Nebraska  
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\*Rex Young, Nebraska  
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\*Donald Zicht, Nebraska  
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\*M. E. Murphy, Illinois  
\*Martin J. Ford, Washington  
\*Bernard Hart, Indiana  
\*James B. Barker, Kentucky  
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\*Herman Hart, Ohio  
\*Norman J. Kirkbride, New Jersey  
\*Paul A. Hurst, Kansas  
\*Elmer E. Glider, New Mexico  
\*Carl W. Setterburg, Iowa  
\*Ray Stern, Nebraska  
\*L. E. Sage, Nebraska  
Gordon Williams, Nebraska  
K. M. Grossmiller, Oregon  
\*Marion Stickle, New Jersey



# IN UNITY THERE IS STRENGTH

- 
- \*James Stickle, New Jersey
  - \*Laird N. Glover, Indiana
  - Richard A. Wagoner, Michigan
  - \*Leon Forbes, Michigan
  - \*O. S. Clay, Indiana
  - \*J. M. Hoffer, Pennsylvania
  - \*Wm. Joseph Fitzpatrick, Connecticut
  - Chris Schol, Minnesota
  - John Reilly, Wisconsin
  - \*Meyer Gronik, Wisconsin
  - \*Dean George, Wisconsin
  - Sheldon Platt, New Jersey
  - Ben R. Houston, Colorado
  - \*Damon L. Koch, Colorado
  - Carl E. Kostman, Colorado
  - Tony Perry, Colorado
  - \*Crawford J. Carroll, Delaware
  - Bill Potts, Georgia
  - \*W. P. Drake, Illinois
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  - Warren Martin, Illinois
  - \*Melvin Penning, Illinois
  - \*Fred G. Quick, Illinois
  - \*Virgil F. Scarbrough
  - \*Charles B. Wade, Illinois
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  - \*Warren Collins, Iowa
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  - \*Lyle Erickson, Iowa
  - \*Howard B. Johnson, Iowa
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  - Glenn Swann, Tennessee
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  - Carl W. Reed, Oregon
  - \*Johnny Wood, Missouri
  - Harrison Fell, Kansas
  - Ray Wallace, Kansas
  - \*Dewey H. Abney, Indiana
  - \*William L. Gilman, Illinois
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  - \*L. P. Fuqua, Tennessee
  - \*Fred Walker, Tennessee
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  - \*H. C. Jessee, Tennessee
  - \*Clyde White, Tennessee
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  - \*Bill Shackelford, Tennessee
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  - \*Clive Anderson, Jr., Tennessee
  - \*Odell Sampson, Tennessee
  - \*G. S. Gordon, Tennessee
  - \*Beeler Thompson, Tennessee
  - \*Ed L. Jenkins, Tennessee



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 \*Warren Easter, Tennessee  
 \*Melvin Vaughn, Tennessee  
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## Bid Sets Record For Masterpiece

LONDON—A London art dealer today bought the Rubens masterpiece "Adoration of the Magi" for the highest price ever bid at a public auction—275,000 pounds for \$770,000.

The dealer, Leonard Koetzer, did not disclose immediately for whom he bought the painting.

The painting, an altar piece by the 17th Century Flemish master, was part of the collection of the late Duke of Westminster which went on sale at Sotheby's to help pay inheritance taxes.

The auctioneer asked an initial 20,000 pound (\$56,000) bid but got instead an immediate offer of \$100,000 pounds (\$280,000).

Rapidly the bidding swept upward in 5,000 pound (\$14,000) jumps to the final figure. The whole thing was over in about five minutes.

The previous high for a painting sold at public auction was 220,000 pounds (\$616,000) paid for French impressionist Paul Cezanne's "Boy In A Red Waistcoat" in a sale at Sotheby's last October. An agent bought it for the wealthy U. S. collector, Paul Mellon.

Far higher prices have been paid in the past for art works sold privately. Mellon's father, the late Andrew Mellon, paid \$1,166,400 for Raphael's "Madonna of the House of Alba" in 1936.

The Rubens is a huge piece which the Flemish master executed on oak for a convent in Louvain, Belgium, 1634.

It stands 10 feet 9¼ inches high and 8 feet 1¼ inches wide. It portrays the Holy Family standing at the manger, with the Virgin cradling the infant Jesus in her lap.

Members of parliament had urged the government to purchase the painting for the nation by agreeing to accept it in lieu of death duties, or to block its export should it be knocked down to a foreigner.

The National Gallery served notice it would support efforts by art lovers to keep the masterpiece from being shipped out of the country, its trustees had tried to buy the painting during the duke's lifetime and from his executors after his death. But the executors decided to sell the painting at auction.

The Rubens was one of 89 old masters—not all of them from the Westminster estate—offered at the sale. Koetzer also was successful bidder for an El Greco, "The Apostle St. James," which brought 72,000 pounds (\$201,600).

