

the AUCTIONEER



SEPTEMBER
VOL. VI

1955
No. 8

Dispersion Sale

Of All Antiques And Classic Cars At The

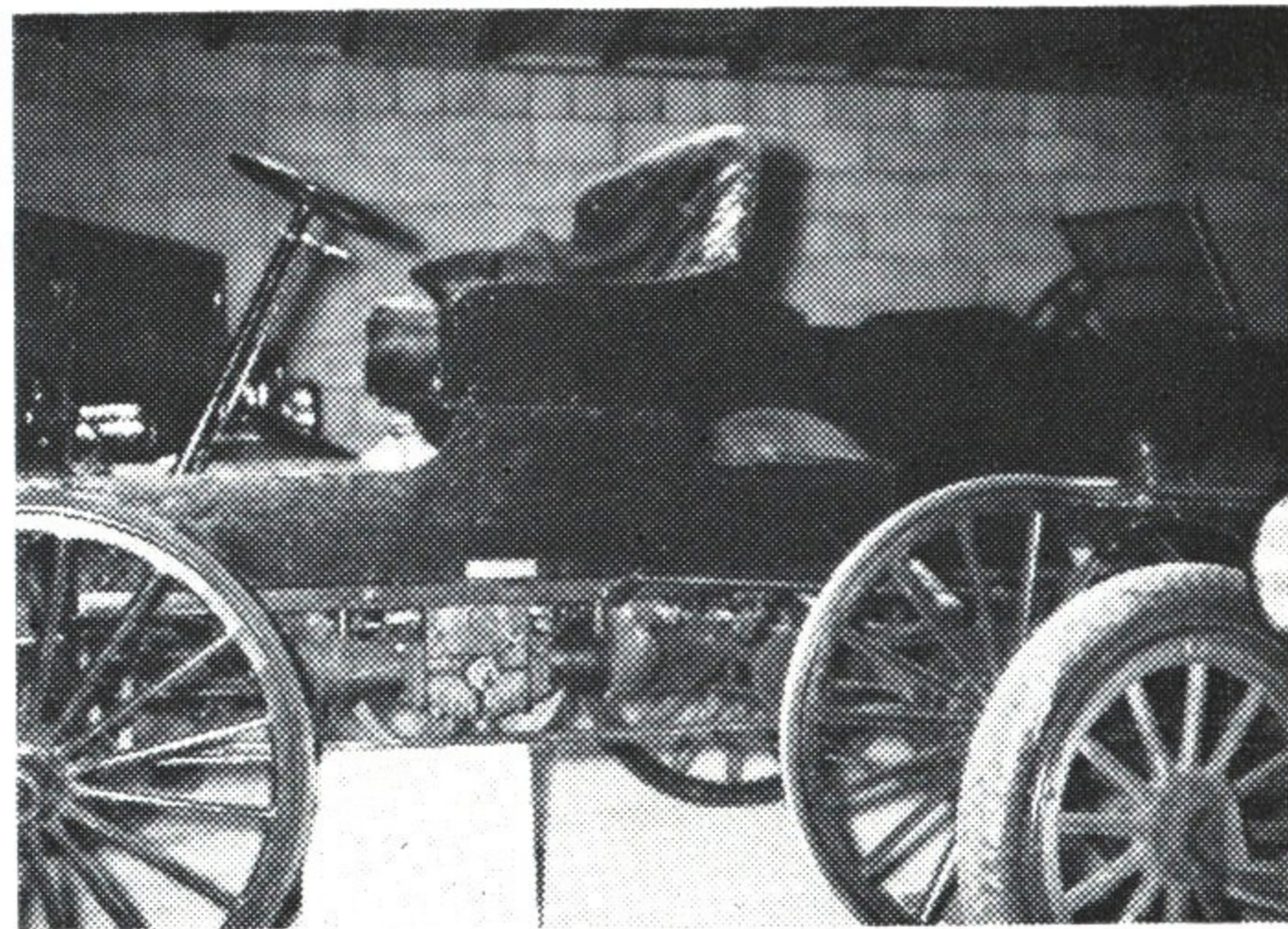
Century of Memories Exhibit

Show—Saturday, September 10

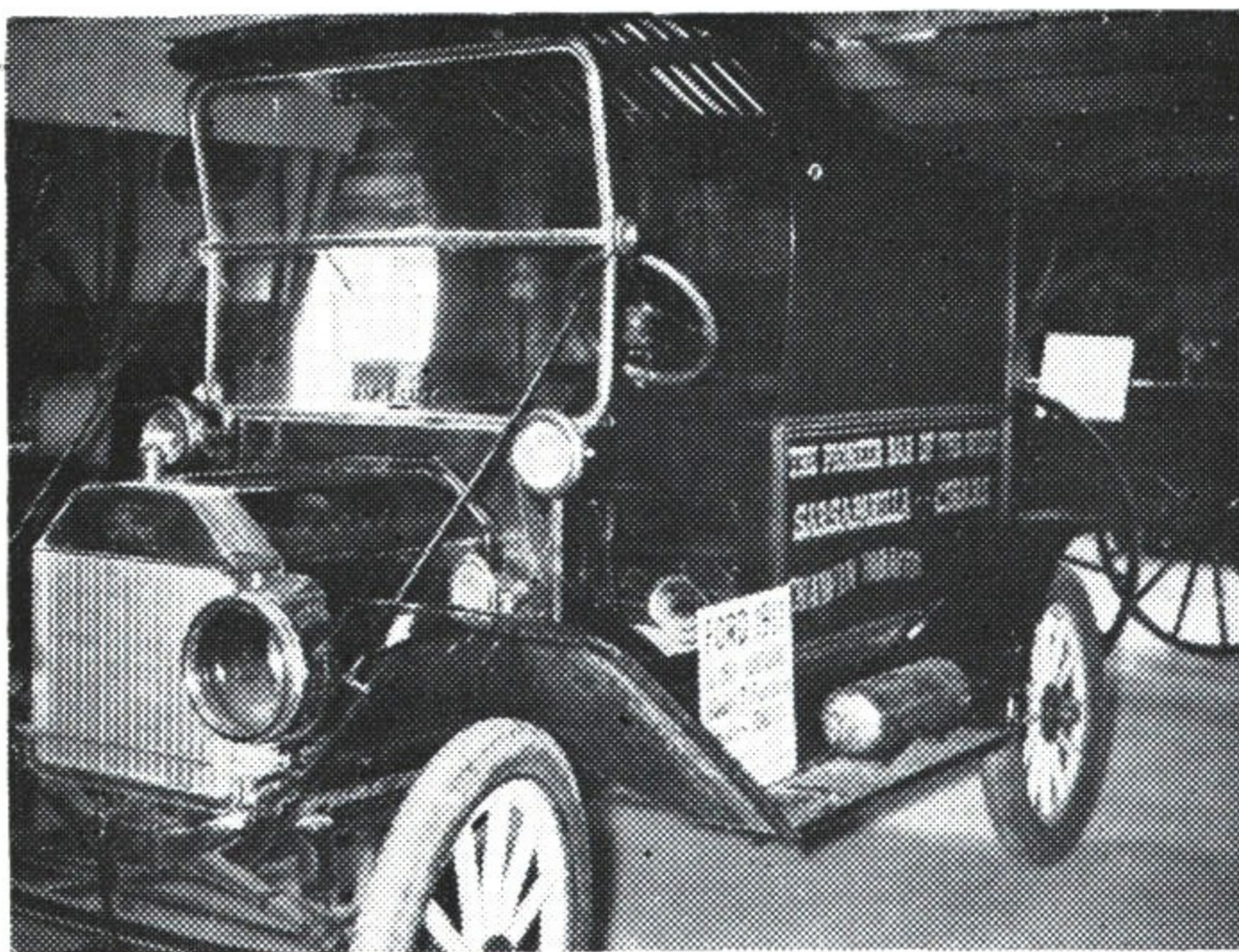
Sale—Sunday, September 11



1937 German Harch



1898 Kiblinger



These four and 75 other antique and classic pieces sell in closing out sale.

2 miles south of
Rapid City, South Dakota
On Highway 16

Sale conducted by:
Cols. W. P. "Bud" Drake & C. B. Drake, Decatur, Ill, and J. W. Franks, Rantoul, Ill.

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is the
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of
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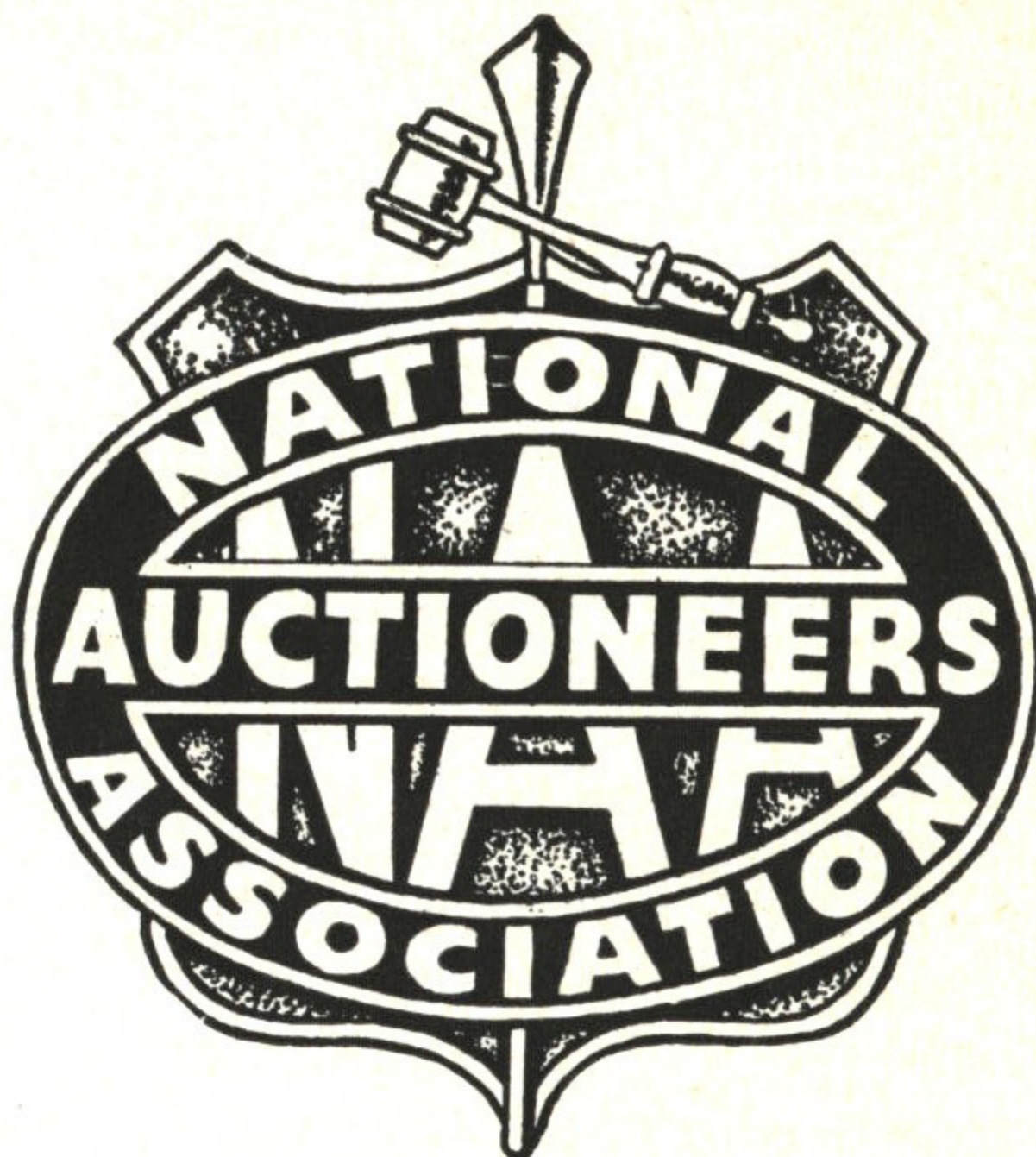
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803 S. Columbia St. Frankfort
Indiana

President's Convention Message

By COL. H. W. SIGRIST



Col. H. W. Sigrist

Ladies and Gentlemen and all Auctioneers from Maine to Texas or should I say from Texas to Maine? We are delighted to have you here and I hope that you are delighted to be here. Being a trifle late, I shall proceed then with a few remarks, as you note on your program says "President's Message." I hope you hold that with a lot of pleasure because this will be the last one I will probably be making to you and taking up your time.

I have no long speech to make nor do I think it should be fitting. I only want to say to you that the boys in Indiana have done the best they know how to prepare, promote and execute a program that we hope you will enjoy. Both from the standpoint of what you may gather for your own good and what you may enjoy from a standpoint of entertainment. If this convention goes through to the end with all that

we hope it may, I shall only take the credit of having selected the men to do the job. Personally, I have not had too much to do with it. We have this versatile, high gear, Ray Elliott from Portland, who is General Chairman and to whom we will give the credit. If it is bad we will still lay it on him just the same. Then we have this fine looking gentleman on my right, who lives in this city, and who is very largely responsible for your entertainment here in Indianapolis, none other than my old friend, Col. Don Smock.

Further, I would like to say to you, that it has been a great pleasure to be your president for the last twelve months. It is due to the very fine co-operation I have had on the part of the whole nation. It has been my privilege to meet in various conventions over the nation and be royally entertained and I trust that our being together has been of some good in some spots. We have supported our Secretary in an honest and splendid fashion, and all of the officers and directors have given me all and more than I imagined, and supported from the standpoint of co-operation in every way.

So as I come to you in this brief message, we, the officers, trust that this convention will go down in the records as one you will enjoy and one that you will remember both for the good that has been done and the entertainment that you came to enjoy. Perhaps, I should say that I hope you will stay until the last wad is shot on Saturday night. May I say to you that I think the Saturday night meeting will be the most outstanding. You will be entertained by a man, outstanding in his field, who is nationally known and who stands at the top. You will also be entertained by one of the finest baritones available in this part of the country, as well as the banquet which is always a gala and pleasant affair. I expect you to stay until it is all over. Somewhere along the line it was said 'You will

miss it, if you miss it', and about this program, I will say you will miss something if you miss this program Saturday night.

With these few remarks I think that the next thing on the program is the introducing of our General Chairman and since you know that I believe in short introductions, I will maintain this one to the standing record and say that's him.

Auctioneers Form State Association

Auctioneers from throughout the Empire State met on June 20, 1955, at the Farm & Home Center, Rochester, New York, to discuss the possibility of forming a New York State Association of Auctioneers. It was the unanimous decision of the group to form a membership Corporation to be called the New York State Auctioneers Association, Inc. with the Corporation Office to be in Syracuse, New York.

The group was especially honored to have as guest speakers, Col B. G. Coats of Long Branch, New Jersey, and Col. Tom Berry of West Newton, Penn. Both of whom are Directors of the National Auctioneers Association and have been instrumental in forming their own respective state organizations. In their remarks, each pointed out the necessity of a state wide organization to assist in formulating the Legislation, which is presently being proposed to regulate the profession. New York State is one of the few states which does not have an active State Association at the present time.

Officers were elected for the year, beginning July 1, 1955, as follows:

President—Harris Wilcox, Bergen, N. Y., also a Director of the National Auctioneers Association.

Vice President—Ralph Rosen, Buffalo, N. Y.

Secretary-Treasurer—Donald Maloney, Syracuse, N. Y.

Legal Counsel—Leon Katzen, Attorney, Firm of Lacy & Katzen, Rochester, N.Y.

Directors—1 Year: Arnold Ford, Constableville, N. Y. and David Tracy, Dansville, N. Y.; 2 Years, A. V. Zogg, Cortland, N. Y. and Harold Spoor, Baldwinsville, N. Y.; 3 Years: Victor Kent, Hinsdale, N. Y., and Raymond Field, Onondaga Hill, N. Y.

The next meeting of the Association will be held Monday, September 19, 1955, at Syracuse, New York, to discuss and adopt the Constitution and By-Laws.

