

the **AUCTIONEER**



*Everybody Is Going
To The
National Auctioneers Convention
July 19-20-21*



**JUNE
VOL. VII**

**1956
No. 6**

NO-NEVER MISS IT

ACTION-FUN TOO

ACT NOW

Make Plans To Be There

National Auctioneers Convention

HOTEL PRESIDENT

KANSAS CITY, MO.

JULY 19-20-21, 1956

THE AUCTIONEER
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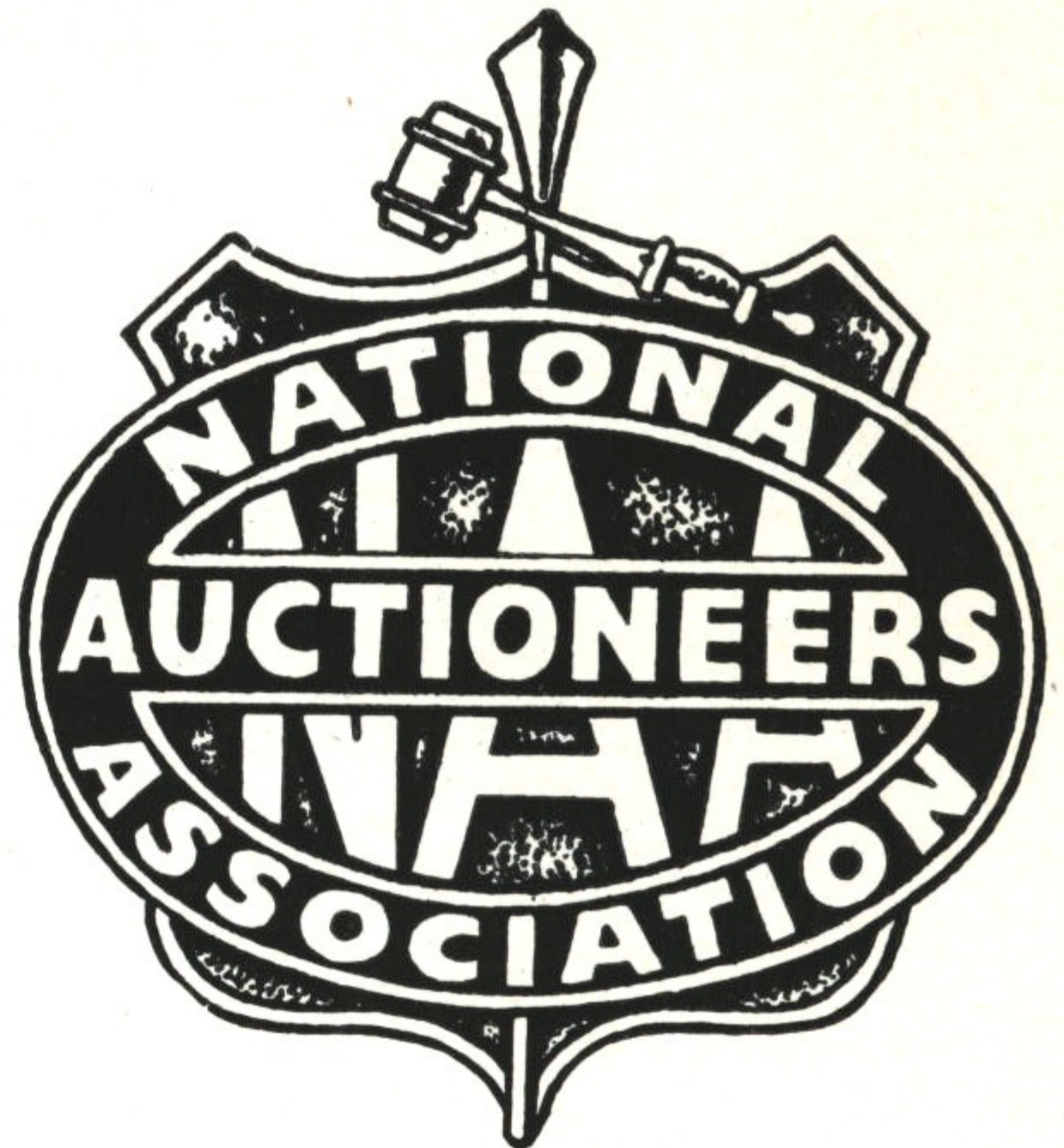
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Allie's Auction

On a wintry afternoon in February 1952, with a touch of Spring in the air, Allie's Household goods were put on the Auction Block by Auctioneer Van Pelt, who in his usual jovial manner got things off to a good start.

The townsfolk turned out in large numbers for the event which was held at the Day Homestead to settle the estate of the late Stanley Day, Realtor, who for almost a century was a familiar figure about town and, noted for being the town historian.

Among the goods sold were many antiques that had been in the Day Family and also the Pierce Family for more than a century.

Oldtimers and young folks stood side by side watching the auctioneer as he held up one piece and then another, to be sold to the highest bidder.

On the side porch, next to the Auctioneer and inside the dining room, stood members of the Day Family watching the proceedings, and occasionally bidding on this piece and that, either to stimulate business or, because a particular antique held memories they cherished and wished to keep the pieces in the family.

Two such pieces were the antique porcelain or clay chickens which went for \$135 to the proprietor of the "LITTLE RED BARN" in Greenbrook. Young Stanley, who stood on the porch, kept the bidding lively on those items. Though, he would like to have had the chickens, he stopped short of \$135, in favor of the lady who was out to get them at any price. The beer-steins which stood for

so many years on the top shelf of the bookcase in the dining room, went for a good price, too. Poor Stanley couldn't outbid the dealers who came to carry away the real stuff, at any price.

One woman in the crowd was overheard to say, "I wouldn't give those clay chickens houseroom, much less pay \$135 for them" and many others who do not know the value of old things, in today's market, were overheard to express similar remarks. One greasy looking dealer walked off with the 4 Beersteins under his arm.

Someone bought the lawn mower for a couple of bucks and, a lady bought the 2 coal scuttles for 25c, in fact, I think it was the proprietor of the "LITTLE RED BARN." What a woman! No doubt she plans to paint them red and place them by the chimney in her INN.

Kay Mundy was on hand and kept the bidding lively on a few items of small value. Mrs. Geary was bidding for the shirtwaist box which she wanted for her child's toy box, and Kay was bidding, or thought she was bidding on an old chair, neither one knowing what the auctioneer was referring to at that time. Kay got the bid and realized her mistake, so, apologizing profusely to Mrs. Geary let her have the shirt-waist box.

Then Julia Day began bidding on an antique chair that Kay decided she wanted. When Kay realized she was bidding against Julia, she quit bidding. Observing what was taking place, I said, "Well, Kay, keep up the good work, you're just the person to attend auction sales, you keep the bidding lively." Kay laughed and said she didn't mean to be piggish.

Mr. Dix of Prospect Ave. bid for a small picture and got it, much to his wife's disgust. She said, "My goodness, that man always buys a picture at every auction he attends!" He also bought two rugs, which he was sure his wife would make him put in the barn, for awhile, until they were needed in one of the apartments in his home.

Mrs. Dix asked about the barroom or

Editor's Note — This story was written for Alice Peirce Day, widow of Stanley Day by a friend of the family, Mildred Barrett Vail. This sale was held at New Market, New Jersey, in Middlesex County. Col. Herbert Van Pelt, well known N.A.A. member, describes the day of the sale being one of those pleasant, warm days and those attending could sit around in the chairs and enjoy the auction.



Col. Herbert Van Pelt, Readington, N. J.

Captain's chair that stood on the front porch for so many years, and, in which Uncle Stanley, as he was affectionately known, used to sit. She was anxious to know who bought it, and how much it went for. When Julia told her it was sold ahead of time, I spoke up and admitted I had bought it. She asked how much I paid for it, and I said I had paid \$2.50. She said, "My, what a bargain you got! Julia Day, who was standing near us, said, "Yes, I would have given 10 or 12 dollars for it. So, I told Julia I might sell it to her for a price." Nothing like making a few bucks on a deal, is there?

(By the way, I, Mildred Vail, still have the chair).

Mr. Cameron of West Seventh St., Arbor, bought the lovely china dinner set. And then bought the large oak dining room table to put them on, so he said. I told him he certainly made a wise choice in buying the dishes, that I had eaten many a wonderful meal off those same plates, and that I was sure his wife would love them. I'm wondering what his wife said when he moved the large oak table into his home, with the five or six extension leaves. What woman of today appreciates such cumbersome furniture in her home. With the trend leaning toward dropleaf tables or the new formica top sets for small dining rooms,

I would love to have seen the expression on his wife's face. (Secret—A divorce is under way right now, poor thing! He meant well).

Ernie was on hand and bid for a couple of beds and the bedding. No doubt, to furnish his summer home at Egg Harbor. Who knows? Same old Ernie! At least he kept everyone in a happy mood.

Howell had no time to bid on anything. He was kept busy writing the sale-price of each article down on a pad, as fast as the auctioneer sold it. What a job! I don't know who collected the money. The man was careful not to let anyone get away without paying.

Mrs. Connie Williams of Buchman St. wanted the wardrobe but wouldn't bid more than \$6.25. It went for \$6.25, I think. Connie's Mother thought Connie was very foolish not to have bid up to \$10.00, if necessary.

Well, she says she'll go to another Auction Sale, she thinks they are so much fun.

I saw Helen Weisbecker, Jeanette Smalley, Ruth Henry, Anita Schlunsen, Helen Nelson and Mary Brokaw, who was looking for an antique bedspread, and whose feet hurt her so, she had to sit on one of the antique chairs to rest.

Lyrantia Muller, Peg and Mrs. Hughes, Wilbur Dunbar and his Mother, Lillie Edna, who managed to make a few bucks on the deal, by placing some of her old dishes, bedspreads, curtains, tableclothes, toweling, etc. on sale in the dining room. She made quite a haul so I heard.

One of the amusing incidents was the DP, Ellie, who kept bidding lively on the pile of curtains, at a 25c level. The auctioneer said 50c, Ellie said 25c, the auctioneer said, I'm bid 50c, Ellie said 25c, finally wearing the auctioneer to a frazzle, and forcing him to give in to her offer. A real European trick, I call it. What a woman!

I heard Lillie Edna cleared \$75 on her loot.

May Osborne was much in evidence around the place, looking for old glass and silver, no doubt, for her lovely collection. Why she wants more antiques, I'll never know, unless she plans to open an antique shop some day.

There were many familiar faces in the crowd, too numerous to mention. Among them, Edith Gulick and May Tappin, Edith Tappen and others.

A colored man and his wife were interested in the three piece living room set, but didn't bid high enough to get it. The man put his hand down the inside of the chair to see if he could find anything, and pulled out a crochet hook. His wife said: "What you lookin' for? Do you think you're gonna find money in that old chair?" I told the colored lady I had sat on that furniture many, many times, as the Days' were good friends of mine.

Charlie Day was an outstanding figure at the sale, keeping things moving smoothly, and under control at all times.

James was very striking in his western shirt of checkered material.

Irene took charge inside, keeping an eye on things that had been sold and those things to be sold.

Aunt Lizzie sat in the window watching the excitement, and, at times, calling Irene's attention to persons she recognized.

Ann Day kept herself busy too, directing folks to the various rooms.

The man who had the concession for candy and food did a good business, too. It was snappy enough to enjoy a hotdog, now and then.

All in all, it was a very successful Auction Sale and everyone had a pleasant time chatting with old friends.

Too bad Uncle Stanley couldn't have been on hand to supervise the proceedings. Aunt Allie had gone to Somerville to spend a few days with her cousin, Katheryn Niederlitz.

Miracle

An old man from the hill country took his first trip to a large city. Walking into one of the skyscrapers he saw a doorman standing by a special kind of door. An old lady stepped in, a light flashed red and she was gone. A moment later the elevator descended, the door opened and out stepped a beautiful young girl.

"Begorra," said the old man, blinking his eyes, "I should have brought the old woman with me."

License Law To Be Debated At National

Due to the fact that License Laws for Auctioneers are becoming more and more of an important subject and realizing the importance of clear thinking before acting on the subject, a two hour debate on this subject has been scheduled as a part of the National Convention program. This will take place on Friday afternoon, July 20.

Selected to speak on the affirmative of the subject, "Should Auctioneers Have Licenses" are Col. Frank A. Sloan of Minnesota, and Col. Sam Lyons of Pennsylvania. Negative speakers are Col. A. W. Thompson, Nebraska, Col. Jack Gordon, Illinois, and Col. John Lewis, Illinois.

A third speaker will be selected for the "Affirmative" side and the program committee will welcome a volunteer.

Successful Auction Of Furniture Plant

How much time is required to prepare, display and catalog a half million dollar auction of an entire manufacturing concern? Col. Philip A. Engelmeier, Pittsburgh, Pa., found the answer to this question when he was called upon to liquidate the Thomas Furniture Company, manufacturers of chrome tables and chairs. And he accomplished the task in four days.

The sale by the "piece" was one of the largest ever held in Pittsburgh. It consisted of everything needed in the manufacture of the type furniture mentioned above from raw materials to finished products as well as office equipment, motor trucks, freight handling equipment, heavy duty production machines and small tools and machinery.

Prices received were very good on everything excepting the raw materials and the net results indicated the over all sales were 35% to 40% above the appraised valuation.