The El Greco came from the estate of S. Del Monte. Until recently it had been on exhibit in the Stedelijk Museum in Gouda, Holland.

Art experts said the El Greco would have brought a much higher price had it been larger. It is only 2 feet 3¾ inches by 1 foot 9¼ inches.

## Quarter Horse Sale Set for American Royal This Year

KANSAS CITY, MO. — Plans for a registered Quarter Horse sale, to be held in connection with the 1959 American Royal, have been revealed by officials of the exposition.

The event is scheduled for Saturday afternoon, Oct. 24 in the American Royal sales pavilion. Entries will be confined to animals which have been entered in regular Quarter Horse classes at the American Royal Horse Show, Oct. 17-24.

Lon Cox, horse show committee chairman, said that participation is limited to owners of animals registered with the American Quarter Horse Assn. The sale is limited to 75 head.





The official transfer as Ernest Freund (left) Fond du Lac, Wisconsin, receives the gavel from retiring President, C. B. Smith, Williamston, Mich.

To all members of our National Auctioneers Association, and I want to include all of the members of the National Association who were unable to attend the Denver convention, I would like to express my appreciation for the privilege to serve as your president for the coming year. It is indeed an honor.

Your Association has just concluded a very successful year as indicated by the report of the President, Financial Secretary, Treasurer and other officers. We have the largest membership in the history of the Association, a record we as members can be justly proud of but it should also serve as a challenge to us all to help build the great professional Fraternity.

It is my hope that every State Association will establish definite

membership goals this coming year inviting all non members to attend your meetings; prove to them the advantage of organization by presenting an educational program that will encourage non members to become members. They will be better competitors. Become an active state Association. Let the public know about the activities of your association and make 1959-1960 the biggest year in our history, in both State and National Associations.

Ernest C. Freund,  
President

---

#### CANNOT

Recruiting for the armed forces is reported to be going ahead at a pretty lively rate. Probably a lot of young fellows have discovered that being a civilian is a luxury they cannot afford at this time.



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### Colorado Auctioneers Association

President: Harvey Baldwin,  
8797 W. Colfax, Denver  
Secretary: Lyle D. Woodard, 2942 S.  
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### Illinois State Auctioneers Association

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# THE LIGHTER SIDE . . .

## COMPARISON

The gum chewing girl  
And the cud chewing cow  
Are somewhat alike,  
But different somehow.  
The difference . . . Oh yes,  
I can see it now!  
It's the thoughtful look  
On the face of the cow!  
—By a Kentucky Dairy Farmer

## PAGE THE MARQUIS OF QUEENSBURY

"I disapprove of all brutal sports,  
prize-fighting, angling—"  
"Good heavens! How can you name  
those two sports in the same breath?"  
"Why not? Isn't it the object of both  
pugilist and angler to land a hook to  
the jaw?"

## WITH TOAST

The newly married man and his wife  
were quarreling, and at the breakfast  
table, the husband tried to make peace.  
"What's for breakfast, darling?" he  
asked, with a sweet smile on his face.  
"Rats!" came the tart reply.  
"All right, dear," replied hubby.  
"Cook one for yourself and boil an egg  
for me."

## SHAME!

"You complain that you have had  
to support your wife's family?" the  
court questioned the man seeking a  
divorce.  
"Yes, your honor."  
"How much of a family has she?"  
"Four children, your honor."  
"Who is their father?"  
"I am, your honor."

## OLD HAT

The prospect was discussing features  
of the new Buick and the salesman ex-  
plained how the safety buzzer warned  
of excessive speed.  
"Hugh," snorted the prospect. "There's  
nothing new about that. I've had one  
of those ever since I married her 20  
years ago!"

## DISCREET

Voice (on the telephone): "Is my  
husband in the club?"  
Club Waiter: "No, madam, I'm afraid  
he isn't."  
"How do you know? I didn't tell you  
my name."  
"Husbands are never here, madam—  
especially those who are wanted on the  
phone."

## TIT-FOR-TAT

Firemen conducting a ticket-selling  
campaign for their annual dance fea-  
tured this slogan: "You come to our  
dance and we'll go to your fire."

## IF THE SHOE FITS . . .

A car screeched to a halt at an inter-  
section, barely missing a white-haired  
old lady. But instead of giving the driver  
a tongue-lashing, she recovered herself  
quickly, smiled sweetly and pointed to a  
pair of baby shoes dangling from his  
rear-view mirror.  
"Young man," she asked, "why don't  
you put your shoes back on?"

## COMING OR GOING?

Another advantage of the streamlined  
car is that you can often get by with  
parking it on the wrong side of the  
street.

## UP TO HER

Asked today if he could pay a 20s fine  
and two guineas costs for maliciously  
wounding his wife with a poker, the  
man replied: "You will have to ask the  
missus. I have no money."