Livestock Auction Men Elect Murphy

Leo J. Murphy, Jamestown, N. D., was elected president of the National Livestock Auction Association, at this group's meeting, June 18, at Colorado Springs, Colo. Mr. Murphy succeeds Danny O'Neill, Havre, Mont. At the same meeting, Jack Marvel, Webster City, Ia., was named vice-president; Ed Caldwell, Mexico, Mo., treasurer; and C. T. (Tad) Sanders, Billings, Mont., secretary-manager.

The association formed 14 "director" districts, covering the entire United States, and added five new states to its roster — Florida, Missouri, Tennessee, North Carolina and Pennsylvania. Bert Hargraves, president of the Western Canadian Cattlemen's Association, Walsh, Atla., and Jay Taylor, president of the American National Cattlemen's Association, Amarillo, Tex., were the speakers.

Our Cover

Each successive year we see the Ladies' activities at our National Conventions becoming more and more important. Probably more ladies attended the 1955 National Convention than ever before. On the cover we see retiring President of the Ladies Auxiliary, Mrs. Carol Grubaugh of Nebraska, receive the traditional corsage from the incoming President, Mrs. Gertrude Darbyshire of Ohio.

The Grand Banquet



Shown here is a small portion of those who attended the Grand Banquet on Saturday night at the National Convention. Now turn to page 6 and you will get a better idea of the large crowd attending.

These Were The Fortunes -- Ask Them About The Convention

Twenty-seven states and two Canadian provinces were represented at the 1955 National Auctioneers Convention. For those of you who did not attend we suggest that you make it a point to visit with someone who did. Ask them if it is worthwhile to make a trip to the National Convention.

For your convenience and information, we are listing by states, all those who registered at the Convention. The numbers following the name of each state indicate the total registration from that state.

ALABAMA 4

Col. and Mrs. R. A. Waldrep
Ray Waldrep
Virginia Waldrep

CANADA 2

Col. Arthur Bennett, Quebec
Col. Tom E. Hays, Ontario

FLORIDA 4

Col. G. G. Finnell
Col. Tommy Scarane
Col. and Mrs. Jim Tindall

ILLINOIS 53

Col. and Mrs. Edward H. Ahrens
Frank H. Barton
Col. and Mrs. John A. Carr
Col. Wayne A. Coffey
Col. Francis A. Corcoran
Col. William Cox
Col. and Mrs. C. B. Drake
Col. and Mrs. W. P. Drake
Col. and Mrs. A. C. Dunning
Col. and Mrs. Lawrence Dykes
Col. James Franks
Col. Joe M. Goldberg
Col. Arthur Gordon
Col. and Mrs. Jack Gordon
Esther Gruntwage
Col. and Mrs. Walter Holford
Col. Ray Hudson
Col. Carey M. Jones
Col. and Mrs. Wendall Knudson
Mrs. Lewis Madison
Col. and Mrs. Lewis G. Marks
Col. and Mrs. J. Hughey Martin

Col. and Mrs. William D. McCurley
Col. Melvin Penning.
Col. Carman Y. Potter
Col. and Mrs. Fred G. Quick
Col. and Mrs. Dale E. Rawdin
Col. and Mrs. J. E. Russell
Col. and Mrs. Virgil F. Scarbrough
Col. and Mrs. Kendall Seely
Col. and Mrs. L. L. Seely
Col. James K. Thompson
Col. Ray Tuttle
Col. and Mrs. Chas B. Wade

INDIANA 112

Col. Dewey H. Abney
Mr. and Mrs. Cloyd Anderson
Col. Harold Asbury
Col. Henry Auker
Col. Dwight Ballinger
Charles Barnes
Col. Don G. Beard
Col. Marshall Bilyeu
Col. Leo M. Boatwright
Lelia Brown
Col. Jim Buckley
Col. and Mrs. Ora Burkhardt
Col. and Mrs. Milford Campbell
Col. and Mrs. Art Carroll
Col. Wilbur T. Clair
Col. Lee Clingan
Col. and Mrs. Arthur Comer
Col. Lloyd S. Crouch
Col. and Mrs. D. L. Crume
Col. and Mrs. Roy L. Crume
Col. Clarence E. Davis
Mrs. Ida Davis
Mrs. Leona Drake
Col. and Mrs. Ray Elliott
Col. and Mrs. Earl Ellis
Col. Andrew J. Fetsch
Col. Robert A. Foland
Col. R. C. Foland
Col. and Mrs. Reuben G. Foland
Col. John L. Friedersdorf
Col. Virgil L. Garrison
Col. and Mrs. Tom Hardaway
Col. and Mrs. Bernard Hart
Edward Hart
Col. and Mrs. Talmage Hastings
Col. and Mrs. Egbert M. Hood



IN UNITY THERE IS STRENGTH

Col. John Jarrell
Col. Jim Kirkendall
Col. and Mrs. Russell Kruse
Stanley T. Kutcher
Col. and Mrs. Cecil J. Langdon
Col. and Mrs. Maynard Lehman
Col. and Mrs. Wendell Leonard
Col. Jim Liechty
Col. and Mrs. Melvin Liechty
Col. and Mrs. Carl E. Marker
Col. and Mrs. Carter Meharry
Col. and Mrs. Curran Miller
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Col. Fred Millspaugh
Col. and Mrs. Phil Neuenschwander
Col. and Mrs. Ernest Niemeyer
Col. and Mrs. Arnold Obendorf
Col. E. "Pat" Patterson
Col. and Mrs. H. J. Petty
R. L. Reppert, M.D.
Col. and Mrs. H. J. Retmier
Col. and Mrs. Ralph Rinehart
Col. and Mrs. Theo Romerhausen
Col. J. F. Sanmann
T. D. Schieferstein
Col. J. W. Shapley
Col. and Mrs. Kenneth Sherbahn
Col. and Mrs. H. W. Sigrist
Col. George W. Skinner
Col. and Mrs. Lewis E. Smith
Col. and Mrs. Don L. Smock
Col. and Mrs. Herman D. Strakis
Altha E. Thomas
Col. and Mrs. Merlyn W. Thomas
Col. and Mrs. Franklin, Wakefield
Faye Wardlow
Col. and Mrs. Harold F. Wingler
Col. and Mrs. Kenneth Wyant

IOWA 13

Col. Paul F. Bockelman
Col. Al Boss
Col. and Mrs. Warren Collins
Col. Howard B. Johnson
Col. and Mrs. Hugh McGuire
Col. John McKee
Col. John Peterson
Col. and Mrs. Wendell R. Ritchie
Col. G. H. Shaw
Col. Oscar Tostlebe

KANSAS 9

Col. and Mrs. Carson E. Hansen
Col. and Mrs. W. O. Harris
Col. and Mrs. Paul A. Hurst
Col. Jim Kirkeminde
Col. and Mrs. E. T. Sherlock

KENTUCKY 5

Col. Roy J. Draper
Col. and Mrs. Paul Herron, Jr.
Col. and Mrs. George M. Kurtz

MAINE 1

Col. Clifford L. Swan

MARYLAND 4

Col. and Mrs. Daniel C. Poole
Col. and Mrs. Earl "Joe" Steiner

MASSACHUSETTS 1

Col. A. L. Tremblay

MICHIGAN 12

Mrs. Bonita Coats
Tom Curtis
Col. Arthur I. Forbes
Col. and Mrs. John M. Glassman
Col. Marvin E. Grenke
Col. Charles Kinsey
Col. Adrain M. Rhyne
Col. and Mrs. Henry Wilber
Col. and Mrs. Garth W. Wilber

MINNESOTA 7

Col. and Mrs. Claus V. Beck
Col. and Mrs. Tom Gould
Col. Martin Lampi
Col. and Mrs. Frank A. Sloan

MISSOURI 9

Col. and Mrs. Jewett M. Fulkerson
Col. Joseph L. Horn
Col. and Mrs. Guy Jageman
Col. C. C. John
L. L. Leeper
Col. and Mrs. Wm. McCracken
Col. Hugh Morehead, Jr.

NEBRASKA 7

Col. and Mrs. Dan J. Fuller
Col. and Mrs. Dick Grubaugh
Col. and Mrs. Marvin J. Grubaugh
Col. Henry Rasmussen

NEW HAMPSHIRE 1

Col. George Michael

NEW JERSEY 3

Col. B. G. Coats
Col. John R. Potts
Col. Herbert Van Pelt

NEW MEXICO 3

Col. Elmer Bunker
Col. and Mrs. John A. Overton

NEW YORK 7

Col. Paul W. Calkins
Col. and Mrs. Victor Kent
Col. Clifford W. King
Col. Harold Spoor
Col. and Mrs. Harris Wilcox

IN UNITY THERE IS STRENGTH

NORTH CAROLINA 1

Col. Preston Thompson

OHIO 36

A. C. Bradford
Col. Cloyce C. Bradford
Col. Lester N. Brooks
Col. and Mrs. J. Meredith Darbyshire
Col. Woodrow S. Davis
Col. and Mrs. Chris B. Dawson
Col. and Mrs. Donald D. Day
Col. and Mrs. R. E. Featheringham
Col. and Mrs. Al Frauhiger
Col. Elias H. Frey
Col. and Mrs. Owen V. Hall
Col. Harry W. Kerns
Col. and Mrs. Howard B. Overmyer
Col. and Mrs. Homer Pollock
Col. and Mrs. Albert L. Rankin
Col. and Mrs. Gene Slagle
Col. S. C. Sprunger
Col. and Mrs. Donald H. Stafford
Col. and Mrs. Don W. Standen
Col. and Mrs. Jim Wagner
Col. and Mrs. Clyde M. Wilson
Col. Jim Wilson

PENNSYLVANIA 12

Col. and Mrs. Tom D. Berry
Col. and Mrs. R. B. Dennis
Terry Dennis
Col. Sam Lyons
Col. Wayne R. Posten
Col. and Mrs. Homer H. Sparks
Col. and Mrs. R. M. Stewart

TENNESSEE 7

Col. and Mrs. Clive Anderson
Col. and Mrs. M. C. Bowers
Col. and Mrs. E. H. Lawson
Col. Bob Winton

TEXAS 3

Col. Henry Silver
Col. and Mrs. W. J. Wendelin

VIRGINIA 2

Dick Bush
Col. W. Hugh Ownby

WASHINGTON 1

Col. Wes Wendt

WEST VIRGINIA 1

Col. R. E. Crosser

WISCONSIN 24

Col. C. E. Christensen
Col. and Mrs. R. W. Doman
Col. and Mrs. Ernest C. Freund
Col. and Mrs. John L. Freund
Col. and Mrs. Ray Gevlinger
Col. and Mrs. Vince Hanson

Col. and Mrs. Walter Heise
Mr. and Mrs. Bill Jones
Col. and Mrs. Don Lloyd
Col. and Mrs. L. M. Schroeder
Col. and Mrs. James P. Slater
Col. Gib Suennicht
Col. and Mrs. Peter Van Veghel

Prominent Kansan Booster of Auctions

A "no money" auction has been an interesting feature in Kansas, each July, for the past four years. J. J. Vanier, owner of CK Ranch, Brookville, and president of the Gooch Milling Co., sponsors this event. This year, 132 cattle and hogs were purchased by 4-H and FFA boys and girls with payment being made with Gooch's Red Circle Points obtained from feed bags.

In the sale catalogue, Mr. Vanier cited vigorous competition as the basis for the auction. He said that this in itself, develops thinking, resourcefulness and productiveness. He added that talents, accomplishments and ownership are decided by competition in the American manner. Another way of describing the value of the auction method.

Needless to say, it was an N A A member who conducted the sale, Col. Gene Watson of Hutchinson, Kansas.

"We have attended all but two of the National Conventions. Those in charge are to be highly complimented on the complete success of the N. A. A. Convention, this year at Indianapolis. It was truly the greatest convention we have attended to date. The program was highly educational and the entertainment furnished by the Indiana Association was superb. I am sure that this convention will be long remembered by those who attended. Those who were unable to attend have certainly missed those things which inspire us to greater auction endeavors." Dan J. Fuller, Albion, Nebraska.

“My Obligation”

Convention address by Col. Carman Y. Potter, Jacksonville, Ill.

May I preface this talk by saying that I am most grateful for this opportunity. It has been my good fortune to have had an opportunity to attend five of our great National Conventions and each, it would seem to me, has been an improvement largely because of the willingness of auctioneers throughout America to cooperate for the betterment of the Auction profession.

My talk this afternoon is one which concerns each of us and one about which perhaps a volume can be written.

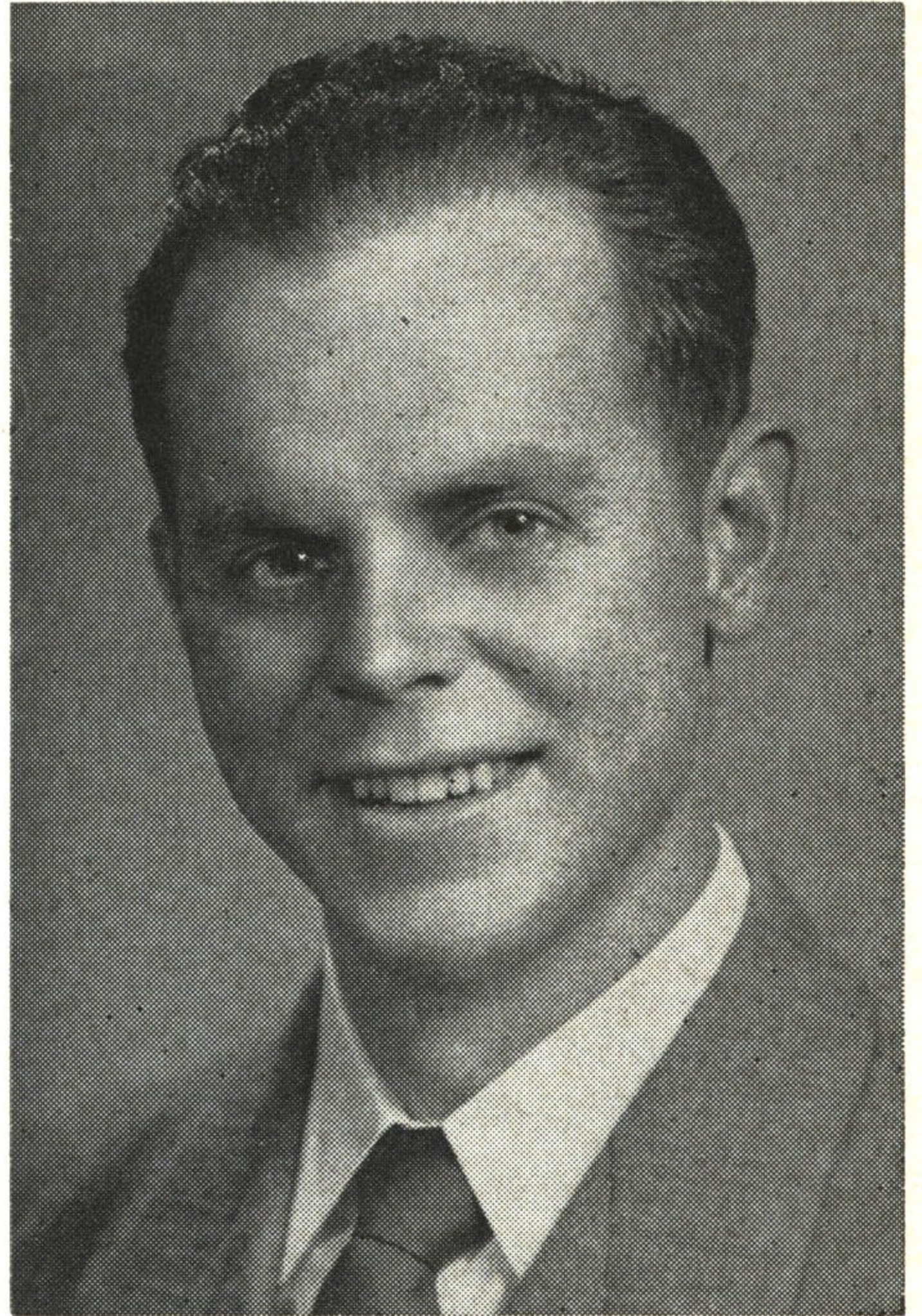
My obligation as an auctioneer—What is it? Do we have any obligation except to sell to the highest bidder or collect all the dollars possible in any given sale? Indeed we do! I believe that as auctioneers and members of a great profession we should examine ourselves to learn whether or not we are fulfilling the duties of our obligation.

