

# *the* AUCTIONEER



National  
Convention  
AT

SHERATON  
HOTEL

LOUISVILLE, Ky.

July 14, 15, 16



**1960**

**National**

**Auctioneers**

**Convention**

**Louisville, Kentucky**

**Sheraton Hotel**

**July 14 - 15 - 16**

**Y'all Come**



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

803 S. Columbia St.  
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Bernard Hart, Frankfort, Indiana

**Contributing Editors**  
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Walter Carlson, Triumph, Minn., and  
every member of the National Auctioneers  
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The Editor reserves the right to accept or reject any material submitted for publication

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803 S. Columbia St. Frankfort  
Indiana



# Pleasure and Profit for Those Who Attend the Convention

By Col. Charles Corkle, Norfolk, Nebraska

The National Auctioneers Convention is but a few weeks away. Many have already made their plans for attending this event which this year is to be held in Louisville, Kentucky. Among them are Auctioneers from every section of the country, some of whom have been present at most if not all of the annual Conventions held by this Association. There are others who will be attending their initial National Convention. It will



be the first time they have devoted three days to discussions of the various phases of their business and to visiting with others who are confronted by many of the same problems in their day to day work.

While these have made their plans there are others equally as interested in the business and in the promotion of the Auction profession generally but who for various reasons are debating the question of attendance. My first Convention was but a few years ago and some of the questions coming to my mind are still well remembered. They could be similar

to those raised by every Auctioneer before attending a Convention even though well aware of the fact that every profession has one or more meetings a year for a discussion of things pertaining to their members.

The two questions which every person regardless of his line of work is entitled to ask himself regarding events of this kind and which came to me were —

Can it be worthwhile in time and expense for me to attend?

What of value can I possibly contribute to a meeting of this kind?

Remembered well are the answers provided by this first Convention and emphasized more by the few Conventions I have since been privileged to attend.

The first question seemed rather selfish when upon my arrival I met leading Auctioneers, specialists in their chosen field, who had taken time from their business to attend and discuss the various problems of the profession. I found that while a well balanced program had been arranged, entertaining as well as interesting, with time allowed for making acquaintances and visiting, it was to be truly a meeting devoted to the improvement of the profession and to the men engaged in it. That regardless of the field in which an Auctioneer was particularly interested there was something for him in every period of the Convention.

The second question while not seeming to be so was hardly less selfish. Without the attendance of the highest possible number how can a Convention do for the profession and the membership what it can and should do. Who will have contributed more to the Convention than the Auctioneer attending the various sessions and taking home some of the thoughts and suggestions to put into practice in his own business. After all isn't that what those who have worked hard on Convention programs were in hopes of you doing.



# IN UNITY THERE IS STRENGTH

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There is another important part of every Auction Convention — Maybe it is the most important part — The opportunity of meeting those of your own profession, discussing mutual problems and developing lasting friendships.

Few, I am certain, have ever attended a National Convention without gaining a higher regard for their profession and those engaged in it.

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## Jimmy Thompson to MC Convention Show

James K. Thompson, Bensenville, Illinois, auctioneer, NAA member and professional entertainer, has been engaged to serve as Master of Ceremonies at the

big Variety Show which will be presented at the National Convention the evening of July 15. Jimmy Thompson is no stranger to many of our conventioners having performed this same task most capably at the 1955 National Convention in Indianapolis. He has furnished entertainment for various state auctioneers' groups.

The Show presented at our 1960 National Convention will feature such famous artists as the QUALMAN TROUPE, COLBY & FERGUSON, VARJU BROTHERS and THE ALL-AMERICANS. Each act has been personally selected by Jimmy Thompson and convention goers are assured of a Variety Floor Show that will appeal to the entire family. Don't miss it!!

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## Bring The Family

By BERNARD HART

We know of no other group whose Convention is geared to meet the needs of every member of the family like that of the National Auctioneers Association. Our meeting is held during Mid-Summer, traditionally vacation time for all America. More and more auctioneers are making the Convention a part of their vacation.

This means that we are required to entertain every member of the family. Auctioneers' wives work closely with their husbands and are interested in the general program. In addition they have their own organization, The Ladies Auxiliary to the National Auctioneers Association. The Auxiliary sponsors a Friday Noon Luncheon for all ladies present followed by a program, business meeting and election of officers.

Officers and Directors of the Auxiliary have additional duties and responsibilities which include the entertainment of the younger set with the help of the NAA 1st Vice President.

Plans completed for this year's Con-

vention include a ride on the Ohio River in a Chartered Boat for the teen agers. (I'd enjoy that one, too). Other entertainment is planned for the young people during the three day conclave and a large room has been reserved for games, dancing, etc. Baby sitters for the extreme young are provided free.

The Friday night entertainment has been selected for all members of the family with something that will appeal to all ages.

Conduct of those attending the NAA Convention has been the best and every host Hotel has added their praise on this subject. One will gauge his actions so as not to bring shame to his family, thus, nothing will happen that you would want your family to avoid.

No liquor is served in any meeting room nor at any meal function.

Yes, bring the family and they will go home feeling their Dad is the greatest because he is an auctioneer and a member of the National Auctioneers Association.



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ATTEND THE  
**NATIONAL AUCTIONEERS CONVENTION**  
**LOUISVILLE, KENTUCKY**  
**SHERATON HOTEL**  
**JULY 14, 15, 16, 1960**

**PROGRAM**

**WEDNESDAY, JULY 13**

**National Board of Directors Meeting** **2:00 P.M.**

ERNEST FREUND, Wisconsin ..... President  
CARMAN Y. POTTER, Illinois ..... 1st Vice President  
CHARLES CORKLE, Nebraska ..... 2nd Vice President  
HENRY RASMUSSEN, Nebraska ..... Treasurer  
BERNARD HART ..... Secretary

NAA Headquarters—Frankfort, Indiana

**BOARD MEMBERS**

C. B. Smith, Michigan	Sam Lyons, Pennsylvania
Lewis G. Marks, Illinois	Ernest Niemeyer, Indiana
John A. Overton, New Mexico	Harris Wilcox, New York
C. E. Cunningham, South Carolina	Owen V. Hall, Ohio
Orville R. Moore, Kentucky	Tony Thornton, Missouri
E. T. Sherlock, Kansas	F. E. Fitzgerald, North Dakota
James W. Martin, Nebraska	George E. Michael, New Hampshire
W. J. Wendelin, Texas	

K.A.A. Executive Committee Meeting ..... 11:00 A.M.  
K.A.A. "Get-Together" (Entire Membership) ..... 1:00 P.M.  
Meeting of Reception Committee ..... 2:00 P.M.  
Meeting of Fun Auction Committee ..... 3:00 P.M.  
"Hospitality Night" ..... 7:30 to 10:30 P.M.



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## THURSDAY, JULY 14

- 9:00 A.M.—Registration ..... continued through the day.  
Coffee served by Kentucky Ladies Auxiliary.
- 10:00 A.M. to 11:30 A.M.—Meetings of Resolutions, Grievance and  
Auditing Committees.
- 12:00 Noon—Luncheon.  
Welcome to Louisville ..... Mayor Bruce Hoblitzell  
Welcome to Kentucky ..... Col. John Cummins,  
President of K.A.A.  
Address—"Making Life Worthwhile" .....  
..... Mr. C. H. "Preach" Edwardsen
- 2:00 P.M.—Invocation ..... Rev. Peyton Thurman, Dean of Students,  
Southern Baptist Theological Seminary
- 2:10 P.M.—Introduction of Convention Chairman
- 2:15 P.M.—"Kentucky, Your Host" ..... Col. W. P. "Bill" Scully,  
Lexington, Ky.
- 2:30 P.M.—"How I Found Louisville to Be" ..... Mr. Bill Howard,  
Immediate Past President, Louisville "JAYCEES"
- 2:45 P.M.—"President's Address" ..... Col. Ernest C. Freund  
Fond du Lac, Wisconsin
- 3:05 P.M.—"Advantages, Auctioneers Associations" .....  
..... Col. Charles Corkle, Norfolk, Nebraska
- 3:30 P.M.—"Why A State Organization?" ..... Col. W. Craig Lawing,  
Charlotte, North Carolina
- 3:45 P.M.—"Duties and Advantages of Ringmen"  
Auction Seminar on the above subject.
- 4:40 P.M.—"Proper Breathing" ..... A visual demonstration  
by Mr. Philip Katz, Louisville
- 5:00 P.M.—ADJOURN
- 7:30 P.M.—Fun Auction
- 9:00 P.M.—Get Acquainted Dance (Round and Square)



# IN UNITY THERE IS STRENGTH

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## FRIDAY, JULY 15

- 9:00 A.M.—Call to Order—Invocation—Continued Registration
- 9:05 A.M.—“Buying and Selling (at Auction)” .....  
..... Mr. Jerome S. Wilson, Acting Postmaster, Louisville
- 9:30 A.M.—“Government Liquidations” ..... Col. George E. Collins,  
Decatur, Georgia
- 10:00 A.M.—“Horse Racing” ..... Mr. Wathen Knebelkamp,  
President of Churchill Downs, Louisville, Ky.
- 10:30 A.M.—“Blooded Horse Auctions” ..... Col. George Swinebroad,  
Lexington, Kentucky
- 11:00 A.M.—“Opportunities Unlimited” ..... Col. John Overton,  
Albuquerque, New Mexico
- 11:30 A.M.—“Auctions and Farm Economy” .... Col. Wendell Ritchie,  
Marathon, Iowa
- 11:55 A.M.—ADJOURN
- 1:00 P.M.—Call to Order ..... 1st Vice-President, Carman Y. Potter,  
Presiding Officer
- 1:05 P.M.—“The Fiftieth State” .. Col. L. L. Stambler, Honolulu, Hawaii
- 1:30 P.M.—“Your Profession” ..... Col. C. E. Cunningham  
Greenwood, South Carolina
- 1:50 P.M.—“Enjoy Your Work”—Col. Ken Barnicle, Ellisville, Missouri
- 2:15 P.M.—“Bankruptcy Liquidations” ..... Hon. Theodore W. Bates,  
Referee-in-Bankruptcy, Louisville
- 2:40 P.M.—“The Auto Auction” ..... Mr. Tom Beasley,  
Immediate Past President, National Auto  
Auction Association, Nashville, Tenn.
- 3:00 P.M.—“The Tobacco Auction” ..... Col. John L. Cummins,  
Cynthiana, Kentucky
- 3:20 P.M.—Auction Seminars: “Advertising and Setting Up a Sale  
(Furniture)” to be led by Col. J. W. Maloney, Louisville.  
“Opening a Sale (Opening remarks, terms and conditions,  
tempo of sale, etc., toward a successful sale)” to be led by  
Col. Harris Wilcox, Bergen, New York.
- 5:00 P.M.—ADJOURN
- 7:30 P.M.—Evening Entertainment  
Star-Studded Variety Show with James K. Thompson,  
Bensonville, Illinois, Master of Ceremonies.



# IN UNITY THERE IS STRENGTH

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## SATURDAY, JULY 16

- 9:30 A.M.—Call to Order—Invocation
- 9:35 A.M.—“The Registered Livestock Field” ..... Col. Ray Sims,  
Belton, Missouri
- 10:00 A.M.—“The Livestock Auction Markets” ..... Col. J. T. Wooten,  
President, National Association of Livestock Auction  
Markets (NALAM), Rocky Mount, North Carolina
- 10:20 A.M.—“Law of Fixtures” ..... Tony Rives, Secretary-Counselor  
Kentucky Real Estate Commission, Louisville
- 10:40 A.M.—“Enthusiasm” ..... Mr. Andrew York, Louisville
- 11:10 A.M.—“License Laws and Their Application” .....  
..... H. Bemis Lawrence, Louisville
- 11:50 A.M.—ADJOURN
- 2:00 P.M.—Opening of Business Session
- 2:05 P.M.—National Secretary’s Report ..... Col. Bernard Hart,  
Frankfort, Indiana
- 2:10 P.M.—National Treasurer’s Report .... Col. Henry Rasmussen,  
St. Paul, Nebraska
- Auditing Committee Report
- 2:15 P.M.—Grievance Committee Report
- 2:25 P.M.—Resolutions Committee Report
- 2:40 P.M.—Election of Officers and Directors
- 3:00 P.M.—Acceptance Address of New Auxiliary President
- 3:10 P.M.—Acceptance Address of New NAA President
- 3:25 P.M.—Recommendation of 1961 Convention Site  
by Board of Directors
- 3:30 P.M.—Report of Board of Directors
- 4:00 P.M.—New Business to be considered by Board of Directors
- 4:30 P.M.—ADJOURN
- 6:30 P.M.—GRAND BANQUET
- Address—“What Is Your P. Q. Rating?”  
by L. L. Cunningham, Milwaukee, Wisconsin



## Convention Speakers



**L. L. CUNNINGHAM**

President of the Business Institute of Milwaukee, Wisconsin, L. L. Cunningham was chosen as the Banquet Speaker to close the 1960 convention. Mr. Cunningham has spent sixteen years in the selling field starting as a door-to-door salesman. He became a salesman for the Business Institute of Milwaukee, which he now owns, in 1946.

In addition to his active participation in sales, he has served as a former sponsor and instructor of the Dale Carnegie Courses. He is a former director of Physical Education at Notre Dame University.

Mr. Cunningham's address is based on his practical experience in an outstanding career in the fields of education, human relations and sales training.

\* \* \* \*

### **WATHEN R. KNEBELKAMP**

The President of Churchill Downs at Lexington, Kentucky, Wathen R. Knebelkamp began his business career after his graduation from Washington and Lee University as secretary of the Louisville Baseball Club. Nine years later he resigned to become affiliated with National Distillers in Baltimore. Until 1959 when



he assumed his position with Churchill Downs, Mr. Knebelkamp was associated with Distilleries. He became plant manager of the Schenley Distillers in 1938 and regional manager two years later. In 1950 he was made a Vice-President of Schenley.

Mr. Knebelkamp has always been a participant in business and athletic organizations as well as civic activities. He is a past President of the Louisville Chamber of Commerce and a Trustee of the University of Louisville. He has been closely associated with Thoroughbred racing for many years prior to his appointment as President of Churchill Downs.

\* \* \* \*

### **GEORGE SWINEBROAD**

A name synonymous with blooded horse auctions and a resident of our host state will address us on the subject that he knows so well. We have tried on other occasions to secure Col. Swinebroad but conflicts in dates have made it impossible. In addition to being an internationally known Auctioneer, he is also Executive Vice-President of the Breeders' Sales Company, Inc., of Lexington,



# IN UNITY THERE IS STRENGTH



Kentucky, the leading Thoroughbred horse auction company in the world.

