

# *the* **AUCTIONEER**



DICK  
ERBESON -  
GOING . . . . GOING . . . .

**It's Denver  
The  
Mile High City  
For  
1959**

***National Auctioneers Convention***

***Shirley-Savoy Hotel***

***Denver, Colo.***

**July 16-17-18**

**Don't Miss It!!**

**THE AUCTIONEER**  
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# CONVENTIONS

## They're Bigger & Better

BY. COL. B. G. COATS

For the first time in the history of the National Association, our national convention is being held in the most picturesque state of Colorado, and in the mile high city of Denver. Scenic beauty that will thrill you beyond measure, an invigorating climate that will make you want to remain in Colorado.

So much for that, now about the convention. Last evening having a few moments to myself I reviewed the conventions of the N.A.A. for the past 13 years and do you know that with each succeeding year each has been bigger and better than all previous conventions. 1959 should be no different. It should be and no doubt will be a convention that everyone can and will establish as the best yet.

Hundreds of Auctioneers from all parts of the United States and Canada have or are making plans and with suitcase in hand will soon be leaving for Denver. Such is an opportunity of a life time in that it affords all a dual purpose, that of pleasure and business. National conventions are serious occasions, they can be most beneficial to a man's profession, they are organized conspiracies to improve the competitive position or proficiency of your very own profession.

Conventions today are not only useful gatherings, but are considered necessary tools of professional progress. Let's go back for a period of 15 years and you will note that all professions have made such rapid growth that conventions are important means of keeping informed of new developments in your profession. Such growth and increasing competition have prompted the formation of hundreds of new professional associations, each with its own convention or conventions. I have now arrived at the question that you must answer. Have the Auctioneers of the United States advanced and progressed during the past

15 years as other professions have? If not, what is the reason? My answer would be that you have failed to be sufficiently interested in your profession to give your active support that would make for the progress to which we are all obligated. Your presence at this convention will show your interest in making your profession one of progress.

While I have no direct information, I am advised VIA of the grape vine that many new innovations are being planned, that a diversified program of interest to every Auctioneer regardless of what phase of the auction business may be engaged in, has been arranged for and that an entertainment program requiring many weeks of planning awaits your pleasure.

With an awe inspiring colorful and picturesque trip to and from Colorado and a convention that is destined to be bigger and better than any heretofore, it is the duty and obligation of every Auctioneer in the United States and Canada to be in Denver, July 16th, 17th and 18th. Let's all be there.

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## Auction Group Plans Special 1959 Events

RED BLUFF, Calif.—Members of the newly appointed Red Bluff Livestock Auction Yard Advisory Committee from Butte, Tehama, Shasta, Lassen and Modoc Counties met here Monday, March 30, to plan special events and sales in connection with operation of the auction yard during the balance of 1959, according to Elbert Wilcox, Shasta County cattleman and newly selected chairman of the 6-county group.

Wilcox reported that special events to be held either on each Tuesday, the regular sale day, or on other week days were unanimously agreed on. Included, he said, were the following: Tuesday,

April 7, feeder cattle sale; Saturday, May 9, special sheep and registered ram auction; Tuesday, May 12, feeder cattle sale in addition to hogs and other cattle.

He said that the first regular Tuesday of each month, beginning in June, will feature the sale of lambs and other sheep as well as cattle and hogs. Special feeder cattle auctions will be initiated

on the first Saturday in August and continue on the first Saturday of each succeeding month during the balance of the fall.

A special feeder cattle show and sale is scheduled for Saturday, November 7, with awards to be made for winning pens of each breed.

## I Hope To Meet You In Denver In July

I am looking forward with great interest to meeting my old friends and a lot of new ones at the N.A.A. convention in Denver.

This has a special interest for me since it brings back memories of the original Auctioneers Association. The Spark Plug for that association was the magazine published by M. Cummings in Chicago, in the early nineteen hundreds, and which faded out during the first World War.

Some of you will recall that in 1912 the writer published a booklet entitled, "The Art of Selling Real Estate at Auction," which at that time was quite an innovation in many parts of the country and created a great deal of comment, so much that I was asked to speak on the subject at three consecutive conventions, Toledo, Chicago and Denver. My recollection is that the Denver convention was held in July, 1914, at the Old Brown Hotel, and the following year in Chicago at Hotel Sherman.

I remember very distinctly that a part of our entertainment at Denver was a trip on the Moffat R.R. over the Great Divide, where we had our pictures taken on top of an eighteen foot snowbank, which was most interesting to me as that was my first trip west. Another side trip was up the mountain in a four seated surrey, "with the fringe on top," pulled by four horses driven tandem by a woman driver.

A trip to Denver, is always a thrilling trip because of the beauty of the City of Denver as well as the comparatively close cities surrounding it. The parks and mountain drives are surpassed by few places in the Rockies.

I hope to come early and stay late



H. W. SIGRIST

and I want to say as I said in our memorable convention in Indianapolis, "If you Miss it you will Miss it." I have so much respect and confidence in those Western Col's. that I know it will be a great convention. Let's make it a date. From one of the boys who has only missed one since Sioux City.

Most sincerely,  
H. W. Sigrist  
Fort Wayne, Indiana

"Conformity in behavior is a human necessity; conformity in patterns of thought a human danger."

—Crawford H. Greenewalt

# Licensing Embracing More and More Occupations

BY. COL. B. G. COATS

Widely varied laws in every state has during the past few years created State Licensing Agencies. A professional licensing board just doesn't grow. It has to be created. Why are they created? The various state legislatures come to the conclusion that conditions in a certain occupation are such that licensing standards must be set up to safeguard the public.

This realization usually results from intensive persuasion by members of an occupation or profession working through a professional organization. There are many arguments for the licensing of Auctioneers and those that I have read and listened to are generally phrased in terms of the public interest, even though the goal is necessarily a self-seeking one in part.

All licensing Acts have a two fold purpose, one—promoting the public interest and two—achieving a monopoly and the elevating of the occupation or profession. For more than fifteen years I have been writing, talking and listening to others who favor the licensing of Auctioneers. I have also been listening to those who have opposed and have yet to hear one good sound intelligent argument as to why Auctioneers should not be licensed. Some states require a state license for Auctioneers which has brought about a licensing board which is authorized to define the profession, set standards, establish the regulatory board, outlines procedure and qualifications for its membership, and endows it with authority to make rules and regulations and establish the licensing fee. For Auctioneers to be licensed is a simple procedure, but the Auctioneers are apparently dormant, so much so, that it is going to take more than the written word to bring them to their senses. The theory behind professional licensing is not new. Nor are its problems confined to any one state.

Approximately eight years ago a sur-

vey was made of the states of professional and occupational licensing practices. The survey showed that there was a continuing demand by organized groups for the licensing of more and more occupations and professions. In one state it even went so far as to raise from occupation to profession when that occupation became licensed. Professional licensing of Auctioneers has been subject to the stress of two divergent undercurrents. There is the need to protect the basic right of the individual to pursue the occupation of his choice. Need there be any further discussion as to why Auctioneers should be licensed? On the other hand there is the social doctrine that the states cannot permit these rights to be exercised in a manner to endanger the public. It thus becomes evident that the basic political task with respect to licensing Auctioneers is establishing a proper balance between unregulated occupational freedom and professional order in such a way that the public interest is best served.

The professional licensing agency in every state is largely a phenomenon of modern society, but its roots are deeply embedded in the history of every state. If you want to formalize professional training in the Auctioneering profession in the United States you have no alternative other than the licensing of Auctioneers, thereby making your right to practice a province of your respective state.

At this moment I wish that I was gifted with the vocabulary of a Daniel Webster, that I might say something that would awaken you to realizing the fulfillment of our obligation to ourselves and to future generations that will follow in your foot-steps. If your son chooses Auctioneering as his profession you will want him to extend himself free and unhampered, or are you going to sit idly by while laws are enacted to

discourage him. Let us all work for a state Auctioneer Licensing act and eliminate for all time these damnable, detestable, abominable and outrageous licenses that are being inflicted upon us by cities, counties, townships and every form of governmental authority.

About two months ago I was liquidating an estate at public auction. Included in the personal property was a large lot of farm machinery and equipment. I sold a platform scale. Two weeks later I received a letter from the Department of Law and Safety in Trenton, N.J., requesting me to appear before the Weights and Measures Department for a hearing. I was informed that in order for me to sell a scale at public auction I would be required to have a license to the tune of \$25.00 yearly. I wonder how many Auctioneers in the mid-west and west would raise their voices to the high

heavens knowing that they would have to pay \$25.00 for the privilege of selling an old Fairbanks, or any other make of platform scale found on just about every farm. My Auditor in preparing my income tax return last week found 43 separate and distinct licenses that I was obliged to obtain during the year 1958. Every year it increases. It can and will happen to you unless every Auctioneer extends his efforts through organization to combat it. I hope that I am around in ten years from now to see what has happened. To see what the Auctioneers have done to protect their profession. To see what the Auctioneers have done to make younger Auctioneers eager to pursue a profession so dear to all of us. I reiterate, "there is the need to protect the basic right of the individual to pursue the occupation of his choice."

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## How Else Can Inter-State Reciprocity Exist:

You don't have to be anti-organization, state or national, to opinion for legislation.

The idea of introducing sound, new bold ideas, even though certain individuals or groups do not recognize their ultimate importance, should not be stifled because they do not lie in clear purview of the opposition. Or consider the words of William O. Douglas, Associate Justice of the Supreme Court: "A function of free speech under our system of Government is to invite dispute. It may indeed serve its high purpose when it induces a condition of unrest, creates dissatisfaction with conditions as they are or even stir people to anger. Speech is often provocative and challenging. It may strike at prejudices and preconceptions and have profound unsettling effects as it presses for acceptance of an idea . . ."

Concluding that there is a movement on foot to take privileges away from us auctioneers it is difficult to substantiate with supporting evidence. The writer for four years has attempted at each na-

tional convention to put through a motion that the National Auctioneer's Association compile in book-form the laws pertaining to auction laws and licenses as they exist in all of the 48 and now 50 states. At our last convention held in Buffalo there were enough delegates in attendance who, at least in principle, thought such a survey had some merit and joined me by comprising idealism and realism without sacrifice of principle and put through a motion that the Association compile a list of all states that did not have laws or regulations licensing auctioneers, (though it would have been even better to get copies of their complete laws.) I understand that the list will be ready and procurable at the next convention and it will at least furnish some basis from which to start analysing why and what exists and what the needs are in the way of licenses if any on a state basis.

It has been my firm belief that reciprocity is, in fact, non-existent in a state that has no state laws for licensing auctioneers but permits municipalities

# IN UNITY THERE IS STRENGTH

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to require auctioneers to be licensed. This denies the privilege of out of state auctioneers to operate on the same basis as the auctioneers of their own municipalities because most of these ordinances have residential requirements which can only be circumvented by state law. In other words, there are cities in many states that limit and restrict licenses to citizens of their city alone. But if the states in which the auctioneer resides would license their auctioneers, then political sub-divisions of that state would have to accept any out-state auctioneer on the same basis as a resident because of the out-state auctioneer holding a valid state license. When there is no state protection of this kind in which the auctioneer resides, this could and does, mean that out-state auctioneers could be prohibited by political subdivisions of that state with local ordinances. The establishment of reciprocity is not an evil and the excuse of the auctioneer in these states that they can do nothing about it is a rather lame one and it goes without saying that these are the auctioneers who are selfish and want licenses to protect them in their respective communities and want to prevent other auctioneers from enjoying the same privileges they have since they do not have state-wide reciprocal laws.

It is just as important to repeal inequitable law as it is to establish equitable law and I again repeat under Government as it exists today a state-wide basis of state licenses is the positive way of establishing reciprocity. (Quote from the present Minnesota state law).