To whom or to what are we obligated? In answering this question permit me to make three divisions; first, my obligation as an auctioneer to the public; second, my obligation to the auction profession, and third, my obligation to my family and self.

What Is My Obligation To The Public?

Have you ever been called upon to conduct an auction in a community whereupon after about five minutes selling you detected a feeling of coldness, or indifference among the crowd. Perhaps they seemed skeptical and hesitated to bid, yet you had a large crowd, the weather is right and the market for the commodities you were selling were good. I'm sure that many of you have witnessed just such conditions and that you have wondered why. Had you given it much thought you probably came to the conclusion that you were handicapped simply because you were an auctioneer. Let me explain.

In many instances people resented all auctioneers because they have encountered an unscrupulous person without tact or principle, yet one who called himself an auctioneer. A person who had



Col. Carman Y. Potter

literally preyed upon the public, criticised them, embarrassed them, and misrepresented the commodity he was selling.

Fortunately that type of auctioneer is in the minority but it will not be harmful if you and I examine ourselves.

Many of our neighbors place an auctioneer on entirely too low a place. Why is it that you hear many auctioneers referred to as windbags? Amusing, at first, but think what it means. Many have little confidence in what some auctioneers say.

Confidence

Therein lies the secret as to whether a man is successful through the years or just another auctioneer. I am strongly convinced that a good auctioneer and confidence of the public go hand in hand, that the outcome of a sale is largely dependent upon whether or not the sale

crowd has confidence in the auctioneer.

How do we obtain the confidence of people? By getting on common ground with them at the first, by talking a language they understand, by being sympathetic of their problems, by complimenting, by telling only the truth and omitting extreme exaggeration, by refraining from sarcasm or embarrassing remarks and by talking and acting in a friendly manner.

A sale audience will then respond much more readily, the sale will have more snap and gross more dollars than if they expect the auctioneer to trick, connive or exaggerate.

Exaggeration

The shortcoming of too many auctioneers. May I illustrate—you purebred men will agree with this. If an animal walks in the sale ring and you expound on what a straight legged animal he is, he'd better be just that way. For there are enough intelligent livestock men on the seats to know the difference. If the animal is not straight legged they'll know one of two things—either you are a poor judge or that you are merely blowing off some stale air, either of which are unhealthy characteristics. Then when the time comes to cinch a sale or to make some outstanding notation about a worthy animal, your audience is apt to be visiting or looking in the other direction—**Confidence is the Key.**

Have you ever heard an auctioneer criticise the public at a sale by calling them stingy, robbers, thieves, etc. or embarrass them severally or individually? It has been done many times and very seldom have you ever seen the auctioneer gain a nickel as a result. The crowd soon disrespects and loses its confidence in the auctioneer.

In mentioning these shortcomings at this convention I am hoping that in the future we are careful to think twice before speaking.

How many read the article "WORDS AND THOUGHTS" by Col. B. G. Coats? It appeared in the June issue of "The Auctioneer." In summary he said, "We could stand a trifle more thought and less talk these days. An auctioneer does not have to be learned nor profound to

think to the heart of a question before he speaks."

I learned while attending auction school that one's success in the auction profession was dependent upon his ability to say the right thing, at the right time, and in the right way and how true it is. Time will not permit me to go in further detail concerning our obligation to the public.

My Obligation to the Auction Profession

First may I suggest that every auctioneer is obligated to be a member of his State and National Auctioneers organizations. Through these he may learn to respect the auction profession and find that many fine people make up the auction profession. Through an exchange of ideas he may learn far more about his profession than he ever dreamed existed, and through the fellowship enjoyed he will take with him an incentive to do a better job.

There is a problem confronting us, however, which is deep seated and which has affected the lives of hundreds of auctioneers. This problem is not a very nice thing to talk about. Some may say that it is impossible to remedy the problem but I believe something can and must be done. I further believe that we are obligated to do something about it.

This Problem is Jealousy. What causes jealousy? On many occasions jealousy has been falsely created by mere gossip. Such unfounded and untrue gossip

Worth Waiting For

There is a lot of good reading in store for you in future issues of "The Auctioneer". We have most of the Convention addresses on record and we will be passing them on to you through these columns in future issues.

Be sure your dues are paid as any one of these addresses could prove to be of far more value to you than the price of your yearly dues.

IN UNITY THERE IS STRENGTH

has caused many auctioneers to become enemies.

Many of you, when youngsters, may have played the game called gossip. The first person whispered rapidly a sentence into the ear of the second person and when the sentence was announced at the end of the line it had changed almost completely. The most unfortunate thing is that the game is played in real life. Before you accept something you hear as being the truth be certain to have all the evidence and facts before you reach a verdict.

Ridiculous as it may seem jealousy has never gained any one anything except a nasty disposition or a case of stomach ulcers.

Why not talk things over with your competitor letting him know that you think well of him and that you certainly do not intend to get more sales as a result of talking against him. If there were more of this strategy used than the throat-cutting campaigns employed by some we would find ourselves with a much greater profession and many more successful Auctioneers.

We can begin here with a campaign to reduce the fiction that causes so much trouble. One of the reasons our state organizations are not larger — John is a member and George will not join because of it. Ridiculous, but true. United we have real organization but with a few we fall by the wayside.

As auctioneers we are public servants and as public servants we are obligated to become active in our communities by participating in service clubs, civic and community affairs. We are obligated to be well read and to be able to give reasonably accurate information when asked by the public.

My Obligation to My Family and Self

This obligation is certainly not the least. Our obligation to our families and ourselves can be summarized in one sentence, "Our obligation to our families and ourselves is to conduct ourselves by living decent, clean lives that we might be respected by our families. I am a believer in the church and feel it is my obligation to my family and

my self to be active in the church and try to live as taught there.

Further, I believe we are obligated to spend more time with our families than many of us do and to remember and think about them as well as our auctioneering. I have known auctioneers who thought so much about making a buck they forgot they had a family and in some cases they were sorry too late.

The auction profession today is more highly competitive than it has ever been before. We, therefore, must consider all the aspects toward a successful career in the auction profession.

In closing, may I say that my greatest hope and desire is that through the cooperation of America's Auctioneers in an effort to raise and strengthen OUR ideals and objectives we may be able to proudly and truthfully say we are members of the greatest profession of them all—THE AUCTION PROFESSION.

Penney & James Sale Sets A New Record

A new record total for an auction of Aberdeen-Angus cattle was established in the dispersion sale of Penney and James, Hamilton, Mo., late in June. The sum of \$1,049,765 was collected for 504 lots to score an average of \$2,083 per lot. The sale was described as "one of the most exciting events in Angus history."

Auctioneers were Col. Hamilton James, Newton, Ill.; Col. Ray Sims, Belton, Mo.; Col. Paul Good, Van Wert, Ohio; Col. Roy G. Johnston, Belton, Mo.; and Col. Merlin Woodruff, Urbana, Ohio. The first three named are members of the National Auctioneers Association.

"I think you Indiana boys really did a fine job on the Convention. The entertainment was super and the Banquet Speaker was outstanding. We're already planning for next year." Mrs. Ruth Marks, Abingdon, Ill.



GERTRUDE DARBYSHIRE, WILMINGTON, OHIO

It is with humility that I accept the responsibility of the President of the Auxiliary. I consider it a privilege and an honor to serve in that office for the ensuing year. With your support and co-operation and assistance of my officers and the board of directors, the help of our Heavenly Father, I will strive to the very best of my ability to make this next year a pleasant and successful one. Thank You.

Ladies Auxiliary Elect – Make Plans

By MRS. RUTH MARKS,

Secretary-Treasurer, Abingdon, Ill.

The Ladies Auxiliary to the National Auctioneers Association met in Parlor B, at the Claypool Hotel, Indianapolis, on Friday July 15th, with the President, Mrs. Carol Crubaugh, presiding.

Seventy-four ladies were present and of this number 27 were new members and they were formally received into the membership. Mrs. Muff Retmier, Indianapolis, and Mrs. LaVerna Smith, Arcadia, Ind., Program and Reception chairmen, respectively, were introduced.

Officers elected for the coming year were: **President**, Mrs. Gertrude Darbyshire, Ohio; **1st Vice-President**, Mrs. Almedia Wilson, Ohio; **2nd Vice-President**, Mrs. Alberta Sparks, Pennsylvania; **Secretary-Treasurer**, Mrs. Ruth Marks, Illinois; **Historian and Parliamentarian**, Mrs. Betty Steiner, Maryland; **Directors**, Mrs. Carol Liechty, Indiana; Mrs. Stella Collins, Iowa; Mrs. Gladys Hanson, Wisconsin; Mrs. Bess Gordon, Illinois; Mrs. Virginia Rankin, Ohio; and Mrs. Wanda Wilcox, New York. Col. H. W. Sigrist, NAA President, conducted the installation ceremonies of the new officers and directors. Door prizes, through the arrangement of Mrs. Retmier, were awarded.

After adjourning the business meeting and following a recess the ladies were entertained with a talk regarding imports sold at the L. S. Ayres Department store and a demonstration conducted by a representative of Luziers Cosmetics.

The Board of Directors met again Saturday noon to take care of all unfinished business and to discuss plans for the 1956 National Convention. The cooperation of all the Ladies has been most gratifying to the Board. It is only by your help that our organization is possible.

As your Secretary I've been checking and rechecking all your records and am doing my best to get the Membership Cards in the mail by the end of July. If there is anyone that paid dues and has not received a membership card, will you please write me immediately.

Col. Bernard Hart, Editor
"The Auctioneer"

Frankfort, Ind.

Dear Bernie:

Please accept and express my sincere thanks to you and our many friends in the N. A. A. for their kind gesture of cheer through telegrams, telephone calls, cards and notes received. Also to the N. A. A. Auxiliary for the gorgeous basket of flowers. I send my love and appreciation for being remembered.

It was planned that Guy would be present for the Friday and Saturday Convention sessions but I couldn't get to my feet that quick after surgery.

God willing we expect to see you all in Kansas City.

Guy joins me in saying again,
"A great big Thank-You."

Sincerely,

Ferne Pettit

Going, Going, Gone – To The Cellar

DUNGANNON, Ireland — Selling the stock of a hardware firm, auctioneer George Smith chanted, "Going . . . Going . . ."

Came the noise of snapping timber and Smith, holding a lamp which was being sold, disappeared through the floor.

After him, into the cellar, fell 50 bidders as the floor gave way.

On top of the tightly packed, struggling bidders tumbled thousands of nails, bolts and other hardware items from the shelves.

One bidder was hospitalized. The others escaped with scratches.

"We feel the benefits received from reading 'The Auctioneer' and hearing top men of our profession at Conventions will encourage and improve the ability of all auctioneers." Col. and Mrs. F. E. Bloomer, Glenwood, Ia.

IN UNITY THERE IS STRENGTH

Col. Ray Elliott
Portland, Ind.
Dear Col. Elliott:

Anyone attending the National Convention of the National Auctioneers Association, July 14-15 and 16th past, would in my opinion be guilty of dire and willful dereliction for failing to express to you and everyone connected with the planning and conduct of the Convention their utmost appreciation.

It was most apparent from the start that every last detail had been taken care of, that the Convention showed careful planning and excellent management. As presiding officer of the Convention you conducted it with absolute decorum which added greatly to the success of the Convention.

The Indiana Auctioneers Association has established a justification in all subsequent Conventions that should inspire the new administration to excel. I must admit that to do so would be somewhat perplexing, but it can be done and will be done if we all lend our support and cooperation and start now, not tomorrow, on the big job that is ahead of us.

It was a pleasure sitting with the membership and listening to their remarks and not once did I hear of one unfavorable comment. Colonel, it was a grand Convention, inspiring and constructive. Those that did not attend are the losers. Again my sincere congratulations.

Sincerely yours,
B. G. Coats

New York Auctioneer Featured In News

Auctioneers are great sources of material for newspaper columnists. The following example is taken from "Round About Town" in the Jamestown (N.Y.) Post-Journal and the subject is Col. Frank Seymour, a member of the N.A.A., from Mayville, New York.

When crowds of several hundred persons attended the sale of personal property of Mr. and Mrs. E. J. Wolcott at Kennedy conducted by Col. Frank Seymour, auctioneer, preparatory to the Wolcotts leaving for California, one could not help but be reminded that the country auction with its country auctioneer is unmarred and unchanged by the onward move of science and modern efficiency.

Many of the other country traditions are fast being taken over by the change

to modern trends. Take for instance the country blacksmith who has given way to the village garage man, and the country church suppers where whole families formerly gathered for a good meal and a visit with their neighbors, taken over by city folks who rush in, eat, and rush on to other interests.

But the country auction with its country auctioneer is exactly as it used to be in the days of our forebears. Many of the articles sold by the auctioneer have been sold before by him or his predecessors. Incidentally, country auctioneers are not ordinary mortals. They are gifted souls who can talk, and laugh while they sell in such a way that those who come only to look go away with purchases made.

"Find my check for \$10.00 for renewal of Membership and 'The Auctioneer.' Would not be without it." Thos. F. McKenzie, Sparta, Ill.

“Automobile Auctions”

Convention Address by Col. Carl Marker, Ft. Wayne, Ind.

Probably the newest field for the professional auctioneer is that of automobile auctions. I realize the majority of you are in other lines of auctioneering, but I would like to devote a few minutes giving the background of automobile auctions and how they fit into our nation's great auto industry.



Col. Carl Marker speaking at Convention.

First let me explain that I am speaking not only as an auctioneer but primarily as a used car dealer. Used cars have been my bread and butter further back than I sometimes care to remember. I started as a salesman in the days when Henry Ford was pushing out Model A's at what was then known as fabulous production records. In the 30's I managed to open a used car lot of my own — sometimes I wondered where the next meal was coming from but I had a lot of mates in the same boat during those depression years. After a hitch in the Navy during the War, we

opened the Fort Wayne Auto Auction in 1945, and it's been a going business ever since.

As you will recall cars were not built during the War, and the cars that were available brought premium prices. For several years following World War II production could not begin to keep pace with demand, and the used car business flourished. Used cars commanded prices far greater than they were worth, which was anything but a healthy condition for the industry. In 1953 the market started straightening itself out, and even though it proved costly to a lot of dealers, used cars finally dropped down to price levels where they belong.

To the best of my knowledge the first established auto auction started in 1942. It is true, cars were auctioned prior to that time on a spot basis — as a means of moving stocks of cars for liquidation purposes. But it was not until the early 1940's that auto auction sales started coming into their own. The business expanded by leaps and bounds. The National Auto Auction Association estimates there are in the neighborhood of 175 auctions operating today doing approximately fifty million dollars of business a week.

Auto Auctions Are Permanent

People often ask if we think auto auctions are a permanent thing. I definitely believe so and I'll give you my reasons. The auctions are performing a service by opening up channels of trade. Through the auctions new car dealers can unload excess merchandise, and used car dealers can replenish their stocks. This is the case during normal business conditions as well as during times when unforeseen circumstances prevail. If a community is faced with strikes, business downturn by natural causes or otherwise, even adverse wather conditions — which may force dealers to unload stocks rapidly — the auction is there to serve them. By the same token dealers in need of cars follow the market, know where the supply is, and can buy accordingly.

IN UNITY THERE IS STRENGTH

In the early post war years when everybody and his brother seemed to be getting into the used car business, it was a common practice for some used car dealers to do nothing but attend auctions — buying at one sale one day, before the week was out, he'd be at another sale selling the same cars. I never condoned the practice and didn't hesitate to tell them about it. It certainly wasn't good for a sale to have those jockeys around. As I pointed out a minute ago, however, during the last couple or three years we have seen a switch from a sellers' to a buyers' market, and dealers no longer can make money by peddling from one sale to another. The successful auctions have many of the same consignors and consignees coming in week after week, which certainly denotes stability in any business.

Again back to proof of the permanency of automobile auctions, we know for a fact that auction prices serve as a pattern for determining used car values. I have always maintained that NOBODY is better qualified to judge used car prices than the used car dealer himself. (For the benefit of the Justice Department I am not advocating price fixing or anything of the kind.) The point is that guide book publishers, dealers, manufacturers, everyone in the business and outside of it for that matter, follow weekly auction prices to see what the cars are bringing on the market, signifying the recognition which automobile auctions have attained.