Col. Homer Sparks, Sharon, Pa., and also an N. A. A. member, assisted Col. Engelmeier in conducting the sale.

Our Heritage

By COL. E. T. SHERLOCK, St. Francis, Kans.
1st Vice-President of N.A.A.

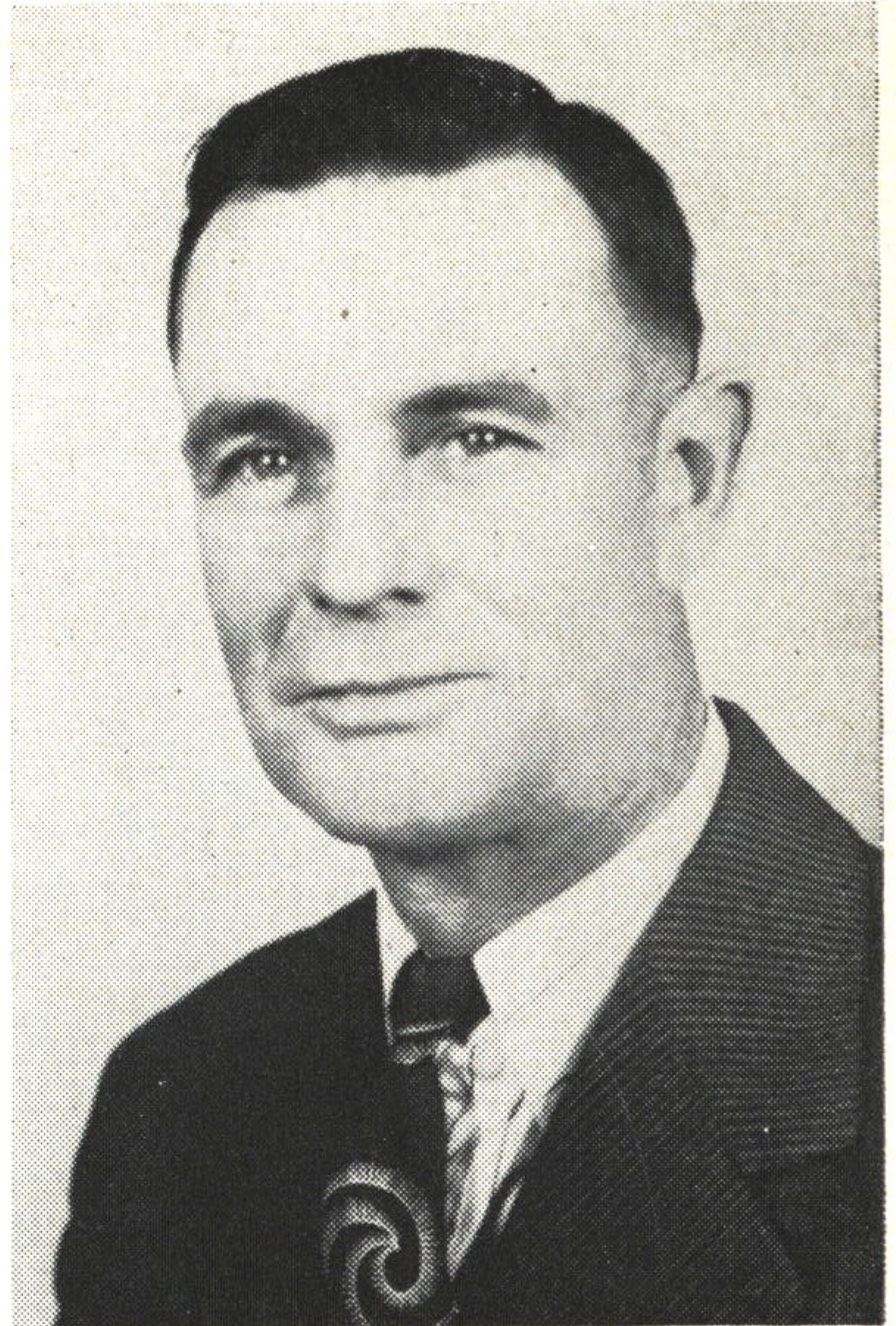
The N. A. A. is soon to complete twelve years of life. Twelve years of progress — beginning with the foresight, firm determination and undaunted effort of less than a dozen noble auctioneers in an undramatic session at St. Louis, Missouri. Assembled in an ordinary hotel guest room, where for days they seriously considered, pro and con, the fundamentals, details and all requisites in formulating and laying the foundation of our progressive organization, and infused into it a spirit that lives today as a monumental reflection of the high ideals and fortitude of that small body of parliamentarians whose names and persons we shall always regard in highest esteem and be always grateful for the significance of the principles and spirit they welded into the Constitution of our National Auctioneers' Association.

The twelve years through which the N. A. A. has grown and prospered have brought some changes in the organization. These changes, without exceptions, have been for the better. They have made no fundamental alteration in the character and principle of the organization. On the contrary we have adhered faithfully to those principles laid down by our Founders, adding to them from time to time, regulations and activities to stimulate growth, and protect a rich and valuable heritage for the succeeding generations of auctioneers.

As we pay tribute to the men who founded our organization we shall remember with gratitude, those who have faithfully labored to enhance and preserve this valuable heritage.

The tradition of hospitality has never waned in our organization, and the newcomer, regardless of age or experience has always found a hearty and generous welcome in an organization whose members are all equal without exception.

Sociability and fellowship are the greatest virtues of the N. A. A. and conspicuously noticeable at the National



Col. E. T. Sherlock

Conventions, where Auctioneers and members of a fine Ladies' Auxiliary from all parts of this nation and Canada, fraternize, and welcome newcomers and guests between sessions of a well planned, highly interesting and instructive program and thoroughly enjoying the whole affair. We have yet to encounter the auctioneer who has ever attended an N. A. A. Convention who contends the time and money required was not a good investment.

Invariably it seems at the conclusion of each convention that to produce another its equal would be an utter impossibility, yet as time goes on each definitely shows improvement over those of the past, especially in interest and attendance.

We look forward with greatest of pleasure and anticipation to the coming annual National Auctioneers Convention (July 19, 20, 21).

The Missouri Auctioneers' Association and the City of Kansas City, Missouri,

are doubly proud to be hosts and extend welcome hands to the Auctioneers of America and their families. They are preparing elaborately and giving careful consideration to every facility for the comfort, entertainment and material benefit of all who attend this 1956 convention, which we predict, with all due respect to conventions of the past, will be our most Successful Reunion.

Livestock Auction Associations Merge

The American Livestock Auction Association and the National Livestock Auction Association have merged into one trade association, representative of the livestock auction markets of the nation. The name of the association formed by the merger is the American National Livestock Auction Association.

Leo J. Murphy, Jamestown, North Dakota and Dayton C. McCann, Effie, Louisiana, will serve as joint presidents of the association until the first annual meeting and convention scheduled to be held on June 14, 15 and 16, 1956 in Denver, Colorado. C. T. 'Tad' Sanders, Billings, Montana was named Executive Secretary.

Two special committees, each acting with full authority from its respective association, met as a joint committee to affect the details of the merger plan. Such committee placed the merger into immediate effect, thus bringing the American National Livestock Auction Association into existence. Under the terms of the merger, all member markets in the two former associations automatically become members in the association created by the merger.

The merger document stated that the purpose of the action was to establish one national trade association to promote the livestock auction market industry in the best interests of the livestock producers and the general public. In a concise statement, the document sets forth the following principles to govern the operation of the Association:

"1. That its efforts shall be directed toward improving and elevating the standards by which the livestock auc-

tion markets of the nation operate in performing their services to the livestock industry.

"2. That it shall direct its efforts to remove present state and national laws outmoded in their application and administration as now governing modern, efficient livestock auction market facilities and operations.

"3. That it prepare and present to the public for adoption such laws and regulations administered by the livestock industry itself, as are in keeping with progressive livestock marketing methods to replace those laws now existing that do not properly nor adequately take into account livestock marketing services as demanded by, and performed for, the livestock producers."

The joint committee likewise established under the direction of the American National Livestock Auction Association a Livestock Market Council of ten market member owners to function in the interests of the livestock industry as an action group concerning legislative matters of direct concern to the livestock auction markets.

Senator McCann acted as chairman of the merger committee. The other members were: Forest Noel, President, Montana Livestock Markets Assn.; Cecil Ward, President, Texas Livestock Auction Sales Assn.; J. D. Kirkland, Secretary, Kansas Livestock Auction Sales Assn.; W. I. Bowman, Alabama Auction Markets Assn.; Roy Tucker, Nebraska Livestock Auction Assn.; Jack Marvel, Iowa Livestock Auction Assn.; E. W. Alberding, Kansas Livestock Sales Assn.; J. E. Manning, Utah Livestock Assn.; and Earl Jennings, President, Louisiana Livestock Auction Assn.

Michigan Officers

Maurice Price of Stockbridge, is the newly elected president of the Michigan Auctioneers Association. William O. Coats, Union City, was elected vice-president and Mary J. Cole, Mt. Morris, secretary-treasurer.

Every hunting season some accidents happen because both the hunter and the gun are loaded.

Lets Go To Missouri

By COL. B. G. COATS

It's later than you think, if you're making plans to attend the national convention of the National Auctioneers Association. Give or take a week or two the convention time is upon us. To be exact the dates are July 19-20-21, the place is the Hotel President and the city is Kansas City, Missouri.

Judging from all reports holding a national convention of the N.A.A., in Missouri is whipping up enthusiasm among many members who have never attended one of these functions in the past. The idea of a trip to Missouri is also appealing to hundreds of Auctioneers throughout the United States and Canada.

The program for the convention includes all the traditional features of a N. A. A., conclave, plus a variety of events that will be "pure Missouri" in theme and character. Those planning to visit Kansas City can anticipate a variety of treats designed to demonstrate Missouri hospitality.

This 1956 convention is going to be a National Auctioneers Association family affair. The entertainment program will include events that promise to delight the wives as well as the many members who plan to spend the week in Kansas City "unattached".

Members of the Missouri Auctioneers Association unhesitatingly predict that this is going to be the biggest and best national convention in N. A. A., history, not only in attendance but in the number of exciting features they plan to dish up for the three big days and nights. How about it fellows; we won't be satisfied with anything less. This idea of doing everything in a big way has become a passion with the Missouri Auctioneers and they aim to show the members of the N. A. A., that they can act big as well as talk big.

It is so healthful in Missouri, one native auctioneer assured me, that a horned frog lived for thirty years sealed in a cornerstone without food, air or water. This chance to taste the hospitality of



Col. B. G. Coats

Missouri is a tempting morsel. But there are many other things about our national convention, no matter where it is being held, that add up to an experience one never forgets. This reaction is never the result of pre-arranged entertainment. It is compounded of gaily decorated lobbies crowded with friendly Auctioneers from all parts of the country, reluctant to move lest they miss the antics of an Auctioneer from Virginia, or a collection of ideas from Texas; reunions with old friends and members; hotel corridors ringing with shouts and laughter; informal cocktail parties where strangers immediately become close friends because of a common interest in the same organization; the chance to see and hear famous personalities whose utterances create headlines across the country in the auctioneering profession; nomination speeches that portray candidates who should be wearing angel wings; panel discussions that sparkle with intrigue and subtle maneuvering. All these and many more are the alluring ingredients that make N. A. A. members willing to travel thousands of miles at National Convention time. Each

national convention is a new adventure. For the new members it is an experience that leaves him both exhilarated and exhausted, but convinced there is nothing like a N. A. A., national convention.

If you want an experience like nothing that's ever happened to you before, any member will tell you, "plan to attend the 1956 national convention. When it's all over and after you've rested up back home, I'm willing to bet you the best dinner you have ever had, that you will be making plans to attend the N. A. A., national convention in 1957."

Orchids At Auction

HATBORO, Pa. — On June 2nd, hundreds of people are expected to fill the large auction tent to overflowing when Col. B. G. Coats, of Long Branch, New Jersey, sounds the gavel at 10:30 a. m. for the opening of the largest auction sale of orchids ever held in the United States.

The late Edward P. Starke, better known as Orchids by Starke, established one of the largest orchid plants in the country consisting of various and rare specimens. At the time of his death 7,000 plants filled the green houses and presented a sea of beauty to the many visitors from all parts of the country that came to see the beautiful blooms housed under three acres of glass.

The first auction sale of orchids was held on April 10, 1954, when 1225 of the plants were sold for a total of \$7,962.50 or an average of \$6.50 per plant. Some sold for as much as \$30.00 and others went for as low as \$1.00. Never before had orchids been sold at auction and the interest was wide-spread attracting buyers from far and near. This sale was to liquidate the estate of the late Louis B. Tim who grew orchids as a hobby on his private estate on the Jersey Shore.

Sale of the Starke collection is being held at the order of his widow, Mrs. Katharyn Starke. The sale is being held at the Starke Green Houses on Witmer Road, two miles from Hatboro, fifteen miles north of Philadelphia. An attractive brochure setting forth the va-

rieties and number of each is mailed upon request. A full page ad of the sale appears in the American Orchid Society Bulletin, May issue. In addition to the many growers of orchids in the United States, buyers are expected from the Hawaiian Islands, Philippine Islands, Porto Rico and Cuba.

Supreme Court Throws Out Auction Law

LINCOLN, Neb. — The State Supreme Court held that the Public Auction Law passed by the 1955 Legislature is unconstitutional.