Minnesota Statutes, Section 300.01 governs to whom auctioneer's licenses may be granted by either the County Board or the County Auditor, Minnesota Statutes, Section 330.01, subdivision 2, reads as follows: "A resident of another State which issues Auctioneer's licenses to residents of Minnesota on the same or similar basis as to residents of such State, may be licensed as an auctioneer in Minnesota upon complying with the laws of the State of Minnesota relating to the issuance of auctioneer's licenses." End of quote.

I further submit that the intended spirit of the above quoted Chapter 330

of Minnesota statutes is to further perfect reciprocity between the states and that the legislature contemplated an equitable reciprocity could exist only between states having the same or similar state statutes relating to the licensing of auctioneers. If, therefore, a resident of Minnesota is not able to work as an auctioneer in any other state other than Minnesota for any reason including being prohibited by local ordinance, then the residents of such foreign state should not be allowed to work as auctioneers in the State of Minnesota. Auctioneers residing in the State of Minnesota should be granted the same privilege to hold auctions in foreign states and their political subdivisions thereof on the same basis as their state resident auctioneers and on the the same basis as the State of Minnesota grants auctioneers residing in foreign states to hold auctions in the State of Minnesota and its political subdivisions.

In conclusion, too many proponents of issues get classified as rabble-rousers, trouble-makers and undesirables because some organizations feel that the element of controversial subjects makes for disrupted meetings, conventions, etc. In too many instances these conclusions are not the conclusions of an entire body, but rather a few whose thinking differs and who may be in a position to tone-down or eliminate programming, discussing, exploring and fact-finding. The right to a change of mind is not necessarily a woman's prerogative . . . male auctioneers have been known to engage in this practice.

I solicit ideas contrary to my thinking through the columns of **The Auctioneer**.

Colonel Frank A. Sloan  
Minneapolis, Minnesota

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## FELLING JUST VINE

Telephony recently cropped up in a science course.

The teacher asked: "Can anyone tell me what nitrates are?"

A long pause followed. Then one of the boys timidly raised his hand.

"I'm not exactly sure," he said, "but I know they're cheaper than day rates."

# Museum Reopens Gallery Of Egypt's Art From 4000 B. C

By SANKA KNOX

The art of ancient Egypt can now be seen in an unbroken flow at the Brooklyn Museum. A reinstalled gallery spans the art from 4000 B.C. to the tenth century A. D.

The gallery, open to the public, fills in a missing chapter in the story—the period between 1300 B. C. and the time beginning in 30 B. C., when Egypt became the Roman granary, a prize by conquest.

The gallery is the last in a long series of Egyptian galleries to be reinstalled since 1946. Many of the objects have not been seen for fifteen years. About one-third of the 100 shown have never before been displayed.

Curiously enough, the relatively late material in the new gallery is even rarer than the early.

But somehow John D. Cooney, curator of ancient art, found enough to make a complete picture. The museum's Egyptian collection, one of the finest in the field, was begun in 1898. It now includes about 8,000 pieces.

The Egyptian department shows the cream of the many periods involved, even though art in some periods was in decline and, generally, under the Romans, was degraded.

Special lighting and placement combine to show each piece to advantage. For some objects, marble pedestals were carved.

One of the new acquisitions, somewhat earlier than most of the objects in the gallery, is a door jamb, once at the entrance of a fourth century B.C. tomb. A recent find, it is a companion to a jamb from the same tomb that was found fifty years ago, built into a Roman building in ancient Memphis. The companion piece is in the Fitzwilliam Museum in Cambridge, England.

Another new acquisition which Mr. Cooney called "a masterpiece of the late international style," is a miniature Hellenistic head in alabaster of Alexan-

der the Great. It was done in the second century B.C.

Also new is a carved head of a hippopotamus in tiny, scale and a statuette of King Osorkin I in gold-inlaid bronze.

The ninth century B.C. bronze, long a famous piece was dredged up in the Egyptian Delta in 1878, but disappeared shortly afterward. It was rediscovered last year in Europe in a private collection.

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## 4,050 Cattle Sold In Active Session

DALHART, Texas—The largest known number of cattle on record for the Dalhart Livestock Auction Co. were handled at the special stocker and feeder sale held here April 2. The action and market were very active throughout the 7½ hours of selling time with 4,050 cattle and 157 hogs selling to the steady chant of the auctioneers.

The bulk of the run consisted of yearling feeder cattle with yearling heifers comprising the majority of the count. There were also many loads of light weight stocker calves which returned to the country locally. Several one brand strings of cattle of 300 and 400 head were sold at this auction. The bulk of the cattle offered for sale were being marketed off of the winter wheat lands and from the grass lands of Texas, New Mexico and Oklahoma.

Buyers came from as far away as Montana on the North and Iowa and Illinois on the East. Many loads of cattle were brought and shipped to Illinois, Iowa, Ohio, Kansas and Wyoming.

The Dalhart Livestock Auction plant has been in operation approximately 35 years and under the present owner and operator, Allan Swenson, for the past four years. This market is one of the leading auctions of the Panhandle.



**NORTH DAKOTA AUCTIONEERS DINE IN THE AMERICAN LEGION CLUB ROOM, DEVILS LAKE, at the time of their Annual Meeting, February 14. At the head table, from the left: Harry Berg, Mandan, 1960 President; Douglas Heen, Devils, Lake, Judicial Judge; I. A. Rietan, Petersburg, Secretary-Treasurer; K. L. Ferguson, Devils Lake, 1959 President; Frank Novachek, Devils Lake, Ramsey Co. Sheriff; Dennis Kelly, Devils Lake, Chairman of Easter Seal Drive; Rev. L. E. Rude, Devils Lake Pastor; and L. A. Lanz, Mayor of Devils Lake, N. D.**

## North Dakotans In Successful Meeting

Members of the North Dakota Auctioneers Association held their Annual Meeting at Devils Lake, N. D., February 14. Registration took place at 10:00 A.M. followed by a Noon Banquet, Business Meeting and Benefit Auction.

Col. Harry Berg of Mandan, was chosen as President for the year, 1960. Main topic of the business session was the desire to establish a uniform commission charge of 3% on farm sales.

With 266 articles donated by the merchants of Devils Lake and surrounding territory a total of \$417.00 was raised in a benefit auction. Proceeds were sent to the Crippled Children's Home in Jamestown, N. D.

## Marketing Congress

KANSAS CITY, Mo.—Reservations request cards for the National Livestock Marketing Congress in Cedar Rapids, Iowa, June 25, 26, 27, 1959, have been placed in the mails to all "Nationally Certified" livestock auction markets and participating member markets of the National Association of Livestock Auction Markets, it was announced from the Association's offices here.

The national business trade association of the livestock auction markets industry is sponsor of the 3-day event, described to be designed to focus attention on all phases of livestock marketing and marketing services. Producers, feeders, packers, educators and research specialists will join with market owners from throughout the United States and Canada for the event.

Highlighting the Congress, opening Thursday noon with a keynote luncheon for all state directors and secretaries of agriculture, will be the first Continental Sweepstakes Cattle Sale, held that evening at Hawkeye Downs. Car-lot entries are being accepted only from the certified markets to display and sell typical classes of cattle from their respective trade areas.

The sale is under the direction of Russell Tubaugh, experienced market owner of Belle Plaine, Iowa.

Invitations and hotel reservations requests will be mailed to all livestock interests to facilitate handling of reservations, according to C. T. 'Tad' Sanders, Executive Secretary of the National Association. The secretaries of the 37 affiliated state associations of livestock auction markets are joining with Sanders' office in distribution of the invitations. Hotel accommodations are provided through the combined air-conditioned facilities of the Sheraton-Montrose and Roosevelt Hotel, Cedar Rapids.

The Iowa Livestock Auction Association, host state markets trade association, has planned elaborate items of entertainment for the livestock industry men, their wives and families, in addition to the program features of the Congress itself, reports Steve Jacobs, Secretary of the Iowa group. A record attendance is expected at this single all-inclusive national livestock marketing event.

## Notice Ohio and Indiana Auctioneers

Watch for this bad check artist, especially at farm sales. Description: White — male — American, 48 to 52 years old, 5' 10" to 6' tall, slender build.

Generally wears flat top army fatigue cap, bib overalls and poplin jacket. He has used the name, Frank Lewis, but may use other names. In Ohio he has been using checks on the Miami Bank, Yellow Springs, Ohio, but may use others.

He usually buys around \$700 worth of items at farm auctions. He used 1947 Chevrolet stock truck. This man is very congenial and has a smooth, likeable manner. Generally frequents auctions where automobiles or trucks are being sold but also buys cattle.

If anyone sees or knows of the whereabouts of this man, have your local Police Officials contact Harley Wornstaff, Sheriff, Delaware County, Ohio.



**LADIES AUXILIARY TO THE NEW YORK STATE AUCTIONEERS ASSOCIATION**  
as they met at the Hotel Syracuse, March 15, 1959.

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## Nashville Auto Auction

Our auction has a brand new look,  
Not sack, chemise or Bobby Brooks  
But two lanes running right along,  
To accommodate the busy throng  
Of welcome dealers to sell and buy  
The cars that really catch your eye,  
Nice clean models new and old  
Are being bought and being sold  
At Nashville Auto Auction.

Tom, Fred and Robert are all smiles,  
The fire is over the building's in style,  
Bud and Gus our great Auctioneers,  
Plus Tate and Wiley, they'll have you  
in tears,

Believe you me you'll never leave  
frowning

After seeing their act of joking and  
clowning

At Nashville Auto Auction.

Frank at the gate and the boys on the  
stand,

Are here to give you a helping hand,

Foster and Corley and all their boys  
Will handle your cars with precision  
poise,

Our ring men are the very best,  
The girls in the office work with zest,  
Ma Barnes and her staff serve the  
greatest food,

It puts you in a buying and selling mood  
At Nashville Auto Auction.

Our Grand Opening Celebration and  
Anniversary Day,

Is on April 15th, which is not far away,  
So come one come all from near and afar  
And get your chance on the 59 car,  
Come one come all as soon as you can,  
Where all dealers meet in one big clan  
At Nashville Auto Auction.

By: Pat Perry

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### TOO BAD

Jim: "Yep, the engagement is off; she  
won't marry me."

Joe: "Did you tell her about your rich  
uncle?"

Jim: "Yeah, now she's my aunt."

IN UNITY THERE IS STRENGTH

# THE LADIES AUXILIARY



## Rush To The Rockies

Rush to the Rockies is Colorado's theme,  
So plan to be on hand when we all  
convene

At the foot of the Rockies in July this  
year,

Where you will get a real welcome from  
the Westerner.

Dancing, an auction—and a tour head  
the fun,

With something to do from dawn to  
setting sun.

So make Denver the spot for your  
vacation,

You won't want to miss this centennial  
celebration.

—By Mrs. Bud Hubbard

## New York Auxiliary Adds New Members

March 15, 1959 was a very important  
date for the N.Y. State Ladies' Auxiliary  
of Auctioneers. A very successful meet-  
ing was held at the Hotel Syracuse and  
nine new members were received at this  
meeting.

Joining our organization was Mrs. Tom  
Hirsch, Baldwinsville; Mrs. Gladys  
Hoyochi, Sauquite; Mrs. Russ Hurlburt,  
Bliss; Mrs. Pat Perring, Wayland; Mrs.  
Jane Zogg, Cortland; Mrs. Shirley Spoor,  
Phoenix; Mrs. Robert Spoor, Cote; Mrs.  
Betty DiBello, Sterling, N.Y. We want  
to take this opportunity to welcome the  
new members listed and would like very  
much to encourage new membership to  
our Auxiliary of which we feel is a great  
help to our husbands' very important  
organization, "The N.Y.S. Auctioneers  
Association."