Stimulates Free Enterprise

Most important of all, in my opinion, is the auctions' part in stimulating the free enterprise system in the auto industry. One of the best examples of that has taken place just this year when the auto makers broke all previous production records. From January 1st to June 11th, a total of 3,844,811 passenger cars came off the assembly lines. During the same period last year 2,662,909 cars were built. Many observers thought the high output was a result of the makers forcing the market — particularly Ford and GM's race for Number One position on the tally sheets.

To the contrary I feel, as many dealers do, that both Ford and GM were thinking ahead to June, faced with contract negotiations — Reuther's campaign for a Guaranteed Annual Wage — and, looking for a long strike the manufacturers wanted to get the 1955 model run out as fast as possible.

This naturally would be denied, but the guts of the situation was that many new car dealers found themselves in a jam — letting their new car inventories get out of hand—capital all tied up—they were faced with a crisis.

Used car dealers were the safety valve. They took the excess new cars off the hands of new car dealers, helping them to get back on an even keel. This sort of distribution is better known as "auto bootlegging." I might mention here that I personally don't feel it has or ever will reach the point of becoming an accepted method of new car distribution. I have always believed the auto makers hold the solution to the problem. As long as supply is abundant, so-called "bootlegging" will continue. Let normal production schedules go into effect, I think the hue and cry about "bootlegging" will be a thing of the past.

An interesting sidelight to the whole situation was a statement made last month by Stanley N. Barnes, chief of the Justice Department's Antitrust division, appearing before the Senate anti-monopoly subcommittee investigating the auto industry. Barnes declared that bootlegging is "a healthy form of price competition without harm to consumers."

"Bootlegging" or not, what really matters to us is where we fit into the picture during this production melee. The auctions lightened the load of new car dealers and provided used car dealers with automobiles. This wholesaling system of automobiles is good for the dealers, good for the community, good for the industry, and most important of all, good for the consumer. Look what would happen to used car prices if dealers did not have the advantages afforded by auctions to allow the widespread distribution of automobiles from points where they aren't needed to points where they are needed, be it dealer to dealer, city to city, or even state to

IN UNITY THERE IS STRENGTH

state. The auctions enhance competition rather than abate it in the auto industry.

Thus it becomes apparent that I am completely sold on automobile auctions, and am firmly convinced that the field holds unlimited opportunities. Looking ahead in this business with a view to the future, in my opinion the best criterion stemmed out of the labor negotiations last month in Detroit.

The signing of the Ford and GM contracts, which in essence meant that the largest auto makers were making a bet on their own business, is of the utmost importance to you, me, to everybody. For if sales hold up, as the auto tycoons predict, this will reflect a great period of prosperity in America. Some observers reach out as far as 1958.

Commenting on the implications of the guaranteed wage pacts signed last month, Eliot Janeway, nationally known economist and specialist in the auto and steel industries, made this statement and I quote: "That's why the stock market reacted to the agreement with

astonishing enthusiasm . . . that's why this agreement is a victory for both sides."

It is worthy of note that the auto makers have been more right on the business boom in the last nine months than any other group — labor, the politicians, the business community in general.

Association Membership Important

Gentlemen, I have thoroughly enjoyed this opportunity to talk to you today—it's been a real pleasure for me. In closing I would like to inject one more thought. You'll hear it from other exponents of the National Auctioneers Association, and I, too, would like to urge you to keep plugging the value of your association membership. I'm a firm believer in organization having been active in National Used Car Dealers Association and in the National Auto Auction Association. It stands to reason that a fellow who can count himself in a group that is organized collectively is far better off

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than the non-believer who is dis-organized individually.

You may have read the recent news paper account of the Young People's Luther League convention held in San Francisco where the Reverend Marcus Gravdal, used this modern version of the 23rd Psalm to lash out at scoffers of religion:

"Science is my shepherd, I shall not want; it maketh me to lie down on foam rubber mattresses; it leadeth me on four lane highways; it leadeth me into the psychiatrist's office for my ego's sake.

"Yea though I walk through the valley of the hydrogen bomb, I will not fear it; thy jets and atomic bombs comfort me.

"Thou preparest a table before me in the presence of the world's billion hungry people; thou anointest my head with home permanents; my alcoholic cup runneth over. Surely pensions and social security shall follow me all the days of my life and I shall dwell in the old folk's home—forever."

In my way of thinking the person who scoffs at religion, no matter what the creed, is dis-organized individually. The same could apply to the auctioneer, to

anyone in business who doesn't take advantage of what his association has to offer. "Independence is my shepherd—I shall not want . . ." Support your association—get your fellow auctioneers to do likewise.

Over 6.000 Discount Houses in U. S.

CHICAGO—The Head of a New York discount house estimated that 6,000 to 10,000 such concerns are selling merchandise below factory list price throughout the U. S.

Stephen Masters, president of Masters, Inc., said this is roughly eight times as many as were in operation before World War II.

Addressing the golden anniversary convention of the Advertising Federation of America, he said:

"The same streamlined mass distribution which built up the chain store and catalog mail order business, the self-service supermarket and super drug store, also fathered the discount houses."

Advertise the NAA



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

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

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It takes a whale of a good speaker to please a group of auctioneers and the expressions on the faces of Col. Ray Elliott (center) and Col. H. W. Sigrist (right) indicate that Dr. Kenneth McFarland is filling the bill.

New Record Set In Shetland Auction

A half-million dollars worth of Ponies sold in one auction—yes it happened in the annual Perry Carlisle Sale at Perry, Okla. Col. Bill Porter, N A A member from Alexis, Ill., started selling at noon on Monday, July 25, and at 4:00 p.m., July 29, the sale was completed. This

was the first Shetland Pony sale to ever gross as much as a half-million dollars.

A few other sale figures were \$8,500 for the top seller, a four year old mare; a \$3,215 average on the top 10 head; \$2,420 on the top 25; \$2,050 on the top 50; and \$1,014 average on the entire 210 registered ponies.

**"I enjoy 'The Auctioneer' very much."
Billy Lockridge, Staunton, Va.**

Convention Business

Election of Officers:

The following men were elected on July 16, with their terms to begin immediately. All were for terms of one year unless otherwise specified.

President—Col. C. B. Drake, Illinois.

1st Vice-President—Col. E. T. Sherlock, Kansas.

2nd Vice-President—Col. Harris Wilcox, New York.

Secretary—Col. Bernard Hart, Indiana.

Treasurer—Col. Henry Rasmussen, Nebraska.

Directors for three year term—Col. B. G. Coats, New Jersey; Col. Ernest Freund, Wisconsin; Col. Carman Y. Potter, Illinois; Col. R. A. Waldrep, Alabama. Col. H. W. Sigrist, retiring President, automatically became a director for a three year term.

Director for two year term—Col. Dick Grubaugh, Nebraska.

Director for one year term—Col. Hugh McGuire, Iowa.

Director for unexpired term of Col. Wilcox—Col. Wm. F. McCracken, Missouri.

Action of Board of Directors:

(1) A revised Constitution and set of By-Laws were approved. These are being published in booklet form and a copy will be mailed to each member.

(2) As a step to establish closer relations between National and State Auctioneers' Associations, it was voted that "The Auctioneer" be mailed for four consecutive months to members of State organizations who were not already receiving it with the State Association absorbing half the cost. This to be carried out only with the approval of the State Association.

(3) The possibilities and advantages of a Group Life Insurance Plan for all N. A. A. members are to be studied by the officers and directors.

(4) Exhibition and Concession privileges at the next National Convention are to be sold with the Executive Committee establishing fees and determining advisability of allowing each Exhibitor.

The following resolution was presented by the Resolutions Committee and accepted by the membership:

"Whereas, one of the main objectives of the National Auctioneers Association is to constantly strive to place the Auctioneering profession upon a higher plane, therefore be it resolved that the Executive Committee appoint a qualified committee to further an educational program for the Auction Profession."

Treasurer's Report

While we are being rushed for both time and space, we will not go into detail regarding the report of the Treasury of the N A A. However, we know that everyone will be interested in knowing that when Col. Henry Rasmussen made this report, it showed a balance on hand, up to Convention time, of \$3,214.21. This is the most cheerful report ever given by a N A A Treasurer.

The above named total did not include the amount of the Columbus Convention loans, and these were all paid off during the Convention.

Secretary's Report

By BERNARD HART

I will endeavor to keep the Secretary's Report as brief as possible. I considered myself officially Secretary on the 20th of July, following the Omaha Convention, after recovering from the shock of being elected to a position that I never dreamed I would be elected to.

720 memberships have been issued. One thing I think you will be interested in is that one-third of the 720 joined for the first time, 226 of them. Six memberships were life, 494 renewals.

Lacking one week of being a year, I have received 1749 pieces of mail. I have sent out 6,690 excessive of the Auctioneer Magazine. I know I have made mistakes and I will make more. I have tried to do the best I could for the office.

Just one word about the membership. You know, I know, we know, it should be larger. One thing that will get more members than anything else is for you to share the enjoyment you have here, with others. They will see what they are missing by not joining the Association. Twenty-nine members of

the Association have been responsible for 163 new members of the National Auctioneer's Association, in little less than 12 months. If 500 had done as well for the Association, 2,500 would have been added to the membership. These 29 are not supermen. They told their fellow Auctioneers what they were missing and how much enjoyment can be had as members and they brought them into the fold.

Dont Let This Happen To You

Submitted by

Col. Dick Grubaugh, David City, Neb.

The following item has been attributed to a Nebraska printer who got an auction sale and an account of a wedding mixed up. It is taken from the Chickasha Daily Express, Chickasha, Okla.

Married at the home of the bride's township one mile north and two miles east of Mr. and Mrs. John Jones, highly regarded residents of Thursday, Jan. 27, Miss Esther Drinkwater by the Rev. 18 head of Shorthorns consisting of four

bridesmaids dressed in pale blue and carrying calves by their sides.

They had tulle veils, sired by the noted Kentucky Jack Bombina 3rd. Also 46 head of hogs, including the groom's father from North Dakota, where he is engaged in missionary work and is immuned by the double process.

These shotes are thrifty and all relatives of the bride and groom. They all gathered in the spacious dining room after the ceremony for refreshments. They partook of 300 bushels of seed oats, 1000 bushels of corn, 10 large stacks of millet and alfalfa. The bride is the youngest daughter of one trusty incubator, capacity 300 eggs, one John Deere five-room cottage and a trip to Omaha. After which they draw 10 per cent interest from date. Free lunch at noon.

"I consider it a privilege to be a member of the National Auctioneers Association, as I feel it is an organization composed of legitimate business men drawn together for the purpose of promoting better services as auctioneers" — Col. W. O. Christy, Oklahoma City, Okla.

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Special luncheons featured this year's National Convention and we will be seeing more of them in the future. Shown here is the one sponsored Saturday noon by the Ken Schaefer Auto Auction, Indianapolis; Fort Wayne Auto Auction, Fort Wayne; Muncie Auto Auction, Muncie; and the Indianapolis Auto Auction, Indianapolis.

President's Acceptance Address

By COL. C. B. DRAKE

Mister Chairman, Past President Col. Sigrist, all other Officers of the National Auctioneers Association, Ladies Auxiliary and Members:

Friends, it is an honor to stand before you as your incoming President and I want you to know that I do appreciate it. I hardly feel qualified for the position. I feel that there will be successes in the coming year. It will be up to my co-officers, board of directors, and other officers you have seen fit to select from many. The most gratifying thing is that a few of you have carried the burden for ten years. There is a boy in the room, Col. Tom Berry, whom I think, to my knowledge is the only one who has attended every convention.

Past History of N. A. A.

Three men met in St. Louis in 1945. Bud Cutter was chosen President. The following year, 1946, Chaffee of Pennsylvania and Wilson of Ohio met McClintock in St. Louis. They didn't find much to do at the Hotel DeSoto so they came to my home. It was a sale day but as soon as the sale was over, we jumped into a 46 Pontiac and got to St. Louis. We attended the meeting the next two days. Our good friend and loyal supporter, Col. Gordon was elected President. We voted to hold the next meeting in 1947 at the Chase Hotel, St. Louis. McCracken was elected President.

In 1948 we went to Asbury Park with 50 members. Col. Paul Bockelman was elected President. In 1949, we met at Sioux City, Iowa and Albert J. Ferguson was elected President. Officers were elected in July but didn't take office until January. At Pittsburgh on August 14, 1949, Col Ferguson died. He was one President elected that didn't manage to live long enough to fulfill his office. Col Sheets was made President from First Vice President's Office. He filled the unexpired term. It was voted to start offices in July.

In 1950, the convention went to Roanoke, Virginia. In 1951, at Decatur,



Col. C. B. Drake

Illinois; 1952, Minneapolis, Minnesota; 1953, Columbus, Ohio; 1954, Omaha, Nebraska and 1955 at Indianapolis, Indiana.

In August of 1949, we changed the name from the National Society of Auctioneers to National Auctioneer's Association.

Ten Years of Gratification

The most gratifying part of ten years being affiliated with the NAA, is that there is a certainly no occasion for me to be jealous of you and you to be jealous of me. I am not going to become big enough to get all the auctions and neither are you. We as businessmen should not have any animosity for our fellow auctioneers. Let's just slide over as there is room for all of us.

My own personal motto is:

"I never felt as though I was too poor to work with the richest people and I never felt I was too good to co-operate with the poorest auctioneer."

It gives me great pleasure to see all the good auctioneers from all of the different auctioneering schools. Don't think you have to graduate from an auctioneering school to be good; many

good auctioneers have never been to school. I am willing to slide over and make room for you.

I shall do by best to fulfill the duties and obligations of my office and if I don't do any better, it is because I am not qualified.

The Honor Roll

Those who attended the 1953 National Auctioneers Convention at Columbus, Ohio, will recall that a fund raising drive was carried out whereby a sum of \$5,000 was collected to insure the continued publication of "The Auctioneer." This money was kept in a separate account and was to be used only if necessary. We are happy to report that it was never necessary to draw upon this account. At the Indianapolis Convention, the Treasury of our organization was in a very healthy position. Therefore, all money loaned at Columbus was repaid in full.

We who are charged with the responsibility of the management of the National Auctioneers Association wish to publicly express our thanks to the following who so graciously helped us in a time of need:

Col. Paul A. Bastin, West Virginia

Col. M. C. Bowers, Tennessee

Col. A. L. Breaw, South Dakota
(Now deceased)

Col. John A. Carr, Illinois

Col. Woodrow S. Davis, Ohio

Col. Chris B. Dawson, Ohio

Col. C. B. Drake, Illinois

Col. A. C. Dunning, Illinois

Col. Dan J. Fuller, Nebraska

Col. L. M. Glendenning, Ohio

Col. Laird N. Glover, Indiana

Col. Joe M. Goldberg, Illinois

Col. Michael Gordon, Illinois

Grubaugh Brothers, Nebraska

Col. Vincent Hanson, Wisconsin

Col. Walter Heise, Wisconsin

Col. Walter Holford, Illinois

Col. Ray Hudson, Illinois

Indianapolis Auto Auction, Indiana

Col. H. C. Jessee, Tennessee

Col. J. E. Kirkeminde, Kansas

Col. G. A. La Munion, Maryland

Col. Clarence W. Latham, Ohio

Col. Sam Lyons, Pennsylvania

Col. William McCracken, Missouri
Nebraska Auctioneers Association

Col. E. T. Nelsen, Minnesota

New Jersey Auctioneers Association

Ohio Auctioneers Association

Col. James Patterson, Ohio

Patton Auction Co., Florida

Col. Homer Pollock, Ohio

Col. Carman Y. Potter, Illinois

Col. Henry Rasmussen, Nebraska

Col. Harrison J. Retmier, Indiana

Col. Adrian M. Rhyne, Michigan

Col. John T. Ryan, Nebraska

Col. Virgil F. Scarbrough, Illinois

Col. E. T. Sherlock, Kansas

Col. H. W. Sigrist, Indiana

Reppert School of Auctioneering, Ind.