The court concluded:

"The Nebraska Public Auction Law makes arbitrary and unreasonable classification because it limits the right to conduct auction sales of new merchandise as therein defined to less than all who are similarly situated without distinctive circumstances which reasonably justify such limitation."

The act required a person holding an auction of new merchandise to be licensed, to have an established place of business, and to hold a receipt showing personal property taxes had been paid on the goods to be offered for sale.

The Supreme Court upheld a Lancaster District Court ruling that the act was invalid.

The high court said the Legislature may make a reasonable classification of persons, corporations and property for purposes of legislation concerning them, but it added:

"The classification must rest upon real differences of situation and circumstances surrounding the members of the class."

The suit to test the legislation was instituted by Leslie L. Blauvelt, Mac Wondra, Clifford E. Anderson, Charles C. Gannett, C. C. Gannett & Co., and Prima Sales Co.

All the scholastic scaffolding falls as a ruined edifice, before one single word—Faith.—Napoleon Bonaparte.

Hello! Hello! Hello!

“LADIES”

ARE YOU ALL READY?

CONVENTION TIME IS HERE!

WE ARE EXPECTING YOU

COME JOIN THE THREE DAYS OF FUN

JULY 19th-20th-21st.

Registration—9:00 o'clock—Thursday A.M.

The following:

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BETTY STEINER	Historian

and Directors

**CAROL LEICHTY
BESS GORDON
STELLA COLLINS
VIRGINIA RANKIN**

**DORIS WILCOX
CAROL GRUBAUGH
GLADYS HANSON**

Will be waiting to WELCOME YOU!

***HELP MAKE KANSAS CITY THE
BEST CONVENTION YET!***



Officers and Directors of the Ladies Auxiliary to the Nebraska Auctioneers Association found time for a picture during their regular meeting held in conjunction with the Nebraska State Convention, May 6th. Left to right, they are: Mrs. Ray Flanagan, Albion; Mrs. Dan Fuller, Albion; Mrs. Stacy McCoy, Arapahoe; Mrs. Rex Anderson, Spalding; Mrs. Dick Grubaugh, David City; Mrs. Marvin Grubaugh, Rising City; Mrs. Jerry Foy, Fremont; Mrs. Leon Nelson, Albion.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

National Auctioneers Ladies Auxiliary Members

Dear Friends:

Another year has rolled around and it is once again Convention time. I can only hope you are looking forward to meeting in Kansas City as much as I am.

We are all very busy but won't it be fun to play hooky for three days and see old friends again. Dear Ferne Pettit, no excuses or operations this time, you and Guy are to be present!

May I take this opportunity to give my thanks to Mrs. Jewett Fulkerson of Liberty, Missouri, who so graciously accepted the general chairmanship of the ladies convention. And to all of the ladies of Missouri, who have helped to make this convention a success. Also, my appreciation to my officers and directors who responded with the articles for "The Auctioneer," this was the co-operation needed by your president.

As you know, the Ladies plan all their meetings so as not to interfere with the men.

Thursday morning is registration and the Auxiliary will be serving coffee and rolls from 9:00 until 10:30 o'clock to both the ladies and men.

Thursday afternoon a Tea is planned for all the Ladies so that we may have a chance to meet and welcome new faces as well as old in the Aztec Room on the second floor.

Thursday evening a meeting of the Executive Board is necessary before our meeting on Friday. Please, girls, all try to be present.

Friday is our most important day, so be on your toes for the beginning of our business meeting at 10:00 o'clock. Friday's luncheon is scheduled for 12:15 o'clock in the Aztec room.

We will have a continuation of our business after lunch followed by a delightful program, presented by Mrs. Fulkerson. The afternoon meeting closes with the Installation of the new officers

and directors by Col. Chet Drake, NAA president.

Saturday, girls, will be left up to you to do as you wish. Only the new officers and directors will have a business meeting and luncheon at 12:00 o'clock.

The officers and directors of 1956 will be counting on you! You! And you! Will you be there? I will!

Sincerely
Gertrude Darbyshire
President of the
National Auxiliary

Auxiliary Organized By Michigan Ladies

By BETTY COATS

The Michigan Auctioneers Association Auxiliary held their first meeting March 28, 1956 at the White Star Auction House at Bronson, Michigan.

Officers for the new organization are Pres., Dawn Wilber; Vice-President, June Wilber; Secretary and Treasurer, Betty Coats; Directors, Peggy Younts, LaVerne Glassman and Edna Wilber. The Charter was held open for a 30 day period for the convenience of those unable to attend the meeting because of inclement weather.

The MAAA numbers 28 in its infancy and promises to be even bigger and better in the near future.

All meetings will be held at the time and place of the M.A.A. The next meeting date is May 31, 1956 at Williamston. A pot luck supper and a silent auction will be a part of the evening's events.

Michigan ladies are happy and proud to have joined with the other Auctioneers Association Auxiliaries to do their part in furthering every cause put before the Auctioneers of the nation.

It takes two years for us to learn to talk, and the rest of our lives to learn to keep our mouths shut at the right time.



May We All Meet At Kansas City in July

By COL. C. C. JOHN

President, Missouri Auction School
Kansas City, Mo.

The last (May) issue of "The Auctioneer" featured Missouri and Missouri auctioneers. This was a grand gesture on the part of the publishers. We also wish to congratulate Col. Jewett M. Fulkerson, Col. Joe L. Horn and all the officers and directors of our less than a year old Missouri State Auctioneers Association. I understand that the membership has been growing fast and I predict that within a very short time the Missouri group will have a larger membership than any other state auctioneers association.

Have you Missouri auctioneers joined your State Association? If you haven't it would be the best investment you could possibly make.

I saw a letter in the April issue of "The Auctioneer" from Col. J. E. Hodge of Oxford, Nebraska, that he expects to be in Kansas City for the Convention in July and that he would like to meet some of his old schoolmates and instructors, such as Col. W. B. Carpenter, Col. E. E. Walters, Col. S. B. Clark, Col. H. S. Duncan, and others. I, too, would also like to meet some of my fellow students in the class of October, 1912, under some of the same instructors.

ON THE OPPOSITE PAGE: Best herd of mules at the Missouri State Fair, 1951, shown by Lee Jones and Sons, Calhoun, Missouri.

Col. Billy Jones, an NAA member, is one of the 'Sons'. Another is Veryl Jones, Field Representative of the Corn Belt Farm Dailies. Another son, Floyd, is County Recorder at Clinton, Mo. At present Billy is recuperating from serious injuries received in an automobile accident. He was returning home from the Indianapolis Auto Auction, where he is a member of the selling force, when the accident occurred.

This picture proves two of the statements made by Col. Carey Jones on this same page and we will look to the Kansas City Convention for proof of the third, referring to the handsome women.

Already, I have received a number of letters from fellow auctioneers all over the country and one from Canada, stating that they expect to be here for the Convention. All roads lead to Kansas City, the Heart of America, for the National Convention.

Missouri A State Of Varied Reputation

By COL. CAREY M. JONES,
Oak Park, Ill.

In earlier years, Missouri was a state most favorably known for Handsome Women — Good Auctioneers — and Mules.

As a boy, our home was in Southern Iowa, an adjoining county to Missouri. In the early days, if a man ran afoul of the law in Iowa and he could get his family, goods and chattels in his wagon and across the State Line ahead of the Sheriff, he was safe from the law. The result was that Northern Missouri was pretty well settled from Iowa while the Central part of the state was largely from Virginia and Kentucky. For some unknown reason we were never forced to cross the line and maintained our Iowa address.

We had many warm Missouri friends — many of mine were sons of old time friends of my father and actively engaged auctioneers. I knew and worked with many of them on important sales.

As the State of Missouri is to play host to America's leading auctioneers, I would like to pay tribute to some of these former greats and to place their names high on the Roll of Honor for Auctioneers worthy to be remembered.

They are: Cols. R. E. Edmondson; George P. Bellows; James W. Sparks; Robert Herriman; P. M. Gross; Harry Graham; W. B. Carpenter; J. M. Hosmer; Clyde Robbins and Thomas Deen.

There are no doubt others whose names rightfully belong on this role.

The once popular mule may soon become extinct. Auctioneers, however, seem to be more prolific and are in greater numbers today than ever before. Many of them can rightfully claim a rating among the outstanding auctioneers of America. They are particu-

larly fortunate in being in a position to attend the coming National Convention and prove their identity. I am sure many of them will someday earn for themselves a place on the Honor Roll of America's great Auctioneers.

EDITOR'S NOTE: Col. Jones married Alma Lee McKinney who was born in Fayette, Missouri, and died in 1935. She is remembered by every graduate of the Jones School of Auctioneering. This explains, in part, Col. Jones' interest in Missouri and Missouri auctioneers.

New Members Feature Activity Of Month

Our incessant chant of members getting new members apparently has had some good effects as evidenced by the large percentage of new members among those received during the period of April 16 through May 15. All we can say now is keep on asking and we all shall receive benefits therefrom.

These men either became members or renewed their memberships in the period mentioned above. The asterisk denotes renewal.

*Col. Joe S. Schmidt, South Dakota

*Col. Kenneth Bozeman, Texas

*Col. Joe Ross, Indiana (Life Membership)

Col. Elwood Heller, New Jersey

*Col. Harold Spoor, New York

Col. Pierce Smith, Georgia

*Col. Harold Cohn, Georgia

*Col. Harrison J. Retmier, Indiana

Col. Noah Fraughiger, Michigan

*Col. S. C. Copeland, Alabama

Col. Robert H. Bowman, Indiana

Col. Vaughn Lipp, Indiana

*Col. O. G. Rawls, Tennessee

Col. Franck D. Diercks, Nebraska

*Col. R. E. Fortna, Colorado

Col. Leonard Yoap, Wisconsin

Col. Linas J. Helman, Michigan

*Col. B. E. Albertson, North Carolina

Col. H. H. Chambers, North Carolina

Col. Leonard Pittack, Nebraska

Col. Richard D. Wenzinger, Ohio

Col. Ira Potter, Kentucky

Col. C. O. Dooley, Iowa

Col. Wilmont L. Pipes, West Virginia

Col. Jerry Foy, Nebraska

Col. Frank B. Smith, Nebraska

Col. Hubert Siegel, Nebraska

*Col. Rex Anderson, Nebraska

*Col. Henry Buss, Nebraska

*Col. E. A. Camfield, Nebraska

*Col. Ray Flanagan, Nebraska

*Col. Dan Fuller, Nebraska

*Col. Richard Kane, Nebraska

*Col. Ralph Kuhr, Nebraska

*Col. James W. Martin, Nebraska

*Col. Leon Nelson, Nebraska

*Col. Harry Sanders, Nebraska

*Col. Herman L. Schilling, Nebraska

*Col. Richard Shea, Nebraska

*Col. Rex Young, Nebraska

Col. W. C. Adams, Michigan

*Col. Thomas W. Scarene, Florida

Antiques Sell Good In Dunning's Sale

Col. A. C. Dunning, Elgin, Ill., held his annual Antique Auction Sale in that city on Saturday, April 21. This event has proven most successful in past years and the results were extra good this year.

A few examples of prices received were \$250 for a pair of French bronze statues; \$87.50 for a French bronze clock; and brass candelabras sold for \$50 each. Also included in the sale was a consignment of jewelry from the estate of Constance B. Hodge. It, too, sold very satisfactorily, diamond ear rings bringing \$405; a four diamond ring at \$330 and other rings selling at \$165 and \$140. The jewelry brought more than twice its appraised value, proving again that the auction way is the best way of selling.

Col. Carey M. Jones, Oak Park, Ill., was on hand to give one of his interesting (and entertaining) pre-sale talks. Assisting Col. Dunning in conducting the auction were Cols. Tom Sapp, Springfield, Ill., Fred Quick, Aurora, Ill., and James Thompson, Bensenville, Ill. All these men are NAA members and have been very active members. In fact, Col. Dunning has missed only one National Convention and plans to be in Kansas City for the 1956 event.

Attend The Convention-- Be A Better Auctioneer

By COL. POP HESS



Hello Boys! It is May 14th and time to get this ready for the June issue. We have been quite busy with the numerous sales we have had all spring and keep "Hobby Acre" under control at the same time. We have had about everything in the book as far as the weather is concerned—hot, cold, wet and dry, all mixed into one week. Grass to cut—trees to spray—garden to make—Mom Hess cleaning house, and that always disjoints my regular way of life. Am told I must keep my feet cleaner from now on, etc.

Well, what has all that got to do with my regular column? My disposition may be somewhat off, like a preacher I remember. He came to our village church as the regular pastor, and, when a new preacher shows up all the critics and others, too, turned out in round numbers to see what he looked like and talked like—so they could go home and tear him apart over the dinner table. This preacher sensed the situation and began his sermon something like this: "Brothers and Sisters, on my first sermon to you today I am going to warn you right now. I have been moving into your village and all the last week I have been working with stove pipes and other things of similar nature. If I am a little rough in my sermon this morning, please overlook it."

So I say to you, my readers, if I am somewhat rough, just overlook it. Take into account that I am somewhat set in my ways and hard to keep under control in springtime, especially when things are torn up with painting and scrubbing — spading and mowing. But how fine it is after everything is back into general running order. And what

a world this would be if we did not have good wives to push we men around and make us clean up, shut up, etc. So I will wind this up by quoting another preacher, "God Bless the WOMEN — I always did love them."