## DEFINITION

A Communist is a fellow who likes  
what he doesn't have so well that he  
wants you not to have it either.

Bertha, a spinster, rushed into the  
house and confided excitedly to her old  
maid sister: "Oh Eletha, I'm going out  
tonight with a used car salesman."  
"What's the difference?" Eletha as-  
sured her, "so long as he's healthy."



# IN UNITY THERE IS STRENGTH

---

## TOO BAD!

Did you hear about the dealer who had a waterproof, shockproof, unbreakable, anti-magnetic watch? He lost it.

---

## PROBLEM

"You will shortly meet a handsome, rich man who will shower you with gifts and propose marriage," the fortune teller prophesied.

"Tell me one more thing," the blonde said, "what happens to my husband and kids?"

---

## AGREEMENT

There is only one point in the current economic situation concerning which all of the economists seem to agree: Money saved for a rainy day buys a much smaller umbrella than it used to.

---

## YES! YES!

Now doctors say a draft can't cause a cold. It can cause cold feet, though, if it's an overdraft.

---

## SOMETIMES

Sometimes it seems Congressmen should have their pay docked for absenteeism, and at other times it seems they should be encouraged to keep away from Washington.

---

## BOOBY PRIZES

"The only things that come to him who waits," warns The Toastmaster, "are birthdays and second notices."

---

## SPICY LIFE

"It is work that gives flavor to life." —Amiel. Uh, huh. Makes it pretty bitter, doesn't it?—

---

## BACK SEAT DRIVER

With all her faults, the back-seat driver at least has enough interest to look ahead.

---

## A PHILOSOPHICAL VIEWPOINT

Death is too lazy to take a full load, so he carried us away in fragments.

---

## REAL STATIONARY

And then there's the young lady who thinks lobbying is all right if you're really staying at the hotel.

## A STITCH IN TIME

If a modern girl puts a sewing outfit in her hope chest it probably is going to be her gift to the groom.

---

## QUALIFICATIONS

Personnel Manager to Applicant: "What we're after is a man of vision; a man with drive, determination, fire; a man who never quits; a man who can inspire others; a man who can pull the company's bowling team out of last place!"

---

## DEFINITIONS

**Strength of Mind:** The ability to eat one salted peanut.

**Conscience:** What tells you that instinct is wrong.

**Appeaser:** One who feeds a crocodile, hoping it will eat him last.

**Christmas:** The time of year when every contract between child and parent has a Santa clause in it.

**Juvenile delinquency:** The result of parents trying to train children without starting at the bottom.

**Bore:** One who opens his mouth and puts his feats into it.

**Failure:** The road of least persistence.

**An American:** A man who knows the lineup of every baseball team and about half the words of the Star Spangled Banner.

**White collar worker:** One who carries his lunch in a briefcase instead of a pail.

**Claustrophobia:** An Alaskan in Texas.

**Fireproof:** Being related to boss.

**Executive:** A man who can hand a letter back to a red-headed stenographer for a fourth retyping.

**Summer:** The time of the year when children slam the doors they left open all winter.

---

A fellow who ought to know says it's easy to tell when you've had too much to drink.

A little blurred, he says, will tell you.

---

Wife to husband sick in bed: "It's a sympathy card from your secretary to me."

---

If man is progressing, it's not because he's finding new truths but learning about old ones.



## Rembrandt Reported

### Discovery Made on Cleaning of an Auctioned Painting

LONDON—A painting sold at an auction for £1,700 (\$4,760) was reported later—after a cleaning—to be a Rembrandt self-portrait that many galleries would be pleased to buy for £20,000 (\$56,000).

Leslie Hand, a London art consultant, bought the painting on behalf of an international art dealer and collector. The name of the buyer is being kept secret, but is known that the painting will not be kept in Britain.

Mr. Hand's opinion of the painting was confirmed by Thomas Wickens, an expert art restorer. He estimated that it was painted in 1628 or 1629, when Rembrandt was 20 or 21 years old.

## Stamp Auction Brings \$56,770

An auction of United States classic stamps and covers conducted at the Hotel Commodore yesterday by John A. Fox, of 110 W. 42d St., brought a total of \$56,770 for 469 lots, some of the items bringing record prices in their categories.

The top price was \$8,500, bid for an 1847 strip of four-cent stamps on a

cover from Waukegan, Ill., by a dealer.

Other outstanding sales included \$6,100 for a 1918 twenty-four-cent airmail stamp with the airplane upside down. This was believed to be the highest ever paid for this issue. A two-cent 1901 Pan American with the railroad upside down brought \$1,900; a strip of ten two-cent 1931 Yorktowns without vertical perforations, \$3,800, and a four-cent 1893 Columbian with an error of color, \$1,100.

The heart of a wise man should resemble a mirror, which reflects every object without being sullied by any.

—Confucius.

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## The Auctioneer

806 S. Columbia Street

Frankfort, Indiana



# TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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