Col. C. B. Smith, Michigan

Col. Don W. Standen, Ohio

Col. Frank K. Taylor, New York

Col. Herbert Van Pelt, New Jersey

Col. Watson Van Sciver, New Jersey

Col. R. A. Waldrep, Alabama

Col. Tom McCord, Alabama

Col. W. J. Wendelin, Texas

Col. John L. Whitman, Illinois

Col. Harris Wilcox, New York

Col. Clyde M. Wilson, Ohio

Col. Elias Frey, Ohio

Col. Charles M. Woolley, New Jersey

Col. Rex Young, Nebraska

Col. Adolph Zicht, Nebraska

Ladies Auxiliary to the NAA

Read Or Watch TV?

The alarming thing today is not the use but the abuse of television. Parents rely on it as a sort of opiate to keep their children quiet and out of circulation. Unfortunately, television encourages passivity rather than activity. It fosters the dangerous idea that we can learn by letting knowledge drip on us like rain from heaven.

The deeper and more abiding rewards of literature, on the other hand, are harder to come by. Reading is work. Even in its lightest form it demands some discipline and investment of self. But it is this self-investment which, over the long haul, pays off in dividends to the mind . . . Only the written word gives students the solid background that underlies all real culture.—Dr. Frank Baxter in "Wake Up and Read!"

A Kick Can Be A Boost --- Better Service Is Answer

By COL. POP HESS



Well, boys, it will be September, 1955 when you receive this issue. September will be the real beginning of The N. A. A.'s tenth fiscal year of operation. The publication, "The Auctioneer", later became the voice of The National Association of Auctioneers.

Naturally, as we look back we can note both good and bad have gone over the dam, but to date the record is very clear. **The Auctioneers of the United States and Canada do have a strong organization, a good monthly publication and since this National Association has been established, the Auctioneering profession and the Auction sale have a star that will stand the test.**

In my column for this month, I will not attempt to comment too much on the convention held in July, as no doubt many pages of the publication will carry in detail the convention in general. However, I can not just pass this subject without some comment. First, I want to thank all the boys who took time out to write me, telling me how disappointed they were in not seeing me at the convention. I want to get across to all, there could not have been any one as disappointed in not being at the convention as myself. This year I had planned for months ahead to be at the convention. However, about a week before leaving time I had a "little fling." While there is seldom anything the matter with me in the way of health, this one made me very uncomfortable for several days. When a chap has passed the 75 year mark, a little fling some times becomes a big fling! My folks said I must sit in the shade, take what they gave me and no back talk, until I became normal again. This I did. Though,

I was "Very Grouchy" until the convention dates were past. I am now back on full feed and 100% active. So, boys, I am sorry I had to be absent.

From the reports I have received, from Auctioneers and our good Secretary and Editor, Bernie Hart, I am very happy to note it was a good meeting. Bernie said in his letter, "It was a **"Hum-dinger!"**" In the reports I received there were 28 states and Canada represented at the convention. The total number that registered was 344. However, many no doubt did not register. I was happy to note Ohio ranked third in addendance.

I am very happy to have Col. Hart back as Secretary and Editor. Not too many chaps like Bernie running loose—who could fill the position so well.

Since writing my July Column for this year I have had many letters come to me from auctioneers throughout the land, with many questions and suggestions. Many were from young auctioneers who are just a short time listed as Auctioneers. They of course have many problems. They list the causes of discouragement from the treatment they receive from the older auctioneers and certain interests who are not happy to see Auction Sales held, selling their certain items. They sell through private sale, over the counter, etc.

One young Auctioneer from the Deep South mailed me a very interesting letter of his own and a copy of a letter sent out by a Farm Implement Association. The subject: "What About Auctions—Especially of Farming Equipment?" This circular letter mailed extensively to farmers and dealers through the Southland, ridiculing an Implement Auction held by this auctioneer. His auc-

IN UNITY THERE IS STRENGTH

tion was set up so farmers and dealers could consign new and used farming tools to be sold at auction. Now the auctioneer in question had in mind the establishment of a regular Farm Equipment auction. Naturally he was discouraged by this circular. However, in reading between the lines, it seemed quite evident that the writer was more scared than the auctioneer.

It reminded me of the little colored boy who was water boy for a plantation. The sun was hot and the boss ordered him to go to the spring and bring a fresh bucket of water for the men. In so doing the boy encountered an **alligator in the spring** and of course he left the bucket as well as the water. When the boss seen the boy's predicament he tried to get the boy to go back after the water, telling him that the alligator

was more scared than the boy. The boy replied, saying, "Boss, if that alligator is scared half as bad as I is, I'm tellin' You-all that water ain't fit to drink!"

And so the Secretary of the Farm Implement Dealers Association is scared now that the selling of Farm Equipment at auction may have something to do with establishing real values and work a hardship on the dealers.

Down through the years I have found that a Kick can be a Boost. Here are two examples. (1) Implements sell for less at auction than they do privately with high-powered salesmen. What a fine cue for this auction, you tell farmers where they can save some money and they will turn out in force on sale day. Give me a crowd of bargain hunters and I will give you a good sale. (2) Implements selling in these auctions were not



Col. D. L. Crume, Kokomo, Ind., receives the award for being the oldest auctioneer present at the 1955 Convention from Col. Ray Elliott, Convention Chairman. Col. Crume received this same recognition at the 1953 National Convention.

IN UNITY THERE IS STRENGTH

repainted nor re-conditioned and were sold without warranty. In making this statement, the auction critic gave the consignors his strongest point—present your merchandise in its best dress, fresh paint and all.

My suggestion to this young auctioneer from the Deep South is: Just keep on holding Farm Equipment auctions. Have your consignors put their tools in sale shape. Paint them or leave them as they are as sometimes the buyer would rather do his own painting. Let the opposition tell the entire South your tools will sell cheap. You cannot buy better publicity. It will hold back your consignors to some extent but through curiosity the would-be consignor who is too timid to consign will attend your sales. If you have a good attendance and you are a good auctioneer with ability to sell, it will not be long until you will have a beaten path to your sale. In time your Farm Equipment Auction will be like some of the successful ones in the Mid-West—places known as good

spots to buy or sell. Each was built by consistent judgment and action. The noise of the opposition will help insure your success.

There is much competition in auctioneering but the business grows and grows. There is now and always has been plenty of room for a GOOD auctioneer and a GOOD auction. But you, Mr. Auctioneer, must be able to take knocks and paddle onward—smile at those who persecute you—keep your head—give your client and your bidders a good honest, clean auction service and in time it will pay off.

I look upon this much like the story of the boy and the family dog. He asked his father just who the dog belonged to. Answer—the entire family. Question — What part of the dog belongs to Dad? (A) His head. (Q) What part belongs to mother? (A) The body. (Q) What part belongs to sister? (A) The legs. The little boy started crying and the provoked father asked why. That only leaves me the tail was his complaint.

YOU MISS SO MUCH

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

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

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Dad's counseling was that you are just a little boy, the tail is all you need. At this the boy grabbed the dog's tail and started twisting. The dog yelped and the father asked the boy to stop twisting his tail. "Don't worry about me," said the boy, "This tail is my part of the dog, I can do as I please with it—the noise is coming out of your end, the head—you take care of your end and I'll take care of mine."

You auctioneers who are greaving about the treatment you are receiving from older auctioneers can take heed to the above. If you twist the tail just right they will holler and be disturbed. Remember the words of the colored boy: If they are scared half as bad as they try to scare you, their drinking water is very bitter.

It takes time and time has built many a large corporation—bought and paid for many a farm—and so on down the line. It took time and patience for Noah to build the Ark and get it loaded—but he saved himself and the contents of the Ark from the flood.

Auctioneers, let me hear from you—let's make the period from now to next convention time one of improvement.

Auctioneers In The News At Convention

Mickey McCarty, wellknown columnist of the Indianapolis News, spent some time among those attending the National Convention. His entire column, appearing on page one of the above named newspaper on July 15, was devoted to the Convention. We are reprinting a portion of his comments.

Fellow Taxpayers: There are more "colonels" to the square inch in Indianapolis today and tomorrow than perhaps ever before in the history of the Hoosier capital.

In fact, you couldn't toss a stone in any direction in the vicinity of the Claypool without hitting at least one of them. These "colonels" are not of the military variety but are members of the National Auctioneers Association, which is holding its first national convention in Indiana. There are at least 600 of them in our midst, in addition to about 400 wives and sweethearts. And you won't find a

"general" or a "private" in the list.

They are a serious group, these auctioneers, and they are proud of the strides they have made — in improving the standards of auctioneering and in protecting the public against unscrupulous practices — in the nine years the national association has been in existence.

These visiting auctioneers — they're here from all parts of the United States and some from Canada — are proud of their profession. It's a lucrative business, they'll tell you, if you are willing to put in many hours of hard work at it. They are proud, too, to tell you that James McCord, who served two terms as Governor of Tennessee, was an auctioneer, and that Indianapolis' most nationally known mayor, the late Samuel Lewis Shank, was a member of the same profession.

Garl Rudesell, present mayor of Huntington, as was Oren Ross, for 18 years mayor of Winchester. There are always at least one or two auctioneers in every session of the Indiana legislature, they say, and a large number of the present sheriffs in Indiana have an auctioneering background. They point this out not to show that auctioneers are "dabbling in politics," but as an indication of their desire to be of public service to their communities.

The convention program is replete with topics covering all phases of auctioneering—land and real estate sales, produce, livestock, antiques, automobiles, etc. These subjects will be discussed by competent speakers in their fields. One speaker they are looking forward to hearing is Col. Hugh McGuire, of Holstein, Ia., who recently sold 12 farms at auction sales in one week.

The National Auctioneers Association proclaims that the auction business "is the medium through which the lifeblood of the nation attains greater momentum and brings the nation greater balance, prosperity and stability." Therefore, they say, the auctioneer must never lose sight of his personal and professional integrity, his great responsibility and his sense of patriotism. It is in that spirit the "colonels" are meeting here in national convention today and tomorrow.

Auctioneer Van Pelt Looks Back On Years Of "Crying"

By Marian Godown

"A top auctioneer has a following that a movie star would envy" an article in the July issue of McCall's magazine starts. It comes as no surprise that the "top" auctioneer featured in the national magazine's visit to a country auction on Flemington's East Main street, is veteran Herbert Van Pelt, who has been "crying" since 1917, when he was called upon to sell cakes and goodies at Harvest Home festivals.

The short article, written by Eleanor Pollock, is replete with seven pictures. One shows the tall, jovial auctioneer in a typical pose, holding high an old china platter, part of the furnishings of the late William Hoppock and his widow, who still lives in the large Victorian house. The other photographs catch customers trying out their coveted "new" purchases (an old-fashioned ice cream freezer, a tall hatrack) pensive housewives inspecting the wares, and neighbors lamenting the breaking up of another home.

"People with auction fever turn up at every sale," Van Pelt is quoted in the

magazine. "It's a kind of sport to most of them, outbidding someone else on a bargain. Lots of people come without meaning to bid on anything but get so excited by the bidding, they finally buy something they really don't want."

In the article, Van Pelt reveals his secret for learning what house decorators consider "smart" from one season to the next. "I simply note which relic, knickknack, and furnishings bring the high or low prices." The veteran of over 5,000 sales remembers "when used Victorian furniture was bought for firewood while today, it brings good prices."

"It's invariably the transported city folk who make off with the rare antiques for a trifle," the magazine points out, "or the quaint whatnot that will be painted a shocking pink." You can sell anybody anything as long as it's cheap enough," Van Pelt admits.

The interesting description of a country auction strikes a familiar chord to the hundreds of Van Pelt fans who come from miles away—some just to watch the show for free.

Van Pelt is one of the busiest auc-

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tioneers in America for another reason; plain old-fashioned honesty. Explaining his philosophy of dealing with human nature, he once told this reporter, "Treat everyone fairly and never misrepresent anything to make a sale look good."

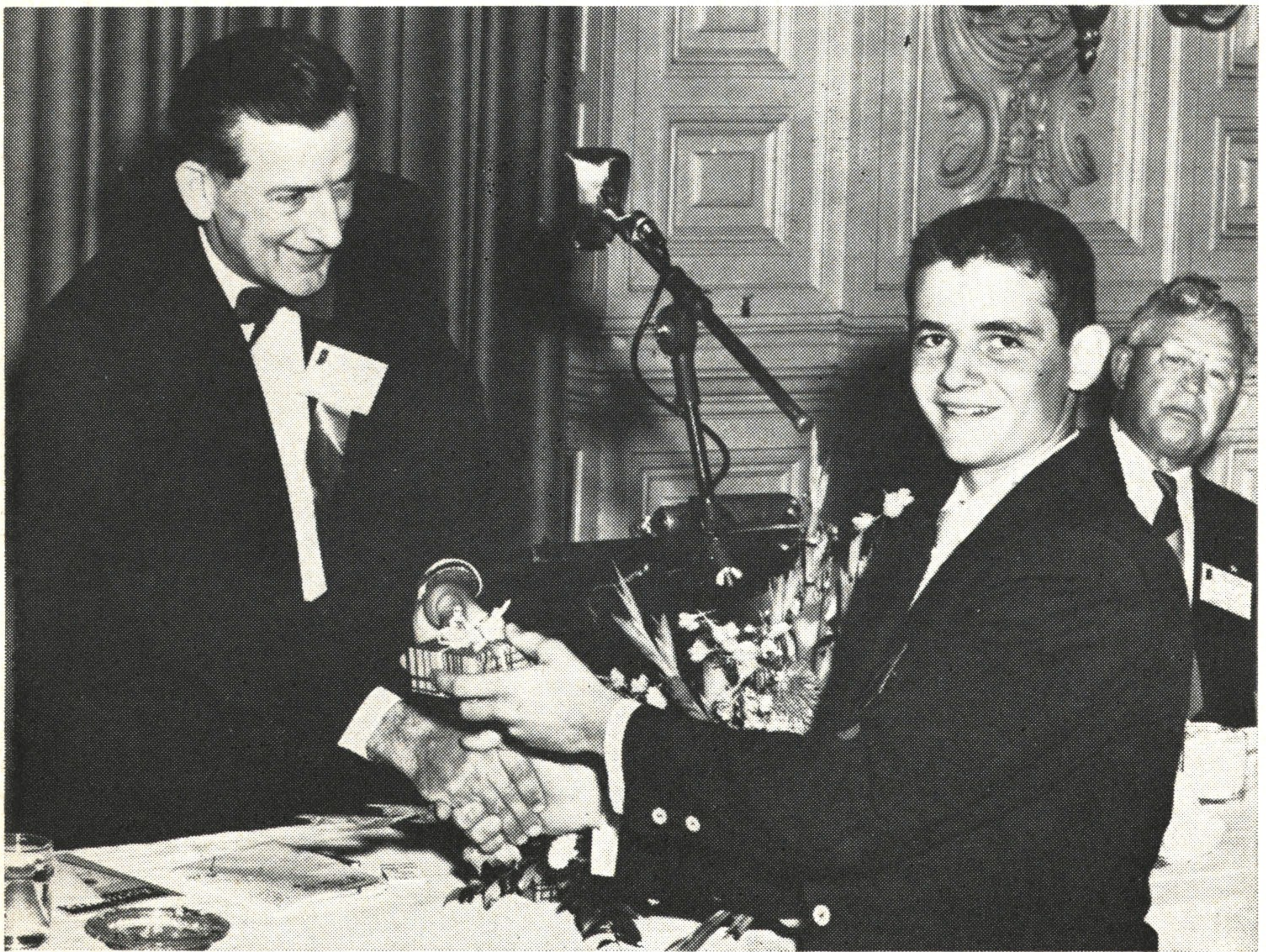
Unfortunately, some auction goers forget their sense of honesty when they spy some choice article. The auctioneer recalls a farmer who bought a lot of garden tools, and when he looked for them after paying his bill, the entire load was gone. Small items, like salt-cellars and spoons are "shoplifted" easily.

The Readington master salesman, who has been spotlighted several times in national magazines, knows most antique dealers and many bidders in the area by sight. They look forward to his antics of amusing them when they get restless by donning hats of ancient vintage or cracking jokes, almost as old as some of the antiques. He never rebukes

a crowd, but always manages to keep it under control.

Born in rural Hopewell, Van Pelt looks and acts much younger than his 73 years. He has conducted as many as six sales a week in all kinds of weather. He has held his audience in the rain, in the cold, and once even holding forth in a snowstorm by lamplight. Never has he been forced to adjourn a sale because of his voice giving way.