In fact the May issue was a bit late in arriving and it was only then that I woke up to the fact that it was time to get busy — or miss the June issue. As I look through the May issue it looks like it is "hot" with many articles — and that is what it takes—Get in, boys, and speak your piece.

Just under my column in the May issue are three lines that hit me right in the eye — **35 million laws trying to enforce the Ten Commandments.** A good item to keep in mind, boys, when you write or talk about auctioneer laws we should have.

The June issue will probably have a good deal in reference to the coming National Convention — and there should be much close attention given on the many suggestions. Every live and busy auctioneer should arrange to attend. For myself, it is unimportant that I be in attendance. You boys have read my columns and if I were to be there it would only be repeating.

I have made plans to attend the last two National Conventions only to get up to the starting gate and then get shut out, so this time I am going to be like the text of the Colored Preacher. "Blessed are dey that have no expectations 'cause they is never goin' to be disappointed." On this I will ride, and who knows what I might do when the time arrives.

However, do not let this sway one of you boys who are up and at it in the career of an auctioneer or sales man-

ager. Before my retirement from the many years on the firing line it would have to be something very bad in my way if I did not get to the Convention, and stay until the last dog was hung. There is nothing I would love to do more than attend these conventions. I would expect to see and hear things I did not like as well as many things that would well pay for the time and trip. Any auctioneer who is active can well afford to attend—forget his sale dates—or set them so he can be there. No man is so big or so smart that he cannot become either smarter — or dumber. After all, it is your business and your profession.

Take time out to pick up new ideas and revive the misfits in old ideas by attending. My biggest comment and suggestion in this June issue — **For Better Auctioneering — Better Auction Business — ATTEND THE NATIONAL AUCTIONEERS CONVENTION IN KANSAS CITY, JULY 19-20-21.**

Thoroughbred Sold At Charity Auction Wins First Race

By Col. B. G. Coats

This is the story of a man who found it pays to do things for others. A. Stanley Miller, Bellesville, N. J., has been and ardent racing fan for 20 years. He takes his racing seriously, too; and when during the summer of 1955, he learned about Monmouth's Park's annual charity ball and auction which is a feature of the Oceanport thoroughbred center's 50 day meeting and the outstanding social event of the state of New Jersey, he, with his good friend, F. J. Donnelly, chief inspector for the New Jersey Racing commission, attended the affair. He, along with some 5,000 others participated in the gala festivities of the evening, played numerous games of skill, danced a few times, and generally contributed to the worthwhile cause which prompted the ball. All in the good cause of charity for Monmouth County's sick and needy.

On the stroke of midnight that evening, the music stopped and an announce-

ment was made and all the guests were directed to the ballroom where an auction of many valuable items was held.

Featured that evening in this auction was a thoroughbred yearling filly known in advance billing for some weeks prior to the ball as the "Monmouth Mystery Miss". This winsome racing prospect was a donation of Joseph M. Roebling, one of New Jersey's more prominent racing stable owners. Sealed written bids had been accepted on this filly for some three weeks prior to the night of the auction. At the stroke of midnight the bids were opened and the auctioneer announced the highest bid which had been received. Starting at that point, the assembled guests were invited to bid, all in the cause of charity. Miller a prominent stockbroker, was perhaps the most active bidder. The bidding reached \$3000 and Miller, realizing a lifelong ambition, jumped the bid \$300 and became the owner of the "Monmouth Mystery Miss".

Named Miss Winston, the filly was sent to C. M. Camac's thoroughbred farm in Delaware for schooling and conditioning for racing the following year. During her period on Camac's farm, Miss Winston grew considerably and showed lots of promise. Tuesday, May 1st in the third race at Laurel race track in Maryland, Miss Winston went to the post for the first time. In a five furlong race for two-year-old maidens, she won and rewarded her owner to the tune of \$1,950. In addition to paying Mr. Miller, if he had a bet on her, \$21.20 to win, \$10.60 to place and \$7.40 to show. Mr. Miller was unable to attend the race, but when notified at his office that Miss Winston had won, he said, "apparently it pays to support a worthy cause."

Every year for the past ten years the auction sale has been the featured attraction at this great social event and all the money raised goes to the hospitals throughout the county. During the past decade more than one half million dollars found its way to the sick and needy by the public spirited citizens who supported every year a project that is looked forward to from year to year, each year showing an increase in the money raised.

Jersey Cattle Sale Nets Over \$70,000

LINCROFT, N. J. — Marlu farm, Newman Springs Rd., sold 48 Jersey cattle for \$70,525 at auction. The sale attracted 300 potential buyers from 14 states, Canada, Cuba and Costa Rica.

Average price brought in the sale was \$1,469.27. The top price of the day, brought by Marlu Milady Zinnia, a seven-year-old cow, was \$10,500, paid by Campbell MacKay, New Brunswick, Canada.

Mr. MacKay also paid \$5,250 for a yearling bull. Sunbeam Farm, Cherryville, N. C., bought the cow Marlu Favorite Etta, for \$5,000. Another cow, Marlu Commando Zinnia's Gem, bought by Randleigh farm, Lockport, N. Y., brought \$4,500.

An artificial breeding organization, Waterloo Cattle Breeding association of Waterloo, Canada, paid \$4,200 for a bull.

Marlu is probably the best known Jersey breeding enterprise in the nation. Its herd of the dairy breed is used in the farm's milk production operation. Sales of choice breeding stock are held periodically to reduce the herd surplus.

The last sale was held two years ago when the average price paid was \$1,567. Curtis Hobson, farm manager, said the cattle sold this year averaged somewhat younger than in the previous sale, accounting for the slight difference in prices. The top price paid this year, he said, topped that of the previous sale.

Colonel Ray Elliott of Portland, Indiana, who specializes in the sale of pure bred Jersey cattle, was the auctioneer.

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I have moved down here in Florida and would like to see an Auctioneers Association started here. I would appreciate it if you would publish this fact so a few other auctioneers here in Florida could see it in our National Magazine.

I have an Auction Gallery, selling all new merchandise and new furniture in a 36 by 70 foot room connected to the big Farmers Market and Auction House located at 1700 Largo Road in Clearwater, Florida.

If any member has a desire for a vacation down here, tell them to load up their car, truck or trailer and, if it is good merchandise, I will sell it for them on Thursday or Friday night—or, they can sell it themselves in a beautiful building with large crowds.

I also sell a sale on Saturdays (nights) for Mr. George Winn.

Tell them to write in advance as I am gone some of the time. Just closed a sale in Charleston, Mo., and one in Bartelso, Ill., and will be in Illinois the 6th day of May to start a new furniture sale.

Thanking you sincerely,
Col. Leo M. Boatwright
R. R. 1, Box 440
Largo, Florida

Dear Bernard:

I am happy to report that I am much improved and gaining every day. Soon will have the "old fight" back.

Now to prove to you that it can be done. I drove 20 miles, of course I had to come back so that makes 40 miles, contacted an auctioneer, turned on the full throttle of salesmanship — and enclosed you will find a check for \$15.00! One year's membership in the NAA plus a lapel pin and letter-head emblem for C. O. Dooley, Ottumwa, Iowa. Col. Dooley, wife and son fully plan to be at the NAA Convention at Kansas City.

I know you are doing OK and I am pleased that you are. You are doing a grand job with the paper. I'll have

the honor to address the New York State Auctioneers Convention at Syracuse, come June 30th.

Best wishes always,
Guy L. Pettit
Bloomfield, Iowa

Dear Col. Hart:

Enclosed you will find an article on a sale I recently conducted for our Latin Club. While it isn't much to contribute it is a little unusual and these kids really had themselves a time. I've never had a more snappy sale. Since hardly anything is ever auctioned around here other than livestock it was really a novelty for those High School students. I'm looking forward to having another bigger and better sale for them next year.

I wanted so much to get a State Association started before next convention but just looks like I can't get it done. I have six scheduled sales each week so I have little time for anything else.

I have gotten much enjoyment out of "The Auctioneer" and think you are doing a wonderful job.

We have had lots of good rains here in east Texas and pastures really look good. Sales have all been holding up well.

As ever,
Bill Wendelin,
Henderson, Texas

Nebraska Ladies Meet

Meeting in conjunction with the Eighth Annual Convention of the Nebraska Auctioneers Association were the Ladies Auxiliary of that organization. Twenty-seven members were present for the business meeting which included election of officers for the coming year.

Mrs. Rex Anderson, Spalding, was elected as the new President and Mrs. James Martin, Chappell, Secretary-Treasurer.

Minnesota Convention At Winona In June

The 7th Annual Convention of the Minnesota State Auctioneers Association will be held at the Winona Hotel in Winona, Minn., June 15 and 16. An important feature of the meeting will be a gigantic Charity Auction sponsored by the Winona Elks Lodge, the proceeds to be added to a fund for the erection of a new hospital.

Officially getting under way at 10:00 a. m., June 15, with a welcome address by Col. Fred Radde, M. S. A. A. President, followed by Mayor Lloyd Pfieffer of Winona, the program is packed with two days of education and entertainment.

Subjects to be discussed the first day include furniture auctions, real estate auctions, general farm auctions, auction advertising, liability insurance for auc-

tioneers, conservation of natural resources and auction legislation. Scheduled speakers include Col. Tom Gould, Minneapolis; Col. Ernest Freund, Director of the N.A.A., Fond du Lac, Wis.; Col. R. F. English, Arcadia, Wis.; Col. Roscoe Davis and others.

A banquet will be held that evening with Hon. James R. Keller, State Senator from Winona, as the speaker. Following will be entertainment by Prof. Merrill and his Musical Hall-Tree, fun auction, music, dancing and a social get-together.

The second day program will get under way with a breakfast at 8:30 a. m. and the balance of the forenoon will be used in business reports, election of new officers and selection of the 1957 Convention site.

At 1:00 p. m. the big charity auction will get under way with all auctioneers participating in the selling.

Auctioneers from all over Minnesota are urged to attend and those from other states are cordially invited.

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The subject of this discussion can be but one thing, the coming National Auctioneers Convention at Kansas City. Left to right, they are: Dick Grubaugh, Marvin Grubaugh, James Martin; E. T. Sherlock; C. B. Drake; Henry Rasmussen; Bernard Hart. The picture was snapped at the Nebraska Auctioneers Convention and these men are officers of either or both the Nebraska Auctioneers Association and the National Auctioneers Association.

Enthusiasm Sparks Eighth Annual Meeting Of Nebraska Auctioneers

By BERNARD HART

Enthusiasm could very well be called the key-note of the Eighth Annual Convention of the Nebraska Auctioneers Association held at David City, Sunday, May 6.

Welcome flags decorated the streets of the thriving Eastern Nebraska City of David City, letting the visitors know as they entered the city that plans had been made for their arrival. And they commenced arriving early, auctioneers from throughout the Cornhusker State as well as some from the neighboring State of Kansas, and NAA President, C. B. Drake, of Decatur, Ill.

The morning program included a short Board of Directors meeting at 10:30. Immediately following the call to order by President, Col. Dick Grubaugh, Mayor R. C. Zeilinger extended the greetings of the city. The response was capably handled by Col. Dan Fuller of Albion.

Col. James W. Martin of Chappell, was then introduced as the Convention Chairman. Col. Marvin Grubaugh, Rising City made the reports of the Secretary and Treasurer, he having filled both positions during the past year. All auctioneers, their wives and guests, were introduced and immediately afterward lunch was served in the basement of the beautiful City Auditorium by the ladies of St. Mary's Church in David City.

Col. Art W. Thompson, Lincoln, was the first speaker on the afternoon program. His address was fully up to a par with those which have made him loved and respected by all who have known him. Col. Thompson cited the importance of the organization of Auctioneers and pointed out the greater things that could come to the profession when more auctioneers "saw the light" and joined their State and National Auctioneers Associations. He also touched on his early experiences in the auction business and the many years of hard work that pre-

ceded his later success in auctioneering.

"What I Expect of An Auctioneer" was the subject discussed by Paul Rolfsmeier of Seward. Mr. Rolfsmeier has for many years managed Dairy Cattle Sales and has employed a wide number of auctioneers, making him a quite capable authority on the assigned subject. His comments were constructive to his auctioneer listeners.

Fitting perfectly with the general feeling throughout the meeting was the 30 minutes of entertainment provided by Rev. Rundin of Wahoo, Nebr. With "Enthusiasm Can Be Yours" as his subject, Col. Rundin proceeded to impress the importance of radiating enthusiasm in one's everyday life — and he was very capable.

Col. E. T. Sherlock, St. Francis, Kas., 1st Vice-President of the NAA and Col. C. B. Drake, NAA President, concentrated their remarks on the coming National Convention at Kansas City in July, and impressed the importance of the attendance of every auctioneer.

Some of the problems and needs of the NAA were presented by Bernard Hart, Secretary, as well as the needs and problems of "The Auctioneer."

Lawrence Buller, veteran Field Representative of the Nebraska Farmer, described the trends of type in purebred livestock, including hogs, beef and dairy cattle.

"Experience of An Auction Sale Clerk" was presented by Bill Boettcher, a retired sale clerk and now vice-president of one of the banks in Columbus, Nebr. Mr. Boettcher gave many pointers on successful sale clerking, pointing out the tremendous responsibility involved and emphasizing ways that a good clerk can make an auctioneer's task easier.