\* \* \* \*

## W. P. "BILL" SCULLY

Immediate past President of the Kentucky Auctioneers Association and the lone Kentucky member at the 1959 National Convention in Denver where he



issued Kentucky's invitation to host our 1960 meeting which would not be complete without his comments. Bill is a Charter member of the Kentucky Auc-

tioneers Association and a successful auctioneer and real estate broker in Lexington, Ky. His natural drive and glowing enthusiasm will be felt by all who hear him.



## JOHN L. CUMMINS

President of the Kentucky Auctioneers Association, nationally known as a Tobacco Auctioneer and a successful Livestock Auctioneer, makes John Cummins well-qualified to serve as our Convention Chairman. He is presently Mayor of his home town of Cynthiana and has served several terms in the State Senate. His talk on Tobacco Auctions at the Buffalo meeting was so impressive that we have again prevailed upon him to speak on this subject.

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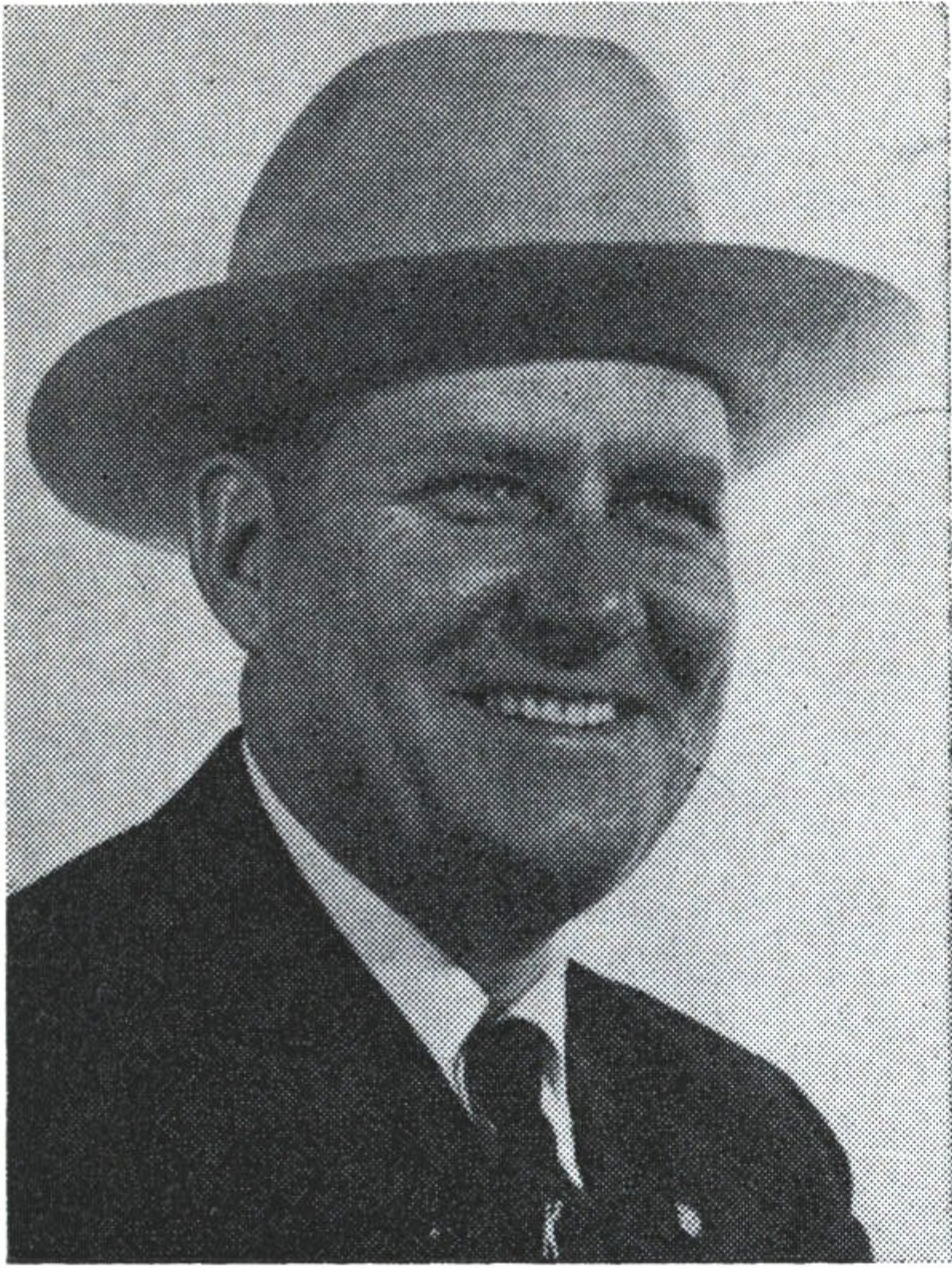
## GEORGE E. COLLINS

Associated with the J. L. Todd Auction Co., in Rome, Georgia, for forty years, George E. Collins of Decatur, Georgia, is a member of the National Auctioneers Association and holds an impressive record of selling at auction. Being fully familiar with all the details of Government liquidations, Mr. Collins' address promises to be of benefit to all.



# IN UNITY THERE IS STRENGTH

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**KEN BARNICLE**

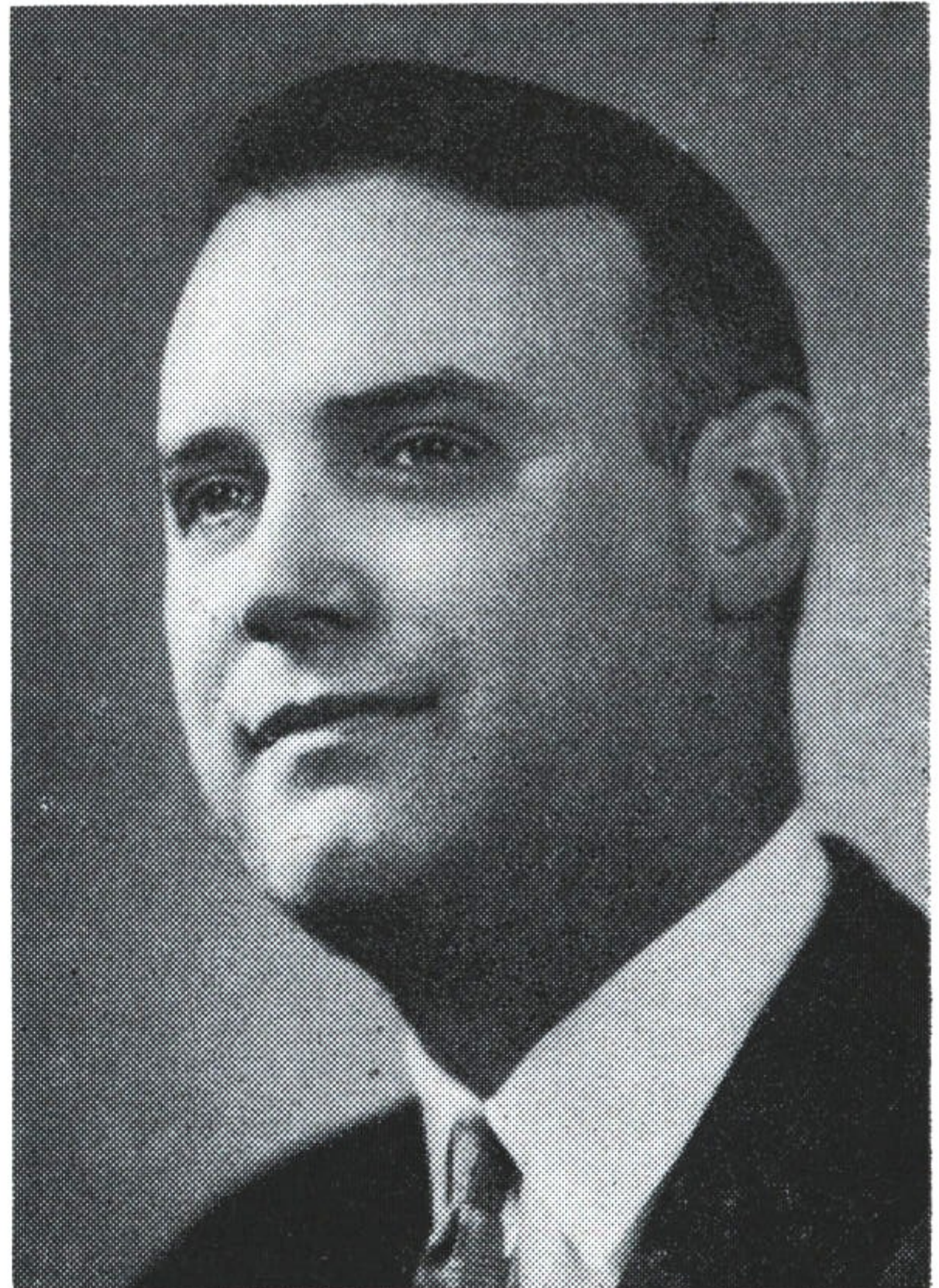
Newly elected President of the Missouri Auctioneers Association, an instructor at the Missouri Auction School, and a strong supporter of his State and National Organizations, Ken Barnicle possesses that admirable qualification of getting the best from life. His address will be both humorous and serious with common sense prevailing at all times.



**TONY RIVES**

Secretary-Counselor of the Kentucky Real Estate Commission, Mr. Rives is an

expert on the many facets of real estate. This is always one of the highlights of the Convention Program and we are happy to present a man of Mr. Rives calibre. Auctioneers selling or planning to sell real estate will not want to miss his address.



**H. BEMIS LAWRENCE**

It would be hard to find a man more qualified to speak on the subject of license laws than Mr. Lawrence. In 1954 he was President of the National Association of License Law Officials and is now counsel for that organization. In addition, he is attorney for the Louisville Real Estate Board, the Kentucky Real Estate Association and the Kentucky Auctioneers Association.

\* \* \* \*

**C. E. CUNNINGHAM**

A midwesterner transplanted to the southeast, a member of the National Board of Directors, and President of the South Carolina Auctioneers Association, Col. Cunningham takes his profession seriously. He is a highly qualified speaker and is well known throughout the livestock field, having served as Manager of some of the larger purebred establishments before going into full time auctioneering.



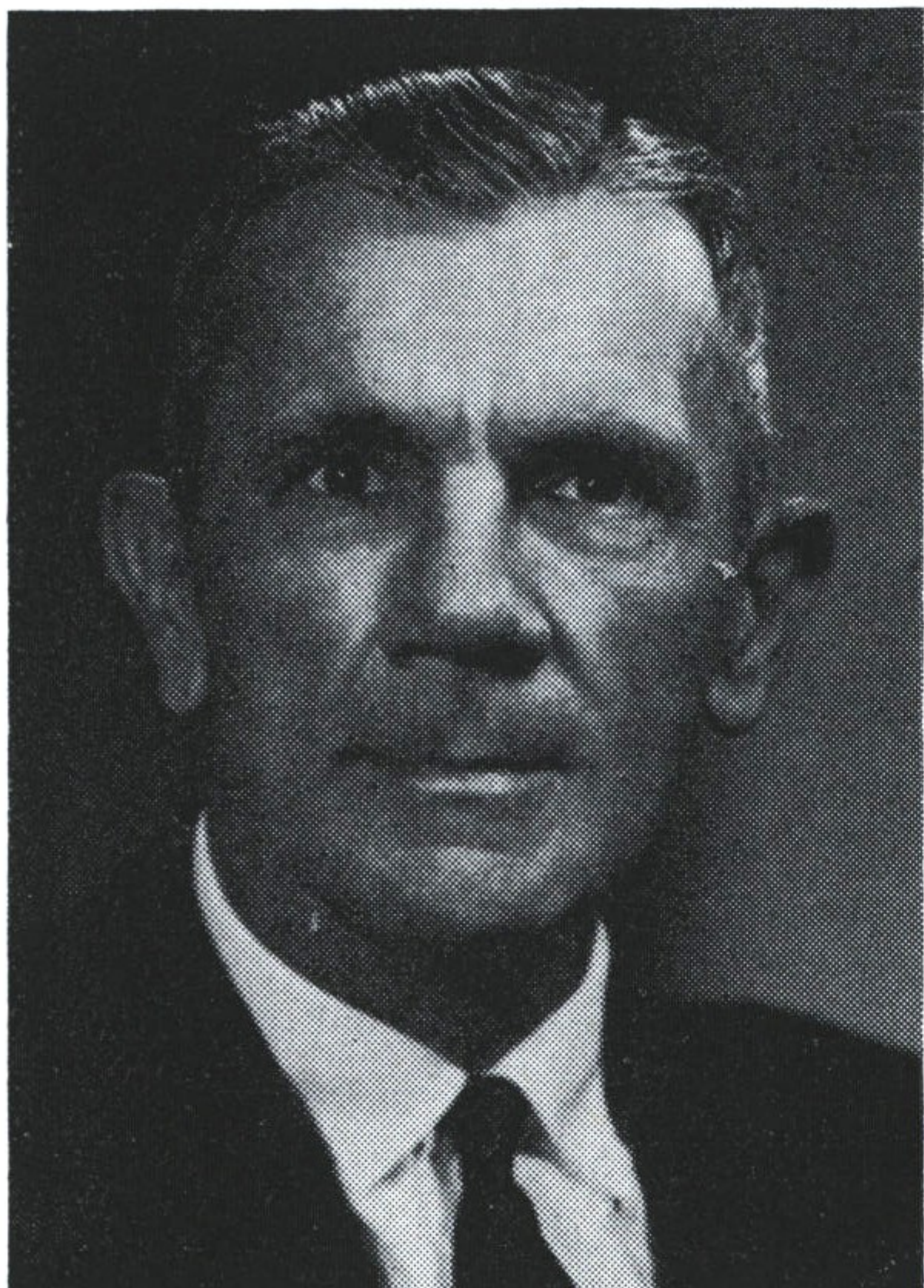
## IN UNITY THERE IS STRENGTH

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**J. T. WOOTEN**

President of the National Association of Livestock Auction Markets, makes Mr. Wooten the most qualified man that we



know to speak on that important segment of the Auction Business. He is a member of the National Auctioneers Association and a nationally known figure in the fast growing Livestock Auction Market Industry.



**BILL HOWARD**

Immediate past President of the Louisville Junior Chamber of Commerce and until recently Sales Manager of our host Hotel, the Sheraton-Seelbach, Bill is now connected with an insurance firm in Louisville. Under his leadership the Louisville JayCees have sponsored many worthwhile projects. Mr. Howard was one of those leaders who urged the auctioneers to meet in Louisville.