Our next meeting is planned for Sep-  
tember 13th in Syracuse, N.Y. Mrs.  
Paula Prior, Mrs. Harold Spoor and  
Mrs. Ray Field will act as a committee  
to organize a very interesting program  
for this meeting.

The meeting was adjourned with every-  
one feeling that their trip to Syracuse

was very definitely worth while even  
though the weather and road conditions  
were very bad.

I would like to take this opportunity  
to encourage the present members of  
the N.Y.S. Ladies' Auxiliary to forward  
their membership dues to me at their  
earliest convenience. Let's keep our most  
important organization on a paying basis  
so that we may plan to have meetings in  
the future that will be better than ever  
before.

Respectfully submitted,  
Mrs. Paul Calkins, Secretary  
N.Y.S. Ladies' Auxiliary

## Attention: Colorado Ladies

We missed you at our last meeting  
April 12, 1959. Refreshments were served  
and a good time was had by all.

We are making plans for the National  
Convention to be held in Denver, Colo.,  
in July. We are looking forward to a  
gala Centennial celebration.

Please plan to be on hand for our  
next meeting as we know you will want  
to help us give our fellow auctioneers

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

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

#### 1st Vice-President

Mrs. John Overton, Albuquerque, N.M.

#### 2nd Vice-President

Mrs. Owen Hall, Celina, Ohio

#### Secretary-Treasurer

Mrs. James McGuire, Holstein, Iowa

#### Historian and Parliamentarian

Mrs. Tom Berry, West Newton, Pa.

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Mrs. Al Boss, Carroll, Iowa

Mrs. B. G. Coats, Long Branch, N. J.

Mrs. Harris Wilcox, Bergen, N. Y.

#### Two-Year Directors

Mrs. R. A. Waldrep, Atlanta, Ga.

Mrs. R. E. Featheringham,

Ashville, O.

#### One-Year Director

Mrs. Arnold Ford, Constableville, N.Y.

and their families a real western welcome.

The new Colorado officers are: President, Mrs. Harvey Baldwin; Vice-President, Mrs. Howard Schultz; Secretary, Mrs. Lyle Woodward; Treasurer, Mrs. Bill Hauschildt; Publicity, Mrs. Bud Hubbard.

## Paul Dillehay Dies Suddenly, March 3rd

Paul Dillehay, Sterling, Colorado, died unexpectedly March 3. He was the victim of a heart seizure.

Col. Dillehay was the first President of the Colorado Auctioneers Association and one of the most successful auctioneers in the state. It was under his leadership that the National Convention was invited to Denver in 1959.

Col. Dillehay was born November 19, 1908 at Woodbine, Iowa. The family lived for a time at Tekamah, Nebr., and later moved to Haxtun, Colo. He married Mildred Banford on March 3, 1935, his death ironically coming on their 24th wedding anniversary and Mrs. Dillehay's birthday.

In addition to his wife he is survived by two daughters, two sisters and three brothers. Funeral services were held from the Presbyterian Church in Sterling, where he served in the office as deacon.

## New Penfield Scion

A "Certificate of Registration" received by THE AUCTIONEER shows that Bert Lyndell Penfield has been duly recorded and registered on the records of the "Penfield Perpetuation Association."

Bert Lyndell was born at 2:02 P.M., March 9, 1959, weighing 9 lbs., 2½ oz., and 21½ inches long, sex: male, blonde hair and registration number 1. His sire is Bob Penfield (Life member of the NAA) and his dam is Winona Penfield, the family address being Bowman, N.D.

A three generation tabulated pedigree on the reverse side reveals among other things that the paternal grandfather is another NAA member, Earl Penfield of Lemmon, S. D.

## Yankus Auction Gets Widespread Notice

Probably the most famous or infamous (depending upon your opinion) farm auctions ever held was that of Stanley Yankus, Dowagiac, Mich., recently.

Yankus is the farmer who objected to the United States Government's action in fining him for wheat raised to feed his chickens on his 100 acre farm. Newspapers all over America, and we assume all over the world, have publicized Yankus and his auction to the best of their ability and columnists have further glorified the situation to fit the tastes of their readers.

So much has been published concerning this auction that we are not going to reprint any part of it but are going to mention two bright spots from our standpoint:

(1) It was a member of the National Auctioneers Association who conducted the auction, Col. John Glassman, of Dowagiac, Mich.

(2) Mr. Yankus was hoping for \$25,000 from the sale of his farm and chattels. He received more than \$30,000.

## Ralph Fortna Taken By Death At Age 62

Ralph E. Fortna, auctioneer of Denver, Colo., died March 13 following several weeks illness. A native of Octavia, Nebr., and a graduate in 1921 of the University of Nebraska, he was 62 years old. During the past several years he operated an auction and real estate business in Denver. Prior to that time he had served as a livestock field representative.

Col. Fortna was a member of the National Auctioneers Association, a leader in organizing the Colorado Auctioneers Association and his leadership and advice had been counted on heavily by those in charge of the 1959 National Auctioneers Convention. He is survived by his wife and son.

TV announcer: "And now for the news that happened during the commercial."

# Success Comes To Those Who Give Honest Effort

BY COL. POP HESS



The April issue of this publication has been on my desk for several days and I was happy to see the good support that came in from various sections of the land and our auctioneers in general. In my last column (April issue) I made some remarks about not receiving many letters for comments. However, before the April issue got into print letters started coming from various directions and from them I received some targets at which I could shoot.

Among the letters was one from my good friend, Morris Weinstein of Middletown, New York, although he was formerly one of our Ohio boys. He cut his 'eye-teeth' in Ohio and later located in New York State to make room for more of our Ohio boys. When I used to conduct some sales in the northeast Ohio area he was a boy in knee britches but he grew up and from the sample of some of the sale cards he sent me he is going strong in his New York location.

Just a few days later here came a fine letter from my good friend down in Kentucky, George Kurtz of Sturgis. His letter was very interesting and he enclosed some bills of his recent sales. George is Kentucky-bred and born and I have always noticed the auctioneers from Kentucky with whom I have been associated were strong in good auction lingo and George is no exception to that rule. And with his volume of business in his section of Old Kentucky he will not be listed as unemployed for some long time.

These boys are just a drop in the bucket of the many auctioneers we have throughout the United States who are busy and the auctioneering business with them is a paying business for they are set for their lifetime as auctioneers in

demand. In my mail the past years are many letters from auctioneers, both young and old, bringing to my attention many things each one has in mind and as a whole they are fair and open minded. This is the attitude all successful auctioneers must have if they are to succeed. Then I have letters from auctioneers who are not too much in demand, or just getting started, who seem to have an attitude that no other person should have been born or should have considered being an auctioneer. "No Sir, none but just me. I am it."

This attitude will never keep any man or woman in the auction business very long and the sales he conducts will not be many. This modern world thrives and enjoys competition, co-operation, service and progress. Regardless of the nature of your work or business the go-getter is much in the lead. To you young auctioneers just home from Auction School, you have your sheepskin or diploma which you brought home, they gave you the low-down on when and how and now you are scoring to wire. Play for good position and then race honorably. In time you will be the top race winner without too many upsets or bruises left behind for arguments or sore feeling with your competitors.

No young auctioneer will get far trying to degrade his competitor or worrying because his opposition is getting many sales and him none. It is up to the beginner to stir up the dust and get his competitor alerted to become interested in the competition he is getting from the youngster who has invaded his district for business. In due time you will be listed as a good auctioneer in your area, provided you have backed up your efforts with good rule tactics of

live and let live and there is always good in all that live.

I knew one chap who waited nearly ten years to really get started, even made his brags he probably would never get many sales until after they held a funeral of a good old reliable auctioneer who was selling sales soon after this fellow was born. The joke of this jest is that when the time did come for the old auctioneer's funeral it was not this man who took over the reins but the young man who lived not too far away and who did not care how long the old Colonel would live but was building with what he had to offer. He had built so solidly that this young man rightfully inherited the old Colonel's territory and so far as I ever knew, this fellow who expected to be 'it' after the funeral was so far outside the line-up he went into another business and forgot he ever wanted to be an auctioneer. As I see it, progress cannot be built by waiting for a funeral to embark one in the profession.

General farm sales here in Ohio have been thick and many. From last September straight through the winter months and to the date of this writing our Ohio auctioneers are very busy. Many are dated ahead for many weeks to come. We also find here in Ohio the auction way is growing more in demand each year and through the publications you can find about any marketable item of today can and is being sold at auction. This creates a demand for the person who is listed as an auctioneer. Also, it is well noted the Auction Sale in Ohio is no longer one of questionable nature. They are looked up to as one of honest business and a modern way to buy and sell.

However, down through the past centuries auctioneers and auction sales have been clean and honest but as in all types of businesses there would be those who like to take the short cuts to the quick dollar and the honorable auctioneer was often degraded without proof or cause. But through our State and National Auctioneers Associations, along with a better advised public, the auction profession is held in much higher esteem and the general public is more familiar with the auction way to buy and sell. It is not

uncommon to see in any auctioneer's audience some of the choice folks of the land, bidding, buying and selling in confidence.

Yes, the auction business is where more dollars are turned over and put into circulation than in any other business in our land.

## World Famous Violin To Be Auctioned

LONDON—One of the most valuable Stradivarius violins to come onto the London market for some years will be sold by Christie's in May. It is the property of Mr. Siegfried Kahl, 78, a German diamond merchant living in Geneva.

The violin is known as "The Dancla Stradivari" after Charles Dancla (1817-1907), the renowned French violinist who played it at Conservatoire concerts for over 20 years. In 1883, M. Dancla sold the violin to Mr. David Laurie, the well-known international dealer who subsequently sold it to Mr. William Croall, of Edinburgh, the owner of "The Cessole Stradivari."

Mr. Kahl bought the "Dancla" in 1942 and played it till recently at soirees at the German Club in Geneva of which he is president. Mr. Kahl told me: "Ever since I was a boy I have managed to escape from the world when playing a violin. I was first given one when I was 12 and was so excited that tears came into my eyes. Now that my fingers are so crippled I cannot bear to see my 'Dancla' lying silent. Someone else must have her."

"The Dancla" has always been praised for its exceptional tonal qualities and is still in perfect condition in spite of its age. The instrument still bears Antonio Stradivari's original label "Cremona, 1703" and there are three certificates testifying to it being made by him. The certificates are by: Messrs. William E. Hill & Sons, of New Bond Street (December, 1938); Messrs. Hamma, of Stuttgart (June, 1942); and by Carl Maechler, of Zurich (January, 1959). All three firms are world-famous violin makers.

Last year Mr. Kahl lent "The Dancla"

## ***A PERSONAL INVITATION*** **TO YOU**

You and your family are most cordially invited to a "PREVIEW" of the offerings of the King Museum and all personal property of the Estate of Arthur C. King, deceased, 213 Washington St., Toms River, N. J., Sunday, May 17th, 12:30 P.M. to 5:00 P.M.

Presentation of your current membership card in your State Auctioneers Association or the National Auctioneers Association, will admit you and your family without charge.

Looking forward to greeting you and with very best personal regards.

Sincerely yours,

B. G. Coats

**SALE DATES MAY 21, 22, 23.**

to Herr Anton Fietz, the renowned violinist, who played it at the Lucerne Festival. "It has extraordinary tonal qualities," Mr. Fietz said afterwards. Because of this "The Dancla" is expected to arouse considerable interest among dealers all over the world. A Christie's spokesman said: "We are announcing this sale now as dealers and collectors will no doubt want to see or even play the violin before bidding for it. It is impossible to say what the violin will fetch but it will be many thousands of pounds."

### **Wrong Way?**

#### **IMPORTING HEREFORDS CONFUSES CUSTOMS MEN**

NACUZARI, SONORA, Mexico—Importation of two registered Hereford bulls from Mexico into the United States gave custom officials a bad time here recently.