Col. Tim Preece of Battle Creek, who will be 87 years old his next birthday, and still active in conducting sales, touched on a few of his experiences and



These four veterans of the gavel got together during the Nebraska State Convention. They are Cols. Art Thompson, Rex Young, Tim Preece and Dan Fuller. If you attend National Conventions you will find these men present. If you have never met them and would like to, come to the National Convention at Kansas City.

interesting events in more than 60 years as an auctioneer. In relating these experiences, Col. Preece never mentions the dark side, if there was one, but always the light side and the many joys his profession has brought to him over that wide span of years.

A contest was held, with the audience as the judge, on the most humorous or embarrassing incident at an auction sale. Col. John Ryan of Greeley, carried off first prize on his experience of selling an outdoor toilet with a woman in it. I imagine the woman was more deserving of the prize than Col. Ryan, but she was not there to tell of her embarrassment. Second prize was won by the veteran, Tim Preece. This was on his race horse story. It seems that a young man had a horse he thought was a race horse and he wasn't too particular about selling him. In fact he specified a figure which the horse would have to bring. Col Tim, in selling the horse, spent a lot of time in a lengthy oratory in regard to the horse's ancestry and the great possibilities he had as a race horse and succeeded in getting the horse

sold for quite a little above the owner's "floor." In bragging of his accomplishment after the sale, to the seller, he was in turn advised something like this, "Tim, you knew a lot more about that horse than you let on this morning. I had a friend buy him back for me!"

A question box hour was held where a panel composed of experienced auctioneers answered questions that had been placed in the box during the day. This proved to be interesting as some of the questions were those that confront younger auctioneers quite frequently.

In the election of officers that followed, James Martin, Chappell, was made President; Rex Young, Platts-mouth, Vice-President and Glenn Helberg, North Platte, Secretary-Treasurer. Ralph Kuhr, Blair; Leon Ruff, Gretna; and Lester Pearson, Spencer, were elected to three-year terms on the Board of Directors.

More than 100 persons attended the Banquet served in the evening, again by the ladies of St. Mary's Church. Col. Dick Kane, Wisner, served as toast-

master.

Col. Dan Fuller, celebrating his 75th birthday, received the award for the oldest auctioneer present (Tim Preece had gone home). Col. Dick Michaels, also of Albion, with his youthful age of 19 years, was the youngest auctioneer present. Mrs. Hubert Siegel, Fairbury, was the winner of the drawing for the door prize.

"I Married An Auctioneer" was the subject of a short talk by a person introduced as Mrs. J. P. O'Flarity, supposedly the widow of a once prominent auctioneer. Some of "her" experiences, although quite humorous, sounded somewhat far-fetched and "her" identity was later revealed as Nebraska's popular batchelor auctioneer, Col. John Ryan of Greeley.

Col. James K. Thompson, Bensenville, Ill., the auction profession's own contribution to the entertainment field, was the guest speaker of the evening. Jimmy's inimitable program, "It's in The Cards" kept the crowd successfully entertained for more than an hour. This man has the ability to perform tricks of magic with uncanny skill and at the same time has a continual run of humorous patter.

Indiana Auctioneers Name Picnic Date

Sunday, June 24, has been named as the date of the Annual Summer Picnic of the Indiana Auctioneers Association. The location will be Forest Park at Noblesville.

All auctioneers in Indiana as well as those from other states are invited to attend and take part in the picnic. Bring a basket of lunch and table service for a big "pitch-in" dinner at noon. Refreshments will be furnished by the IAA. Entertainment will be provided in the afternoon as well as a short business meeting of both the Indiana Auctioneers Association and the Ladies Auxiliary. Come and bring the whole family.

Col. Curran Miller, Evansville, and Col. Lewis Smith, Cicero, are President and Secretary, respectively, of the men's group and Mrs. Lewis Smith heads the Ladies Auxiliary.

Patient: "Doctor, don't you think it would be a good idea if I went to a warmer climate?"

Doctor: "That's just what I'm trying to prevent!"

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Following Proven Practices Promotes Satisfaction Among Buyers, Sellers

By B. C. "BUD" SNIDOW, JR.

Special Representative, American Hereford Association

Auction sales are fascinating things. It is always rather remarkable to this onlooker that a sale can accomplish so much in a day. Actually, that day may be the culmination of two or three years of endeavor—breeding the cows, developing calves, feeding, grooming, advertising, setting up sale facilities, and securing a sales force.

Then comes the real fascination of the whole affair — the sale itself. With so many sales going on it is rather amazing that sufficient buyers always show up to take every animal offered, and depending on the offering and the buyers' purchasing power, the day's receipts may run from a few thousand dollars to a whopping 6-figure gross price.

The owner or owners of the cattle in the sale are taking a big risk on sale day. There is no way of knowing until the last animal has gone through the ring how much they will get for their cattle even though they have employed highly skilled salesmen in the auctioneer and sale force.

Elements of Chance

Buyers, too, are subjected to the elements of chance. They will often travel long distances to attend a sale, taking a chance on whether the prices will be in line with what they wish to pay and whether the animals will be suitable for their requirements.

Just as dealing at private treaty, they take a chance on animals' later performance in their herds—whether they will produce the kind of offspring that is expected of them.

As far as is generally known there is no set system to follow in buying at auction whereby a buyer may consistently "steal" an animal, or buy an exceptionally good one. However, there are some practices generally followed by oldtimers

and experienced buyers that work for greater satisfaction among both buyers and seller.

To review them might be of some value particularly for some one who might be planning to attend and buy at auction for the first time.

Arrive Early

Arrive at the sale early. Often buyers will arrive at a sale just before or even after a sale has started and to make his selections he will have to rely on his appraisal of an animal during the brief minutes it is in the ring.

It would be much better to arrive a day or two before the sale, depending on the size of the offering, and thoroughly inspect the offering. See the sires and dams if possible, and make selections for later bidding, probable first, second and third choices, etc.

You need time to ask questions of the seller about history of the herd, service bulls, breeding dates, and any special requests about rebreeding, arrangements for shipping, etc.

Useful Knowledge

Study the terms and conditions of the sale. Usually the terms under which the offering is to be sold will be printed on a separate page in the front of the catalog. It is always wise to know the terms and conditions, for the buyer will be fully aware of what he is entitled to should there be a later need for an adjustment on the purchase, a breeding privilege, etc.

Listen to announcements. Pertinent facts about each animal are usually included in the sale catalog. However, there may be some changes that occur after the catalog is printed in breeding dates, service sires, errors in the catalog, etc. Likewise, it is customary to point out by announcement any known defects,

IN UNITY THERE IS STRENGTH

blemish, or undesirable color markings that may not be noticed by folks on the seats.

Learn the Terms

Learn the meaning of terms. While there is no published dictionary of terms used in the cattle business, a knowledge of their meaning is very important to newcomers. Words such as "bred, served, open, springing, thick, deep, lowset, rugged, balance, and bloom" are commonly used and understood by anyone experienced in the stockman's vernacular.

There are many other such terms that may be baffling to an inexperienced person so it would be advantageous to understand the common terms used in the trade. In fact, it would be wise to attend some livestock functions before buying at all so that the newcomer might orient himself to the many phases of an auction.

Plan Transportation

While most sale managers and private individuals holding a sale make arrangements for trucks and transporting animals and they cooperate with buyers in getting their animals home, it is desirable that buyers have some idea or previously planned transportation.

Buyers are expected to settle for their animals at the conclusion of the sale. Settlement is always made by cash or the equivalent. Very often at sales a buyer will pay for his animals—higher selling ones—in cash. But generally a check or certified check is acceptable. It may be desirable to bring along a letter of credit from the bank.

It is possible the seller will agree to a private arrangement between the buyer and seller whereby the seller or sale manager bills the purchaser for his animals. In such a case a person unknown in the business will probably be expected to establish credit before animals are released.

Health Status

The item of health status might have been included under terms and conditions, for the status of the health of the offering is usually stated on the same page in the catalog. It is highly important that the new buyer thoroughly acquaint himself with the health regulations in his

state and buy only those animals that comply with the regulations. Persons holding public sales are required to offer healthy animals and they are usually tested for T.B. and Bang's disease within 30 days prior to the sale.

In some cases animals vaccinated officially for Bang's as calves that are under 16 months of age at sale time may be sold without a test, and there are other differences in procedure in different states. Therefore, buyers should inquire about the health status of herds from which the animals come rather than buying blindly and hoping that the health of the animal is "all right."

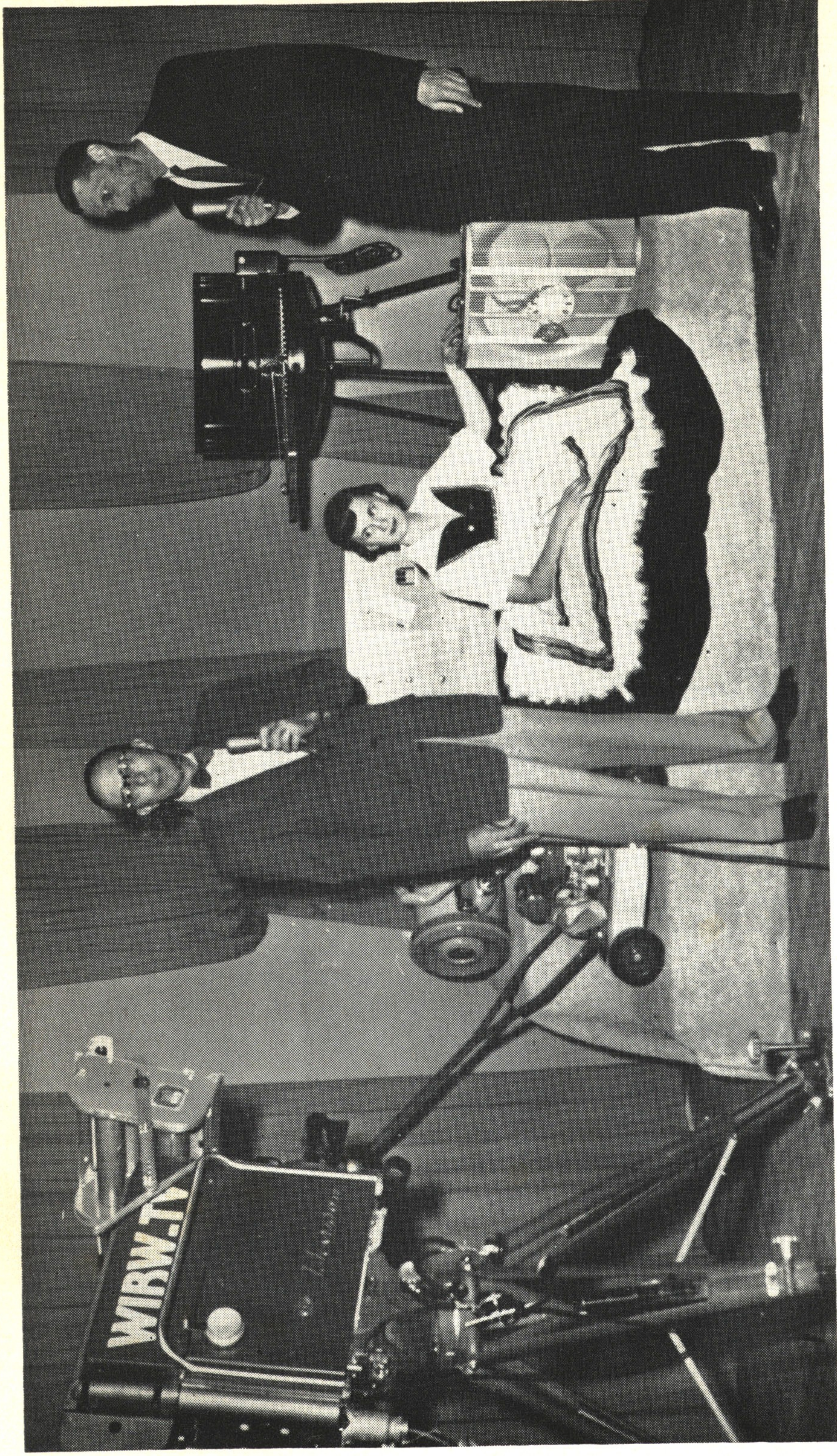
Satisfied Buyer

This is not an attempt to offer a complete buyer's guide for buying at auctions, but just a few of the items involved that are overlooked by persons inexperienced with auctions. With a little forethought and inquiry a buyer can make his selections with confidence that he is getting what he wants and the seller will appreciate the thoughtfulness for it makes for a satisfied customer, one of the greatest assets in the cattle business.

One last item—how much to pay. No one seems to know just how much or what price an animal is worth. That must be determined by the buyer according to the quality of the animal and how much money he has to invest. Occasionally, there are real bargains to be had. But the confirmed bargain hunter is liable to come away from a sale with some cheap animals or low priced animals. They may have been low priced because they are low quality cattle.

It seems to this bystander that the best buys are made after careful selection of desired animals and willingness to pay a price consistent with the buyer's pocketbook. A great portion of our top cattle are sold through auction sales. You usually get what you pay for and the good ones seldom sell too high. It is the poor quality kind that are costly in the long run.

The best time for a pretty girl to consider practical nursing is when she's been presented with a strong drink.