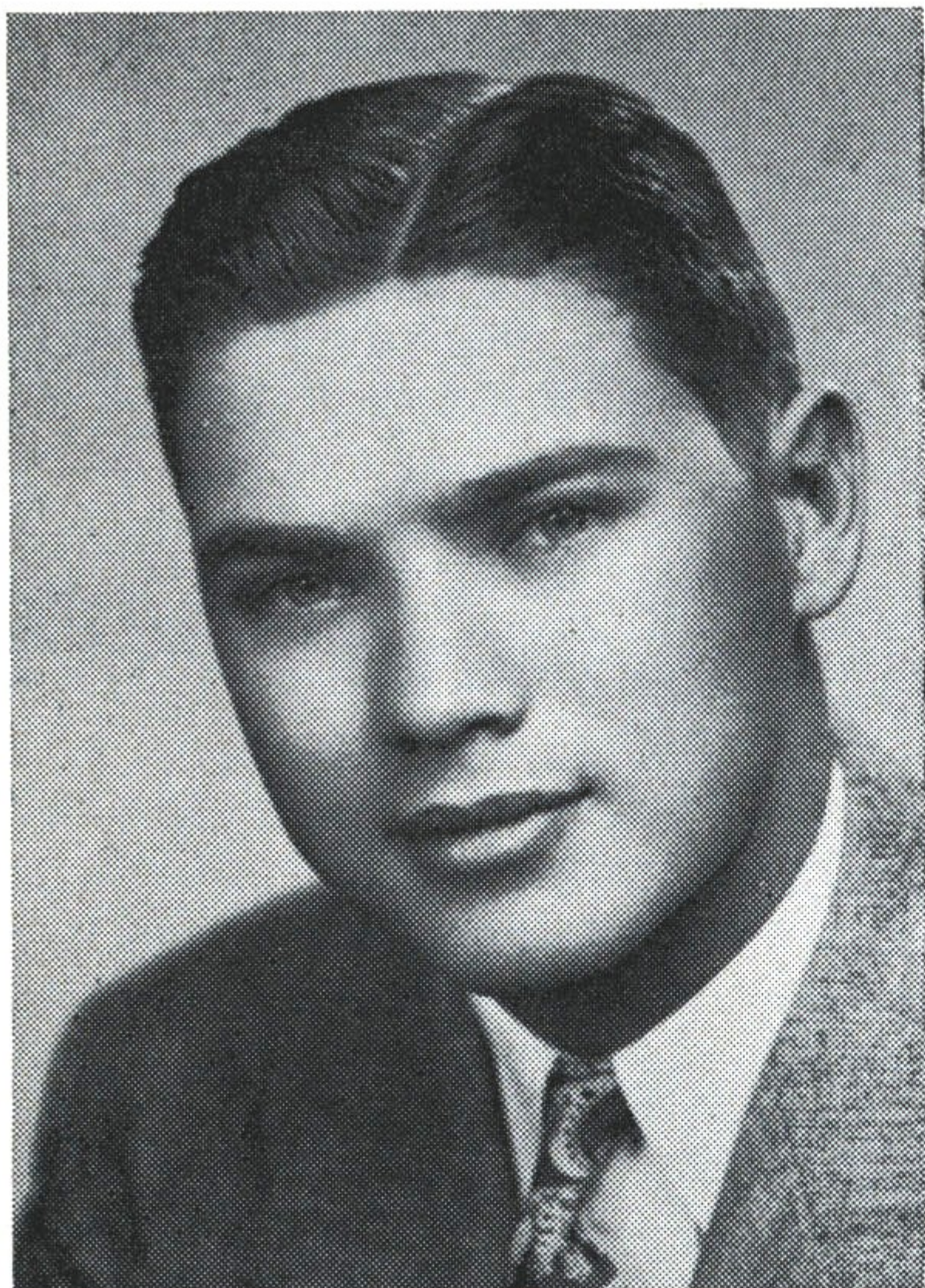


**WENDELL RITCHIE**

A National Convention would not be complete without Wendell and Mrs. Ritchie. This organization has had few



more loyal supporters. This year we have prevailed upon Wendell to address the Convention on a subject that has occupied a greater part of his life, Farm Sale Auctions. Wendell comes from Marathon, Iowa, in the heart of the corn belt. His son is now a field representative of the Corn Belt Farm Dailies.



**RAY SIMS**

Those who attended the Kansas City Convention will remember Ray Sims as he sold the Harry Truman Memoirs. He is a past-President of the Missouri Auctioneers Association and a most successful purebred livestock auctioneer. In addition, he has probably sold more prize winning livestock at the American Royal and International than any other N.A.A. member.

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Detours provide changes in scenery, but they are hard on tires and use a lot of gas. Keeping on the main road does get monotonous. But it gets you there. And that's where you are going—if you are going.

\* \* \*

Shed no tears over your lack of early advantages. No really great man ever had advantages that he himself did not create.

## Convention Committees

Following are the committee appointments for the 1960 National Convention. These committees will meet the first forenoon of the convention and as many times thereafter as is necessary.

The first man listed on each committee will serve as Committee Chairman.

### AUDITING

James W. Martin, Nebraska  
Owen V. Hall, Ohio  
George Michael, New Hampshire  
C. E. Cunningham, South Carolina  
Alvin Kohner, Minnesota

### RESOLUTIONS

Carman Potter, Illinois  
C. B. Smith, Michigan  
E. T. Sherlock, Kansas  
Harris Wilcox, New York  
F. E. Fitzgerald, North Dakota  
Sam Lyons, Pennsylvania  
Herman Sigrist, Indiana

### GRIEVANCE

Charles Corkle, Nebraska  
Lewis Marks, Illinois  
John Overton, New Mexico  
Orville Moore, Kentucky  
W. J. Wendelin, Texas  
Ernest Niemeyer, Indiana  
Tony Thornton, Missouri  
Joseph W. Donahoe, Wisconsin

### PUBLIC RELATIONS

(This is a permanent standing committee.)

Earl J. Steiner, Maryland  
Foster Sheets, Virginia  
George W. Skinner, Indiana  
W. J. Hagen, Montana  
Garth Wilber, Michigan



**CONVENTION PROGRAM**

**Ladies Auxiliary to the  
National Auctioneers Association**

**WEDNESDAY, JULY 13**

8:00 P.M.—Meeting of Officers and Directors

**THURSDAY, JULY 14**

9:00 A.M.—Coffee, rolls and donuts served during general registration.  
(Compliments of Kentucky State Ladies Auxiliary).

3:00 P.M.—Get acquainted Tea.

**FRIDAY, JULY 15**

12:00 Noon—Ladies Luncheon and Style Show

1:30 P.M.—Business Meeting

2:30 P.M.—Circle Hour

**SATURDAY, JULY 16**

9:00 A.M.—Brunch, New Officers and Directors

3:00 P.M.—Acceptance Address by newly elected President of Auxiliary.  
(Will take place in General Assembly room and a part of General Program).

**YOUNG PEOPLE'S PROGRAM**

**Sponsored by Ladies Auxiliary**

**THURSDAY, JULY 14**

9:00 to 11:00 A.M.—Crafts and games for children under 13.

3:30 to 5:00 P.M.—Tea Dance for Teen Agers.

**FRIDAY, JULY 15**

9:00 to 11:00 A.M.—Crafts and games for those under 13.

11:00 A.M.—Leave for Boat Ride on Ohio River (Teen Agers).

**SATURDAY, JULY 16**

9:00 to 11:00 A.M.—Crafts and Games for those under 13.

2:00 to 3:30 P.M.—Games and Dancing for Teen Agers



## Kentucky Auxiliary Extends Welcome

We hope you didn't think you weren't going to hear from the ladies of Kentucky. We have been quite busy and some of our gals have been "under the weather" so to speak.

Suppose by now, all of you have made your plans to attend the Convention and we are looking forward to meeting each and everyone of you. We have some very nice plans for the ladies and also the youngsters. There will be sitters available for the small ones. We will have group sitting also.

The K.A.A. Ladies Auxiliary is only two years old and most of our ladies have never attended an N.A.A. Convention. It is quite a thrill to attend our first one in our own State. We are very proud of Kentucky and certainly think the families who are driving should plan to see some of our historical landmarks, horse farms, etc.

We extend each and every one of you an invitation and hope to see you all in July.

Kentucky Auctioneers Association  
Mrs. Orville R. Moore, Pres.  
Mrs. Adrian Atherton, Secy-Treas.

## If I Can Make It Why Can't You?

For the last two national conventions my husband and I have been trying in vain to get to the same place at the same time. At the Buffalo convention, I had a husband check in with me and I didn't see him until the last day—the reason being that the first night he had to return to Boston, Massachusetts to conduct an auction. The second night, we were to meet in Niagara Falls at the hotel, and through circumstances beyond our control the plans were changed and I, along with the group, was shuffled out of the hotel and he arrived by car only to find me gone. Consequently, we viewed the falls at different times, and not each other until one a.m. Everyone saw my better half but me. When he was going up on the elevator to our room, I must have been coming down in the other one.

The next year, when we were to go to Denver, Colorado, our troubles started in New York City. He had an auction in Connecticut and was to meet the Anspach's and me in New York. From there we were to fly together to Colorado. We reached the big city. When plane time came—no husband. Due to the weather, his plane had been grounded in Hartford, Connecticut. Kit Anspach tried to keep the man at the gate from closing it—Tim was trying to get me to board the plane, and I didn't want to go with them without Pete. They succeeded in getting me on the plane with them—minus Pete. The truth was that he had gotten a plane at Hartford and landed in New York just as our plane was taking off. The airport made special arrangements and sent him on his way after me. We had to stop over at Chicago and his plane was hovering overhead waiting for our plane to take off, so his could land. Consequently, I got to Denver two hours ahead of him.

We had a wonderful time in spite of our difficulties and hope to get to Louisville, together. If not together, one way or another.

Now, if I can make it—why can't you?

Betty Murray  
Balston Lake, New York

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

Mrs. R. E. Featheringham,  
Ashville, Ohio

#### 1st Vice President

Mrs. Owen Hall, Celina, Ohio

#### 2nd Vice President

Mrs. Tom Berry, West Newton, Pa.

#### Secretary-Treasurer

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

#### Historian and Parliamentarian

Mrs. Howard Shults,  
Grand Junction, Colo.

#### DIRECTORS:

Mrs. C. B. Smith, Williamston, Mich.  
Mrs. Harris Wilcox, Bergen, N. Y.  
Mrs. Albert Rankin, Alger, Ohio  
Mrs. Ken Burrows,  
New Wilmington, Pa.  
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Mrs. Tim Anspach, Albany, N.Y.  
Mrs. J. O. Lawlis, Houston, Tex.  
Mrs. Al Boss, Carroll, Iowa  
Mrs. Don Werner, Thedford, Nebr.



## Ohio Auxiliary Enjoys Meeting

The Ohio Auxiliary met on June 12th at Mansfield and enjoyed an unusually large attendance for the summer meeting. We were pleased to greet old friends as well as a number of new members and guests.

Morning activities started when coffee and rolls were served to both the Auctioneers and their wives. Mrs. Don Stafford, East Rochester, was hospitality chairman for this feature. Following this, Mrs. Don Fisher, secretary-treasurer, Powell, had charge of Auxiliary registration and President Mrs. Ford Good, Seville, engaged the group in a "Get-Acquainted" game.

This being the fifth anniversary of our organization, the business meeting included recognition of past presidents and each of these was presented with a carnation corsage. Mrs. Gertrude Darbyshire, Wilmington, the first president, related the way in which the organization was formed, the purpose of the group and so forth. The second president was Mrs. Gretchen Featheringham, Ashville, who is currently the president of the National organization. She told us about the plans for the meeting in Louisville. Other past presidents were Mrs. Margaret Braddock and Mrs. Joan Tinion.

The following officers were elected to serve the organization in 1961: Mrs. Jim Patterson, Bainbridge, President; Mrs. Howard Jewell, Mt. Gilead, Vice-President; Mrs. Don Fisher, Secretary-Treasurer; and Mrs. Don Stafford, Chaplain.

The Auxiliary joined their husbands for the dinner meeting and enjoyed a fine meal and address by former Lieutenant-Governor and Governor, John Brown. In the afternoon the ladies were entertained by Mrs. Phylis Kocker of Akron, who is a dramatics instructor at the Akron Conservatory of Music and who is a talented humorist and impersonator. Mrs. Gene Slagle, Marion, Program Chairman, awarded several lively door prizes and the group was then adjourned.

Mrs. Ford Good  
Seville, Ohio



## Elaine Rogers Weds

Elaine Rogers, owner of Rogers Agency, North Platte, Nebr., was married on June 3rd to William M. Richman of Omaha. The ceremony took place in St. Paul's Methodist Chapel in Omaha, with the Rev. E. E. Jackman officiating. The double ring ceremony was witnessed by members of the immediate families and close friends of the participants.

Rogers Agency is one of the more prominent Real Estate Auction firms west of Omaha, and successful auctions have been conducted over a several state area, under the immediate direction of Mrs. Richman. She is a member of the NAA and has made many friends in the organization through her presence at State and National meetings.

Mr. Richman is employed by Paxton and Gallagher of Omaha. Mr. and Mrs. Richman are residing at 314 South Jeffers in North Platte and plan to move in the near future to a new home north of the city limits. Mrs. Richman will continue with her operation of Rogers Agency.

There is no feeling in this world to be compared with self-reliance — do not sacrifice that to anything else.

—John D. Rockefeller



# Convention Plans Occupy Columnists Thoughts

By COL. POP HESS



Again it is Convention time. This month of July in Louisville, Kentucky, on the 14, 15, and 16, Auctioneers and their wives have invited all Auctioneers and their spouses throughout the land to attend. Y'all come. Much of this you will read within the pages of this issue of July, 1960. We who have a column regularly each month write the finish for the official year of the National Auctioneers Association and next September, publications again start. August is vacation time for the Editor and writers. After the convention is held it is digested and ready for comment by September.

The writer has the hunch that this coming Convention will be one of the good ones held by the N.A.A. From what I can observe, the Colonels of Old Kentucky are planning on whooping it up day and night. While in past years I have been unable to attend the Conventions, this time we are all set to be present throughout the entire time. We will be happy to meet you. If you have anything bad or good to shoot at me, fire away. I can take it. I have had a letter from Bernie saying that I am supposed to appear on the program with "Observations" as my text. That will be suitable for me as I have been observing the Auctioneer and his work for nearly sixty years. I can hit a few highlights of Observations from the early 1900's up to date. It may be a little rough but tomatoes will be ripe so bring along a good supply. I am a good dodger or have been for many years.

The June issue is on my desk with no writings of contempt. The pages are very smooth. Also this past month no letters have come to my desk from the boys out over the land young or old so it could be that my words of wisdom have

either killed the writing spirit or it could be that all are reenforcing their thoughts for the Convention. I am quite sure if the nations of the world today were as near in peace and contentment as the Auctioneers of the land, the wars, cold or hot, would be out of the making or thinking.

As I write this July column, I recall that it is about my tenth year to be of service in trying to present some thought for better Auctions and Happy Auctioneers. How good a job has been done is yours to decide. One comfort I have had during that time. I have not been fired or had a column rejected for words written. (No doubt at times many words were modified by the proofreader and Editor, but as an old Dutchman once said, "Take a Dutchman for what he means, not as he says it.")