The sale was from Armando Montono, Mexican Hereford breeder, to Roy Boss, Douglas, Ariz., commercial Hereford producer, and involved two registered yearling bulls.

U. S. customs regulations say that breeding stock imported from a foreign country can come in duty-free if the animals are registered in a foreign breed association. But these bulls weren't registered in the Mexican Hereford Ass'n., because there is no such group. They were registered in the American Hereford Ass'n.

A telephone call to Washington solved the problem by declaring that the animals would be subject to the regular import duty of 2½ cents per lb. levied on commercial cattle. After all, said U.S. officials, "how can you import bulls that are registered in the American Hereford Ass'n?"

Montono last year registered 203 calves in the American Hereford Ass'n.



WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONT., GRADUATING CLASS, MARCH, 1959. Seated, from the left: Mick Manns, North Dakota; David Walter, Nebraska; Clifford Caffrey, Nevada; Roger Nedrow, Oregon; Everett Burk, Saskatchewan; Mike Wipf, British Columbia. SECOND ROW: Bob Thomas, Instructor; Donald Arnett, Alberta; Doug Davison, Alberta; Jack Ellis, Montana; Peter Van Lieshout, Alberta; Robert Johnson, California; Ronald Torgerson, Montana; Myron Mattern, North Dakota; Jim Messersmith, Instructor. BACK ROW: Jake Reed, Nevada; Truman Kongsle, North Dakota; Jim Schene, California; Chad Maxey, Idaho; Ray Wallace, Kansas; Jack Williams, Colorado; Brent Koop, British Columbia; Melvin Ames, Washington; Dave Peck, Idaho; Wally Franks, Alberta; Bob Musser, Instructor; Dale Shelton, Jr., Instructor. Back row center is W. J. Hagen, Instructor.

## Auctioneer Joins Western Publication

BILLINGS, Mont. — Appointment of Omer F. Bonney of Hermiston, Ore., as field editor for Western Livestock Reporter in Washington, Oregon and Western Idaho was announced by Norman G. Warsinske, publisher.

Bonney, a native of Brockton, Mass., lives in Hermiston, Ore., and has resided in Oregon for the past 23 years. An experienced man in many phases of livestock dealings, Bonney has judged horses at many Northwestern shows and has cried many of the Northwest's noteworthy horse sales.

He sold livestock at the Northwest Sale Yards, Hermiston, for two years, and formerly operated a ranch near Condon, Ore., producing commercial Herefords there after World War 2. His wartime military service was in the Coast Guard mounted patrol.

As an associate member of the 'Reporter staff, Bonney will travel throughout Washington, Oregon and Idaho, assisting stockmen throughout this area in their programs of promoting and merchandising their purebred and commercial livestock, and reporting significant news from this area for the 'Reporter.

Some eight years ago, Bonney initiated the annual Umatilla Sage Riders sales at Hermiston, which last year offered over 300 horses in a single day's selling, with an equal number of would-be consignments turned down because of limited time for the sale. This year, for the first time, the sale has become a two-day event.

Bonney's business and fraternal affiliations include membership in the Elks, the National Auctioneers Ass'n, and the American Quarter Horse Ass'n. He is a past director of the Oregon Cutting Horse Ass'n.



## 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**

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

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

# New Jersey State Society Provides Continuous Interest

BY COL. JAMES W. SMITH, PRESIDENT

As the current President of the N. J. State Society of Auctioneers, Inc.; generally acknowledged to be the oldest Auctioneers Association in the U.S.A., it occurs to me that we can well challenge any other State Organization of Auctioneers as to activity and efficient operation!

Also, in answer to the often asked question, "Why doesn't such an active Auctioneers Association hold a State Convention?" the answer is that practically all of our regular meetings are practically State Conventions — attendance comes from all parts of the state, though the highest concentration of members lies in the northern half.

NJSSA, Inc., meets regularly, beginning with our Annual Meeting the first Monday of February, then April, June, July, August and October. December we change to the first Friday because we combine our regular meeting with our annual Christmas Party for members and their families—reason: No school for the kids next day!

**MEMO:** Our reservation is already made for Friday, December 4th, 1959 Christmas Party at the famous Far Hills Inn, Somerville, N.J.

In addition, we meet as an Auctioneer group in the other months for what we call, for want of a better term, "AUCTIONEER AUCTIONS" at the Sales-building, or under a big-top tent, of a member Auctioneer who acts as host for the occasion. His job is to advertise the event and assure the attendance.

At these Auctions, each attending Auctioneer is introduced from the block. His home location and specialty, if any, dwelt upon, etc. This member Auctioneer then auctions for a period of from 5 to 15 minutes, selling whatever items he has brought for the purpose.

Items cover the whole field. During season we have everything in the way of produce. We also have fine antiques in furniture, glass, china, bric-a-brac of

every description. Proceeds go to the owning Auctioneer, less only a modest fee for maintenance costs, usually not exceeding 10%. The Association pays for the advertising.

Attendance at these Auctions started out several years ago at about 250 people, and have now grown to the top figure of over 1000 people at last year's Annual July Auctioneers Auction. This audience comes from New York City, Long Island, Pennsylvania, lower New York State, as well as all parts of New Jersey. In an area containing approximately 15,000,000 people therefore our top attendance of 1,000 isn't unexpected.

Auctions start at 6:00 P.M., and run to mid-night and the crowd stays to the bitter-end!

Another advantage to each participating Auctioneer is that we make a tape-recording of each man as he is 'crying' his Auction from the block without his knowledge as to when. These tapes are being edited and will be available to our members at a modest fee for rental or sale, which fees will eventually recapture our Webcor Tape-recorder investment. It is my opinion that there is no better critic of an Auctioneer than listening to his own voice as it appears to his audience while he works! Good and experienced Auctioneers learn how to improve themselves—neophytes too—but the latter have the additional advantage of listening in the privacy of their own homes, to the 'top-men' and thus learn to improve themselves.

Anyone can see from the above that this public relations venture is nearly fool-proof, pays its own way for all participating Auctioneers, and is the very best kind of advertising. Our next Auctioneers Auction is scheduled for Thursday evening, May 21st, 1959 at 7:00 P.M. Frank Schurich, host Auctioneer of the evening, assures a good crowd.

## IN UNITY THERE IS STRENGTH

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Our Annual Auctioneers Auction is scheduled for July 9th, 1959 beginning at 6:00 P.M., at Capital Park Auction, Andover Junction, Sussex Co., N. J., outdoors under Big-top Tent 50' x 100' with seats for 1000.

Col William P. Parr, host Auctioneer, assures us that every seat will be taken and there will be 500 cars parked in the parking lot adjoining.

As an Auctioneers group, we also contribute services anywhere in the State for Charity Auctions of any boni-fide cause. Through our Executive Office any number of Auctioneers can be assembled on short notice. We prefer to restrict these Charity Auctions to week-day afternoons and evenings, so as not to encroach upon our Saturday Auctions, otherwise there is usually at least one going in any month of the year—some really big ones held in Armories or large halls, others in Church halls and the like.

Our membership is further encouraged to risk the chance of becoming a bore by constantly steering casual conversations to Auction talk. Do it any way at all as long as it's Auctions! We have gone so far as to select a provocative slogan, taken from a speech made before one of our regular meetings by Past-president Col. Harris Wilcox, to wit:—

### **“The Auction Method of Selling Converts Anything Into The Most Dollars In The Shortest Period Of Time.”**

Add to the above, the methods we now use in conducting our regular meetings, which deal solely with the business of Auctioneering, and it is easy to see why we feel that all Auctioneers and the profession, benefit.

If there is one outstanding thing for which our Association can be safely “tagged,” it is that we are an active, going concern, completely dedicated to the advancement of the professional status of Auctioneers.

As to how we conduct our meetings, this oldest Auctioneers Association has developed a simple “system” by which we accomplish so much in a single evening. PRE-PLANNING is the answer, and it may be of interest to other Associations for me to give a short resume of one of our typical meetings:

One week prior to our meeting date a reminder postcard is mailed from our Executive Office to the full membership. This card also sets forth the highlights planned for the meeting. Directors Meeting is called for 6:30 P.M., Regular Dinner-Meeting for 7:00 P.M. The Executive Office meantime prepares an “Order of Business” for presentation to the Directors Meeting and let me say that our Directors really direct!

## **MISSING?**

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

# IN UNITY THERE IS STRENGTH

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At the Directors Meeting the Officers and Directors add to or delete from the "Order of Business" last minute decisions and thoughts. Thus the business to come before the regular meeting is up to date and planned for time etc.

Another important factor in the efficient use of the limited time of an evening has been affected by our Secretary. Several years ago he became annoyed and tired of gulping his dinner with its consequent indigestion as well as having his records splashed with remnants of roast-beef gravy, beverage drippings and spillings, liquid ice-cream etc. He now makes his plans to arrive early at the appointed meeting place and immediately sets up our tape-recorder, locates our sensitive microphone to pick-up anyone in the hall, and reserves his working space. He now goes into the regular dining room and has his dinner in leisurely fashion before the other members begin to arrive.

He is now free to give his entire and undivided attention to take care of the many details required of a good Secretary, as well as the business of the meeting. This simple idea has turned out to be a masterly idea of highly recommended to all Secretaries!

During the regular dinner-meeting, the Secretary sets his tape-recorder into operation when called upon to read the Minutes of the previous meeting, Treasurer's Report, Correspondence etc. Doing this while the group is eating their dinners, saves at least a full hour of the evening for the scheduled business of the Association, as the regular meeting is called to order at 8:00 P.M.

Meantime, separate, individual dinner checks have been issued by the Inn management. Each member pays for his own dinner direct to the management.

An interesting sidelight at this point is that inasmuch as we never know in advance for how many to prepare, though we have set-up for at least 50, each member and guest orders dinner from the regular dinner menu. Also, since we cannot guarantee a specific number we usually patronize the larger Hotels or Specialty Inns where the dining-rooms are large enough to accommodate us privately for our meeting to follow, without moving.

These establishments make no charge for the use of the room after dinner, so we have struck upon an excellent idea to compensate the establishment personnel who must remain through the evening. It is this: we request the management to add 20% to each dinner check! Result? We get excellent service—are never hurried—the personnel is well satisfied. A rudimentary idea, but it sure has paid off for us. We are always welcome back!

The President, having called the meeting to order at 8:00 P.M., now proceeds with his Order of Business with the assurance that he will have an orderly meeting. Members report on their accomplishments and difficulties. All are sharply questioned on any technical points or receive the benefit of the experience of others in like situations. No "punches are pulled." Parliamentary procedure is adhered to.

All business meetings are tape-recorded, so there is no questioning or doubt as to what anyone said at any given time on any given subject! Tapes are re-used after a year. Meetings are usually over by 10:30 P.M., though members remain long after. The last item on the agenda before adjournment is selection of the next meeting place. That's it!

Our next meeting is scheduled to be held at the American Hotel, Freehold, Monmouth Co., N.J., Monday evening, June 1st, 1959. Directors meeting at 6:30 P.M. Dinner-meeting 7:00 P.M. Those interested in "the improvement of the breed" come early to Monmouth Harness track located at Freehold, N.J. Pari-mutual windows!

Any wayfaring Auctioneer will receive a hearty welcome.