Kenneth Crews, President of the Kansas Auctioneers Association, and C. E. Sandeffer (right), Secretary of the same organization, selling a sale for the Blind, April 7th. Research projects for the blind received a financial boost in the three hour auction staged simultaneously over WIBW-TV and Radio Station WIBW in Topeka, Kas. Over 50 items, each valued at more than \$50.00, were auctioned. Proceeds from the Auction went to SITE, Inc., a non-profit organization sponsoring research to find ways to assist blind persons. When you see these gentlemen at the National Convention, in Kansas City, don't forget to question them about the unidentified beauty in the center.

Battles--Troubles--Good Will

By Col. B. G. Coats

Many auction sales are the result of family battles that arise over inheritances, a refusal on the part of one or more to recognize other relatives' just claims. Yet these problems can be handled fairly, I believe, if the Auctioneer exercises good judgment when he seeks to liquidate an estate sale.

In some instances the heirs will frown upon the mere mention of an auction sale. If so, such will place the Auctioneer on the spot as a super salesman, if he expects to over-come this resistance and succeed in booking the sale. The Auctioneer's avenues of approach are many and it is up to him to choose the one that will be productive. That avenue may be the most difficult one, if it is, tackle it with all the ability you can muster. Never take the avenues of least resistance unless by so doing you are able to accomplish your objective.

Not long ago I was called in by an Executor of an Estate. He informed me that there was five heirs and that the expensive household goods and furnishings had to be disposed of, but that each heir wanted certain pieces and that there was bitter objection on the part of each one as each piece represented a different value. I suggested a public auction but my suggestion was instantly turned down by the Executor as he did not want to have the ill will of the heirs, yet, I knew that he wanted a public sale, otherwise he would not have called me in. Bickering went on back and forth between all concerned for several weeks and the longer it continued the more ill will developed. At long last a meeting was arranged with all the heirs, the Executor, the Attorney and myself present. Two of the heirs were determined that there were certain pieces they were going to have regardless of what action anyone may take. The atmosphere was tense, but this was my opening. I spoke highly of the rare and unusual pieces that all had fallen heir to, of their appreciation of the finer things and the respect they had for the deceased in wanting to retain

heirlooms that had been in the family for many generations. Again I suggested an auction sale and that each would have the opportunity and be able to bid and buy the pieces that they were most interested in. Then all the money spent by each of the heirs would be held in a separate account and at the conclusion of the sale turned over to the Executor and be divided equally among them. The idea hit a responsive favorable chord.

The sale was held, the heirs were all present and each obtained the pieces they were interested in. The bidding was spirited, so much so, that two of the heirs paid for the pieces the other heirs wanted. At the conclusion of the sale an examination of the account of the heirs showed that two of them dropped \$983.00, one dropped \$264.00, another one \$15.00 and the fifth one dropped \$97.00 for a total of \$1359.00. Three of the heirs made money and obtained the pieces they wanted.

Now this is not complicated in any sense what-so-ever, but it never occurred to them that one or more of the five would be contributing to the others. The day after the sale another meeting was called for settlement and all were present. As I entered the room the very atmosphere was permeated with an air of good will. The funds were turned over to the Executor and he in turn gave each \$271.80 their proportionate share.

The battles and troubles were over, good will was established and all departed with the same affection that they formerly held for each other.

I could go on and on reciting my experiences in booking auction sales and from each instance new ideas could be developed, but it doesn't make for too interesting reading. My thought in bringing this experience to you, is that it will be helpful to you at some future time.

Through the medium of "The Auctioneer" we can all exchange ideas, we can all profit from each others' experiences and we can all become better Auctioneers and we will all do a greater volume of business have more and better sales.

Clippings By Nelson



Col. E. T. Nelson

Sometime, when you're feeling
important,
Sometime, when your ego's in bloom,
Sometime, when you take it for
granted,
You're the best qualified in the room.
Sometime when you feel that your
going,
Would leave an unfillable hole,
Just follow this simple instruction,
And see how it humbles your soul.
Take a bucket and fill it with water,
Put your hand in, up to the wrist;
Pull it out; and the hole that's
remaining,
Is a measure of how you'll be missed.
You may splash all you please when
you enter,
You can stir up the water galore,
But stop, and you'll find in a minute,
That it looks quite the same as before.
The moral in this quaint example,
Is do just the best you can,
Be proud of yourself, but remember,
There's no indispensable man.

—Anonymous

Remember your first Auction?
Maybe you were shaky in your knees,
but you gave it your best. You looked

confidently into the future when you
would be on TOP OF THE HEAP, in the
profession.

That first sale gave you a deep satis-
faction in knowing that you had crack-
ed the iron curtain, and you were on the
inside now.

Your aim was to please your customer.
Is your aim still the same? Or have you
come to the place where you auction to
make money . . . and for no other rea-
son.

If you have, you are to be pitied, for
there is no greater thrill in the auction
business . . . than a job well done and
a SATISFIED SELLER.

Lets give just a little more SERVICE
with each Auction we sign up.

"Whatsoever a man soweth, that shall
he also reap."

Lets sow some enthusiasm into our
business.

Lets sow some GOOD WILL into our
business.

Lets sow tolerance into our business.

Lets love thy neighbor as thyself.

Lets not pass too many "Laws" lest we
find ourselves legislated out of our own
business.

Lets read what we sign . . . lest we
sign a petition to "Hang Ourselves at
Sunrise."

I believe in laws that are passed for
the benefit of my neighbor as well as
myself.

I never saw a law that was workable,
that built a fence around me, to keep
out my competitor. For he might pass
a law to include me . . . and then where
am I?

Less laws and more Auctioneering is
my motto. And of course more "Honest"
auctioneers, ever and ever joining the
Auction Associations across the land.
Are there any other kind?

See you all in Kansas City in July. . . .

I am going to have my own Press Man
with me, so I ought to get a picture with
Harry for the Home Town paper. . . .
What a scoop for an old staunch Repub-
lican. . . .

New Hampshire AA Using Newspapers

In the regular April meeting of the New Hampshire Auctioneers Association, it was voted to place advertisements in the New Hampshire Sunday News, the Manchester Union Leader and the Boston Sunday Herald. These advertisements will be similar to those used a year ago, promoting the auction method of selling and recommending the use of members of the New Hampshire Auctioneers Association.

Other business transacted included a change in the By-Laws calling for meetings in April and November, eliminating the summer and winter meetings, which have been poorly attended in the past. The next meeting will be Monday, November 5, 1956, at the Eagle Hotel in Concord.

Judge Joseph Michael of Durham, N. H., was principal speaker of the April 2 meeting, discussing state laws affecting auctioneers and answering questions of the members.

In the election of officers, Col. Merle Straw of Seabrook led the balloting for President; Col. Ray Houle, Glen, Vice-President; Col. George Michael, Rochester, Secretary; Col. John Zyla, Manchester, Treasurer. Directors elected were Eddie Morrill, Harold Buckman and George Clement.

"GOD'S NEARNESS"

Once I get that warm feeling inside,
I know that my Lord's close beside.
Then I have no fear
As I walk with Him near
I am sure of the way He will guide.

Now my heart-strings strike up a chord,
And I sing out with glee for my Lord.
'Tis God's love I know
That makes me feel so
And all riches I feel I afford.

I'm so happy my heart skips a beat,
And I feel I had wings for my feet.
I'm up in the clouds
Of feathery shrouds
Just a dreamer of wonder complete.

IN MEMORIAM

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

Last Gavel Sounds For Col. L. F. Crume

Funeral services were held May 18, at Burlington, Ind., for Col. Leonard F. Crume, veteran auctioneer of that community. Col. Crume, who was 70 years old at the time of his death had served the area as an auctioneer for 50 years. Ill health caused his retirement about a year and a half ago.

Surviving are his widow, one son, two daughters, six grandchildren and two brothers. One of his brothers, Col. Dennis Crume, of Kokomo, Ind., is quite well-known to NAA members, he having won the award as being the oldest auctioneer present at the Columbus and Indianapolis Conventions. A nephew, Col. Roy Crume, is also active in NAA activities.

Death Takes Veteran Wyoming Auctioneer

Col. Bert Harrod, Gillette, Wyo., passed away the latter part of April at the Campbell County Hospital in that city. Col. Harrod was a well known auctioneer and also the Chrysler-Plymouth dealer in Gillette. At one time he had an interest in the Sheridan (Wyo.) Livestock Exchange.

Born in Nebraska, he came to Campbell county (Wyo.) in 1914, homesteading 12 miles south of Gillette. He was 65 years old at the time of his death and had been auctioneering for the past 40 years.

Col. Harrod is survived by his widow, five daughters, two sons and a number of grandchildren.

“Bits Of Thought”

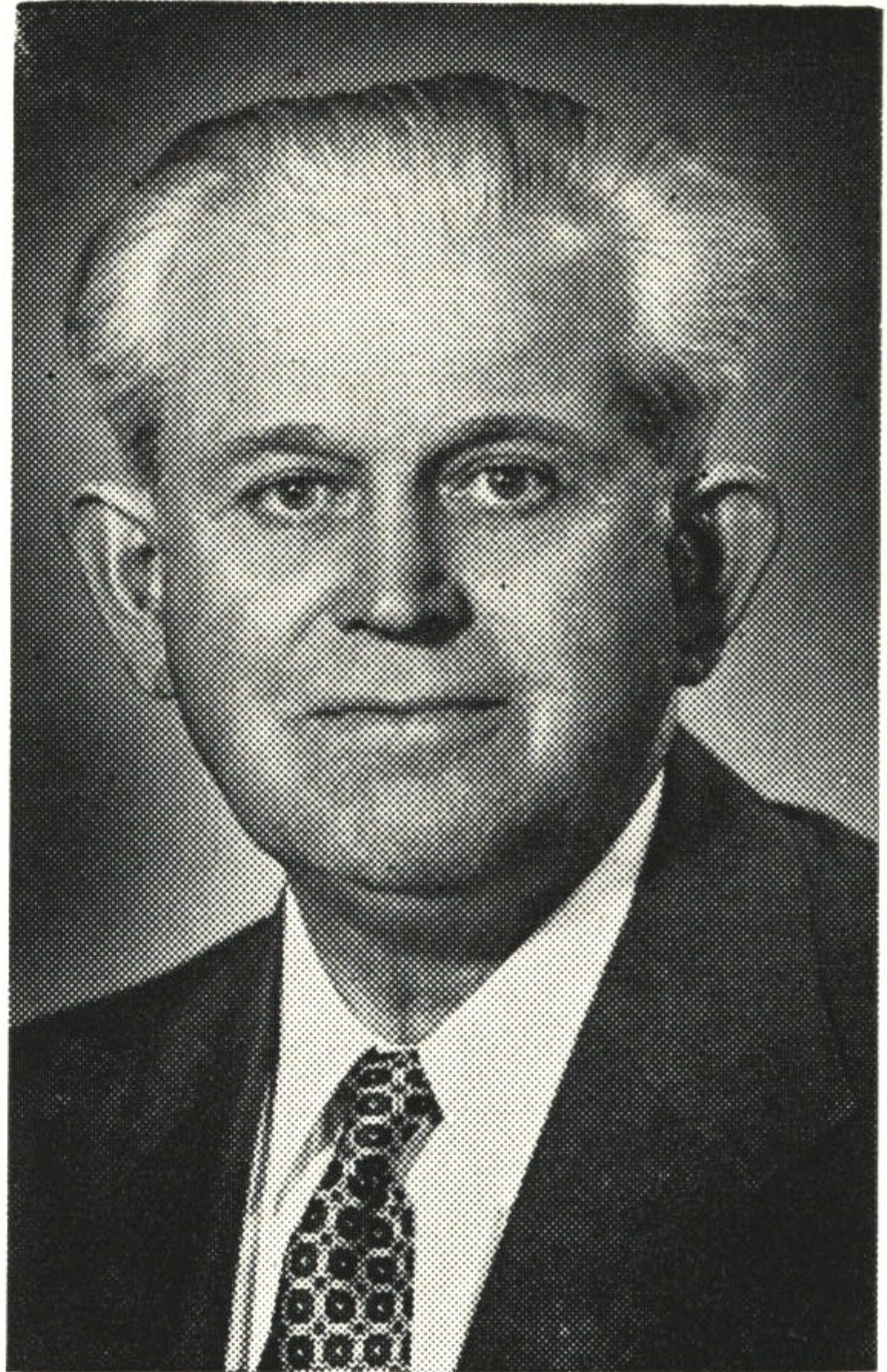
By
R. C. FOLAND, Real Estate Auctioneer
Noblesville, Indiana

“I BELIEVE”

Did you ever stop to ponder on things in which you seriously and earnestly believe? Not long ago I listened to a sermon on “I Believe”. In an effort to apply this sermon to my thinking, I discovered that it was difficult to really pinpoint the things which I believed beyond all shadow of doubt. Sometimes I almost feel like saying, “Lord, help thou my unbelief.” In my judgment, it is a great blessing to the soul to have firm convictions. Certainly it is good for the heart, mind, soul and body, to believe in the Divinity. In thinking of things natural, I find we may have firm beliefs and knowledge even though we do not understand. We may believe that nature is able to cause the same pasture land to produce wool on a sheep, hair on a calf and feathers on a goose; but do we really understand how it is done? We may believe that we can grow onions, carrots, beets, pumpkins and parsnips from the same soil, even though we can not understand how nature makes this possible. We may believe that the earth revolves around the sun and yet hardly understand how the universe is held in place.