He has auctioned practically everything but flying machines. The most unusual animal he sold was an alligator. During the depression, a team of horses went for a high bid of \$3.50 while a cat brought in \$7 at the same sale. Horses used to be a big attraction but they are rapidly disappearing. Nowadays, tractors run up the biggest prices. Sales are decreasing, Van Pelt says. Not as many of the old-time homesteads are put up at public sale today unless it's an executor's sale to liquidate the estate.



Col. James Kirkendall, Burlington, Ind., was the youngest auctioneer present at the Convention and he receives the official recognition from Col. Ray Elliott.

Too busy to retire, Van Pelt collects hundreds of canes and souvenir spoons as a hobby. He is active in civic, charitable and business organizations, among them the Raritan State Bank, Flemington Fair Association, and Somerset Hospital.

Life Begins To Get Interesting At 50

Submitted by
Col. Walter Carlson, Triumph, Minn.

If you're past 50, puff out your chest. For you probably have more "creative imagination" than those youngsters who are trying to get your job.

And this, for your information, comes from one of the nation's top advertising men, Alex Osborn, co-founder of Batten, Barton, Durstine and Osborne advertising agency. He's 66.

Speaking at the second annual advertising workshop at the Nicollet hotel, sponsored by the Minneapolis Advertising club, Osborn said: "Not enough credit for creative imagination is given to fellows over 50.

"It has been found that most of the great ideas in the world's history were the brain children of men and women well past the 50-year mark."

Osborn cited Minneapolis' Sam Gale, vice president and advertising director of General Mills, as an outstanding example "of this truth that imagination is the one mental faculty which can keep on growing even after the age of 50."

Gale was 60 years old on July 20.

Osborn, who played a major role in stimulating the nation's educators and businessmen to shift the emphasis in teaching from memorizing other men's ideas to the production of original ones, struck back at employers who won't hire people over 45.

The average life of an advertising executive was said to be 57 years, Osborn said, but it has been going up the past few years and soon the better advertising men will be living longer.

Other speakers at the workshop included some of the top advertising men in the country.

IN MEMORIAM

Col. Harvey H. Tucker, Iowa
Col. Gus L. Day, New Jersey

CARD OF THANKS

Please extend my thanks to the National Auctioneers Association for the beautiful flowers at the time of the death of my beloved husband.

Mrs. Harvey Tucker
Sioux City, Iowa

The Advertising Federation of America held its eighth district convention in connection with the workshop. Elon G. Borton, president and general manager of the federation, spoke.

Also attending the convention were W. I. Ninn, Chicago advertising manager of Standard Oil Co. of Indiana.

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

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FLORIDA

Col. Robert W. Butler, Daytona Beach

Col. L. M. Pedersen—Jacksonville

GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

Col. Warren H. Waldrep, Atlanta

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OKLAHOMA

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Col. L. J. Stanley—Portland

BOOSTER PAGE (Cont.)

SOUTH DAKOTA

Col. Robert E. Penfield—Lemmon

TENNESSEE

Col. J. Robert Hood—Lawrenceburg

Col. H. C. "Red" Jesse—Morristown

Col. E. H. Lawson, Kingsport

Col. C. B. McCarter—Sevierville

TEXAS

Col. Don Estes—San Angelo

Col. W. J. Wendelin—Henderson

WISCONSIN

Col. Earl Clauer,—Mineral Paint

Col. W. C. Heise—Oconto

Col. Don Lloyd, Oshkosh

WYOMING

Col. C. G. Williams—Sheridan

Col. Dale Shelton, Jr.—Sheridan

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

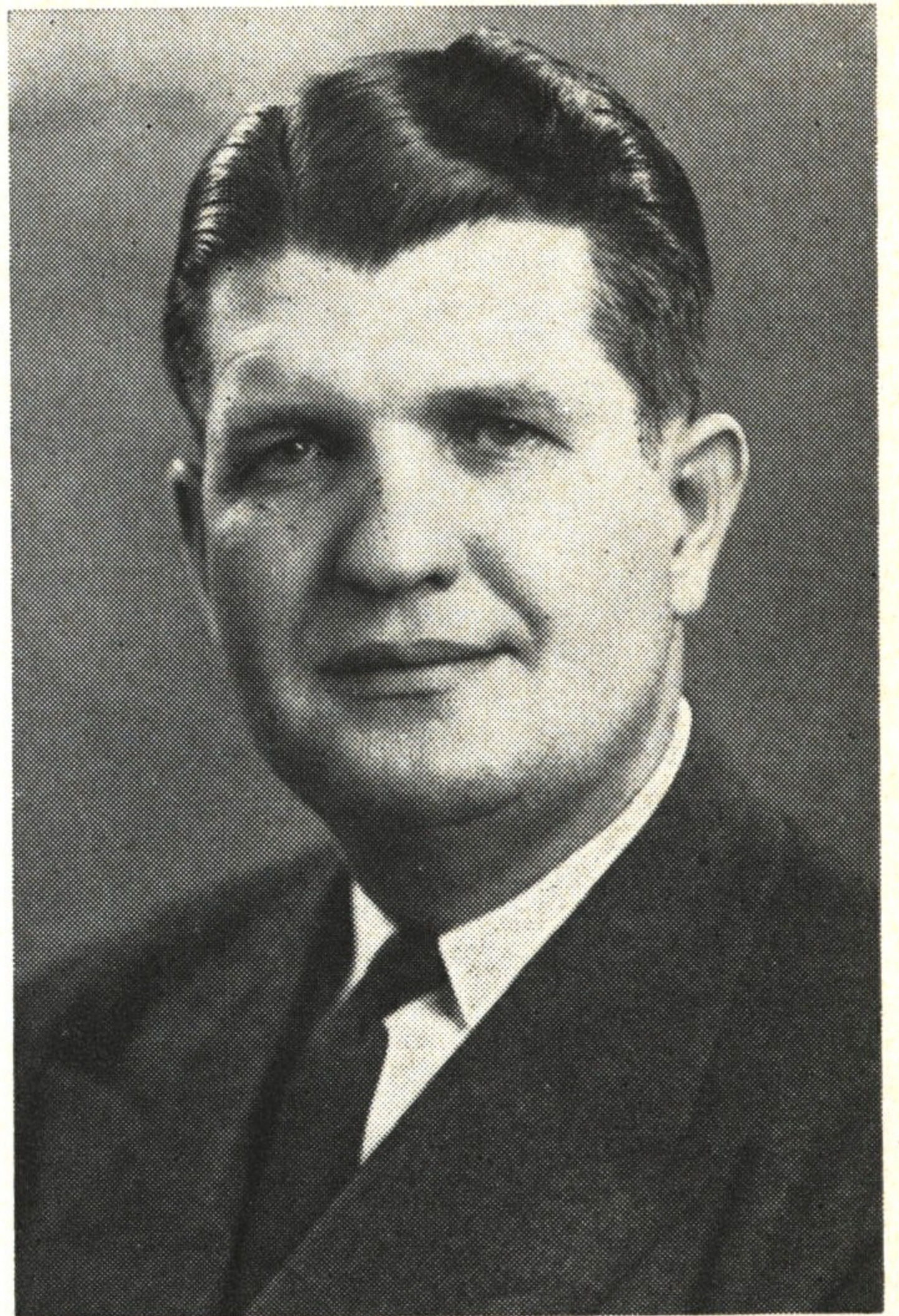
Prices Of Antiques On The Increase

Rising prices for fine antiques are noted by Plaza Art Galleries in the report on its fiscal year ending June 30. During the year Plaza conducted 65 sales which realized a total of \$2,054,739. This was a gain of \$143,303 over the previous year.

Highest price paid for a single object was \$8,000 for a portrait, "Mrs. Israel Thorndike Jr." by Gilbert Stuart. In other categories, a New York silver tankard by Peter Quintard, c. 1720, brought \$2700 and a Louis XVI inlaid rosewood fall-front desk \$2050.

William H. O'Reilley, president of Plaza Art Galleries, believes that prices for antiques of choice quality will continue to go up. In support of this view he cites: Increased purchasing power here and abroad. A genuine public desire for authentic period furniture and works of art. Growing interest in Americana pertaining to our national heritage. The scarcity created by giving public institutions and museums collections that otherwise would be offered at public sale.

Fulkerson Heads New Missouri Association



Col. Jewett M. Fulkerson

As soon as Kansas City was selected for the site of the 1956 National Convention, the Missourians present at the Indianapolis Convention convened for the purpose of establishing a Missouri Auctioneers Association.

Elected to the office of president was Col. Jewett Fulkerson of Liberty. Col. Bill McCracken, Kirkwood, was elected Vice-President, and Col. Joe L. Horn, also of Kirkwood, is the Secretary-Treasurer.

CAREFUL

"I shouldn't be offering you wine, You're the head of the Temperance League, aren't you?" remarked the hostess to her male guest.

"Oh, no," replied the guest. "I'm the head of the Anti-Vice League."

"Well, I knew there was something I shouldn't offer you."



Auction Operator Is Convicted as Nuisance

TOMS RIVER, N.J.—Louis Caro, operator of an auction market on Route 35, Ortley Beach, yesterday was found guilty of violating a Dover Township nuisance ordinance at his place of business.

Magistrate Ben Novins fined Mr. Caro \$100, the maximum penalty under the code which was adopted here June 14.

Ortley Beach residents charged Mr. Caro permitted bright lights, loud noises, and similar disturbance at the market. It is located on the west side of Route 35 near Fourth Avenue in a business zone.

The complaint was signed by Collin Applegate, secretary of the township Board of Health, and Mrs. Wilberta Barnes, an Ortley Beach resident. She signed a petition with about 50 others from that ocean-front section of the township condemning the market.

Bans Searchlight

Mr. Novins instructed Mr. Caro not to use a searchlight at the market premises any more. Mr. Caro had said the large light was used as a trademark or advertisement to attract customers. Residents charged that the light shined in the windows of their homes.

The magistrate also said he would instruct Police Chief Donald B. Grover to have police stationed near and at the market to use police whistles as little as possible. Recurring use of the whistles was one of the chief complaints.

About 40 persons attended the two-day trial. Several of them testified that they wanted to see the market shut down because it affects their sleep, reduces

their property values, and results in a nightly traffic jam.

Sees Traffic Hazard

Mr. Novins said he wanted the light discontinued because motorists created hazards when they slowed their vehicles to "see what was going on."

The magistrate said he did not have jurisdiction to close down the market. He advised the objectors to take this phase of their complaint to the chancery division of the Superior Court to seek an injunction.

Mr. Novins said he visited the premises Tuesday night and found that the market was being operated in an orderly manner.

Mr. Caro told the court that he was "bending over backwards" in an attempt to "make people happy" there. He said he moved the searchlight 24 times. He said it was "impossible" to hear noises from the market a block away. Use of loudspeakers by auctioneers has been discontinued, he said.

Cite Noises

Residents said the market produced loud and disturbing noises up to 2 A.M. each day. Mr. Caro said the business closed at midnight, and that no unnecessary noises were created from that time until 2 A.M. when "wares were put away."

The defendant produced a petition with an estimated 200 signatures of persons stating that they approved of the market. The signatures were collected at the market. Some of the signers were Ortley Beach residents.

Mr. Novins warned Mr. Caro to operate the business in a fashion which would not violate the nuisance code.

PUBLIC OPINION

The collection department of a Chicago firm tried a new method on a slow-paying account in a small Southern town.

"Dear Mr. Smith," the letter began, "What would all your neighbors think if we came to your town and repossessed your car?"

In due course, the letter came back with this message written across the bottom, "I have taken up this matter with my neighbors, and they think it would be a lousy trick."

ON THE OPPOSITE PAGE

The fun auction this year proved the old saying that proper presentation of merchandise adds to its selling price. The young lady was certainly efficient with her part of the job and from the expression on the face of the auctioneer selling it would seem that she has furnished him with new life and encouragement.

Meditations On Convention

Just been to brunch
Which was really a meal
Compliments of Col. Hughey Martin
and Mrs - - -
A right smart good deal.

Our luggage and contents
Checked over once more
In our hotel room
On the fourth floor.

Paid our hotel bill,
Turned in the key
Signed cards for Col. Hart
On our way we must be.

As we get in our cars
Each to go our own way
Can't help but recall
Events of these past three days.

Indiana certainly came through
In being State Host
Everyone did his part and
Must have been at their post.

Col. Elliott conducted
By Col. Smock they were led
All the Committees to entertain
So well and see everyone fed.

Each on the programs
Fulfilled his own part
All speakers, directors, instructors
Col. Sigrist from his heart.

The Carey Jones Luncheon
Auto Auction Owners and guests
Illinois Breakfast and others
With good food we were blessed.

The reports from Committees
And the following elections
Were well based and attended
Making Kansas City—Site Selection.

Five men from Missouri
Not to be outdone
Organized a State Group
To join others in next year's fun.

The Grand Banquet and finale
The highlight and limelight on all
Singer Col. Bob—friend of Col. Sigrist
Held everyone in enthrall.

Wonderful speaker—Dr. McFarland
Left everyone with puzzling discern
Do we all do our part
In this group and show enough concern?

In my acceptance as President
Am I big enough to lead and direct
A year's activities and still progress
Toward higher goals and more success?

It's with pride and pleasure
A small part to be
In our profession, organization
And Friendship to continue as We.

We know Dr. McFarland
Stressed the importance of YOU
In business relations he's right
And his idea is true.

But, it will take all of us
All over the Nation
To make next year's
Our most outstanding Convention.

Again, many thanks!
To Indianans and everyone
For the wonderful Convention
And a job well done.

Thanks to the Hotel Claypool
And all its employees
Indianapolis as the host City
To our chatter and noise.

Written by Mrs. Lewis (Elaine)
Madison, Plainfield, Ill., for her
father, Col. C. B. Drake.

State's Auto Auction Proves Successful

INDIANAPOLIS—State officials termed the first public auction of used cars in six years a huge success.

State Highway Chairman Virgil Smith, whose department officiated at the sale, said the 30 cars and one pickup truck brought much more than they would as trade-ins.

Total paid for all vehicles, most of which could be driven away under their own power, was \$4,620.

Of this total, \$600 was paid for the 1951 Studebaker former Gov. Henry F. Schricker used to drive.

Col. Dan Fuller Of Nebraska A Guide

A 200 acre feed-lot, 147 Holstein cows being milked at one dairy, 26,000 acres in one body of land, mowing hay with a 42 ft. swath, a seven ton hay stack in 20 minutes—sounds like giant operations to an easterner. Those were some of the sights an Indiana farmer, who had never been west of Illinois, saw in Nebraska, with Col. Dan Fuller as his guide.

Following the Indianapolis Convention, Col. and Mrs. Fuller brought Mrs. Fuller's sister and her husband home with them. In an earlier issue of "The Auctioneer", Col. H. W. Sigrist described some of the sights shown him by Col. Fuller, but Dan outdid all former sight seeing tours with his brother-in-law from Hoosier-land. If any of you boys from east of the Mississippi River wish to see Nebraska in action, we suggest you contact Col. Dan Fuller.

Auction

The machinery first, and then the household wares,
The old black stove, the fraying leather chairs
That they had sat in through the many years.
Oh, it was hard to hold the stinging tears
As each remembered piece went on the block
And Jeff took one last look at all his stock.
There was no choice, of course, they were too old
To stay. The winters were too bleakly cold
For those not young. But still, they couldn't sell
Their memories, or even quite dispel
The fears that smoulder in the saddened mind
When old folks leave their life-long home behind.
—Dorothy Rustebakke,
Daniels Co., Mont.

HOT PROMOTIONAL ITEMS

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1955 - Convention 1956 ?

By COL. B. G. COATS

Every member of the National Auctioneers Association present at the national convention held at the Claypool Hotel, Indianapolis, Indiana, July 14, 15, 16th, must have a profound feeling of regret for those that were not present. The Indiana Auctioneers Association as hosts to the National Auctioneers Association presented the most inspiring, constructive and entertaining program ever presented at any national convention of the N.A.A. One could not help but observe the spirit of enthusiasm and cooperation that permeated every session of the convention. The accomplishments of the Association during the past year under the leadership of our Past President, Col. H. W. Sigrist, as given by the Secretary, Col. Bernard Hart, and the splendid report of the Treasurer, Col. Henry Rasmussen, infused an animating and exalting influence upon all to do a bigger and better job in the year that lies ahead.