---

## New Plastic Letters Mimic Costly Bronze

A new series of golden-bronze plastic letters and numerals make it possible for business places and builders to achieve that luxurious look of hand cut bronze signwork — at 1/10th the cost. Intended to seriously mimic the timeless dignity of prismatic letters, these almost perfect replicas carry a per-

## IN UNITY THERE IS STRENGTH

missive 30c-per-character price tag instead of the \$3 minimum that has confined look-alike bronze letters to sparing use on spare-no-expense architecture. The tough metallic polystyrene from which they have been cast in deep relief requires no maintenance, for it cannot tarnish. A built-in backing of pressure-sensitive Teflon makes it im-

possible for them to deface or disfigure costly surfaces of metal, stone, glass, wood or plastic. The doors, desks and domains of offices, plants and showrooms especially require the four small cap sizes in which these "Lettermen" series are available: ¾", 1", 1½", 2". For contract subtitling, the same alphabets are also made in ebony and ivory.

### **AUCTIONEERS' ASSOCIATION OF NEW SOUTH WALES INCORPORATED**

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13th. March, 1959

Col. Bernard Hart, Secretary  
National Auctioneers' Association,  
803 S. Columbia Street,  
Frankfort, Indiana, U.S.A.

Dear Col. Hart,

#### **WITH FURTHER REFERENCE TO OUR COMMON INTERESTS.**

Firstly, let us thank you for your excellent Journal. It is greatly appreciated and contains many interesting and informative articles. The articles on "special-type" Sales by Auction are particularly instructive.

The members of our Council wish me to let you know that each one of them enjoys his regular perusal of this Journal and, indeed, they all feel that some of your articles would be of great general interest to our rank-and-file members also.

With this idea in mind, the Council has asked that I seek your permission to re-print some of your articles when it is considered that such would be of general interest with the proviso, of course, that we add, in the usual manner with such re-prints, "By kind permission of the National Auctioneers Association, FRANKFORT, INDIANA, U.S.A."

We have not yet advanced to your degree of development but we are now trying to launch a small quarterly Bulletin and the inclusion of some of your timely and well-chosen extracts would, we feel, not only assist the overall presentation but also, keep our members in touch with the American scene as well as their own.

With very kind regards,

Yours very truly,  
R. Barnes  
Secretary

# Sign Of The Times

BY. COL. B. G. COATS

Auctioneering is big business. Treat it as such. Oftentimes the difference between success and failure may well hinge on the ability to be prepared if and when opportunities present themselves. You may be equally as good or better than the other fellow, but if he is doing a better job than you are, much of your hard work may be lost or overshadowed.

I am thinking of the experience of two Auctioneers that we recently read about in "THE AUCTIONEER." In the January number there appeared an article "Did You Ever Sell a Castle." This is truly a success story and at the time I read it I wondered how many Auctioneers would profit by the experience of Col. Wylie S. Rittenhouse, of Vanderbilt, Pennsylvania, who was thoughtful to pass on to the rest of us the benefit of his experiences. Not only was I most favorably impressed by the success he made of liquidating the John Brown estate at public auction, but by his acknowledgement that through his membership in the National Auctioneers Association, his attendance at the last two national conventions and his passionate and enthusiastic zeal for new ideas which contributed so much to his confidence and ability that enabled him to do a splendid job. All of which is a credit to the Auctioneers of America and the Auctioneering profession.

Here allow me to quote Col. Rittenhouse. **"I have acquired many ideas from 'The Auctioneer' that have made me money. The National Association has been a great asset to me through the last two national conventions and through associating with its members. For these things in my career, I am most grateful."** May these words be indelibly impressed upon the minds of every Auctioneer as the more we impart in knowledge and experience to others the more we will receive in return and the more and better auction sales we will all have.

In the March number we are again treated to a success story, one that could

be termed a prodigious success. In the short span of years Col. Jacob A. Gilbert, of Wrightsville, Pennsylvania, prepared himself for that day when the big opportunity came. An opportunity that is the dream of every Auctioneer. Read and digest the article "Large Farm Sale Grosses Nearly \$200,000.00." In this article you will readily discover the attributes that makes for success of an Auctioneer. Perseverance, determination and initiative and his ability to grasp ideas and put them to work has made for Col. Gilbert, a success that we would all do well to emulate.

Take a few minutes now and read these two success stories, digest them for your own benefit. Quoting the words of Col. Gilbert. **"I am writing this little story for the benefit of my fellow Auctioneers. I enjoy so much to read stories of other Auctioneers, so perhaps they will enjoy reading this one."**

These stories should make you very proud to be members of the National Auctioneers Association. Proud to be associated with unselfish Auctioneers that want you to have the benefit of their experiences.

Here are two outstanding concrete examples of why every Auctioneer should be affiliated with the National Auctioneers Association. Two reasons why you should take pride in inviting your fellow Auctioneers to join up now. May we have more and more of such inspiring success stories be it large or small. Just as their ideas may have helped you so will your ideas help others. Let us all meet together in Denver, July 16, 17 and 18th and enjoy the fellowship of one another, exchange of ideas and when opportunity presents itself, we will all be better prepared to sieze upon it.

Keep up with the Sign of the Times. Adopt the open-door-policy. Be helpful to others that they in turn may be helpful to you. Follow the kind of Auctioneering that is in keeping with those undertaken by progressive Auctioneers, who are proud of the job that is being done.

Auctioneering is destined to be a far bigger business in the future. Let us all be prepared for it when it comes.

## What Constitutes Your Jurisdiction

Reprinted from the  
Saginaw (Mich.) Press

You're a little in doubt as to what constitutes your jurisdiction.

It's a funny thing about a familiar word like "jurisdiction." You use it frequently; you say in an off-hand way, "Oh, that's not in my jurisdiction" meaning, "It's just none of my business," and then someone throws you a curve by asking.

"What do you mean -- jurisdiction?"

Your connotation of the word is partially right. It is derived from two Latin words meaning "right" and "saying." Thus, it can imply that if a thing is under, or in, your jurisdiction, you have the "right to say" or do something about it.

But it's not quite that simple. Actually, the word is a legal term denoting the right to exercise legal authority such as the right of a court to pass upon a given case. In law, it can also be interpreted as the scope of a court's authority such as the district over which any authority extends.

Every court, however, is not automatically granted jurisdiction over every case. Courts created by statute have only such jurisdiction as are given by law. Thus, courts established by the legislature can only exercise their powers in the cases and in the mode prescribed by the legislature.

As a general rule, the courts must act in matters properly brought before them. They can refuse jurisdiction of cases only where there are good reasons against assuming it, such as where they are not in a position to do complete justice.

A crowded court calendar and the expense entailed upon a county are not valid reasons for a court to refuse to entertain a case if the court has jurisdiction of the person and the subject matter. The place where the cause of action accrues usually determines the jurisdiction — or the district of authority.

I guess I could say I have the right of authority over my household. Certainly, it's my district of authority but whether or not I have jurisdiction over it, is a moot question.

### PASS THE GAFF

Father — "Daughter, isn't that young man rather fast?"

Daughter — "Yes, but I don't think he'll get away."

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## THE MEMBERS SAY . . .

Dear Sir:

Enclosed you will find \$10.00 for membership renewal for the coming year.

I enjoy your magazine very much and it helps me to keep abreast in this Auction profession.

Hope to attend the National Convention in Denver, Colorado, this year.

Sincerely  
Edward Jezierski  
Eastford, Conn.

\* \* \* \*

Dear Sir:

. . . I always enjoy reading THE AUCTIONEER and wouldn't want to miss it.

We are having a good auction business and hope all the rest of the boys are having the same.

Yours truly,  
Frank Tharp  
Grant, Nebraska

\* \* \* \*

Dear Bernie:

I have been thinking about writing you for a long time. Our season now is somewhat slack as most all farm sales are over.

Just as we were finishing up I sold a farm sale and 80 acre farm on March 19 and went to the hospital March 20. Was operated on for bladder stones March 24 and came home April 4. I am getting along very nicely. My partner,

Ed Morris, is doing a fine job selling in my place, a 34 year old coming auctioneer of the state.

Dick Kane called me the other day and we are all working on our State Convention. The boys also sent me a nice bouquet which I appreciated very much.

Sale season has been very good for Ed and I. Only had to postpone two on account of weather and we had one nearly every day through the season. We sell a dairy sale every two weeks at the Witthauer Sale Barn in Council Bluffs, Iowa, in addition to the regular Tuesday sales.

Our farm sales were well attended and prices good. Small calves, 10 days old up to \$60, and cows extra good, steers as high as 38 cents per pound. Most all farmers have their oats sowed (Apr. 10) and we have plenty of moisture.

I sold one large piece of land this year, 479 acres at \$238.50 per acre.

Hope to see you at Denver. I will be there.

Yours truly,  
Rex Young  
Plattsmouth, Nebr.

\* \* \* \*

Dear Bernie:

Am enclosing a clipping of an interesting sale we had March 21 in Charlotte, N. C.

## IN UNITY THERE IS STRENGTH

I have been about as busy as I like to be for the last several months and still have a lot of sales booked up until June 1. Have had some good farm sales as well as my implement sales.

I have had sales in eight states during March. Several weeks have had every day taken with lots of trips of 500 miles to make overnight.

My regular scheduled sales include Belenfant Implement Co., College Grove, Tenn., Yoder and Frey, Archbold, O., C. E. Converse, Holcomb, N.Y., Godley Twine and Supply Co., Charlotte, N. C., Clay Sales, Inc., Mt. Airy, Md., as well as numerous others throughout Pennsylvania, Virginia and West Virginia. Have also been having my own sales at Marion at least once a month. Prices have been good everywhere I have been.

During the month of March I have been associated with the following auctioneers: Elias Frey, Archbold, O., Don Frey, Edon, O., Russell Kruse, Auburn, Ind., Russ Kehr, Hanover, Pa., Paul Z. Martin, Blue Ball, Pa., G. K. Wagner, Elizabethtown, Pa., Charles Bachman, Bareville, Pa., A. W. Dittenbach, Lancaster, Pa., Jake Gerberich, Shellsville, Pa., Jim Janney, Woodstock, Va., P. L. Newton, Gibson, N.C., and George Clark, Friendship, Tenn. They are a good bunch of boys and I am proud to have worked with them. Most are members of the N. A. A.

Trusting you the best of luck in your

work and hoping to see you in Denver, I remain,

Sincerely yours,  
Ralph W. Horst  
Marion, Pa.

★ ★ ★

Dear Bernard:

Today I received "The Auctioneer." It is very interesting and has a lot of good articles in it.

I have been planning to send you some pictures of part of our operation for some time but am just now getting around to it. I am enclosing a couple of pictures, one of our new office and one of our two sound trucks, which we use when we have two sales on the same day in different parts of the county. Real Estate is what we specialize in. Both my brother and I are auctioneers and this works out excellent.

Friday, April 10th, we had a nice real estate auction here in High Point, that amounted to \$184,000. This was an estate and sold very good—six different pieces of property.

By the way, I am enclosing \$5.00 for you to place my name on the Booster Page for the next year. I am a Life Member so don't have to worry about yearly dues.

Sincerely,  
Forrest A. Mendenhall  
High Point, N. C.

8 April 1959

Col. Bernard Hart,  
Frankfort,  
Indiana

Dear Col. Hart:

As a result of a display Ad of a public auction sale appearing in the March number of "The Auctioneer" requests were received from 39 Auctioneers for a catalogue of the sale. Eleven requests were received from others who said they read the Ad in "The Auctioneer."

This not only proves "The Auctioneer" to be an excellent advertising medium but the readership extends beyond the membership.

We are pleased to accommodate all who send in for a catalogue and trust that our ideas will be of help to you in preparation of your advertising. Your ideas have been and will continue to be of help to us. We should all be most appreciative for having a medium of exchange "THE AUCTIONEER."