You may believe in your neighbor and yet not understand why he goes to one Church and you to another. We may believe in Christian unity, but what are we doing to bring it about? We may believe in eliminating certain negative qualities which we possess and yet do very little to purge them from our lives. We may believe in the Bible, but do we study its precepts for the betterment of our thinking? We may believe that we should “remember the Sabbath day to keep it holy”, but are we doing anything to this end?

We may believe that skating rinks, drive-ins, ball games, golf, races, TVs, auction sales, fishing, visiting and many other things held on Sunday, have a tendency to retard interest in Church



Col. R. C. Foland

services and yet encourage them with our patronage. So many things are claiming our attention rather than the support of Churches, it is cause to reflect that, “when I would do good, evil is ever present with me.”

One Sunday evening, on my way to Church, I drove past a drive-in theater, or perhaps I should say, I tried to; but the traffic jam was so intense and congested, that I could hardly get through. I predict on that night there were more present at this paid admission attraction than in attendance at all the Churches in the City of Noblesville.

I believe in recreation, entertainment and amusements, but I also believe they should not take the rightful place of the Churches in a community. Perhaps we should believe in Church expansion, but it occurs to me that a greater spiritual religious expansion can be fostered by more unified effort.

You may believe in the auction method

and have no argument whatsoever against it, but yet not yield to its use in solving your selling problem. It is certainly a fine attribute of character to have strong beliefs and convictions, but opinions do little good when allowed to lay dormant and not put into practical service.

If you have a selling problem and do not know what course to take, consult the one who knows the answers and then have the courage to use the method which common sense dictates.

You may believe strongly in a National Auctioneers Association, realizing its advantages in furthering the cause of auctioneering and yet not even join such an organization and take part in its advancement. Join now and help to make the Kansas City Convention the biggest one yet.

Yours for more and better auction sales;

Truly "I BELIEVE"

The best way to protect zinc or galvanized surfaces of farm structures from rust is to apply two coats of metallic zinc paint.

Col. Ray Schnell In Race For Governor

DICKINSON, N. D.—Former Lt. Gov. Ray Schnell of Dickinson has announced his candidacy for the Republican nomination for governor in North Dakota's June primary election.

Schnell, a long-time member of the Nonpartisan League and a leader in the move to unite all Republicans in the state under one banner, has been a strong advocate of leaving the GOP governorship endorsement to the people through an open primary election.

He termed the move of the Insurgent element of the League, which swung the League convention into the Democratic column for the first time in its history this week "a healthy one," and added that "this situation represents a true realignment of political thought in our state."

Schnell is a well-known cattleman and is manager of the Schnell-Dickinson Livestock Sales.

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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.

ALABAMA

Col. R. A. Waldrep—Birmingham

ARKANSAS

Col. Brad Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

Col. Ray Roberson, Grover City

FLORIDA

Col. Robert W. Butler—Gainesville

GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

Col. Warren H. Waldrep, Atlanta

ILLINOIS

Col. Frank Capista—Lockport

Col. C. B. Drake—Decatur

Col. W. P. "Bud" Drake—Decatur

Col. Bud Fennema—Lansing

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

Col. Walter Holford—Edwardsville

Col. Ray Hudson—Morrisonville

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

INDIANA

Col. L. T. Crawford—Mishawaka

Col. R. C. Foland—Noblesville

Col. Russell Kruse—Grabill

Reppert School of Auctioneering

Decatur

Col. H. J. "Bus" Retmier—Indianapolis

IOWA

Col. B. J. Berry—Bonaparte

Col. Lyle Erickson—Cresco

Col. Wm. T. Huisman—Parkersburg

Col. Clinton A. Peterson—Fort Dodge

Col. Wendell R. Ritchie—Marathon

Col. Jack Tromanhauser—Cedar Falls

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Col. E. T. Sherlock—St Francis

Col. Frederick E. Sherlock, St. Francis

KENTUCKY

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Col. Bill McCracken—Kirkwood

Col. Russell E. Summers, St. Ann

NEBRASKA

Col. Dan J. Fuller—Albion

Col. Ray Flanagan—Albion

Col. John W. Heist—Beatrice

Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

Col. James Webb—Grand Island

Col. Rex Young—Plattsmouth

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Col. B. G. Coats—Long Branch

Col. Ben Greenfield—Newark

Col. Howard Harris, Jr.—Cowntown

Col. James W. Smith—Camden

Col. Russ Tinsman—Hackettstown

Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque

NEW YORK

Col. Paul W. Calkins, Plattsburgh

Col. Benjamin F. Hayes—Forest Hills

Col. Victor L. Kent—Cuba

Col. Gerald N. Mead—Owego

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WYOMING

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

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

BROADCAST SECRETS

ALBUQUERQUE, N. M.—The Executive Board of the New Mexico Cattle Growers Assn. held a secret meeting. Then it found out someone had left a public address system on, and its "secrets" had been boomed through the hotel mezzanine.

Record Crowd Attends Sale of European Art Antiques—Diamonds

By COL. B. G. COATS

A record attendance of 2,500 persons witnessed the public auction sale on April 25th at the Parke-Bernet Galleries, New York City to see and buy works of European Art, Antiques and Diamonds.

Works by Bellows, Sloan, Sargent and such European painters as Kisling, Pascin, Utrillo, Modigliani and Valminck. Among the American works in the collection was Grandma Moses' "Our Barn," a still life by Harnett, "Dock Builders" by Bellows, Sloan's "Carol with Blue Ribbon", and a Palestine landscape by Sargent.

A collection of eighteenth century French furniture and decorations included a Louis XV serpentine-front petite commode by Adrien Fleury. A diamond necklace with diamonds weighing about 70 carats. Also, a diamond bracelet with thirty nine old-mine diamonds weighing eleven carats, a strand of seventy-nine graduated Oriental pearls weighing 480 grains and a diamond and emerald bracelet with 633 old-mine diamonds weighing thirty carats.

The Plaza Art Galleries sold to a capacity crowd when they sold a collection of African and Pacific Island masks, sculpture and artifacts and a collection of European prints and posters and ceramics by Picasso.

Sale of English furniture, paintings and decorations from the Georgian House at 56 East 93rd Street brought \$287,062. Major sales included a George III set of wrought silver centerpiece, figural compotes and figural tazzas, to a New York private collector for \$7,000; a pair of paintings by Charles Cooper Henderson, to G. H. Bostwick, for \$6,500, and a painting by Johann Zoffany, to an Arizona private collector for \$5,500.

Experience is what enables you to recognize a mistake whenever you make it again.

Bill Wendelin Conducts Latin Club Slave Sale



HENDERSON, Tex. — “Quo Vadis?” asked Dallas News columnist Ken Hand when he wrote a feature article on the Henderson Latin Club several years ago. He would not have asked WHERE the Henderson Latin Club was going, if he’d been present at the first “Slave Sale” staged in Henderson at the HHS Auditorium.

The HHS Latin Club (probably the best-known club of the so-called dead language in all the U. S., and, definitely much alive) knew where it was going! To Oxford, Ohio—Miami University, to be exact . . . to the Junior Classical

League Convention, come spring. This “Slave Sale” was staged for the sole purpose of underwriting the expenses of the two chaperones who will accompany the group heading Ohio way . . . and monies realized from such sale totaled, approximately, seventy-five dollars.

Auctioneer, Bill Wendelin contributed much to the sale and kept the bidding going furiously and fast, especially among the “men” of the audience when their special “girl friends” were put on the block by Richard Hamilton. The slaves wore fluted, white paper plates

bearing the inscription "Servus Sum" on the front of their togas . . . which were fashioned from their mothers' sheets, Roman-wise.

The press (Henderson Daily News) was present and did a lot of bidding, but the newswomen didn't have a chance against the bidding of the HHS crowd.

The JCL convention will be held in Oxford, Ohio, on June 24, 25, 26 with Miss Teddy Jean Rogers and Miss Doris Busby as chaperones (thanks to the "Slave Sale.") Around forty or fifty parents of Latin Clubbers were among the audience and said, "We've never had more fun . . . nor seen a better show in Henderson."

When Do They Do It?

A sign in a cemetery in South Bethlehem, Pa. reads: "Persons are prohibited from picking flowers from any but their own graves."

Paper-weight Brings \$4,000 At Auction

NEW YORK CITY — A paperweight brought \$4,000 at a public auction sale at Parke-Bernet Galleries, Inc., 980 Madison Ave. Gallery officials said it was a record for a single item in the history of paperweight collecting, the previous high being \$3,400 at a London auction.

The rare item was a St. Louis (France) salamander paperweight. The successful bidder was George H. Kernodla, an agent for an undisclosed Washington collector. It was included in a collection of American furniture and decorative objects. Baccarat, Clichy and St. Louis glass paperweights from the estate of the Late Robert Clark Laing, of Dearborn, Mich., and other collections.

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

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

DORMEYER, UNIVERSAL, CANNON, PEPPERELL, DOMINION, CLOCKS, ALUMINUM WARE, SOFT GOODS, VACUUM SWEEPERS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE,

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THIS AND THAT . . .

By BERNARD HART

"Gleanings From the Cornhuskers" could well be the title of this month's ramblings as your writer is still filled with the enthusiasm from the Nebraska State Convention.

★ ★ ★

A better relationship between State Associations and the NAA has been the desire of your Secretary for the past two years. That of the Nebraska group would certainly make a wonderful pattern for other states to follow.

★ ★ ★

The first thing that impressed me regarding this subject was the registration forms that were used. Mimeographed blanks were furnished for each registrant to fill out. Spaces were furnished for membership in the Nebraska Association, membership in the Nebraska Auxiliary for the registrant's wife and membership in the NAA. In fact, it was so handy to pay National dues that two of our holders of Life Memberships, Hank Rasmussen and Ernie Sherlock, paid the \$10.00 National fee along with the other dues.

★ ★ ★

Col. Rex Young met me at the Airport in Lincoln, the morning of the Convention, and on the way to David City, showed me a copy of a sale bill of his first auction. It carried the year of 1911, the location of the sale being in South Dakota. The seller gave as his reason for a closing out sale the fact that he had bought a gasoline engine, so would quit farming.

★ ★ ★

From that day, 45 years ago, until the present, Col. Young could probably tell many interesting experiences in conducting auctions. However, he has little time to dwell upon the past as from November 1, 1955 to April 15, 1956, there were only 11 days that he did not have sales. Yet he does have time to attend his State and National Conventions and has always been active in the Nebraska Auctioneers Association. He is now Vice-President of that group.

Col. Henry Buss, Columbus, Nebraska, was sporting a well developed growth of black whiskers at the convention. He was advertising the coming Centennial celebration of that City.

★ ★ ★

John Ryan of Greeley and Dick Kane of Wisner, Nebraska's famed bachelor auctioneers, came in for their usual ribbing regarding their inability to bring their wives to the Convention. From the question they submitted to the panel, we are wondering if they aren't encouraging the rhubarb. However, the panel offered nothing in the way of assistance in finding them wives.

★ ★ ★

Col. and Mrs. Carson Hansen of Beloit, Kansas, gave the Nebraska meeting the National feeling. Of course, another Jayhawker couple, the Sherlocks, also have a Kansas address but it is hard to tell which state they call home. Before Kansas had a State Association, Ernie was active in the Nebraska Association, being a past President. As soon as Colorado organizes we expect Ernie to become a member of the third State Auctioneers Association.

★ ★ ★

Mentioning Carson Hansen reminds me to call attention to his "Beloit Livestock Market Weekly." Started by he and his former partner, Jim Kirkeminde, as the Hansen-Kirkeminde Livestock Auction Report, this four page newspaper has met with wonderful public approval.

★ ★ ★

Jim Kirkeminde is now in Belleville, Kansas, operating the weekly livestock auction in that city. Jim is also publishing a weekly newspaper similar to that he and Carson pioneered in Beloit, the first copy having reached our desk recently. If any of you livestock auction men have not seen either of these publications, write them for a sample copy. You may get some profitable ideas from them.

National Livestock Auction Convention Set For June 14-16

Livestock auction market owners, operators, employees and their families from throughout the nation will gather in Denver, Colorado, June 14, 15, and 16, 1956 for their 9th annual convention.

This will be the first year for the convention to be held in the name of the American National Livestock Auction Association, it was announced by C. T. 'Tad' Sanders, Executive-Secretary. The newly named association was formed by a recent merger of the American Livestock Auction Association and the National Livestock Auction Association.

The American National Livestock Auction Association is composed of individual auction market members from 31 states and 17 state auction market associations. In excess of 400 markets are expected to be represented at the convention.

Leo J. Murphy, Jamestown, North Dakota and Dayton C. McCann, Effie, Louisiana, serving as joint presidents of the association, will preside over the sessions.

Members of the Livestock Market Council will meet to map plans for the next year concerning legislation affecting the auction markets. The Council was organized last January as an action group of 10 livestock auction market owners, designated and appointed by the Association to handle legislative matters and material federal regulations concerning the cattle marketing industry. Forest Noel, Lewistown, Montana is the Chairman and will preside over its meetings at the convention.

A special committee of the Association's directors from its District No. III and IV will be in charge of convention arrangements including entertainment for the families of members. Ingvar Svarre, Yellowstone Livestock Commission, Sidney, Montana, director-at-large from District No. III and Hugh Ford, La Junta, Colorado, director-at-large from District No. IV are co-Chairmen. District No. III is composed

of the states of Montana, Idaho and Wyoming and District No. IV is composed of the states of Utah, Colorado, Arizona and New Mexico.

The Albany Hotel, Denver, has been named as convention headquarters.