What a pleasure it was to talk with so many auctioneers from all parts of the country and Canada. To look into the faces of the multitude, one could sense their thirst for knowledge of the auction business, their craving for new ideas and their desire and determination for fellowship among one another. The convention accomplished just that.

The National Auctioneers Association of tomorrow depends upon those who are its leaders today. Those who have sacrificed so much in the past, important as they may be, and as important as their contributions have been, must give way to others of more tender years who are now coming on and in great numbers. What a thrilling site it was to see so many young Auctioneers present at the convention. They came from ranches, colleges, universities, cities, towns, villages and farms. Most of them are definitely on their way. Some are partners with their fathers and are learning by doing. Others are striving to take advantage of every opportunity. That is why they were present at the convention. In any case, they are the Auctioneers who, as Auctioneers of tomorrow will guide the

National Auctioneers Association in the years that lie ahead. They have the benefit of the advice and example of those who have learned by experience, they have the benefit of the wisdom and counsel of all those who for 9 long years have never faltered in making the National Auctioneers Association what it is today. They also have the forward look, ambition, new ideas, initiative and the spirit of accomplishment.

It is for just such reasons that the Associations' leaders today need to give their support to the Auctioneers of tomorrow. The young Auctioneers of today can and will contribute much to the progress of our Association and the Auctioneering profession. It is imperative that they be encouraged.

According to word reaching our office, Col. B. G. Coats, Long Branch, N. J., submitted to major surgery on August 8. Col. Coats is probably the best known member of the N A A, having served in the office of President for one term and more recently as Secretary and Editor of "The Auctioneer". His many friends throughout the organization will be hopefully awaiting news of his complete recovery.

A major league baseball team cannot be champions for ever. They must recruit new material every year. A successful Auctioneer of today will be something less than good tomorrow unless he works with the younger Auctioneer coming along to take the place in a few years of many of the veterans.

There is another angle which our Association should at all times bear in mind and which in my opinion is paramount. The younger Auctioneers are going to be the advertisement for our Association. If we loose them as contributors to our Association and our profession, we are just plain stupid.

You have elected a splendid group of Officers to guide our Association for the next twelve months. Upon them rests the responsibility of sound and efficient administration, progress of our Association, expansion of our Association and the building of a membership upon which each of us must share. Carry that convention enthusiasm with you every day throughout the year, and never let an opportunity to pass of obtaining a new member.

Before departing from the convention I told our new President, Col. C. B. Drake, that unless he could surpass in every way our 1955 convention, that I would not bother travelling to Kansas City, in 1956, knowing full well that it was a difficult assignment, as the Indiana Auctioneers Association did establish a precedent. But it can be done and will be done and I feel that our newly elected officers will see to it that it will be done. They cannot do it alone, so let's all of us start now, not tomorrow and go to Kansas City, with a membership that will stagger the most astute concepts.

Your Officers need every encouragement. A word here and there sometimes does a world of good. A pat on the back when things look dark is always welcome. Keep up the splendid work of the past year and remember this administration is charged with not only holding the gains that have been made in the past year but improving upon them. The success of our 1955 convention should be a fresh stimulus for all. I am sure that every member of the N.A.A., is proud to have had a share in the great contribution that has been made to the auctioneering profession, that you will be proud to give of your time and effort in furtherance of our Association. Through organization we can better develop character, ability and knowledge. May each of us help in filling a full page in "The Auctioneer" every month of new members. The members you obtain today is the assurance of tomorrow's progress.

To all who will guide our Association for the next twelve months, goes very best wishes for the best year in the history of our Association and that 1956 will far surpass our 1955 national convention. Sincere congratulations to the Indiana

Auctioneers Association for staging a national convention that will continue to reverberate with approbation throughout the forty eight states and Canada. I hope to visit with you through the medium of "The Auctioneer" for the next twelve months and to meet all of you in Kansas City, Mo. in July 1956. Until then may each of us give some time to recruiting the younger auctioneers as members of our Association.

Col. Radde Elected To Head Minnesota Association

In their regular meeting at St. Cloud, Minnesota, members of the Minnesota Auctioneers Association elected the following officers: Col. Fred Radde, Watertown, President; Col. Russell Davis, St. Peter, Vice-President; and Col. E. T. Nelson, Renville, Secretary.

Other business included the recommendation that a "Blue Book" be issued, listing all members of the M. A. A. and be distributed to all banks, lawyers, county extension agents and others interested in engaging the services of a good auctioneer.

Billy-Goat Auction Goes Back 550 Years

DEIDERSHEIM, GERMANY, July 18 —An interesting old ritual is the annual billy-goat auction at Deidersheim, one of the wine cities along the Rhine. Some 550 years ago Deidersheim granted grazing rights to the people of nearby Lambrecht. Lambrecht is still paying. Every Whitmonday the youngest married couple of Lambrecht bring a billy goat to Deidersheim, where its auctioning the following day is accompanied by merrymaking and the opening of a wine festival.

POSSIBLY

Probably, the real reason the dog remains man's best friend is that they've never borrowed any money from each other.

Look At This List -- Then Resolve To Maintain It's Size

In the period from June 16 to August 15, memberships to the National Auctioneers Association have been received from the "four corners of the earth." This is an indication of what we would like to continue throughout the year and it can be done with your help.

We are listing those who have joined for the first time or renewed their N A A membership. The Asterisk denotes renewal.

Col. John Lane, Virginia
Col. Kenneth Wyant, Indiana
Col. Robert B. Johnson, Indiana
Betty June Johnson, Indiana
Col. Wendell Leonard, Indiana
Col. Art Carroll, Indiana
*Col. Leon Elliott, Indiana
*Col. William M. Leibee, Wyoming
*Col. George W. Lockridge, Virginia
Col. W. P. Jacks, Indiana
*Col. Arnold Ford, New York
*Col. Frank O. Seymour, New York
*Col. Tim Anspach, New York
*Col. Donald W. Maloney, New York
*Col. Bart Bielenberg, Iowa
Col. David H. Tracy, New York
*Col. Robert W. Butler, Florida
Col. Jim Hush, Kansas
*Col. Rex Anderson, Nebraska
*Col. Fulton Beasley, Tennessee
*Col. Herman Strakis, Indiana
*Col. Don L. Smock, Indiana
*Col. R. C. Foland, Indiana
*Col. Wilbur T. Clair, Indiana
*Col. Alvin Leth, Nebraska
*Col. Henry Rasmussen, Nebr. (Life)
*Col. Harvey Hill, Michigan
*Col. Ben Mouw, Iowa
*Col. James J. McGuire, Iowa
*Col. Hugh E. McGuire, Iowa
*Col. Herman Hart, Ohio
*Col. Ronald E. Jackson, Illinois
*Col. Carl W. Setterburg, Iowa
*Col. E. R. Burgess, California
Col. Harvey Parker, Michigan
*Col. Everett Patterson, Indiana
*Col. Freddie Chandler, Iowa
*Col. L. M. Boatwright, Indiana
*Col. E. A. Boyer, Pennsylvania

*Col. Maxwell L. Kallor, New York
*Col. Ralph Drake, Indiana
*Col. John A. Overton, New Mexico
*Col. Chas. C. Hansbrough, Kentucky
*Col. John M. Glassman, Michigan
*Col. G. S. Gordon, Tennessee
*Col. Norman Levy, Michigan
*Col. E. T. Nelson, Minnesota
*Col. Irving H. Fingerhut, New York
*Col. John L. Friedersdorf, Indiana
*Col. Q. R. Chaffee, Pennsylvania
*Col. Ronald B. Chaffee, Pennsylvania
Col. James P. Slater, Wisconsin
Col. Charles R. Williams, Oklahoma
*Col. Lloyd J. Eaton, Michigan
*Col. J. E. Hodge, Nebraska
*Col. Hubert S. Post, Pennsylvania
*Col. Dick Lenox, South Carolina
*Col. Ernest F. Roloff, Nebraska
*Col. Richard E. Hayes, Indiana
*Col. Frank E. Farnbauer, Ohio
*Col. Paul W. Cooley, Connecticut
Col. Arthur Bennett, Quebec
*Col. G. G. Finnell, Florida
Col. Paul Herron, Jr., Kentucky
*Col. Roy J. Draper, Kentucky
Col. George M. Kurtz, Kentucky
Col. John Peterson, Iowa
*Col. Al Boss, Iowa
Col. Oscar Tostlebe, Iowa
Col. John McKee, Iowa
*Col. Warren Collins, Iowa
*Col. Wendell Ritchie, Iowa
*Col. G. H. Shaw, Iowa
Col. Carter Meharry, Indiana
Col. Phil Neuenschwander, Indiana
Col. Cecil Langdon, Indiana
Col. Dewey H. Abney, Indiana
*Col. Ernest Niemeyer, Indiana
*Col. R. L. Reppert, Indiana
Col. Andrew J. Fetsch, Indiana
*Col. Ralph Rinehart, Indiana
*Col. Carl Marker, Indiana (Life)
*Col. H. W. Sigrist, Indiana
*Col. Harold F. Wingler, Indiana
Col. Ora Burkhardt, Indiana
*Col. Franklin Wakefield, Indiana
Col. Merlyn W. Thomas, Indiana
Col. Talmage Hastings, Indiana
Col. J. W. Shapley, Indiana

IN UNITY THERE IS STRENGTH

- Col. Jim Buckley, Indiana
- Col. Don G. Beard, Indiana
- Col. Melvin Penning, Illinois
- *Col. W. P. Drake, Illinois
- *Col. Francis A. Corcoran, Illinois
- *Col. A. C. Dunning, Illinois
- *Col. Virgil F. Scarbrough, Illinois
- *Col. Dale E. Rawdin, Illinois
- *Col. E. T. Sherlock, Kansas (Life)
- *Col. Jim Kirkemide, Kansas
- Col. Leon Forbes, Michigan
- *Col. Adrian M. Rhyne, Michigan
- *Col. Arthur I. Forbes, Michigan
- *Col. Charles Kinsey, Michigan
- *Col. Hugh Morehead, Jr., Missouri
- *Col. Jewett M. Fulkerson, Missouri
- *Col. Dan J. Fuller, Nebraska
- *Col. John R. Potts, New Jersey
- *Col. Preston Thompson, North Carolina
- *Col. Lester N. Brooks, Ohio
- *Col. Homer Pollock, Ohio
- Col. Donald D. Day, Ohio
- *Col. Jim Wagner, Ohio
- *Col. J. M. Darbyshire, Ohio
- *Col. Albert L. Rankin, Ohio
- *Col. Donald H. Stafford, Ohio
- *Col. Woodrow S. Davis, Ohio
- *Col. Tom D. Berry, Pennsylvania
- *Col. Wayne R. Posten, Pennsylvania
- Col. Bob Winton, Tennessee
- *Col. M. C. Bowers, Tennessee
- Col. Clive Anderson, Tennessee
- *Col. W. J. Wendelin, Texas
- *Col. Ernest C. Freund, Wisconsin
- Col. C. E. Christensen, Wisconsin
- *Col. R. W. Doman, Wisconsin
- Col. James V. Kirkendall, Indiana
- *Col. Harris Wilcox, New York (Life)
- Col. Reuben G. Foland, Indiana
- Col. Ernest S. Beck, Indiana
- Col. Lloyd S. Crouch, Indiana
- Col. James R. Donaldson, Illinois
- *Col. Marshall Bilyeu, Indiana
- Col. J. F. Sanmann, Indiana
- *Col. L. L. Seely, Illinois
- *Col. Kendall Seely, Illinois
- Col. Paul S. Smith, Indiana
- Col. Gordon F. Cobb, Kentucky
- *Col. Dick Grubaugh, Nebraska
- *Col. Marvin Grubaugh, Nebraska
- *Col. Joseph L. Horn, Missouri
- Col. Harold Asbury, Indiana
- *Col. Carman Y. Potter, Illinois (Life)
- *Col. Harry W. Kerns, Ohio
- *Col. Cloyce C. Bradford, Ohio
- *Col. Harvey K. Boyer, Indiana
- Col. Tom Hardaway, Indiana
- Col. Kenneth Sherbahn, Indiana
- *Col. William D. McCurley, Illinois
- Col. Tom E. Hays, Ontario
- Col. Carey M. Jones, Illinois
- *Col. F. E. Bloomer, Iowa
- *Col. R. K. Pattin, Florida
- *Col. H. H. Hansbrough, Sr., Florida
- *Col. Glen Robertson, Nebraska
- *Col. Don Decker, Illinois
- *Col. J. A. Tompkins, Oklahoma
- *Col. Eugene C. Waldrep, Alabama
- *Col. Adolph Zicht, Nebraska
- *Col. Johnny J. George, Georgia
- *Col. J. S. Pennell, Texas
- *Col. Thos. F. McKenzie, Illinois
- *Col. Charles D. Harris, South Carolina
- Col. Henry H. Junge, Illinois
- *Col. James Stickle, New Jersey
- *Col. James F. Rife, Illinois
- Col. Bob Byrne, Illinois
- *Col. Laird N. Glover, Indiana
- *Col. Stanley C. Haworth, Virginia
- *Col. Marvin F. Boner, Missouri
- *Col. Richard C. Brodie, Michigan
- *Col. Howard Raser, Montana
- *Col. J. Paul Steiner, Louisiana
- Col. Lamar McCoy, Texas
- *Col. R. A. Mader, Wyoming
- Col. Hugh Campbell, Missouri
- *Col. Michael M. Gordon, Illinois
- *Col. Frank Ricar, Illinois
- *Col. Elwood Collier, Illinois
- Col. G. John Brown, Ontario
- *Col. W. O. Christy, Oklahoma
- *Col. Dale Ellenberger, Indiana
- *Col. Paul A. Bastin, West Virginia
- *Col. Warren H. Waldrep, Georgia
- *Col. Bill Hale, Ohio
- *Col. L. M. Pederson, Florida
- *Col. Art Albaugh, Ohio
- *Col. Scott Barr, Nebraska
- *Col. John T. Ryan, Nebraska
- Col. Lawrence Dykes, Illinois
- *Col. Cotton Laycock, California
- Col. P. J. Peterson, Minnesota
- *Col. Paul D. Forsythe, Wyoming
- *Col. S. Johnny Gray, Pennsylvania
- *Col. Damon L. Koch, Colorado

"Does your husband live up to the promises he made during his courtship days?"

"Always. In those days, he said he wasn't good enough for me and he's been proving it ever since."

Let's Get Acquainted With Our New N. A. A. President

It's a long road from selling pigeons to the other boys in the neighborhood to selling the largest Automobile Auction in the United States but Col. "Chet" Drake has travelled it all the way. Here is the story in his own words.

I, Chester Bennett Drake, was born May 17, 1896 in Mazon, Grundy County, Illinois the youngest of 9 children. My father was a travelling salesman for the Williams Paint Co. and a member of the Illinois Commercial Men's Association.

My parents owned the Viner Hotel which they later sold and purchased the leading hotel, The Cottage Hotel, where we made our home. My mother managed the Hotel while my father continued travelling as a salesman.

Along with other boys in this community I enjoyed the hobby of collecting pigeons and penning them up. After 4 years of collecting and saving them for trading with other boys or shipping some of the off-colored ones to the Chicago market, we finally conceived the idea of a public auction for pigeons as they varied so much in value due to the attractiveness of their colors, well-matched pairs, and size.

So, in mid-summer, 1909, on a Saturday afternoon at the country home of Wayne Carter, a neighboring country boy, Jim Moyer, and myself, living within the village limits of Mazon, held our first pigeon auction—and it fell my duty to be the auctioneer. We advertised locally, inviting all local pigeon buyers and held a very successful auction, selling 30 pair.

In later years after I got into high school at the Mazon Township High School, many a day I played hookey from school and went out to a local farm sale and stood around all day long (even in the winter time in only my suit coat) to listen to my second cousin, the local auctioneer, Col. W. V. Isham, and vowed right then and there that someday I too would take up auctioneering.

During my activities in athletics consisting of basketball, baseball, and track, our coach and professor, Mr. E. C.