Here is a good one. One of my good Ohio Auctioneer friends today called in a sale of a farm he was going to sell at Auction. In his phone call when listing high points of the farm to sell he stressed the house and barn on the farm and he added that there were other farm buildings. My script writer who helps me during rush times quoted this and here is what he had ready to go out over the air to some 400,000 folks tuned in, "Excellent farm house and barns and many Out houses." However, in the broadcast we caught it and smoothed it quite a bit. In print misstatements can be corrected. On the air, it goes out and is hard to catch from there on.

Also, not too long ago one of our Ohio Auctioneers sent in a copy for his personal "get business" announcements as an Auctioneer. Here is how he wrote it: "My address is so and so, my phone number is \_\_\_\_\_. I am a busy Auc-



tioner, seldom home but use the phone. If I am not there my wife will answer the phone and she will make a date with you." However, we re-worded that one. Also we had a farmer who purchased Air Announcements about his coming sale. After a few days he called in as mad as a hornet. He said he could not hear us right in this section and it would do him no good. My answer to him was, "You already know it but most of Ohio doesn't." (He had a good sale and a big attendance.) When you serve the public many queer statements and questions and answers crop up yet they all have a mirthful quality.

Well, as you no doubt know by now in the column for this issue, I have been stalling somewhat on the writing and am not bringing up anything that would create an argument in our readers thinking. As I attend this Convention I want to be in the clear as much as possible on questions and answers other than many

suggestions written by this writer in the past issues, as I expect to meet up with many of our readers of all ages. I would enjoy meeting with some of the older Auctioneers who in years past have been associated with Auctions. I am thinking of such chaps as Art Thompson; Jack Halsey; that Southern boy, Tom McCord; R. C. Foland—a long list of Colonels who have written me from time to time. Many of the Colonels whom I have worked with throughout the states have now passed on. In speaking of Thompson and Halsey, they at one time were often teamed together on purebred sales. I well recall one I pulled on them when we all attended a pre-sale evening party before a very important sale. Through the grape vine I learned that they planned to see how that man Hess would look and act when somewhat loaded up. In advance of the event, I got to the fellow who would serve the Fire Water and made a deal. Throughout the eve-



## Promotional Items

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ning I partook of all of what they served me. Near Midnight I got in my car and drove away as sober as any man could be. The remarks next morning by Jack and Art were "How much can that man carry and stay put?" They did not know that all I poured down was camouflaged ginger ale, with many thanks to that boy who did the fixing who I tipped very high.

Well, this was a side issue. In many instances of amusement the writer and his fellow Colonels had in the past hey-days of our work as Auctioneers, it was the mirth that often came along that helped us to storm the tide of difficult sales we had to conduct. Although many an Auction looked smooth to the ringside viewers, it was plenty rough for the Colonels in action to get a good job done and have a pleased seller who paid us well to handle his sale.

All of many interesting sales I find listed in my Sale Book of Records would make a very readable book if put into print. However, I am not much of a book writer so I will pass on to some other thinking.

This column closes my column writing term for this publication. We go to the Convention, elect new officers, and then, if the invitation is extended to the writer to come through with a column from September, 1960 through July 1961, I will be pestering you as usual with my way of thinking each month in the publication "The Auctioneer."

Now you, Mr. Auctioneer, wherever you are just take time out and be on the road to Louisville, Kentucky not later than early a.m. July 14. Stay throughout the three days, the 14, 15, and 16. I am quite sure you will have a much better opinion of yourself and all Auctioneers you meet. You may not agree with each one you meet but there is always a chance for conversion each way. Remember, it can be in this coming convention that we will meet that man, Moses, long looked for and hard to find.

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Many of the mistakes that men make in business, in government, in their own lives as well, are made because they don't know history or they persist in ignoring lessons.

## Missouri Auctioneers Hold Spring Meeting

By. Col. H. Willard Arnaman,  
Unionville, Mo.

The Missouri Auctioneers Association met at Sedalia at the Bothwell Hotel, Sunday, May 15. Some new members were gained as well as the interest of some expired members.

Officers were elected for the coming year at the meeting. Ken Barnicle, Ellisville, was elected President with Olen Downs, Sedalia, as Vice-President. The new Secretary-Treasurer is Don Albertson, Green City.

The three-year directors elected were H. Willard Arnaman, Unionville, Jim Merrigan, Maryville, and Paul Halsey, Marshall.

During the business meeting the Missouri Association went on record as being opposed to holding any type of Auction Sale on Sunday.

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## Wisconsin Group Meets in Madison

By Joe Donahoe, Darlington, Wisc.

Eighty-eight Auctioneers and their wives attended the state meeting of the Association of Wisconsin Auctioneers in Madison, June 1. Col. Carman Y. Potter, Jacksonville, Illinois, addressed the group during the luncheon meeting.

Col. Ernest C. Freund, Fond du Lac, resigned as secretary-treasurer and was presented with a bouquet of 34 new memberships for the state association which were gained during his term. There was an increase of over 60% in state membership during the year.

Col. Myron Wilcox, Stoughton, was elected Secretary-Treasurer of the Wisconsin Auctioneers during the business meeting. Joe Donahoe, Darlington, and Douglas Steltz, Milwaukee, were re-elected President and Vice-President respectively for a second term.

Next year the convention will be held in Eau Claire, Wisconsin on the first Wednesday in June.



# Col. L. L. Stambler Awards Two Young Hawaiian Heroes

Col. L. L. Stambler, Honolulu, who for the past several years has been presenting the "Stambler Award for Heroism," an engraved watch, to young boys and girls for outstanding acts of bravery, has added two boys to the list of young Hawaiian heroes.

James Grooms, 13, was a bystander during attempts to rescue a nine-year-old boy who had fallen down a 20 foot manhole and was swept some 600 feet through an 18-inch sewer pipe and wedged against an outlet that led to Pearl Harbor. James volunteered to help when firemen were unable to crawl into the pipe. He was lowered into the shaft



Col. L. L. Stambler, Orlando R. Rosete, and Governor Quinn are pictured during the presentation of an engraved watch to the boy as an award from Col. Stambler for his outstanding bravery.



James Grooms is pictured receiving "The Stambler Award for Heroism," an engraved watch given by Col. L. L. Stambler, Honolulu. Presentation is being made by Hawaii's Governor Quinn.

with a rope tied around his waist. He crawled into the sewer pipe and tied a rope onto the boy's legs. Firemen were then able to pull both boys out of the pipe.

Orlando R. Rosete, 14, was awarded for his rescue of a drunken man who had fallen into Nuuanu stream. He had received a head wound in the fall and was floating toward Honolulu Harbor when the shouts of a bystander attracted Orlando's attention. He dived from a highway bridge in time to reach the man, and towed him to shore.

Both boys are pictured as they received their awards from Col. Stambler. Hawaii's Governor Quinn made the presentation to each boy.



# The Benefits of Membership

## Emphasized By Pennsylvania

(The following article is reprinted from a pamphlet sent to all auctioneers in Pennsylvania both member and non-members in an effort to promote and sustain membership through a re-appraisal of Auctioneers and their value.)

In 1947 a group of interested auctioneers in Western Pennsylvania formed a Society which is now known as the Pennsylvania Auctioneers Association. From this humble beginning has grown an organization of ever-increasing stature.

Each January this organization meets in annual session in Harrisburg to transact business helpful to all Pennsylvania auctioneers. Officers and Directors from local units plan and conduct the workings of the association throughout the year. Committees study various phases of the auctioneering business and association and make recommendations to the membership for action. However, no one tells you how to run your business!

During June, the organization meets in mid-year session at alternating Pennsylvania geographical locations. These meetings are one day sessions and held at hotels where overnight accommodations are available for the persons traveling a distance.

Auctioneers from all parts of the State with varying degrees of experience from 55 years of actual selling to the recent auction school graduate, Auctioneers representing all types of selling, Auctioneers who make it their business full time as well as the part time Auctioneer form the Association. All applicants are welcome if they are honest, upright, worthy of confidence and of good moral character. Recommendations for membership are processed by area chapters.

Rivalry and competition among auctioneers is keen. America was built on rivalry and competition and America's strength lies in free enterprise. Nevertheless, despite rivalry, every prosperous business in America has formed associations to protect and promote the mem-

bers' general welfare and in turn be of service to the public they serve. Auctioneers are noted for their individuality. Yet all who get to know each other through the auctioneer associations have found the other fellow isn't such a bad joe after all. The discussing of mutual problems is always helpful. Petty selfishness and unwarranted jealousies are dispelled.

Auctioneers get proficient by getting on the block and selling; however, education should be a continuing life process and none of us know all the answers. We are never too old to learn. Your methods can always use new and better ideas. Every auctioneer who has ever attended any auctioneer meeting with an open mind has gone home with ideas that have made him a better auctioneer and have made him more money before the year is out. Social contact with fellow auctioneers can give you something of value upon which there can be no price tag. Most look forward to the next meeting with great anticipation.

Auctioneering is a public service and a public trust. We all try to obtain top dollar for the seller and at the same time should give the buyer a fair shake. If one new idea gathered at an association meeting makes money for the seller, then you have rendered both the seller and yourself a distinct service. Without progress in your ability and experience you are doing your clients a disservice. Sellers deserve a man to represent them who is active in an association which represents his own livelihood. If you cannot afford two days a year, plus a few evenings, and a few dollars invested in an association of direct benefit both financially and socially for your betterment, then you should find another way to make a living. We all welcome an increase in the number of sales and our income.

The potentialities of the auction business in all its phases are vast and far



reaching. The barrel has hardly been tapped if honest auctioneers banding together in common fellowship promote and educate the public as to the methods and advantages of the auction system. Unscrupulous operations can destroy in one sale the honest efforts of many good auctioneers.

The question is not "can we afford to belong" to auction groups, but in reality "can we afford not to belong." You may not believe the printed word, but we urge you to attend a few meetings as you will immediately see why we are enthusiastic in our appeal. Many lasting friendships have been made with the fellows who used to be our rivals. There is room for all in the auction business if we promote ourselves, our fellow members and our local, state and national auction associations. American history in pre-revolutionary days coined the phrase "United We Stand — Divided We Fall." No better phrase can be chosen which would portray the auctioneers today. You may feel as one person you are not important to the overall picture. A tire with a small hole can be vulcanized and used again, but a tire with many holes is useless and beyond repair. Each auctioneer is as important to the overall picture as the next. Give a little of yourself in support of associations which benefit your livelihood. You will be well satisfied. Each dollar expended in membership will be returned ten fold in hard cash—through new friends, new experiences, new contacts, new ideas and new methods.

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## Politicians Photos Auctioned at Dinner

BUENA PARK, Calif.—Enlarged photographs of former President Harry Truman, Senator Stuart Symington of Missouri and Gov. Edmund G. Brown of California were auctioned at a Democratic dinner recently.

They brought these prices: Brown \$21, Truman \$30, and Symington \$50.

The dinner was in Symington's honor, and he was the only one of the three present.

## Last Call for the National Convention

By Col. B. G. Coats

One of the most important conventions in the history of the National Auctioneers Association will take place July 14-15-16, at the Sheraton Hotel, Louisville, Kentucky, when Auctioneers from across the nation and foreign lands will gather for this great conclave.

To each of you is extended the hand of fellowship and the activities of the three days and nights cannot help but make better Auctioneers and result in bigger and better auction sales for all members.

A great many members have spent a great many hours to bring about what you will experience here. This has been for all a labor of love, because they know that they have something of worth to themselves — and now to be shared with you. Cooperate on your part with open minds in search of knowledge. If such be the case these three days and nights will ever remain vivid and fresh. Come early and meet your fellow members as they arrive. Become acquainted with each other. Feel free to ask any question that you would desire to have answered by them. I can think of many that I would like to have answered and I am going to be there early and stay late to better improve my ability. Help the hours to contribute to a rich and memorable experience.

Auctioneering interest is reflected in growth in the National Auctioneers Association and all state Auctioneer Associations. Membership has mushroomed in the past and current year and it is a fitting tribute to the Kentucky Auctioneers Association to have this year's convention in Louisville. July 14-15-16 are red letter days for the auctioneering profession because of the widespread interest in this 1960 convention. Registrations are expected to exceed 600 which should be ample reason for all to make their reservations now.

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The man who knows when to keep still should be given a prize for having a fine command of language.



# Col. Lewis G. Marks Featured on 25th Anniversary as Auctioneer

Reprinted from Abingdon (Illinois) Argus

"Twenty-five and who'll give me 30? I've got 30. Will you give me 40? Now 45," and on it goes until Auctioneer Lewis G. Marks yells out loud and clear, "Sold."

In October Lewie will celebrate 25 years of auctioneering. At the age of 23 and a graduate of Reppert Auctioneers School, Lewie cried his first sale. In his first year of business, he called eight sales. Today, he's really "The Busy Auctioneer" and has already cried 110 sales in the first five months of 1960.

A successful auctioneer, Lewie has one of the best voices and lines in the business. Voice is important, and a roll of words that keeps the sale moving rapidly and smoothly is part of a good auctioneer's jargon.

During his first 10 years of calling sales, Lewie would come home hoarse or without a voice at all. A veteran today, he manages to keep up a clear, fast chatter for hours and arrive home ready to do another sale in the evening.

He takes good care of his voice and even rolls his own cigarettes . . . contends they're milder.

Lewie loves any kind of a sale as long as it's an auction. A true auctioneer, he even met his wife Ruth at one of his first sales in 1935 when he was selling out a store in London Mills. Ruth and he met through a mutual friend, and four years later they were married.