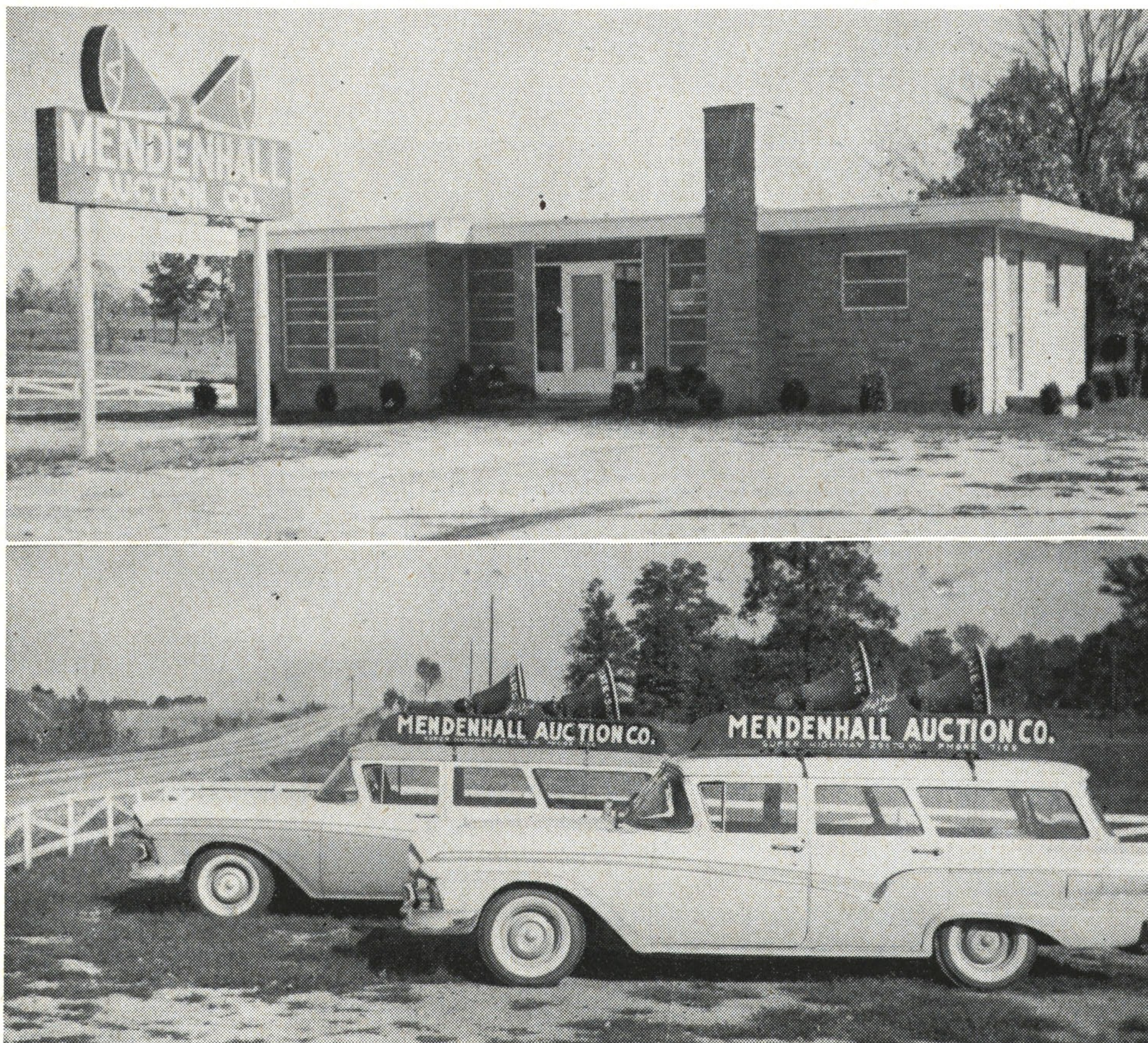
Sincerely yours,  
B. G. Coats

# More New Members As Season Progresses

New members continue to make an impressive showing among those received the past month as indicated in the list which follows. These are the memberships received from March 16 through April 15. The asterisk denotes renewal.

\*Robert D. Brown, Iowa  
\*H. L. Frye, Pennsylvania  
\*Frank L. Steller, Pennsylvania  
\*P. J. Peterson, Iowa  
\*Frank Tharp, Nebraska  
\*Paul W. Lawton, Vermont  
Jim W. Martin, Oklahoma

Simon D. Cannon, Texas  
John Kelly Clark, Virginia  
Jack L. Jones, Missouri  
Paul W. Lavengood, Indiana  
Nelson W. Gemono, West Virginia  
John Stark, New York  
\*B. E. Huntsman, New Mexico  
John Beswick, New York  
\*Joe Yates, Washington  
\*Norman C. Prior, New York  
Harold R. Estep, Kansas  
\*Billie Fitzpatrick, Connecticut  
\*Bob Newton, Ohio  
\*Byron C. Waddell, Michigan



\*James A. Lane, Wyoming  
\*J. R. McGowan, Kentucky  
\*Stanley Fritz, Kentucky  
\*Francis L. Byrne, Minnesota  
\*Dale Brown, Arkansas  
\*Albert J. Lucas, Sr., New Jersey  
\*Harry L. Hoffman, Virginia  
\*Leonard R. Wilson, Ohio  
Edward M. Schaeffer, Indiana  
\*Edward Jezierski, Connecticut  
\*Glenn C. Brown, Kansas  
\*W. E. Weaver, Ohio  
\*E. E. Martin, Indiana  
\*Barr Harris, Maryland  
Truman P. Kongsle, North Dakota  
James Schene, California  
Martha Kurtz, Kentucky  
\*Don E. Fisher, Ohio  
\*Ben Schwadron, New York  
\*Ray Clark, Illinois  
\*Jesse A. McIntyre, Jr., Iowa  
\*Pierce Smith, Georgia  
Dub Bryant, Texas  
\*C. William Cubberly, New Jersey  
Buck Cargill, Jr., Oklahoma  
\*John W. Becker, Pennsylvania  
Art L. Wilson, Kansas  
\*Harvey W. Swartz, Wisconsin  
\*Gilvie Lamb, Indiana  
\*Elmo Z. Peppers, Georgia  
\*A. R. Billiter, Illinois  
Merle D. Straw, Jr., New Hampshire  
M. W. Ball, Kansas  
Dean L. Ball, Kansas  
\*Edward Schmaedeke, Illinois  
\*Al Smith, Illinois  
\*John F. Sargent, Ohio  
\*W. F. Shepherd, Indiana  
\*James K. Thompson, Illinois

## Real Cool Art

**Painters Try It With Refrigerators  
But Idea Leaves the Buyers Cold**

For one group of Paris artists, the ice-man finally cometh but the customers just aren't interested. The scene: one of Paris' largest art galleries. The players: a goodly crowd of art lovers and several highly-rated modern painters.

The issue concerned some refrigerators the artists had decorated with their brushes. When an auctioneer tried to sell them, he met considerable resistance. The buyers, it seemed, preferred their art hanging in the living room to standing straight up in the kitchen.

## "Food For Thought"

The Greatest Sin is Fear.

The Best Day is Today.

The Biggest Fool is the boy who will not go to school.

The Best Town—Where you succeed.

The Most Agreeable Companion—One who would not have you any different from what you are.

The Greatest Bore—One who will not come to the point.

The Still Greater Bore—One who keeps on talking after he has made his point.

The Greatest Deceiver—One who deceives himself.

The Greatest Invention of the Devil—War.

The Greatest Secret of Production—Saving waste.

The Best Work—What you like.

The Best Play—Work.

The Greatest Comfort—The knowledge that you have done your work well.

The Greatest Mistake—Giving up.

The Most expensive Indulgence—Hate.

The Cheapest, Stupidest and Easiest Thinking—Finding fault.

The Greatest Trouble Maker—One who talks too much.

The Greatest Stumbling Block—Egoism.

The Most Ridiculous Asset—Pride.

The Worst Bankrupt—The soul that has lost its enthusiasm.

The Cleverest Man—One who always does what he thinks is right.

The Most Dangerous Person—The liar.

The Best Teacher—One who makes you want to learn.

The Most Disagreeable Person—The complainer.

The Meanest Feeling of Which Any Human is Capable—Feeling bad at another's success.

The Greatest Need—Common sense.

The Greatest Mystery—Death.

The Greatest Puzzle—Life.

The Greatest Thing, Bar One, in All the World—Love.

The Greatest Thought—God.

## A NAGGING TRUTH

The true value of horse sense is shown by the fact that the horse was afraid of the automobile when the pedestrian still laughed at it.

## Two World Records For Watercolours

LONDON—Two world record prices for Turner watercolours were fetched at Christie's when the sale of Old Master paintings totaled £68,373. The saleroom was packed when the sale opened and a large number of American and Italian dealers were present. Interest centered on the six Turner watercolours which were being sold on behalf of the Trustees of the late Major F. D. Mirrielees. Of these, "A View of the Lake of Lucerne from Fluelen" fetched the record price of £11,550 and was bought by Leggatt's.

A Christie's spokesman said afterwards: "This is over twice as much as has ever been paid in a saleroom for a Turner watercolour. In 1890 this picture was sold at Christie's for £2,310. Today's prices reflect once again the view that such paintings as those sold today and Old Masters as well are a

better investment than French Impressionists which are now beyond the reach of all but the richest collector."

Another world record was £11,025 for Turner's "A View of the Lake of Zug" which was sold in 1895 for £1,155. "A View of the Lake Windermere" fetched £2,520. The smallest Turner, "A View of Abbotsford" — 3¾" by 5¾" — fetched £892.10. The six Turner's altogether fetched £27,531.

Other prices in the sale included £6,500 for Lucas Cranach's "Adam and Eve" (Knoedler); £2,730 for Charles F. de Lacroix "View of Rome"; £2,100 for Jan Van Scorel's "Madonna and Child"; £1,837. 10. for Marieschi's "San Giorgio Maggiore and The Rialto, Venice"; and £1,260 for Pier van Loer's "Interior of a Bawdy-House."

"I don't want to scare you," the 8-year-old told his teacher, "but my daddy says if I don't get better grades, somebody's gonna get spanked."



**A VIEW OF THE LAKE LUCERNE, FROM FULELEN**, by J. M. W. Turner, R.A., 26" by 40" sold for a new world record price of £11,550 at a March 20 auction in Christie's showrooms in London. Ivan Chance, Vice President of Christies, is a member of the National Auctioneers Association.

# Old Union Stockyards Changes

## From Private Treaty to Auction

SPOKANE, Wash. — A change almost unprecedented within the livestock industry will transpire here June 1 when the Old Union Stockyards will take over the entire selling operations at the yards, changing over to an exclusive auction system.

**All private treaty selling by commission agents will be abandoned.**

Commission agents who have operated in the yards since it was started 43 years ago have been notified of the change, F. Wallace Rothrock, Old Union president has said.

"The Stockyard corporation itself will conduct public auctions on the livestock. We are doing this in an attempt to bring more efficient, more economic system to our market and we believe this will benefit all those who are involved in livestock marketing" said Rothrock.

Under private treaty selling, which is the basis of most stockyard sales, commission men take individual buyers through a pen of livestock and privately negotiate with them for a price. In light of the Spokane market it is believed that exclusive auction selling operations and for the buyers to see and bid on all classes of livestock.

"Old Union is now assuming responsibility for the buying and selling operations and for the furnishing of facilities

with which to conduct these operations and hopes that economies can be affected which, in time can be passed on as savings in marketing costs to the customers," the president said.

As of June 1, livestock should be consigned to the Old Union Stockyards Auction Company for handling, it was pointed out.

Started in 1915, Old Union came under the management of F. M. Rothrock, pioneer Spokane livestock and business man in 1930 and in 1946, his son, F. Wallace became president. Another son, David M. is a freshman majoring in animal science at Washington State College.

Russell Gladhart, vice president and general manager has been with the company since 1940.