"The past year has seen the greatest increase in market membership," Sanders stated. "South Dakota leads all states in the total number of member markets with 44. The increase in market membership is only partially accounted for due to the merger; the auction market owners the past year have taken a more active interest in association work and have participated more actively in it than ever before. This year will see the largest convention attendance of any year," he added.

New York City To Auction Building

By COL. B. G. COATS

New York City will sell at public auction on June 12th, the nine story office building at 500 Park Avenue on the southwest corner of 59th Street and Park Avenue which has been used since its construction in 1898 as the headquarters of various municipal agencies.

The property which has a frontage of 100 feet and five inches on Park Avenue and 125 feet on East 59th Street is assessed at \$1,200,000.00 of which \$900,000.00 is allocated for the land.

The building will be the largest single property ever sold at public auction by New York City. The minimum price set is \$1,250,000.00, but it is believed that the property will bring considerably more than the minimum price.

Adrian H. Miller and Son, of 103 Park Avenue, New York City, are the Auctioneers.

Replacements Needed

Hubby: "I want three potted geranium plants."

Florist: "Sorry, we're out of geraniums, but we have some nice potted chrysanthemums."

Hubby: "No, they won't do. You see, I promised my wife I'd water her geraniums while she was away."

THE LIGHTER SIDE . . .

FIRST AID

A man rushed excitedly into a smoking car of a train. "A lady has just fainted in the next car," he cried. "Has anybody got any whiskey?"

Immediately several flasks appeared. He seized one, tilted it back, took a drink and returned it, saying, "Thanks. It always did make me feel sick to see a lady faint."

GOOD QUESTION

A farmer visited his son at college. Watching students in a chemistry class, he was told they were looking for a universal solvent.

"What's that?" asked the farmer.

"A liquid that will dissolve anything."

"That's a great idea," agreed the farmer. "But when you find it, what are you going to keep it in?"

EASIER

An old mountaineer and his son were sitting by the fire smoking their pipes, crossing and uncrossing their legs. After a long silence, the father said, "Son, step outside and see if it's raining."

Without looking up, the son answered, "Aw, Pa, why don't we jest call in the dog and see if he's wet."

SOUND ADVICE

Grandpa was giving his grandson . . . recently graduated from high school . . . some old-fashioned but sound advice. "You can make your dreams come true," he said, "if you wake up and work!"

EASY TO GET

We're living in an unprecedented era of prosperity. Never before have people acquired nearly so many unpaid-for things.—Cincinnati Enquirer.

RIGHT AT HOME

After loading the family car for a trip, the man told the neighbors, "We aren't getting away from it all — we're taking it with us." — Arcadia (Wis.) News-Leader.

NOAH FOOLIN

A wise guy said to the bus driver the other morning: "Well, Noah, you've got here at last. Is the ark full?"

Bus Driver: "No we need one more monkey. Come on in."

PLAN

A little boy, caught in mischief by his mother, was asked, "How do you expect to get into Heaven?"

The lad thought a minute, then said, "Well, I'll just run in and out and in and out, and keep slamming the door until St. Peter says, 'For Heaven's sake, Bobby, come in or stay out'."

DIPLOMATIC

At a party celebration in Leningrad a guest found a piece of rubber tire in his stew. About to complain, he noticed a secret police official watching him. "Everything is going according to our calculations," he said. "We've been in power only 35 years and already the automobile is replacing the horse."

LUMPING LIMERICK

A tutor who tooted the flute
Tried to tutor two tooters to toot.
Said the two to the tutor,
"Is it harder to toot or
To tutor two tooters to toot?"

IDENTIFICATION

The proprietor of Chan's Curio Shop in Hong Kong hired a new errand boy.

"But your customers won't know me," the boy said, "so how can I identify myself when I deliver the teak wood curios?"

"Simple, oh little one," said the proprietor. "Say that you are the barefoot boy with teaks of Chan."

EXPERIENCED

Mrs. Gossip: "So your daughter is about to marry! Do you really feel she is ready for the battle of life?"

Mrs. Chatter: "She should be. She's been in four engagements already."

\$1597 Average For Quarter Horse Sale

WICHITA FALLS, Texas—Paul Grafe, owner of Ferndale Ranch, Santa Paula, Calif., purchased the 7-year-old son of Dexter, Romeo Dexter, at \$4,500 to top the Underwood Quarter Horse Sale held here Sunday, April 29. Grafe also purchased Billie Silvertone, a 17-year-old Palomino mare by Silvertone, for \$1,650.

A. G. Pace, Sandy, Utah, purchased Brown Sue Dexter with her foal at \$1,875.

In all 26 head were sold for an average of \$1,597. Auctioneer was Hank Weiscamp, Alamosa, Colo.

I would give nothing for a young man who did not begin life with an enthusiasm of some kind; it shows, at least, that he had faith in something good, lofty and generous from his own standpoint.

—Buffon

A female silkworm lays about five hundred eggs five days after leaving the cocoon—then she dies.

50 YEARS AGO

(From the Drovers Journal Files)

Ed Meyerhoffer, Maquoketa, Iowa, smashed all previous auction records when he sold a show matched pair of Percheron geldings to Armour & Co., at \$1,100 and 12 selected drafters at \$4,200.

F. W. Harding of Waukesha, Wis., had a sale in which 39 head of Shorthorns sold at an average price of \$372.80 per head. The top price was \$825, paid for a yearling bull.

U.S. petroleum companies will lay out \$6,700,000,000 for capital expenditures in domestic and foreign operations in 1956, Petroleum Engineer magazine, Dallas, predicts. That's 11 pct. more than was spent in 1955.

Teacher: "Robert Burns wrote, 'To a Field Mouse.'"

Student: "I'll bet he didn't get an answer."

It wouldn't be so bad to let one's mind go blank if one always remembered to turn off the sound.

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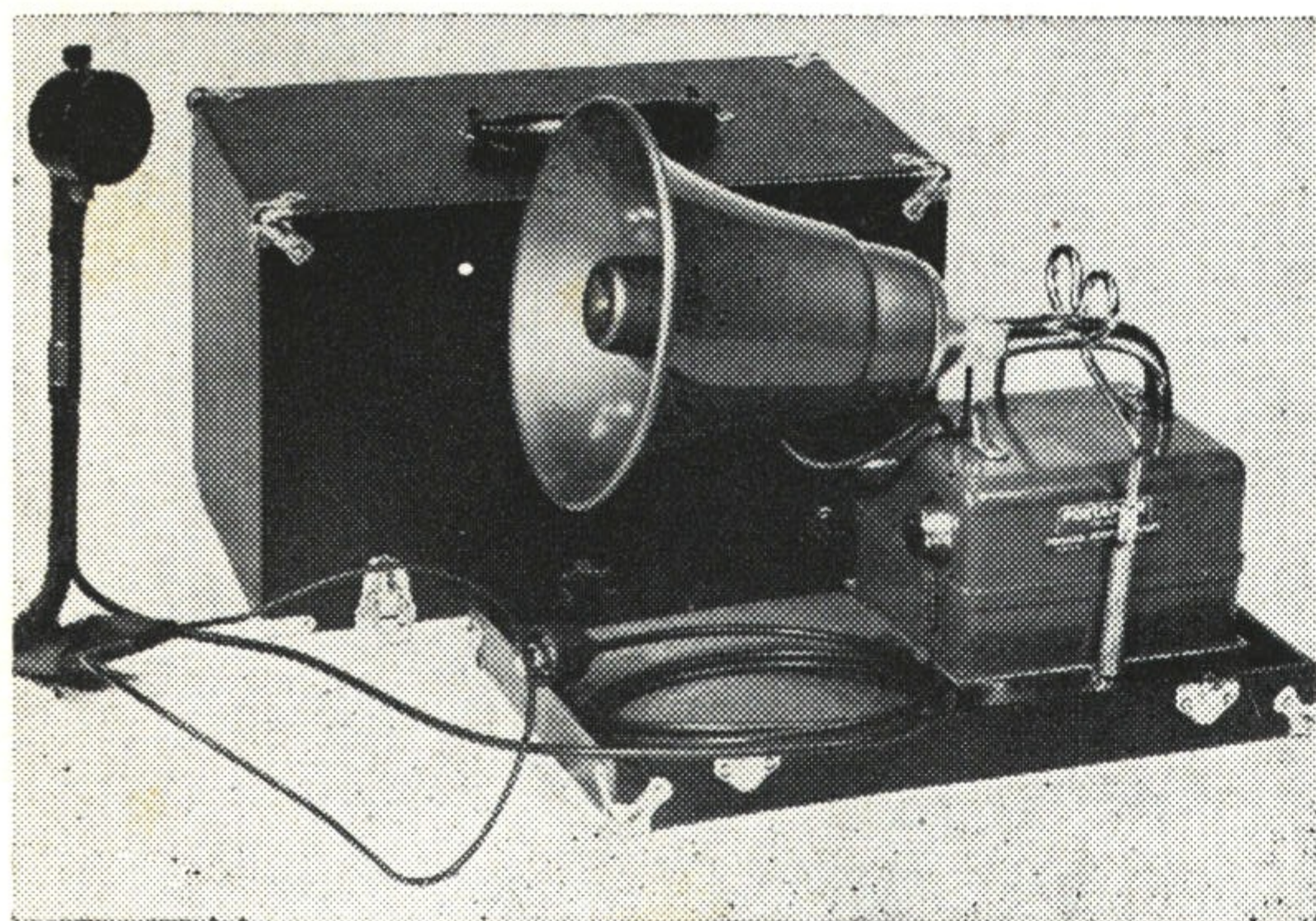
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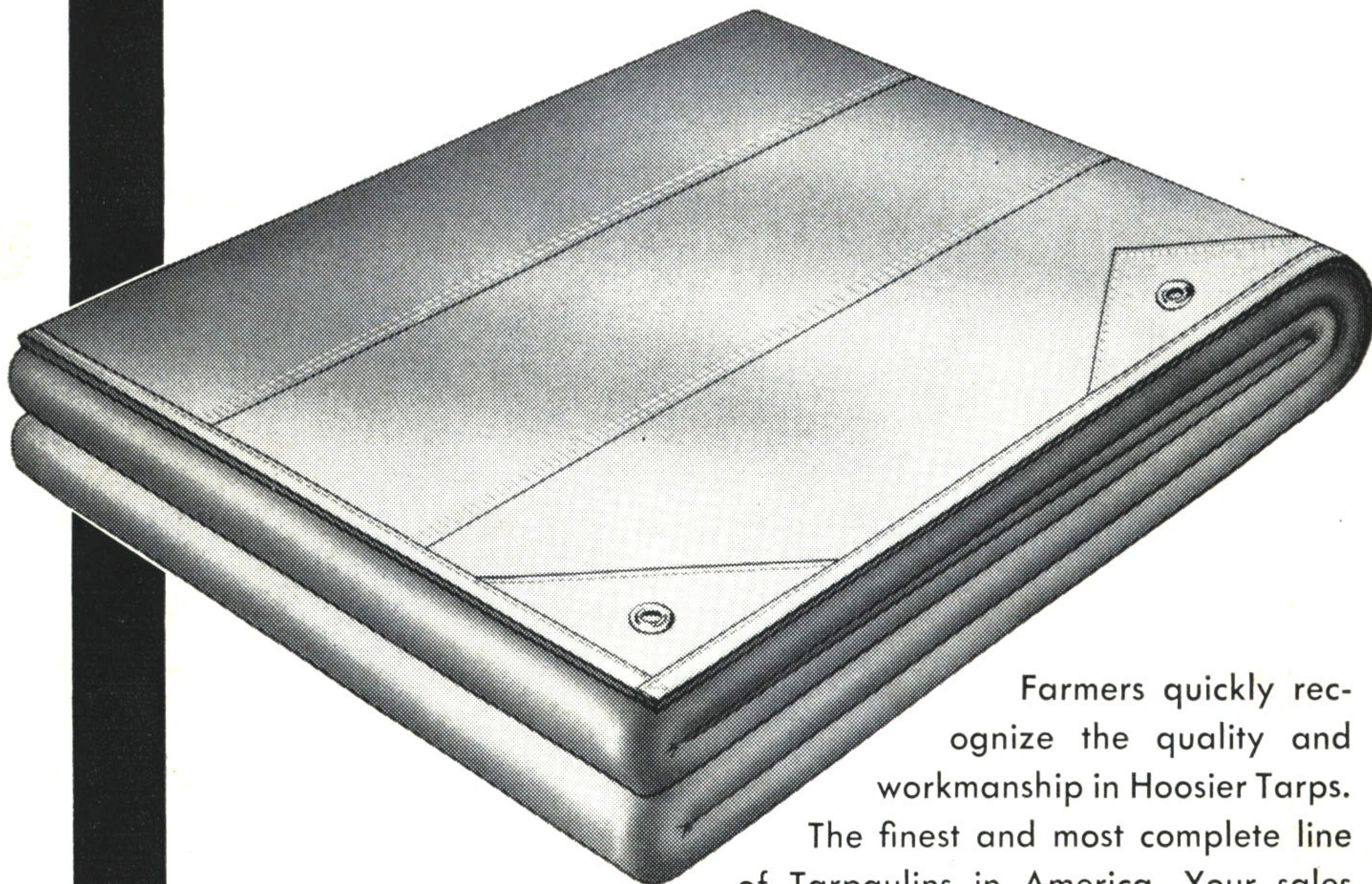
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