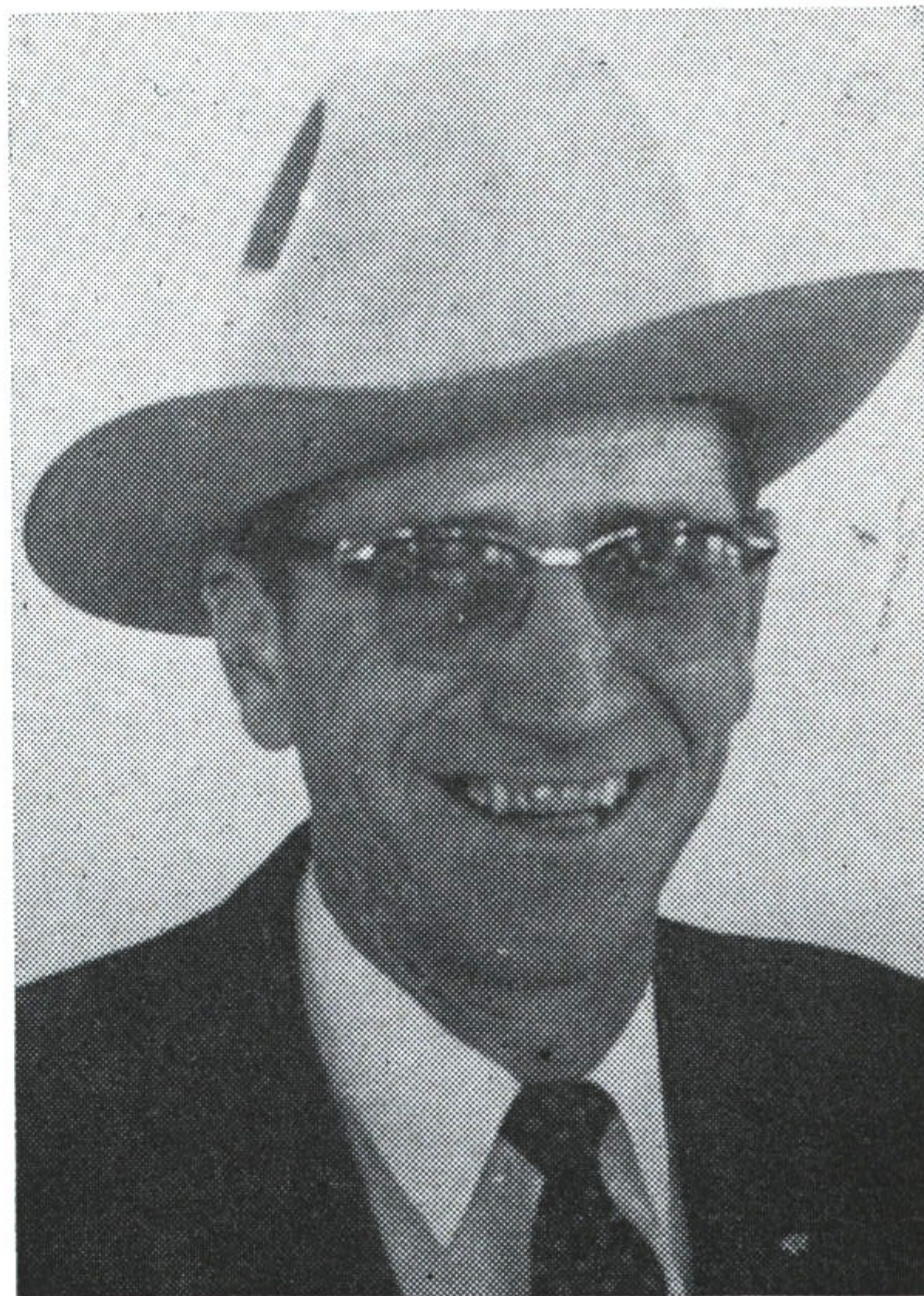
The couple has lived in Abingdon since that time. They now have three daughters, Jane and Sally in college, and Nancy, a sophomore at Abingdon High School.

Lewie has cried all kinds of sales . . . over 4,000 without even counting the many benefit sales for which he donates his time.

Rain, snow, sub-zero temperatures, ankle-deep mud — it doesn't matter how bad the weather, the sale goes ahead on schedule.

A few years ago at the Conlon Implement Co. auction, Lewie kept talking for 9 hours and 20 minutes without even a glass of water. That's his longest sale on record.

His top price sale was a tract of land north of Yates City that brought \$150,000. Another 15-20 acre tract of land near Williamsfield brought the biggest price per acre, \$720. Overall, men are probably better buyers at sales than women,



but lots of women bid just as fast and as much Lewie says. He gets a big kick out of the kids who use their allowance to make a small purchase at one of his sales.

There are the sale followers, too. They sometimes buy a cheap bucket of odds and ends and then walk around reselling individual items during the sale . . . at a profit! Besides calling sales for individuals and firms in a three-county area, he has been crying a weekly sale at Fairview for the past 20 years and at Knoxville for 18 years.



Lewie is a well-known auctioneer, and is one of 15 in the United States chosen as director of the National Auctioneers. He has served as president of the Illinois Auctioneers Association and has been on the board of directors for several years.

He's often mentioned in the auctioneers magazines, and Mrs. Mary Jane Unger, formerly of Abingdon, wrote a poem about him that was published in the Illinois Auctioneer.

He was chairman of the 1954 state Auctioneers convention which was held in Abingdon. Both he and his wife attend the national conventions . . . they haven't missed one in 9 years.

Lewie is also active in community affairs. A charter member of the Abingdon Kiwanis Club, he has a perfect attendance record for 18 years.

He is a past master of the London Mills Masonic Lodge, past patron of the Abingdon chapter of the Order of Eastern Star, a member of the Peoria Consistory and Mohammed Shrine.

He is a member of the Abingdon Methodist Church. For 12 years he served on the Knox County fair board and continues to assist the group.

Lewie has seen prices come and go. He can remember when \$75 would buy a good milk cow. Once, he sold a choice dairy cow for \$480. Now, a real good cow brings from \$230 to \$250, he comments.

He figures that the real high prices in his business were from 1945-53. He recalls the after-the-war days when machinery was scarce, farmers drew from a hat to get priority on a piece of machinery at auction.

He has sold about everything there is to sell, even guinea pigs and ferrets. Before he sold a 3-bottom walking plow one year, he never knew that such a plow existed. "One bottom—yes, but 3-bottom, never before."

There are probably a dozen people who have had Lewie call from 3 to 10 sales for them. He has cried 19 sales for Claude Craver, and that's the record number of sales for one person.

One of Lewie's fellow auctioneers, Tom Sapp of Springfield, comments, "Today Lewie Marks is one of the country's most outstanding auctioneers. His motto has always been 'Be yourself; do with what

you have; and do the best you can. If and when you do this, you'll find you have a lot more than you thought you had.'" In this way Lewie has found auctioneering a satisfying kind of work.

## Tennessee Holds Annual Meeting

By Col. E. B. Fulkerson,  
Jonesboro, Tenn.

The Tennessee Auctioneers Association's second annual meeting was held at the Mountain View Hotel in Gatlinburg, Tennessee on June 5 and 6. The registration desk was open at 1:30 p.m. June 5. At 6:30 the President's Party was held at the Huff House with the President, Col. Clyde White of Murfreesboro, giving the welcome address.

The business meeting was held at 9:30 a.m., June 6 with Col. Clyde White presiding. After Col. White gave an address to the members, and a moment of silent prayer in memory of the deceased members of the organization, elections for new officers were held.

Col. Fred Ramsy, Madison, was elected President with Col. Milton Jenkins, Lebanon, as First Vice-President representing Middle Tennessee. Col. C. B. McCarter, Sevierville, was elected Second Vice-President, representing Eastern Tennessee. The Third Vice-President is Col. Toxey T. Fortinberry, Memphis, who represents Western Tennessee.

Col. E. B. Fulkerson, Jonesboro, was elected Secretary-Treasurer.

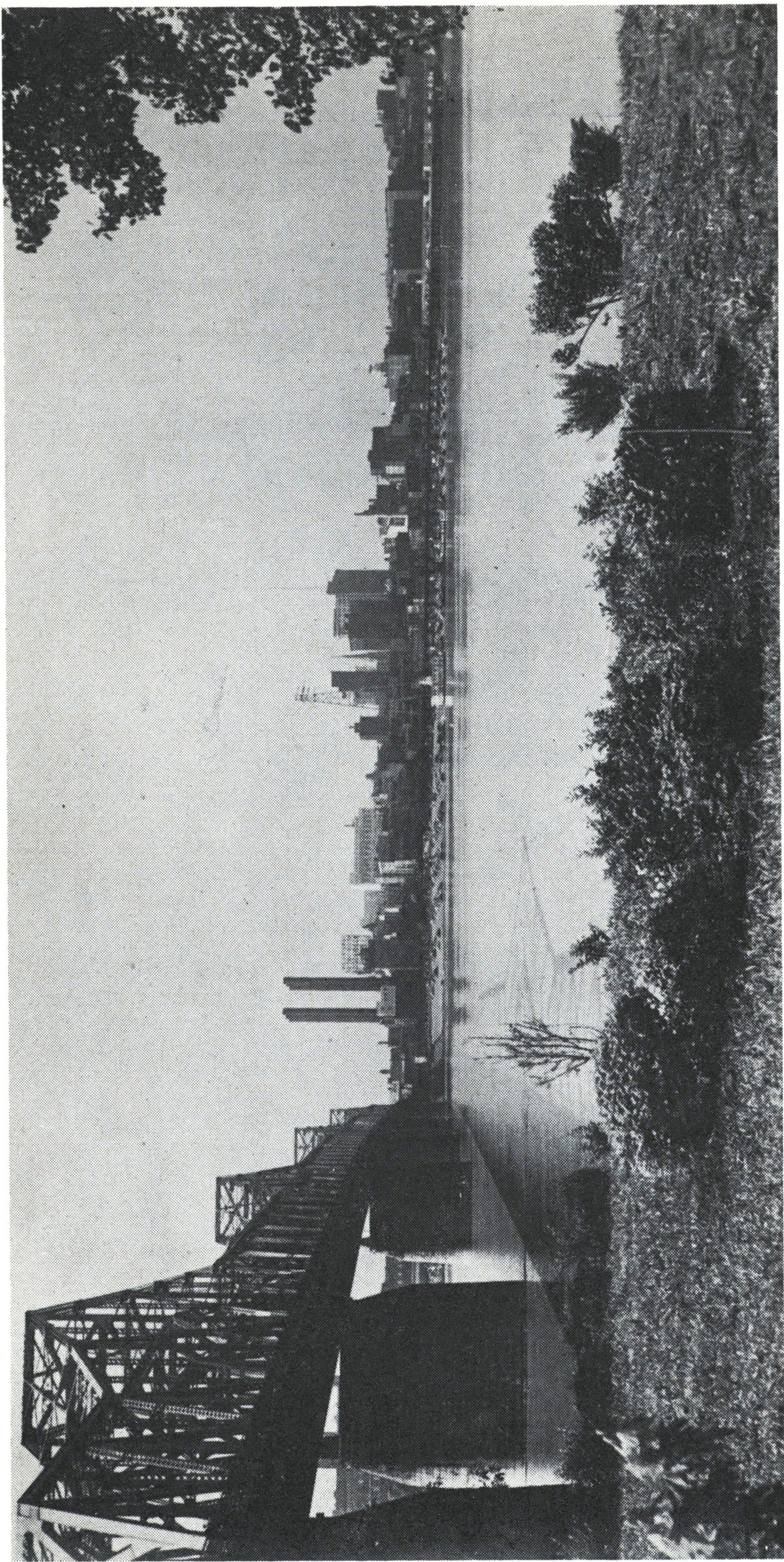
The Tennessee Auctioneers Association now has a paid membership of 51 with 26 Auctioneers attending the business session. Among the important subjects discussed concerned legislative laws.

The business meeting was adjourned at 11:45 and a luncheon was enjoyed by all the members and their families in the Mountain View Hotel. In the afternoon a Fun Auction was held on the lawn of the hotel which netted \$112.50.

The convention adjourned with November 7, 1960 set as the date of the fall meeting.

Most people fail to become leaders because they are unwilling to assume responsibilities. —Owen D. Young





Here is Louisville, Kentucky, "Gateway to the South" as seen from the bank of the Ohio River at Jeffersonville, Indiana. To the left is the George Rogers Clark Memorial Bridge. Louisville was first founded on the south bank of the Ohio River by General George Rogers Clark in 1778, and was then known as Beargrass Settlement. (Photo courtesy of the Louisville Chamber of Commerce.)



# The Gateway, City Host To National Auctioneers Convention

Louisville, Kentucky, host city for the National Auctioneers Convention to be held July 14, 15, and 16, has been in existence for 180 years. Louisville was founded in 1780 on the Ohio River and was named for France's King Louis XVI.

Historically, the city of Louisville has played an important part in the growth of the United States. Before it celebrated its centennial year it became known as the Gateway City when during the Civil War passage through the river town was necessary for both Union and Confederate forces. In 1830 the beginning of the city's career as the center of Thoroughbred Racing was established with the opening of Oaklawn Track. Forty-five years later, Churchill Downs was created by Col. M. Lewis Clark with funds donated by 320 citizens of Louisville to form the Louisville Jockey Club. A year later the first Kentucky Derby was won by Aristides, ridden by Oliver Lewis. Each spring since then the Run for the Roses has been made making it the oldest consecutively run Thoroughbred

race in the world.

In addition to its record in racing, Louisville ranks highest in the production of bourbon whiskey. The oldest municipal university in the nation is located here. Louisville has one of the nation's most modern airports. Several of the largest manufacturers are located in the city. The largest electrical appliance manufacturer and the largest neoprene rubber plant in the world call Louisville their home.

Tourist attractions of nationwide interest within driving distance of Louisville are My Old Kentucky Home, a restoration of a home in the era of Stephen Collins Foster, Mammoth Cave and Fort Knox.

The industrial growth associated with the North and the love of gracious living inherent in the South are blended to produce a unique city. Auctioneers and their families will enjoy this unique quality when they visit the nearly two-century-old river city for the National Convention.