Shields, learned of the fact that I had been secretly smoking and expelled me from the basketball team during a very important game. Needless to say, it broke my heart as well as my morale to think I was not permitted to play in this all important game and I vowed to myself while sitting on the side lines during this game that I would never smoke again, and I have not.

I think I can possibly attribute to this fact that I am still blessed with a strong and effective voice that has taken 35 years of physical abuse.

My father passed away February, 1916.

I graduated from high school June 6, 1916, married my school day sweetheart, Ida L. Steinberger of Coal City, Illinois, a former school teacher, the next day in Chicago, and that night took a train to Alexander, North Dakota where we joined my brother, Dr. E. J. Drake, a veterinarian.

We purchased the 320 acre Austad Ranch and my aged mother used her homestead rights and filed claim on the adjoining 320 acres making us a ranch of a solid section. We entered in to the farming and ranching business and cared for white-faced cattle.

My brother in his travels as a veterinarian purchased many small groups of cattle necessitating my going many miles via horse back to herd these cattle to our ranch. Well do I remember one certain round trip of 65 miles each way down into what we called Tobacco Gardens to move 34 head, some of which were small calves, with the thermometer reading 38 to 40 degrees below zero. About half of this distance I walked along side my pony with my long nose buried into his flank, but, even so, was unable to keep it from freezing, not to mention the frost bite to my toes. My

IN UNITY THERE IS STRENGTH

first night out I made arrangements with a farmer along the way to corral them in a large lean-to shed adjacent to his big barn. I arrived home the second evening after I started out with the cattle.

I never will forget the tragedy which befell my first home. I got up at 7:00 A.M. one cold winter Sunday morning to open the direct draft on our wood stove and put in some wood so the house would be warm when we got up and then went back to bed. At 7:45 I heard our hired man on the second floor "thud" to the floor. I laughed to myself thinking he had fallen out of bed. In a matter of seconds he came down the stairs with his trousers in his hands—our house was afire. I ran to the kitchen bare-footed and in my nite shirt, grabbed the reservoir from our Majestic range and climbed the stairway to attempt to put out the flames but only managed to half drown myself in the process of emptying the bulky container thru the dense smoke. You can

imagine what a sight I made coming down the stairs with my nite shirt frozen stiff like a hoop skirt. I immediately called the neighbors for help and then jerked the telephone from the wall to save the instrument and later we hooked it up to the outside pole so we could continue to carry on with outside service.

As soon as we had saved what we could, which was very little, my personal effects were my overcoat and overshoes in addition to my frozen "hoop skirt." We then walked ½ mile south to my mother's homestead which we later used for our temporary home. (I didn't mind so much losing our clothing and personal effects, but to think of the wasted time and effort of cording a wood shed full of wood, as it, too, burned with our house.)

The following spring while we were in the process of re-building, we established our quarters in our grainary and made our bed on the oats as we did not have ample room for both oats

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and a bed—and we could not afford to throw out the oats.

At the beginning of World War I, I was registered and classified as 4A on account of being a rancher.

In the fall of 1917, due to my wife's very poor health, I sold out my interest in the ranch to N. C. Arbuckle, a government horse buyer, and we returned to Mazon, Illinois. I started working as a salesman for W. V. Isham, Ford dealership there who was still the local auctioneer.

By midsummer 1918, my wife's health had improved considerably. I had since been re-classified and was immediately placed in 1A and was called for duty three times and returned home three times on account of flu conditions in the camp. The fourth time I was sworn in a short while ahead of the signing of Armistice; and, therefore, had very brief service in a military way.

I then went to Joliet, Illinois and worked for the Public Service Co. of Northern Illinois as a third shift bus driver hauling men to and from work. After having worked there about one and a half years, I advanced from third shift driver to first shift driver. After 30 days on the first shift, I had a living picture vividly painted to me on a bright Sunday morning when all of the men had entered the bus. I looked across to my co-worker and engineer in charge, a gentleman in his early 60s, still carrying his dinner bucket, and got a mental picture of C. B. Drake in his early 60s. If I were to stay put, this was the highest position I could have hoped to achieve with that company.

I tendered my resignation one week later, took my wife and headed back for the North West, McKenzie County, North Dakota where I had originally been in partnership with my brother. I went up the big Missouri River about 2½ miles from the Old Austad Ranch and I gave a high school professor from Alexander, North Dakota \$200.00 for his homestead rights getting him to relinquish them in the land office in Alexander, McKenzie County, so that I could immediately file upon the same claim without the possibility of anyone else intervening in our transaction.

Incidentally, the definition of a home-

stead residence is where you do your washing. I know that some of the professional workers, such as school teachers, maintained their homestead residence by returning each Saturday to rinse out their dirty shirt and hankies. The requirements to prove a homestead were to reside 7 months of each year for three years and to develop ¼th of the acreage of the timber land.

Ida and I moved into a partially built and unfinished log home to establish our residence under the homestead act. During the summer months I worked at the Millhouse Ranch for \$2.00 a day and my dinner and in the winter months we stayed in Williston, North Dakota and I worked at Hogan's Cafe, one of the leading restaurants in the North West. Each spring we would return to the homestead to maintain our rights.

After I had completed establishing 22 months in three years time, I went back to Illinois without having made final proof of my claim. The law required you could not be away more than one year. One year and one day later a neighbor boy jumped my claim and attempted to take it away from me. I had to go to Bismarck, the State Capitol, and stand trial to prove I had met my requirements before I left the state and used his own witnesses to my advantage. I then made final proof in Alexander.

My daughter was born, November 20, 1919 in Williston, North Dakota. My mother passed away Jan. 5, 1920.

The summer of 1920 we moved back to our homestead. During the winter holiday season, 1920, I shipped my wife back to her mother's home in Coal City, Illinois to get her on free board as I had enrolled with the Reppert's School of Auctioneering, Decatur, Indiana, for the January, 1921 class, in fact their very first class. I had made arrangements with Mr. Reppert's business agents to arrange for me to wait tables while I attended school as I, too, might manage to earn my livelihood. He made arrangements with the Eats Restaurant. On Friday, January 28, 1921 I had charge of serving the graduation banquet to the students and the faculty of this class.

The next day I sold my 8 white table waiting jackets for \$7.00 and returned to my mother-in-law's home at Coal City,

IN UNITY THERE IS STRENGTH

Ill. The next week I went to Seneca, Illinois and secured a Ford sales job working for Mr. Clark. I worked for him 5 weeks, 3½ days and saved \$113 so that we might return to North Dakota. When I got off the train at Alexander I had my wife, child and \$13. I spent \$1.00 for postage so my wife could correspond with her mother and \$12.00 for groceries and headed for the Homestead. I made our livelihood with my work team and by cutting down tree poles, hauling them to our wood saw to buzz them into stove wood lengths, and loading them into the triple box wagon then delivering them to Alexander, 20 miles away, at the rate of \$10.00 a load. Each time my wife had a list of groceries as long as my arm and I assure you I had to buy in small portions, a pinch of this and a dash of that, cutting the order many times in order to make my \$10.00 go around.

On my 4th round trip I got caught up on the grocery list of essential things with \$1.60 left in my pocket and I whistled all the way home.

That fall season of 1921, we hit a decent crop in North Dakota, the first in 7 years. I took my team and basket rack and went on a threshing run earning \$6.00 a day and my keep. I slept in my sleeping bag curled up in a straw stack. During this time, I booked my very first farm sale with W. W. Ditsworth for September 13, 1921. I received \$43.90 for my commission. This was a small farm sale but due to the fact they paid 3% in that state at that time it looked like a lot of money to me. It was the first time I had ever made that much money in one day in my life.

On October 5, with the assistance of my good neighbors, we put on our first community sale with myself carrying the rating of Auctioneer. Even we, my wife and I, put in a few things that we, too, might loosen up some cash. Later that fall I went on the road selling army goods at auction and in 30 days cleared the first \$1,000 I had ever made in that length of time. I was an itinerant merchant selling army blankets, socks, wrap leggings, leather puttees, and officer shoes. I also included the Esmond blankets in my merchandise sales. I wound this up with my final sale in my

home town, Alexander, with a very satisfactory sale. I returned to our Homestead for the winter and next summer.

In the fall of 1922 I returned to Illinois, took up residence a mile east of Mazon, and secured a job as a salesman for the Misener Motor Sales. As a side line, I endeavored to book farm sales and found that my two duties worked hand in hand.

On May 9, 1923, my son, Wendell Phillip "Bud" was born.

In 1925 I took on the Chevrolet Agency in Mazon for myself, all the time building farm sale trade.

Late in 1927, Col. Fred Reppert of the Reppert School of Auctioneering hired me as an instructor for both summer and winter classes. I have continued this schedule ever since.

In 1927 I made a few retail automobile auctions in my neighboring states mostly east of me. In 1928 I was going pretty strong and worked clear to the



Col. Sylvester Wallace, New Rockford, N. Dak. Col. Wallace is President of the North Dakota Auctioneers Association.

IN UNITY THERE IS STRENGTH

East Coast, but still continued my Chevrolet agency.

By summer, 1929, I was well enough established in the retail automobile auctions that I missed 6 days work from July 4 to October 31, excepting Sundays, and wound up the season in Cortland, N. Y.

For several years I continued with very good retail auction of automobiles in both East and West directions with some North and South.

Two years I worked exclusively for Ford Motor Co., Detroit, Michigan, making retail auctions for just the dealers they assigned to me.

I had the sad misfortune to lose my good wife, May 15, 1932. For the next 2½ years it was necessary for me to hire a housekeeper.

In March, 1934, I gave up my Chevrolet agency and went to work as sales manager for the DeSoto-Plymouth Agency in Joliet, Ill. On June 10, 1934, I married Leona Thomas, a school teacher in our community. We then moved to Joliet.

In 1936 and 1937 I worked second string for Col. Fred Reppert taking his overflow sales. He booked me for my first registered cattle sale in Dillon, Montana, the land of 10,000 hay stacks. I continued on my own to conduct many successful registered cattle and hog sales from 1938 to 1949.

During the summer of 1937, Col. Fred Reppert suggested I send my son, Bud, to the Auction School for the August term. At the tender age of 14 he was the youngest in the class, but he must have paid pretty close attention as his record as an Auctioneer will prove. He is now selling 5 days a week at dealer's wholesale automobile auctions.

For a short while prior to World War II, I conducted the Yorkville Egg Auction, Yorkville, Illinois until the Government egg dryers put this out of business.

In 1941, I finally achieved my ambition of all times, the largest Automobile Auction in the United States held in Chicago. This continued until gas-rationing forced it to close down.

I was asked to come to St. Louis to open the St. Louis Auto Auction. I was still residing in Joliet at this time.

In 1943 I came to Decatur, Illinois and

purchased Witts Auto Auction on February 28th. Leona and I carried on with weekly sales and never missed a week including 28 months of O.P.A. as well as our last spell of O.P.S.

Mrs. Leona Drake and I terminated our business contract and agreement late in 1949 with a divorce. By the way, she is now operating her own automobile auction in Indianapolis, Indiana, with a sale each Wednesday.

I later married a Canadian girl, the present Mrs. Lydia Drake, who is a life member of the present Ladies Auxiliary of the N.A.A. Lydia and I have a daughter, Diane Dee Drake, born March 17, 1954.

In my many miles of travel I have been in every state in the union, several provinces of Canada, and Old Mexico and have sold in every state except six. I have possibly conducted as many varied types of auction as any other Auctioneer such as: farm sales, registered live stock, real estate and lot sales, retail and dealers wholesale automobile auctions, eggs, army goods, airplanes, speed boats, confiscated cars for the City of Chicago, large machinery, laundries, hotels, jewelry, hardware stores, and household. I had one of the most unique types of auctions held by any Auctioneer making a joint liquidation sale of U. S. Government surplus airfield steel landing mats for the Alter Co. of Davenport, Iowa, whereby I sold three piles or stacks totaling 3,500 tons for a total of \$105,000. Needless to say I should have had the sale on a percentage basis.

I am very proud to have my one and only son following close in my foot steps, in fact, over-taking me. He works with and for me on each and every Monday and capably carries out his heavy schedule the rest of the week, travelling 1850 miles each week.

I do want to mention my daughter is happily married as Mrs. Louis Madison of Plainfield, Illinois and has two adopted children making three grandchildren in all as my son, Bud, has a boy, Chester Rae Drake.

YOURS FOR BETTER
AUCTIONEERS,
C. B. DRAKE



An action shot of Col. "Bud" Drake, taken at the Decatur (Ill.) Auto Auction. It appears that father, C. B. Drake, has his hands full with the clerking duties and did not have time to look toward the photographer.

Judge Says Trade Law Unconstitutional

INDIANAPOLIS — Indiana's 1937 fair trade practices law destroys competition and is unconstitutional, Judge Hezzie P. Pike ruled in Marion County Superior Court.

He held that the Bargain Barn, a cut-rate dealer in furniture and appliances between Indianapolis and Cumberland, is not bound by the law.

The act provided for voluntary contracts among manufacturers, distributors and retailers establishing minimum resale prices.

It permitted manufacturers to withhold goods from persons cutting the "fair trade price," and authorized damage suits by merchants claiming injury from such practices.

Several suits against the Bargain Barn are still pending. It filed the Superior Court case against Arvin Industries Inc. of Columbus and Rose Tire Co., of Indianapolis, an Arvin distributor.

It said the manufacturer and Rose Tire had tried to force the Bargain Barn

to sell Arvin appliances at certain established prices.

Ruling the act unconstitutional, Judge Pike said it tends to "destroy competition, create a monopoly and is contrary to public policy and unlawful."

Full Merchandise Line At Metropolitan

One of our good friends and advertisers, The Metropolitan Vacuum Cleaner Co., Inc., who for years have specialized in the sale of vacuum cleaners and sewing machines, now inform us that they now carry a complete line of general merchandise, priced especially for the Auctioneer. Their new catalogue is now ready for distribution. See their advertisement in this issue and write for your copy today.

Second Fiddle

Pepita: "You must be very proud of your husband Juan. He is a very handsome man."

Lelita: "You should have seen the Juan that got away."

Code of Ethics

During the recent National Convention our entire supply of the "Code of Ethics" recommended by the National Auctioneers Association was used. We now have new ones printed and will mail you one or as many as you request. These are furnished without charge and we recommend that you post them in a conspicuous place in your office. They are attractive when framed and will bring prestige and extra business to you.

Waiting Game

A union official was attending his first symphony concert, the feature of the program being a violin concerto in which the 100 musicians of the orchestra did nothing at all for one 20-minute stretch while the soloist demonstrated his mastery of his instrument.

It was toward the close of this passage that the labor leader shook his head and whispered to his wife admiringly:

"Boy, I've got to hand it to those guys. Here they are in plain sight of a thousand people, and they pull off the biggest piece of featherbedding I've ever seen."

"Enjoy 'The Auctioneer' very much—I should, IT TOOTS MY HORN." M. F. Boner, Marshall, Mo.

Antique Autos To Sell in S. Dakota

On the inside front cover of this issue of "The Auctioneer" is an advertisement concerning an auction of antique and unusual autos. Included in the auction are one of Hitler's Staff cars; an 1898 Kiblinger; a 1916 brass radiator Ford; and many other unusual and classic vehicles.

Many tourists have seen this collection when visiting the Century of Memories Exhibit at Rapid City, South Dakota.

The entire exhibit will be sold piece by piece to the highest bidders on September 11, following a show the day before.

Enclosed you will find the best investment I've ever made, a check covering my membership dues in our organization.

Best wishes for another successful year for all our executives and fellow members.

Sincerely,
Irving H. Fingerhut
Brooklyn, N. Y.

"I have every copy of 'The Auctioneer' that I have received since I have belonged to the N. A. A." Leon Elliott, Muncie, Ind.

Notice

Please forward any Bulletins or copies of letters from any Furniture, Appliance, Hardware or Jewelry Associations that pertain to Anti-Auction Legislation.

This information will be forwarded to U.S. Attorney-General's office (Anti-Trust) for action. They want any information that shows where Trade Associations are trying to restrain trade.

Please send this information to: Col. Mike Gordon, c/o Fisher Wholesale Distributors, 3324 W. Roosevelt Rd., Chicago, Ill.

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