### MALICE AFORETHOUGHT

An insurance agent, writing a policy for a cowpuncher, asked if he'd ever had any accidents. "No," said the cowboy, then added, trying to be helpful, "a bronc kicked in a couple of ribs and a rattlesnake bit me once."

"Well," said the agent, "don't you call those accidents?"

"No," replied the cowboy, "they done it a-purpose."

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**Harry Lefkowitz, 14508 Grand River**  
**DETROIT 27, MICHIGAN**

# Auction in May to Dispose Of Vast Collection of Indian Relics

TOMS RIVER, N.J. — The familiar “Going! . . . Going! . . . Going! . . . Gone!” will ring over the vast collection of American Indian relics accumulated here by the late Arthur C. King, a Philadelphia port commissioner and noted archeologist.

Mr. King died in 1957.

He left to his wife Hermine an acre of land at 213 Washington St., an eight room Victorian house in which he was born, a houseful of antiques and his museum.

It will be sold on May 21, 22, and 23 by Long Branch Auctioneer B. G. Coats. But the museum has drawn particular attention.

## Collected for Years

Mr. King, a lawyer and civil engineer, spent his leisure hours for almost 60 years gathering Indian relics. He dug them from the ground, found them on the surface at the sites of early Indian set-

tlements, and bought them from other collections.

According to Mr. Coats, who has an archeologist cataloguing the collection for the sale, over 250,000 pieces—most of them arrowheads—will be sold to the highest bidder.

What will they bring?

It's anybody's guess.

## Biggest Collection

Dr. J. Alden Mason, formerly of the Pennsylvania University Museum and a friend of Mr. King, says this is the largest private collection of Indian artifacts in the world. Even so, he said, “You could never set a value on such a thing.”

Dr. Frederick J. Dockstader, assistant director of the Museum of the American Indian in New York, the world's largest collection of Indian works, says estimates of the value of the King collection “would range from the sublime to the ridiculous.”



Those who attended the 1958 National Convention in Buffalo, will recognize these members of the New York State Auctioneers Association and Auxiliary, meeting at the Hotel Syracuse in Syracuse, March 15. They are Mr. and Mrs. Richard Tracy, Mr. and Mrs. Dave Tracy, Mr. and Mrs. Ray Fields, Mr. and Mrs. Irwin Murray, Mr. and Mrs. Howard Hovey.

## Some Pieces 'Worthwhile'

"Individual pieces in the collection are very worthwhile," he says. "There is good representation of the works of eastern Indians.

"But there aren't the great artifacts which have come down to us from other groups of Indians," he adds.

"We sell authentic Indian arrowheads here at the museum for 15 cents," Dr. Dockstader said. "But there are certain arrowheads in the King collection which I'm sure dealers will bid hundreds of dollars for."

Dr. Dockstader said the Museum of the American Indian had hoped to preserve the King collection after Mr. King's death, but Mrs. King decided to sell it.

## Science Value May Be Lost

Whatever scientific value the collection may have will be largely lost when it is broken up, Dr. Dockstader says.

"It will retain its artistic and curiosity value," he notes, "but not its scientific worth."

"The complete collection is worth something to science because it is a collection of knowledge and information which one man accumulated in a given length of time.

"Once it is broken up, this information becomes dispersed and lost," Dr. Dockstader claims.

Dr. Dockstader says he doesn't think his museum will be represented at the sale.

"There will be dealers there," he anticipates, who will bid on the basis of the artistic and curiosity value of the pieces. They're tough competition for the museums.

## Arrowheads in Frames

Most of the arrowheads in the collection are mounted in frames in groups ranging in size from six to 100. Mr. King did all the mounting himself.

Other pieces which Mr. King gathered from New Jersey, Pennsylvania, Delaware, and as far away as Alaska and Mexico include axes, pendants, pottery, baskets, mortars and pestels, spear heads, knives, netsinkers, head and quill jewelry and buffalo skins.

Mr. King also left a substantial archeological library.

The museum, which has welcomed

school children from New Jersey and Pennsylvania free for years, will be opened for public viewing from noon to 5 p.m. Sunday, May 17.

The auction itself will begin at 10:30 each day.

An admission charge of 50 cents per person will go to the Toms River First Aid Squad and the Toms River Fire Department.

## No Auction Too Small

On April 11, 1959, an auction was held on the southwest side of Indianapolis, for Brownie Troop No. 859. While only a small part of the Troop actively promoted the auction with very little advertising and not much time for planning, the Troop raised \$46.90.



The few (pictured above) collected clean, used clothing and a few pieces of furniture. They asked Bob and Betty Johnson, husband and wife auctioneering team of Martinsville, Ind., to conduct their auction and the Johnson's proudly accepted.

Moral of the story: If a few could accomplish this what would have been the result had the entire Troop participated.

EDITOR'S NOTE — Bob and Betty Johnson are NAA members.

## Good Idea

And then there was the efficiency expert who put unbreakable glass in the fire alarm boxes.

## Vicki, Animal Pals Sold At Auction

CHARLOTTE, N.C. — An auctioneer's gavel fell on Vicki, the elephant, recently.

But when the last "going, going, gone" had been said, the elephantine queen of Mecklenburg's "jungle" was still a Tar Heel resident.

Vicki and the entire menagerie of the Airport Amusement Park Zoo were sold, lock, stock, fin, fur and feather, to Pat Hall of Charlotte and Alex A. Shuford of Hickory.

Their bid of \$5,950 was enough to insure that Charlotte's famed elephant won't be going far. Hall said she will be kept either in Charlotte or in Hickory.

Vicki, a 3,500-lb. "baby" elephant, gained nationwide fame in 1955 when she escaped from the zoo and spent 12 days in wooded areas of Mecklenburg County. During her brief freedom, she successfully evaded scores of professional and non-professional "big game hunters."

Charlotte's only zoo, owned by Mr. and Mrs. A. L. Lord, went on the block along with the rest of the amusement park's rides and equipment.

Several hundred persons, including prospective buyers from Texas, New York, Florida, Ohio and several other states, followed the Godley Auction Co., truck as it moved around the park.

Auctioneers—NAA member, Ralph W. Horst of Marion, Pa., and P. L. Newton of Gibson chanted their way past the now silent merry-go-round, ferris wheel and other rides that were auctioned individually first, then as a single unit.

The rides, bingo parlor and shooting gallery went to John L. Whitener, Ken and Jack Huffman, all of Hickory. Their bid was \$20,200. Additional equipment on the grounds brought approximately \$6,000.

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## Changes Approved In P & S Regulations

KANSAS CITY, Mo. — Recently proposed technical changes in the existing regulations under the Packers and Stock-

yards Act as printed in the Federal Register, have been reviewed and approved by the Livestock Market Council of the National Association of Livestock Auction Markets, it has been announced by C. T. "Tad" Sanders, Executive Secretary, from the Association's office here.

The proposed changes in the regulations, he explained, are to amend them in keeping with the amendments to the Act itself as enacted late last year by Congress.

Under such amendments the Act was made applicable to all public markets, market agencies and dealers handling livestock in interstate commerce. This requires registration of such agencies, filing of tariffs or schedules of charges and appropriate bonds. This in turn facilitates proper uniform administration of the Act as a business fair trade practices act throughout marketing transactions, Sanders said.

The Council recently announced the issuance of a "Guide for Livestock Auction Market Operations Under the Packers & Stockyards Act." The "Guide" carries USDA approval as not in conflict with the Act and clarifies many matters relative to application of the Act and regulations under it to livestock auction market and related operations.

Sanders reports outstanding progress throughout all the states, with the exception of the West Coast and New England areas, through the cooperation of the National Association and its 37 affiliated state associations, in implementing the Act, under simplified procedure agreed upon with the Livestock Division, USDA. Delay in the West Coast and New England areas has been due to a shortage of USDA personnel, it is stated. This is expected to be remedied shortly.

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### HE'LL NEED HELP

On the first day of school, the teacher was asking each of the first-graders to tell his name and what he wanted to be when he grew up.

One little tow-head spoke up importantly: "I'm Jimmy. When I grow up I'm gonna be a lion tamer. I'll have lots of fierce lions and tigers, and I'll walk in the cage and—" He hesitated a moment, and then went on: "But I'll want my mother with me!"

# Every Farmer Loves an Auction

A reprint from The Minneapolis (Minn.) Sunday Tribune  
By GEORGE L. PETERSON of the Editorial Page Staff

Auction sales are busting out all over. This is a good time of year to attract a crowd of farmers—winter's about ended and the spring field work hasn't started yet. And farmers love an auction.

My farmer partner, my son and I were clearing timber out of the pasture again, but by midafternoon on Saturday we had wearied of the labor. For one thing, we were a bit frustrated by the reluctance of branches to burn. A week earlier the brush had been consumed by fire without much trouble. In the meantime the trees filled up with sap and the wood was resistant to flames. Also, the stream of cars past the farm had distracted us ever since late morning. We knew they were headed for an auction hardly more than a mile up the road. So by common consent we sank our axes into handy stumps and joined the parade to the sale.

We arrived just in time for a quick look at the cattle before they were to be sold. Impressive were the distended bags on the cows, although the animals themselves seemed rather average in appearance. I remarked about the fine promise of big milk production. A farmer overheard me and explained somewhat decisively, "Don't you know how it's common practice not to milk cows the morning of a sale? Any critter's bag will fill up then if she isn't dry." After that I kept my mouth shut so as not to display my ignorance further.

The sing-song chant of the auctioneer, "Col." Chet Berg, provided a sort of musical background for the affair, though in spite of all his cajoling the bidding wasn't very enthusiastic. Clearly, many in the crowd had come for socialability rather than to buy. However, business was brisk at the lunch counter of the Ladies Aid of Manannah Union church. The garage had been cleared out and there the good women set up shop, serving excellent coffee and doughnuts at a nickle for each item. They also had greeting cards for sale. Another entrepreneur was selling jars

and pails of honey out of the back of a pickup truck.

The Auction ad in the newspaper said our neighbor, the owner, had decided to quit farming. I was eager to find out why. He is a relatively young man who has a fine reputation as a farmer. Why should he be resigning from agriculture? It takes a long time for the average operator to assemble 65 head of cattle, 154 hogs, a flock of chickens and all the machinery to run a farm. Here the whole combination was being broken up within a few hours and strangers were hauling it away piecemeal. But the owner was so busy I never cornered him for an interview.

His farm won't go out of production, however, unless he puts it in the soil bank. Neighborhood gossip has it that he'll rent the place. A St. Paul auctioneer, "Col." George Broderson, who operates chiefly east and north of the Twin Cities, told me he has cried sales recently for farmers who are retiring after selling their land for housing developments. I have read that 4,000 acres of land a day are going out of farming and into highway right of ways, airports, home sites, etc.

In northeast Minnesota some land which never should have been cleared has gone back to nature in recent years, though elsewhere in the state the acreage in cultivation remains about constant even though the number of farms has dropped more than 20 per cent since 1940. There was a slight increase in farm population last year, due to the business recession. But as long as job opportunities exist in the cities the trek of people from the farms probably will continue.

Well, we didn't buy anything at the auction except coffee and doughnuts, though we had an eye open for a good cow to help bolster our herd. Nor did our timber cutting make much of an impression on the pasture. Yet it was a thoroughly enjoyable day as we waited for the ground to thaw so another season of cropping can get under way.