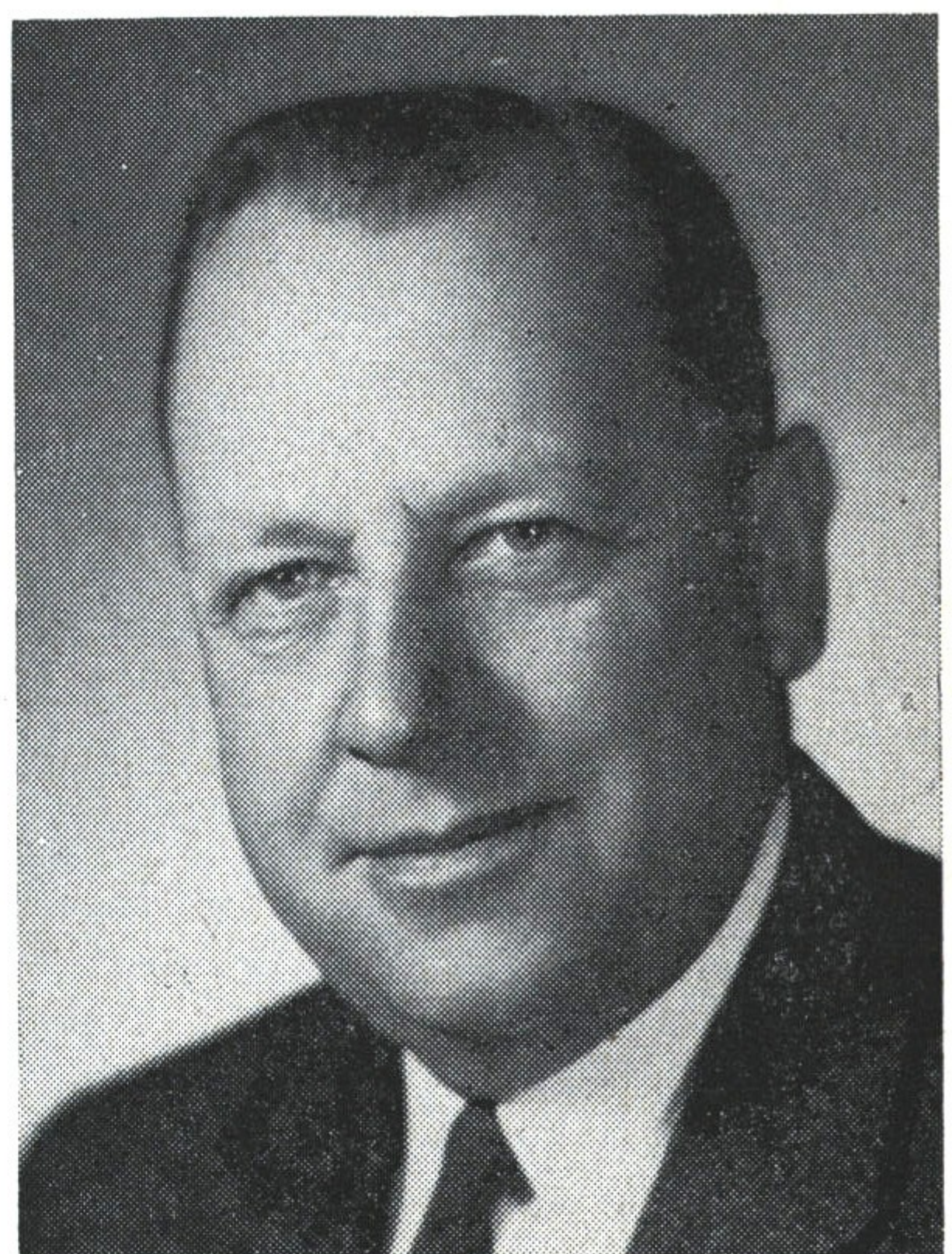
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## Parade to Louisville

Join the parade of Auctioneers to Louisville in July. Wow! Here it is July, Convention time just ahead. I imagine each of you are making plans to attend the 1960 meeting which should be the greatest ever held. The program includes many fine speakers who are leaders in their field. Their many years of experience enables them to help many to improve their business.

There is no question that every auctioneer who attends will learn and gain a new outlook on business and business conditions. You will be assured a dividend by your attendance.

Join the parade of successful auctioneers . . . Attend the N.A.A. Convention.





The Kentucky Association as host is doing everything possible to make your visit to the Bluegrass State an enjoyable one.

This being the last issue of the Auctioneer for the current year; it means my last visit with you as your President.

I want to take this opportunity to express my appreciation to all the members of this great association for their cooperation in making this a successful year. Our membership has increased to an all time high; we have welcomed several new state associations this past year. This can only mean that all successful auctioneers are taking a greater interest in their profession, which means increased business in the future.

I enjoyed my visits to the many state meetings during the year. The enthusiasm expressed in these state meetings speaks well for increased membership and activity on the state level.

I also wish to thank the officers and members of the Board of Directors who served this past year.

Now, just a word to the faithful contributors and fine Secretary and Editor of the Auctioneer Magazine, the writers who each month take time from their busy schedule to send their words of wisdom and instruction so that the many readers may enjoy the fine articles and gain knowledge to further themselves in their great profession. The only thing I regret is that we do not have more that are willing to share their experience and knowledge with others in the auction field of selling. My hope is that we may gain more people who are enthusiastic and will write to the editor now and then at least.

God Speed to a great organization of fine Ladies and Gentlemen.

Ernest C. Freund, President

## 145 Memberships Recorded for Period

Renewal and new memberships from Nebraska and Wisconsin swelled the number of names processed during the past period to 145. Fifty-seven of the members recorded were new members of the National Auctioneers Association.

As we look over the membership lists

for the last few months we note that the percentage of new members has climbed from 14% in February to 39% this month. Of course, some new members make up for the N.A.A. members who fail to renew their memberships but if the volume of new members increases at the present rate there will be no question but that the total N.A.A. membership will continue its present trend toward growth.

Much credit for the increasing interest in the N.A.A. membership is due to members who have worked very diligently toward advertising the N.A.A. to non-member auctioneers with whom they come in contact.

The list of members recorded from May 16 to June 15 follows. An asterisk indicates renewal.

- \*Seattle Myers, Virginia
- W. E. Tinnin, Mississippi
- \*Buck Cargill, Oklahoma
- Walter "Bud" Palmer, Kansas
- \*L. M. Young, Jr., Virginia
- \*Victor L. Kent, New York
- \*Kenneth M. Rice, New York
- Henry Allen Wilson, Florida
- Elmer M. Murry, Pennsylvania
- Hubert Nolte, Pennsylvania
- \*John Flynn, New Jersey
- Frank N. Wine, West Virginia
- Monte W. Shangle, Nevada
- Walter Nowatske, Wisconsin
- Andrew Jesse, Wisconsin
- A. L. Spletstozzer, Wisconsin
- \*H. C. Staats, West Virginia
- Frank D. Sale, Virginia
- Val E. Prophet, Montana
- J. O. Coleman, Arkansas
- \*George Wilson, Pennsylvania
- \*George A. Martin, Maine
- Don Albertson, Missouri
- Charles Cannon, Missouri
- James Tannahill, Montana
- William F. Moon, Massachusetts
- \*C. G. Walters, Jr., Georgia
- \*A. L. Horn, Nebraska
- \*Gerald Preece, Nebraska
- George Schulz, Nebraska
- \*James Troutman, Nebraska
- \*E. F. Volzke, Nebraska
- \*John E. Badye, Nebraska
- \*Scott Barr, Nebraska
- \*William Blank, Nebraska
- \*Wilbur Brell, Nebraska
- \*Herschel H. Buckley, Nebraska
- \*Henry Buss, Nebraska



# IN UNITY THERE IS STRENGTH

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\*E. A. Camfield, Nebraska  
\*John S. Camfield, Nebraska  
\*Howard Christensen, Nebraska  
\*R. E. Connealy, Nebraska  
\*Charles Corkle, Nebraska  
\*Frank D. Diercks, Nebraska  
\*C. O. Emrich, Nebraska  
\*W. V. Emrich, Nebraska  
\*Ray Flanagan, Nebraska  
\*Dean W. Fleming, Nebraska  
\*Pete Fowlkes, Nebraska  
\*Dan Fuller, Nebraska  
\*Dick Grubaugh, Nebraska  
\*Marvin Grubaugh, Nebraska  
\*Glen Helberg, Nebraska  
\*Albert Helzer, Nebraska  
\*Donald D. Jensen, Nebraska  
\*Duane Jensen, Nebraska  
\*Tom Johnson, Nebraska  
\*Richard Kane, Nebraska  
\*Ralph Kuhr, Nebraska  
\*Donald E. Lahm, Nebraska  
\*Marvin Larson, Nebraska  
\*Dean Martin, Nebraska  
\*George L. Martin, Nebraska  
\*James W. Martin, Nebraska  
\*Leon Nelson, Nebraska  
\*Lester Pearson, Nebraska  
\*Leonard Pittack, Nebraska  
\*A. F. Rodekohr, Nebraska  
\*Leon Ruff, Nebraska  
\*August Runge, Jr., Nebraska  
\*John Ryan, Nebraska  
\*Richard Shea, Nebraska  
\*Frank B. Smith, Nebraska  
\*Charles W. Taylor, Nebraska  
\*John Thor, Nebraska  
\*Dwain Williams, Nebraska  
\*Mac Wondra, Nebraska  
\*Rex Young, Nebraska  
\*Adolph Zicht, Nebraska  
\*Donald D. Zicht, Nebraska  
Mack P. Cosgrove, Nebraska  
John G. Donner, Nebraska  
Merlin Grossnicklaus, Nebraska  
Orville Lage, Nebraska  
Kenneth Leland, Nebraska  
Pat McCarthy, Nebraska  
Ward H. Reesman, Nebraska  
Don Strotheide, Nebraska  
Ed Williamson, Nebraska  
Arnold Winters, Nebraska  
Mylen Wegener, Nebraska  
Weldon Curry, Texas  
B. H. Hunsucker, Texas  
Barney Barnett, West Virginia  
Ric Smith, Missouri  
\*Robert Gerhart, Indiana

Cecil E. Bradley, New Mexico  
R. W. Wehrenberg, Wisconsin  
Gordon Clayton, Wisconsin  
Donald Poller, Wisconsin  
Manuel C. Staton, Kentucky  
Thomas G. White, Kentucky  
S. Dell Freeman, Kentucky  
Tommy Dowell, Kentucky  
Harold E. Cox, Kentucky  
Vernon Swanson, Minnesota  
Vern Squires, Illinois  
Ed Pedretti, Wisconsin  
M. M. Malinowski, Wisconsin  
Alvin Miller, Wisconsin  
Wilbur Kuecker, Wisconsin  
Lester M. Bue, Wisconsin  
Jim Heike, Wisconsin  
Martin E. Fromm, Wisconsin  
\*Eugene Frederick, Illinois  
Art Doede, Wisconsin  
Everett L. Yoap, Wisconsin  
\*Jim Appleman, Wisconsin  
\*Rollie Bast, Wisconsin  
\*Earl Clauer, Wisconsin  
\*R. F. English, Wisconsin  
\*Joseph W. Donahoe, Wisconsin  
\*Ernest Freund, Wisconsin  
\*Harold J. Gavin, Wisconsin  
\*Jim Gavin, Wisconsin  
\*Ray Gevlinger, Wisconsin  
\*Bill Jones, Wisconsin  
\*Arnold Kohlmetz, Wisconsin  
\*E. G. Kueffner, Wisconsin  
\*Myrle Lloyd, Wisconsin  
\*E. J. McNamara, Wisconsin  
\*John Reilly, Wisconsin  
\*R. C. Riek, Wisconsin  
\*Eldon F. Schraepfer, Wisconsin  
\*Russell C. Schroeder, Wisconsin  
\*Douglas Steltz, Wisconsin  
\*Leonard Yoap, Wisconsin  
\*M. J. Ford, Washington  
H. Earl Wright, Ohio  
Neil Robinson, Ohio  
Wilbert Smucker, Ohio  
Arnold Peterson, Wisconsin  
\*O. S. Clay, Indiana  
\*R. F. Hamilton, Indiana  
\*Bernard Hart, Indiana

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Emergencies have always been necessary to progress. It was darkness which produced the lamp. It was fog that produced the compass. It was hunger that drove us to exploration; and it took a depression to teach us the real value of a job.



## Kansas Auctioneers Hold Convention

By. C. E. Sandeffer, Topeka, Kansas

The Fifth Annual Convention of the Kansas Auctioneers Association was held June 12 at the Hotel Baker in Hutchinson, Kansas. Saturday evening, June 11 the Auctioneers were guests of Col. and Mrs. Gene Watson of Hutchinson at the hotel. Those attending were Richard Brewer, Mt. Hope; Mr. and Mrs. Eugene Cole, Downs; Jim Bishop, Hutchinson; Mr. and Mrs. E. T. Sherlock, St. Francis; Mr. and Mrs. Frederick Sherlock, St. Francis; Mr. and Mrs. Charles M. Macy, Oberlin; and Mr. and Mrs. C. E. Sandeffer, Topeka. Plans for the next day were completed and other business discussed.

Registration began the following day at 9:30 with twenty-two auctioneers present for the morning session. Col. Charles Corkle, Norfolk, Nebraska, gave an outstanding talk and an invitation to everyone to attend the National Convention.

During the afternoon session Col. E. T. Sherlock gave an outline of what to expect at the National Convention. (No convention is complete without Col. Ernie.)

Mr. Ed Jantzen, owner and manager of the Hill City Livestock Sales Co., Hill City, gave a very amusing talk entitled "It's Not What You Say But the Way You Say It." He remarked that he knew more about Auctioneers after this Convention than he ever had before in all the years of being associated with Auctioneers.

During the business meeting Charles M. Macy, Oberlin, was elected President. W. O. Harris, Wetmore, was chosen as Vice-President, and Richard Brewer, Mr. Hope, was elected Secretary-Treasurer. Gene Watson, Hutchinson, and Carson E. Hansen, Beloit, were elected 3-year directors.

It was voted to make all memberships in the Kansas Auctioneers Association combination State and National. The 1961 Convention site was selected during the meeting and is to be held in Abilene, June 4 next year.

The banquet was the outstanding event of the day. Toastmaster Glenn Brown, Liberal, is one of the best and the entertainment was excellent. Ginger Hulet

gave several selections with bells and the members hardly let her get her breath. Guest speaker, Richard D. Nichols of Hutchinson gave a talk on Farming Conditions which he illustrated with slides.

Kansas Auctioneers felt that this Convention was the best yet. All are going to try to get to Louisville next July.

## Idaho Institute and Convention Held

The Intermountain Auction Institute, a two weeks course conducted by Idaho Auctioneers was held June 19 to July 2 at Boise Junior College in Boise, Idaho. The first session of the Auction Institute was planned as a course of basic auction training for those who wish to enter the auction profession and for auctioneers desiring to take additional training or a refresher course.

Instructors at the Auction Institute included Clayt Tchergi, Beef and Dairy Sales; Hod Davis, Livestock Auction Yards; Harvey Iverson, Real Estate Sales; Ken Troutt, Automobile Auctions and Horse Sales; John Hayes, Farm Sales; Paul Owens and Col. Spofford, Community Auctions, Equipment and Warehouse sales.

The recently organized Idaho Auctioneers Association is launched on a plan of promotion for increased membership for Auctioneers of Idaho. The first convention of the Association was held July 1 at Boise in conjunction with the graduation of the first class of the Intermountain Auction Institute.

The program for the Idaho Auctioneers Convention July 1 included a real estate lecture by Col. J. L. Hardesty of Denver, Colorado. A business meeting was held in the afternoon and a banquet and graduation ceremonies were held in the evening. The evening's program included an address by Col. Hardesty and the presentation of certificates to graduates by Claude "Mike" Walnag, Boise.

Any system of government that offers the same rewards to the man who loaf as to the man who works hard is going to kill the greatest force that has made the United States the country it has become.



## Bits of Thought

By R. C. FOLAND, Real Estate Auctioneer and Realtor  
(This is a copy of an article which appeared in "WHO'S WHO"  
of Hamilton County, Indiana, in 1931.)

Many citizens of Hamilton county have become leaders in their line of endeavor over the entire state or even the entire nation. One of these citizens is Roland C. Foland, nationally known auctioneer of real estate. Mr. Foland has sold more different pieces of real estate than any other auctioneer in America.

Col. Foland's father, familiarly known to Hamilton county as Geo. Foland, came to Hamilton county from Ohio. He served over four years in the war between the states. Col. Foland's mother was reared in North Carolina.