GRADUATION BANQUET • MISSOURI AUCTION SCHOOL, KANSAS CITY, MO. • MARCH, 1959

## Directory of State Auctioneers Associations

### Colorado Auctioneers Association

President: Harvey Baldwin,  
8797 W. Colfax, Denver  
Secretary: Bob Amen, P. O. Box 475,  
Brush

### Illinois State Auctioneers Association

President: Wayne A. Coffey, Kansas  
Secretary: Charles F. Knapp,  
Cissna Park

### Indiana Auctioneers Association

President: Herman Strakis, 3333 W.  
Troy, Indianapolis 41  
Secretary: George W. Skinner, 6171 N.  
Meridian St., Indianapolis

### Iowa State Auctioneers Association

President: Warren Collins,  
Jesup  
Secretary: B. J. Berry, 3104 Avenue M  
Fort Madison

### Kansas Auctioneers Association

President: Melvin Richardson,  
Ellinwood  
Secretary: C. E. Sandeffer,  
1401 Lane, Topeka

### Kentucky Auctioneers Association

President: W. P. Scully, 436 Ridgeway  
Rd., Lexington  
Secretary: Elaine K. Meyer, 1918 Mell-  
wood Ave., Louisville 6

### Auctioneers Association of Maryland

President: Michael Fox, American  
Bldg., Baltimore  
Secretary: Jack F. Billig, 16 E.  
Fayette St., Baltimore 2

### Michigan Auctioneers Association

President: Fred W. Smiley, 720  
Wisner St., Saginaw  
Secretary: Raymond Utter,  
2156 Denwood St. SW,  
Grand Rapids

### Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin  
Secretary: Frank A. Sloan, 1711 Olson  
Highway, Minneapolis 5

### Missouri State Auctioneers Association

President: Hugh Morehead, Milan  
Secretary: H. Willard Arnaman,  
Box 123, Unionville

### Nebraska Auctioneers Association

President: Dick Kane, Wisner  
Secretary: John Thor, Stanton

### New Hampshire Auctioneers Association

President: Ray Houle,  
Intervale

Secretary: George E. Michael,  
78 Wakefield St., Rochester

### New Jersey State Society of Auctioneers

President: James W. Smith  
Box 472, Camden  
Secretary: Ralph S. Day, 183 Broad  
Ave., Leonia

### New York State Auctioneers Association

President: Irwin Murray, R. D. 1,  
Ballston Lake  
Secretary: Donald W. Maloney, 518 Un-  
iversity Bldg., Syracuse 2

### North Dakota Auctioneers Association

President: Harry Berg, Mandan  
Secretary: I. E. Reitan, Petersburg

### Ohio Association of Auctioneers

President: James C. Patterson  
Bainbridge  
Secretary: Don E. Fisher, 73 N.  
Sandusky St., Delaware

### Oklahoma State Auctioneers Association

President: Joe Burgert,  
210 N. Osage, Ponca City  
Secretary: Betty Atkinson, 201 Colcord  
Bldg., Oklahoma City

### Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St.,  
Indiana  
Secretary: R. M. Stewart, Box 37,  
Armagh

### South Carolina Auctioneers Association

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

### Tennessee Auctioneers Association

President: Chas O. Rainwater, 235 E.  
Main St., Jefferson City  
Secretary: Clive Anderson, 115 Union  
St., Nashville

### Texas Auctioneers Association

President: W. J. Wendelin, 324 N.  
Van Buren, Henderson  
Secretary: J. O. Lawlis, 6227 Linton  
St., Houston

### Virginia Auctioneers Association

President: H. L. Hoffman, 325 W.  
Olney Rd., Norfolk  
Secretary: Earl Bland, R.R. 2, Roanoke

### Association of Wisconsin Auctioneers

President: Don Lloyd, 257 W. 16th Ave.,  
Oshkosh  
Secretary: Ernest C. Freund, 17 Sixth  
St., Fond du Lac

# THE LIGHTER SIDE . . .

## **"CHICKENS" WEREN'T HATCHED**

A man who worked in a factory bought a lottery ticket. As the time for the drawing approached he said to his wife: "If official good news arrives, come over to the factory and ask for me—don't wait for me to get home."

The following Friday he was told that his wife was waiting outside. Going over to the foreman he hit him a clip on the chin and used a term which had long lain unuttered on his tongue. When he passed the manager's office he added a few more phrases. On his way out he told the time-keeper his opinion of him.

His wife was waiting patiently, "Well, Agnes, what did we draw?" he asked.

"Draw?" she answered. "I just brought your lunch—you left it on the kitchen table this morning."

## **HOW TRUE**

You've got to hand it to the income tax people—or they will come after it.

## **ONE AT A TIME**

The beautiful young lady went to the psychiatrist's office for her first visit. The doctor looked at her for a few seconds, then said:

"Come over here, please." He promptly put his arms around her and kissed her. Then, stepping back, he remarked briskly: "That takes care of my problem. Now what is yours?"

## **COUCH FOR HIM**

Psychiatrist: "Do you have trouble making up your mind?"

Patient: "Well—yes and no."

## **MEASURE OF RELIEF**

While visiting in a small town which had its full share of divorced people, a prominent clergyman met a charming young lady who introduced him to her mother. The mother had recently married for the second time, and immediately after the introduction she said:

"You noticed that my name is not the same as my daughter's name, but please don't take me for a divorcee. Thank goodness my first husband died."

## **DID IT AGAIN!**

Successful partners in business, Sam and Al spent most of their spare time trying to outdo each other. If one bought a \$150 suit, the other bought one costing \$200. If one bought a Cadillac, the other bought a Rolls Royce.

One day Sam had a phone put in his car. Al was furious when he heard about it and immediately had one installed in his car. Then he called Sam and said nonchalantly, "This is Al. I'm phoning YOUR car from MY car."

"Would you mind holding on for a minute," answered Sam briskly, "I've got a call on another wire."

## **WHAT A BORE**

Two first graders were standing outside school one morning. "Do you think," asked one, "that thermonuclear projectiles will pierce the heat barrier?"

"No," said the second. "Once a force enters the sub-stratosphere . . ."

Then the bell rang. Said the first, "There goes the bell. Darn it. Now we gotta go in and string beads."

## **GIVE HIM TIME**

Ma: "Willie, are you spitting in the fish bowl?"

Willie: "No, ma, but I'm getting pretty close to it."

## **THEY'LL DO IT**

Customer: "About those wonder drugs, do you have something that will keep me from growing older?"

Druggist: "Yes, indeed, sir. Would you prefer prussic acid or plain rat poison?"

## **IT'S NOT AUTOMATIC**

Wisdom does not automatically increase with age. People who are foolish when they are young may be equally foolish when they are old, although they are likely to be foolish about different things.

Age simply means that a person has had an opportunity to grow in wisdom, but it is no guarantee that anything was done with that opportunity.

# IN UNITY THERE IS STRENGTH

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## PEACEFUL

Mother: "I Hope you were quiet at school today, Willie."

Willie: "Yes, Mother—I fell asleep right after I got there and the teacher said she'd tan the hide of anyone that woke me up."

---

## HE MUST BE

College Man—Would you mind if I kissed you?

Co-ed—(No answer).

College Man—Would you object if I kissed you?

Co-ed—(No answer).

College Man—Would you mind if I kissed you?

Co-ed—(No answer).

College Man—Say are you deaf?

Co-ed—No, are you dumb?

---

## LOGIC

"What's that piece of string tied 'round your finger, Bill?"

"Oh, that's a knot. Forget-me-not is a flower. With flour you make bread and with bread you have cheese. This is to remind me to buy some pickled onions."

---

## WAY TO TRAVEL

I told the boss a thing or two,  
I really made him squirm;  
He's quite a different person now,  
(I'm with a different firm)!

---

## MISSILES, GO HOME

Nuclear weapons are not in my line;  
unfortunately I am in their line

---

## SATANIC IMPULSE

Temptation bothers some folks most  
when they can't find any.

---

## UNVARNISHED TRUTH

The toupee wearer, it is plain, is living under an assumed mane.

---

## FRIGHTEOUSNESS

Our conscience gets a lot of credit  
that belongs to cold feet.

---

## MORONIC

Nobody is more mixed up than a moth.  
He spends the summer in a fur coat and  
the winter in a bathing suit.

## UGH!

The older one gets the harder it is to make ends meet—fingers and toes especially.

---

## DEFINITION

Women are attractive at 20, attentive at 30, adhesive at 40.

---

## FUSSBUDGETING

The less you have to do, the harder it is to find time to do it.

---

## CAR-OPERATIVE

A small town is one in which you can't walk to work. Sooner or later someone will stop and offer you a ride.

---

## PAIRED OFF

A local wife says she will give up her backseat driving when her husband gives up his dining table cooking.

---

## DEFINITION

A professor is— a man whose job is to tell students how to solve the problems of life which he himself has tried to avoid by becoming a professor.

---

## FOOLISH FELLOWS

When the white men discovered this country, the Indians were running it. There were no taxes, no debts, and the women did all the work. Whatever made the white man think he could improve on a system like that?

---

## THE ULTIMEAT TEST

So far as we're concerned, the candidate needn't submit a formal personal statement. All we ask is that he tells us how often he eats beefsteak.

---

## HOW COME?

How come gals with cotton stockings never see a mouse?

---

## RIGHT

There are a number of people on the earth who should be under it.

---

## HELP!

"Where is Jimmy this afternoon?"

"If he knows as much about canoes as he thinks he does, he is out canoeing, but if he doesn't know any more about it than I think he does, he's swimming."

# IN UNITY THERE IS STRENGTH

## BARBARIC YELL

Tourist (in Yellowstone Park) —  
“Those Indians have a blood-curdling yell.”

Guide — “Yes, ma’am, every one of em is a college graduate.”

## GO EASY

“Mrs. Smith’s pet dog has been run over; she’ll be heart-broken.”

“Don’t tell her abruptly.”

“No, I’ll begin by saying it’s her husband.”

## THE LONG AND THE SHORT

“She uses words I don’t understand.”

“Polysyllabic.”

“Yes, and some longer than that.”

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**MINNESOTA STATE AUCTIONEER'S ASSOCIATION  
10TH ANNUAL CONVENTION  
TO BE HELD JUNE 5TH AND 6TH AT HOTEL NICOLLET  
ST. PETER, MINNESOTA**

An exceptionally well attended Board of Director's meeting of the Minnesota State Auctioneer's Association was held the latter part of March in the offices of Colonel Frank Sloan, Secretary and Treasurer, 1711 Olson Highway, Minneapolis, Minnesota. Preliminary plans for the establishing of its 10th Annual Convention to be held June 5 and 6th in the Nicollet Hotel in St. Peter, Minnesota were discussed.

It was decided that completion of these plans would be formulated at a May 10 noon luncheon meeting at the convention site in St. Peter to which all committee members as well as the officers and directors and their wives and families were invited to attend.

Since, generally speaking the June issue of the Auctioneer will not go out until after our convention we wish to take this opportunity of extending a cordial invitation to any or all auctioneers and their families who would care to join us in convening for the purpose of furthering the expansion of the auction profession and democratically voicing their opinions on what they believe are the unmet needs yet to be fulfilled in bringing about a high-plane relationship between the auctioneer, the client and the general public.

Here's hoping to see you all at St. Peter which is about as close to heaven and which is the sought out destination of most auctioneers.

Sincerely yours,  
Colonel Frank A. Sloan  
Secretary and Treasurer

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**Annual Meeting  
Association of Wisconsin Auctioneers  
June 3, 1959**

**MEAD HOTEL  
Wisconsin Rapids, Wisconsin**

**Annual Business Meeting of Auctioneers and Ladies Auxiliary**  
Educational program of interest to all Auctioneers. Make plans now to attend — Bring your wife and invite an Auctioneer who is not a member.

**Don Lloyd, President  
Oshkosh, Wisc.**

**Ernest Freund, Secretary  
Fond du Lac, Wisc.**

**"Rush To The Rockies"**

# **COLORADO CENTENNIAL 1959**

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**July 13-18 Opera in the Park, Denver . . . Western Musical Comedy, "Annie, Get Your Gun". Free admission.**

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**Above is a brief sample of the outstanding events included in Colorado's Centennial Celebration. For complete listing, write:**

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