Mr. Foland was born May 27th, 1831. He attended the Hamilton county common schools and graduated from the Boxley high school with the class of 1901. Next he took a special course at Purdue University and graduated from the National School of Auctioneering and Oratory at Chicago.

It was when he was a mere lad in high school that Mr. Foland became interested in auctioneering and public speaking. He well remembers the first sale that he cried. At that time he was teaching a county school and told some of his students of his aspirations to be an auctioneer. A Mr. Thomas came to school and engaged him to cry a sale.

Shortly after this, Mr. Foland began to think of the thing nearest his heart—the home. He considered that if he sold real estate he would be dealing with the cream of civilization—the home owners. He began to devote his entire time to the sale of real estate.

He started his business at Tipton and after three years came to Noblesville. Since coming to this city he has become renowned as an auctioneer over the entire nation, having conducted sales in 76 different counties in Indiana and eight different states. He is called upon to do lecturing at auction schools and he is the author of a book on auctioneering that is said by specialists in that line to be the best authority on the sidelights of the auction method of selling real estate.

One of Col. Foland's hobbies is athletics. During his high school days he was one of the star football players on the Boxley high school team and was captain of the team when Boxley won the championship of the county. He believes everyone should keep physically fit, for the mind is incapable of functioning properly without good bodily health. He has a little four and one-half acre farm one mile southeast of Noblesville and takes deep interest in his home and family. Col. Foland's power of physical endurance is evidence of the care he gives to his physical well-being. He has a wonderful power of endurance, and is able to stand eight or ten hours of work on the auction block continuously in vigorous selling. In fact, just recently he sold for ten hours in one day, without stopping for dinner. The wide territory over which he works means long hours, and irregular habits but in spite of this fact, he has had to miss very few sales on account of illness.

In a religious way, Mr. Foland states he has not accomplished as much as he should have done. However he has some very strong convictions and believes that people should weave more of the golden rule and other religious principles into practical every day living.

Mr. Foland's intimate friends state that he is one of the leading church goers in the county. He believes that one thing hindering religious progress is the many different creeds and doctrines. He believes in Christian Unity, and the observance of the Sabbath. Consequently he disbelieves in Sunday movies and other modern means of Sabbath disrespect. He is cranky enough to say that he believes that the country would be better off if even all the filling stations throughout the nation were closed on Sunday, and he furthermore believes that in a period of ten years 5,000 or more American lives would be saved in addition to giving much greater rest of mind and body to the surviving multitude.



# IN UNITY THERE IS STRENGTH

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Mr. Foland also, rather hesitatingly, in his interview with the writer stated that if he was not afraid of being considered unmodern, a back number, he would like to register his objection to the widespread use of cigarettes. In fact, he believes that the tobacco habit in general has far more negative than positive characteristics.

Mr. Foland was married in 1903 to Pearl Moon, she being the eldest daughter of E. H. Moon. Mr. and Mrs. Foland have a fine family of seven children, consisting of two married daughters, Charline Maines, now living in Haiti, her husband being in government work there, and Althea Beck, living near Zionsville; also two girls and three boys at home. Cedric, known to about all of the basketball fans of Noblesville, is now eligible as a Sophomore in DePauw University, having finished one year there. He received one of the Levinson prizes when he graduated from the Noblesville high school.

Col. Foland is known as a veteran of the auction block, and the pioneer real estate auctioneer of Indiana. He has blazed the way, which many others have desired to follow. In fact, he is regarded as a leader in the profession.

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## Life Members

The Constitution and By-Laws of the National Auctioneers Association permit a qualified auctioneer to become a member for his entire life upon the payment of a \$100.00 membership fee. Each year we add several names to this list and we will be expecting more to join this circle of life members during the National Convention.

Following are the names of those who hold Life Memberships in the National Auctioneers Association:

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Col. Jack D. Braddock, Ohio  
Col. Dean S. Bullard, Ohio  
Col. John A. Carr, Illinois  
Col. B. G. Coats, New Jersey  
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Col. Russell Kiko, Ohio  
Col. Maynard Lehman, Indiana  
Col. James Liechty, Indiana  
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Col. E. T. Sherlock, Kansas  
Col. Don W. Standen, Ohio  
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Col. Jim Tindall, Florida  
Col. Kenneth W. Travis, Tennessee  
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Col. R. A. Waldrep, Georgia  
Col. Lee Waldrep, Georgia  
Col. W. J. Wendelin, Texas  
Col. Garth W. Wilber, Michigan  
Col. Henry F. Wilber, Michigan  
Col. Harris Wilcox, New York  
Col. Clyde Wilson, Ohio

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Tip to motorists: Watch out for school kids — they weren't brought up to be run down.

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A man's life, like his automobile, suffers depreciation when it is doing nothing.



## Owen Hall Addresses Celina Kiwanis Club

(Reprinted from Daily Standard,  
Celina, Ohio)

Owen Hall, auctioneer, real estate broker, and co-owner of the Western Ohio Livestock Exchange, told the Celina Kiwanis Club at its last meeting that the auction business is a multi-billion dollar business in the United States, and that business transactions across the auctioneer's block pass the million dollar mark annually in Mercer County alone.

Hall said that to be successful—not only in auctioneering, but in any field of endeavor—an individual must have enthusiasm, ambition, resourcefulness, faith in himself, and faith in a Supreme Being.

The tragedy of failure often strikes at the doorstep of success, he told the Kiwanians, simply because the individual lacks only one of these.

"But you don't have to bat 1000 per cent," he said, "to be outstanding." He noted that the difference between the \$20,000 a year man and the \$90,000 a year man in baseball amounts to only one hit per 10 times at bat. This baseball analogy, he said, can be applied to any field of endeavor.

Hall is a past president of the Ohio Auctioneers' Association, and is presently a director of the National Association.

## Table Rock Land To Be Auctioned

BRANSON, Mo.—Twenty-eight parcels of land around Table Rock lake, totaling 3300 acres, will be sold at auction June 11. Cecil F. Shopen, officer of a Kansas City firm associated with Rolla Stephens of Joplin in handling the auction, said the 28 units range in size from 3 to 227 acres and have been assembled from 123 lakefront tracts.

The property is the remaining holding of the Empire District Electric Company which had assembled more than 10,000 acres to build a private power dam.

After the firm lost its private permit, the government took over almost 7000 acres by condemnation. Table Rock dam was completed last year at a cost of \$68,000,000.

We are not sent into this world to do anything into which we cannot put our hearts. We have certain work to do for our bread, and that is to be done strenuously; other work to do for our delight, and that is done heartily — neither is to be done by halves, but with a will, and what is not worth this effort is not to be done at all.

—Ruskin

"The only woman who will listen to both sides of an argument is the one next door." — Ben Askew.

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

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The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Moscow, Russia

Dear Bernie:

I just thought I would write you a few lines and let you know that I am spending four weeks touring Europe. We left Ft. Wayne, Indiana on Friday, May 27 at 9:45 and flew to New Jersey. After landing at Newark, New Jersey we transferred to International Airport to catch our flight by Boeing 707 Jet to Brussels, Belgium. We arrived in Brussels around 10 a.m. Saturday morning, Brussels time. Our flight from New York to Brussels took 7 hours. We spent Saturday and Sunday in Brussels attending church in Brussels before flying to Warsaw, Poland on Sunday afternoon. We arrived in Warsaw that evening. On Monday we toured Warsaw and saw some of the ruins left by the German invasion and the rebuilding that has taken place since World War II. We left Poland on Tuesday morning about 10 a.m. and landed in Moscow, Russia about 2 P.M.

On our flight from Brussels to Warsaw I met a man from Warsaw who is head of the Advertising Department for Polish Canned Meats. We got to talking about our different advertising methods and he was telling me how much he was

impressed with our advertising and the different bright colors we used. He wanted to know what business I was in and I told him that I was an Auctioneer and asked him if he knew what an Auctioneer was. He told me he did as he had heard of them when he was in New York at the exhibition in May. He thought that I was going to Poland looking for business and told me that he didn't believe I could find any there. I explained to him that I was on vacation and my partner, Col. Homer Pollock from Delphos, Ohio, was home looking after business. To make a long story short, I had one of the new bumper stickers with me in my suitcase and I showed it to him. He was really amazed at the brightness of it and wanted to know how much it cost me. One of the fellows on the plane had a Polaroid camera and took our pictures holding it, as my friend from Poland wanted a picture of it to take home and show his department. He said he wanted to show them how we advertised our products in America. I also had him take one so I could have a copy to bring home and show the N.A.A. that they have been advertised in Poland.

After arriving in Moscow Tuesday we



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checked in at our Hotel and ate our supper and then went out and walked around town. We went up to Red Square, saw the Tomb of Stalin and Lenin and also saw the Kremlin from the outside. Since that time we have had three full days of touring Moscow and seeing the sights. I have been taking a lot of colored slides and I hope they turn out well.

We leave here in the morning for Kharkov, then on to Kiev, then Odessa, Leningrad and then to Helsinki, Finland. Then we go to Berlin, Copenhagen, Denmark; Geneva, Switzerland, Paris and then back to New York by Jet on June 22.

I hope to see you at the Convention but if I shouldn't get there I will send you a picture of my friend and I and our N.A.A. Emblem taken over Poland on a plane.

Sincerely yours,  
Glenwood Adams  
Van Wert, Ohio

\* \* \*

Dear Sir:

Enclosed find check for another year's dues. Everything seems to run late this season. Sales have run late, all crops are from two to four weeks late. Weddings that will be in July seem to be a month late.

I will soon close my 54th year of Auctioneering. My wife and I may not be at the Louisville Convention as we very much regret due to July lateness.

Wishing you all well in building this association in the forthcoming convention to greater strength and union.

Sincerely,  
Oscar Tostlebe  
Cedar Falls, Iowa

\* \* \*

Dear Bernie:

I have been trying to get myself up to the National Convention at Louisville. I was sorry to miss last year at Denver but I am looking forward to this year. I have been thinking of the past many sales and best of all, the many friends I've made during these years. I have never thought about it much or had time to truly realize how much that past days and sales have really meant to me. Perhaps it would do us all good to stop and give some thought to what each sale has meant to us and others. I think my

greatest pleasure has been in helping the young Auctioneers. Some have gone on and made good while others haven't but my feeling has always been to lend them all the help possible.

However, I started back in 1902 when there were few Auctioneers. Now with all the schools to help get in line for the work it is much harder to get on the go unless one has the help of some Auctioneers already lined up. Our county has twelve auctioneers all out for business. I never could get myself to go after sales because I always felt that if I was wanted I would be asked for and if they thought the other fellow could satisfy best, then he would be the one they should get. But starting now, boys, you'd better get out after them or the other fellow will.

Best to all. Trusting to see you in Louisville.

O. S. Clay  
Shelbyville, Indiana

\* \* \*

Dear Bernard:

I enjoy every word in "The Auctioneer," our monthly magazine. I enjoy all the articles by Pop Hess, Col. Foland, a dear personal friend of mine, and B. G. Coats—in fact, everyone including yourself. Through experience and personal contact with Auctioneers and other professional men, I believe the first thing we Auctioneers should do is to do our best to get all Auctioneers to join their State and National Associations and take part in the conventions. There are not enough members attending Auctioneer's Conventions that belong to their Associations.

When an Auctioneer is good enough he never worries about a license law. He doesn't need restrictions and regulations to go by. He didn't need them to get to the top in his profession so why should he have them after he gets on top. Perhaps to keep some other fellow down or to make it easier for his fellow Auctioneer to get more business. Fellows, it all depends on you. What are you doing for your profession? Are you climbing up or just floating along waiting for the other fellow fellow to do the job you should have done? When we all get in our State and National Associations and are good enough in our profession we will not need a license law in any state.



# IN UNITY THERE IS STRENGTH

Believe it or not, there's always room for one more Auctioneer at the top of the ladder of fame and fortune in the Auction profession. Are you working to get there?

I am not a famous Auctioneer but I have ideas about what one should do. Remember, it takes publicity, Proper Display, and Super Salesmanship to make an auction sale of any kind a success.

With best wishes to all Auctioneers everywhere.

Yours truly,  
Hubert L. Jones  
South Bend, Indiana

\* \* \*

Dear Sir:

Being an Auctioneer I have been concerned about joining the Association. Mr. Paige Richardson of the Bel Air Auto Auction has recommended that I send you the fee. I hope you can take care of this for me.

With many thanks to a growing profession.

Sincerely,  
Elmer M. Murry  
Lititz, Pennsylvania

\* \* \* \*

Dear Bernard:

It has been a long time since I have written you but since the State Picnic and the N.A.A. Convention are so near upon us I am beginning to think what a pleasure it will be to see all the Auctioneers again. I hope there will be a thousand of them from every state in the Union.

One of the most pleasant days I have had in a long long time was June 11 when I attended the Post sale at Battle Creek, Michigan. This was the world collection of the Post Cereal King, C. W. Post, conducted by Bill Coats of Union City, Michigan and the well-known B. G. Coats of Long Branch, New Jersey. No sooner had I landed than both the Coats' had their hands out for a genuine welcome and the next thing was a seat in the very front of the stand. This was the third day of the sale and furnishings of the Post nine-room apartment were

to be sold.

The sale soon started and the smooth fine voice of Col. Bill Coats started things rolling. I soon began to understand why Post Toasties and other Post cereals cost so much.

I have given up my home and have only my cottage left and little place for more unusual pieces of furniture or knick-knacks so I was not much of a buyer. I did spot a small bronze statue of a horse and Indian rider which I thought would be nice for the mantel-piece. I thought I would like it at around thirty-five or forty dollars. It sold for a mere \$360.00.

A pair of chairs, one arm and one straight, did not look very comfortable and they must have been pretty old already because some fellow whittled them out in England. I was rather surprised when B. G. whispered to me, "Run them to a thousand. I want them." Some woman who could not see too well yelled out from the back row, "Ten hundred and fifty," and B. G. bowed out. I thought he was mighty lucky to get off the hook.

Well, finally B. G. got up on the block and that great, strong voice backed by that commanding physique took over and bargains did not get a bit more plentiful. The first thing he did was sell a bust of Lincoln for eight hundred and fifty dollars. I thought it was a real bust.

It was some sale and handled as only that dynamic B. G. Coats and his up and coming young nephew, Bill, could do. Buyers were there from New York to the West and seemed to have plenty of money. These prize pieces went so fast and furious and at such fabulous prices that it made me think of the time I sold out "Joe Hanna's" wholesale whisky house. That was forty years ago. By which I mean, if you've got what people want the sky is the limit.

To say that I enjoyed this sale and the Coats' hospitality would be putting it mildly indeed. The thorough, systematic, properly advertised merchandise made a most interesting and profitable sale for the owners and a fat commission for the Auctioneers.

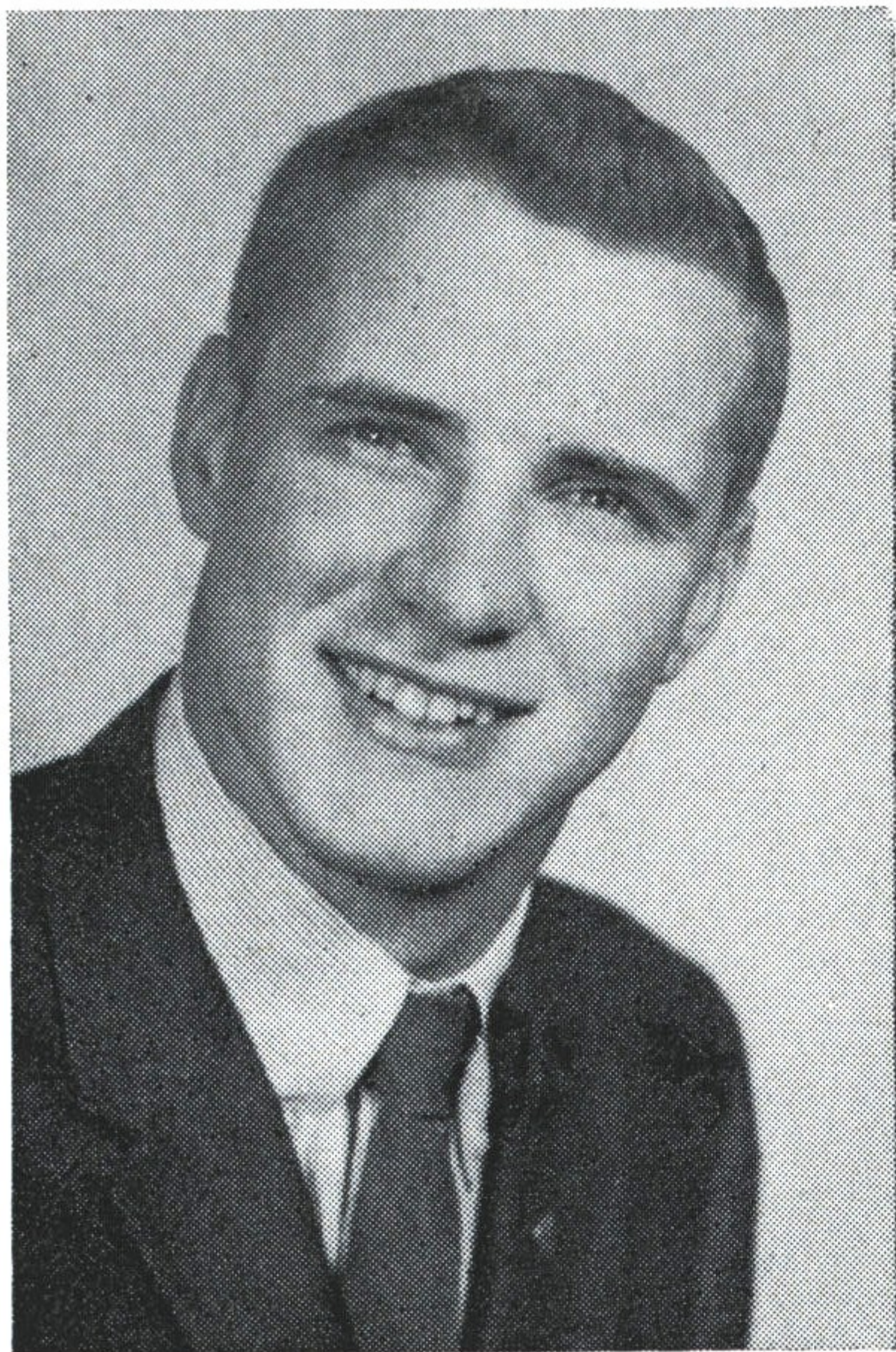
H. W. Sigrist  
LaGrange, Indiana



# Brief Review of History Shows Results of Internal Dissention

By Col. Ken Travis, Dresden, Tennessee

After having read the monthly issue of THE AUCTIONEER for the last four years, it appears to some of the readers that we are debating a license law. We have been debating, arguing, and giving reasons why or why not we should have a license law. Before we discuss any license law, let us take a good look at the history book.



History is a group of data and facts that actually happened in the past. We can study ancient history and see the development of Greek civilization. During the development of Greek civilization, there were two main city states originated, by the names of Sparta and Athens. Athens gave a great amount of freedom to its citizens while Sparta was very strict and gave very little freedom.

As we continue on and study the development and growth of the city-state, we learn that Athens and Sparta go to war. First we study the Persian War, where the Persians and the Athenians fight for power. The power is won by

Athens over a period of 32 years. After the Persian War, we continue on and study the Peloponnesian War where Athens and Sparta are fighting. Sparta defeats Athens and in doing so, weakened Sparta's own forces enough to cause Sparta to perish. Other cities by the names of Corinth and Theba turned on each other and they both were destroyed in a period of fifty years.

Now here we are, right back where we started from. Does this really prove anything? Yes. What do we have to gain by fighting and arguing? The answer is one simple word — nothing.

We can continue on and read American History, starting when Columbus discovered America in 1492. Since 1492 our strong United States has been engaged in five wars. However, the United States has fought in many wars, but we only count these five wars: the War of 1812, the Civil War, World War I, World War II, and the Korean War. Will there be a World War III? We cannot read the newspapers ahead of time; however, we can gather facts and predict the future. If we know enough about a person or thing, we can predict general things and conditions. In order to predict, one must take facts and put all these facts together. What facts do we have about war, the National Auctioneers Convention, or the odds on a horse race?

You may ask this question: What is the use to discuss wars in the July issue of THE AUCTIONEER? The answer is to see how we can better the National Auctioneers Association by using wars as an illustration. We are at war, arguing whether to have a license law or whether not to have a license law.

Now is the time for each auctioneer to send an S.O.S. to his mind. The mind controls our actions and actions speak louder than words. Words cause hard and bad feelings, when they are used at the wrong time and in the wrong way. It takes a long time to build friendships,



and it takes only a bad word to cause a war.

The National Auctioneers Convention is just around the corner. How can we get across what we want delivered to the public on sale day or at a National Convention? The answer is to sell on sincerity. When we sell on sincerity, there is no faking and putting on. In order to sell on sincerity, we must be sincere with what we have to say and sincere to our fellow man.

One of the biggest mistakes a person makes is to talk before thinking. The Bible tells us that we should be slow

to speak. That is just one of the rules that is hidden in the "Good Book." If Abraham Lincoln had mailed some of his command letters during the Civil War on first sight, his face might not be on a five dollar bill. All great men like Lincoln, Washington, Grant, Lee, Hamilton, and many others had a reason to be great. Because they **sold on Sincerity.**

We can help prevent another world war and make the National Auctioneers Association a strong one if only we will **Sell on Sincerity.**

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# Minnesota Auctioneers Hold Eleventh Annual Convention

By Col. Frank A. Sloan, Minneapolis, Minn.

The 1960 Eleventh Annual Convention of the Minnesota State Auctioneers Association was held in Chaska, one of our state's most progressive communities. Due to a change in schedule of graduations in state public schools the attendance was smaller than usual in as much as many of the auctioneers had to attend the graduation exercises of their children.

Registrations and getting acquainted consumed the first morning which was followed by a luncheon, guest speaker being Mayor F. P. Eder. This was followed by a short talk on live stock auction market by Wayne Eidiger of Belle Plaine who substituted for Mr. Harry Barner of Pipestone.

Round table discussions were very enlightening and instructive. The newly proposed Minnesota State license laws governing Auctioneers which are in the drafting stage were thoroughly explored. Colonel Paul Hull, our President, gave a forceful talk, most important and emphasized was his concern as to members booking sales on convention dates.

Our convention was honored by the presence of guest speaker, Colonel Ernest Freund, President of the National Auctioneers Association, whose topic was "Salesmanship and Organization." He pointed out that the responsibility of in-

forming people as to the value of sale by auction method is an obligation of the Auctioneers. Commissions, he said, should take last place since proper advertising and conducting of a sale would assure successful end results and thereby take care of the compensation. He added that all we have to sell is service and by practicing buyer and seller cooperation valued public relations are established. He further pointed out that Auctioneers professional organizations were young as compared to the age of the profession itself and that auction schools were doing a terrific job in basic preparatory training considering the element of time the course consumes, however, he emphasized that there is no substitute for experience and that complacency had no value, suggesting that more enthusiasm be practiced along with fulfilling our moral obligation of perpetuating the status of our profession and this must come from within ourselves to be shared with young and up-coming auctioneers by assisting them and eliminating the fear that as competitors they may out do those already established in the business.

Concluding, he added that terrific increase in National Auctioneers Association membership has been brought about in the past few years and that he



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believed a state by state survey of state Auctioneers Associations would be of value in developing an even closer existing relationship and in closing, extended invitations to all to attend the National Auctioneers Convention at Louisville, urging state association members to join up with the National.

The evening of the first day was concluded with a banquet at which District Judge Herring, our guest speaker, covered the subject of human relations in a fashion that really touched the hearts of those in attendance. This was followed by our Fun Auction in which the generosity of members and friends was such as to alleviate the burden of our convention expenses in a fine fashion.

The Ladies Auxiliary was quite satisfied to relieve us from any responsibility towards the handling of their program and arranged for their own tours and luncheons. The balance of the evening of the first day was spent at the City Square where in cooperation with our co-sponsors from the City of Chaska we staged an unusual Slave Auction for the purpose of raising funds for the rebuilding of the children's local playground. The sale netted about \$1,000.

The morning of the second day started with a breakfast followed by convention committee reports, the annual treasurer's report and the election of officers. Elected for the year of 1961 for President was Colonel Paul Hull of Austin; Vice President, Colonel Hubert Pinske of Arlington; Secretary & Treasurer, Colonel Frank A. Sloan, Minneapolis. Directors: Colonel Claus Beck, East Grand Forks; Colonel Alvin Kohner, Winona; Colonel M. C. Maranell, Woodstock; Colonel Russell Davis, St. Peter; Colonel Tom Gould, Minneapolis; Colonel M. J. Henry, Foley; Colonel E. K. Elmes, Long Prairie; Colonel Vernard Paulson, Winthrop; Colonel Alvin Payne, DeGraff; Colonel Fred Radde, Watertown; Colonel W. J. Radde, Watertown; Colonel Daniel Turek, Montgomery; Colonel Pat Callahan, Albert Lea.

Colonel Barney Thomsen of Austin who did such a terrific job as Chairman of this convention, was elected Chairman of the 1961 convention as well as Director in an advisory capacity. Elected as official delegate of the Minnesota State

Auctioneers Association to the National Auctioneers Association in Louisville was Colonel Frank A. Sloan.

This concluded the morning of the second day, the afternoon of which was spent in the conducting of a community auction sale on the City Square. The merchandise was contributed by citizens of the community and the proceeds of this sale were in the neighborhood of \$1,200.

The cooperation from the whole city could only be exceeded by the many auctioneers who gave generously of their vocal chords and efforts and as a result, from every stand point, we felt the public relations, good will and the community service rendered will make other communities look toward the possibility of getting us to convene in their city next year.



Col. L. L. Stambler, Honolulu, is pictured as he presents a watch to George Hanada of Kula, Hawaii, the overall exhibitor at the 1959 4-H Beef Roundup in Hawaii.



# United Auctioneers Could Be Nationally Prominent

By Col. M. J. Ford, Usk, Washington

I hereby respond to the controversy that has originated regarding my article in the April issue of "The Auctioneer."

I am standing firm on my statements. I also wish to inform the opponents of the article that I did scrutinize my article as well as their articles that were in the May issue. One opponent I see wished to conciliate and impress readers with his answer. I was such a confused character that I was voting for the president of the nation instead of something pertaining to the auctioneers. Also, I was accused of taking my ball and bat and going home because I could not pitch. May I be so defiant as to say that right there, Colonel, you realized and admitted, after reading my article, that a bull just walked into your china shop and that you and your top salesman's wares could be shattered somewhat.

In regard to being "adamantly against attorneys," is it not a fact that we are rapidly approaching the stage that we can not, more or less, do anything unless we "consult our attorney's attitude?" I do not believe an attorney should be retained "to organize" the auctioneers. I believe in our constitution "By the people and for the people," free speech, and free press. For those who do not wish to take or have that privilege, why contest one that does?

If the auctioneers as a 100% group, regardless of which individual state of our fifty would follow the old motto, "United we stand, divided we fall," our profession would be one of the most outstanding in this democracy of ours and eventually the world. The members of the N.A.A. would thus form a profession of the highest esteem, regardless of the quantity of members, so impregnable that individuals of other professions, occupations, politician, dictatorships or what have you would not attempt invasion. In case a controversy should arise with any city, county, state or governmental office for the need of management or licensing of auctions or auctioneers, the auctioneers

and auctioneers only would have exclusive power to act, not by legislation, etc. The voice of the fifty states would then be on a national basis the same as the "packers and stockyards act." Isn't that national?

Research through the past issues of "The Auctioneer" shows that one state's proposed license law was written by an author who was a "former legislator." Another author of an article, an official delegate from his state to conventions, printed the resolution that was voted in 1956 at the Kansas City Convention to "bury the issue." I also see where this same author as previously mentioned, private-eyed another member. This act should and would be under a very serious scrutiny of the organization if action were to be taken.

This may be considered by some members as an inane remark. Before doing so please analyze its meaning carefully. Do not misinterpret my meaning of this article. I do not wish it to be classed as a revolution of government, state, etc., where the auctioneers become the sole dictators of our nations selling. However, we should have the say so of management of auctions and auctioneers licensing or any dole system that it takes to perform our duty.

From the mast head of our N.A.A. magazine I quote, "A non profit publication . . . for the exchanging of ideas that will serve to promote the auctioneer and the auction method of selling." When articles appear in "The Auctioneer" asking for the challenge of some idea the author will undoubtedly find an opponent. When that challenge is accepted and a controversy is constituted thereby, the issue should be filled with constructive ideas, not market reports of hair cuts and common labor, or beating the bushes for Moses, the wrangling of members, or the marriage of a princess to a shutterbug. It is time to get together nationally. Omit the principles of a chosen few, whom you voted for, how



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many miles somebody has roamed, or how many lodges or licensed professions you belong to. Any human problem can be solved by the condensing of good collective judgment of good outspoken and reasoning men. Remember that under the two party system of government in the United States it is bid on one. Take your choice. You can only have one—but BID.

May I say this in conclusion to this article, not boasting or in any way discriminating against any member or fellow man. When I signed on the good ship "N.A.A.", I was presented with a booklet, "Constitution and By-Laws of the National Auctioneers Association" and also an individual sheet with the "Code of Ethics" written thereupon. I consider that I took an oath to uphold those laws and am entitled to individual constructive views and opinions for the betterment of the association. I also consider that I have the individual right to

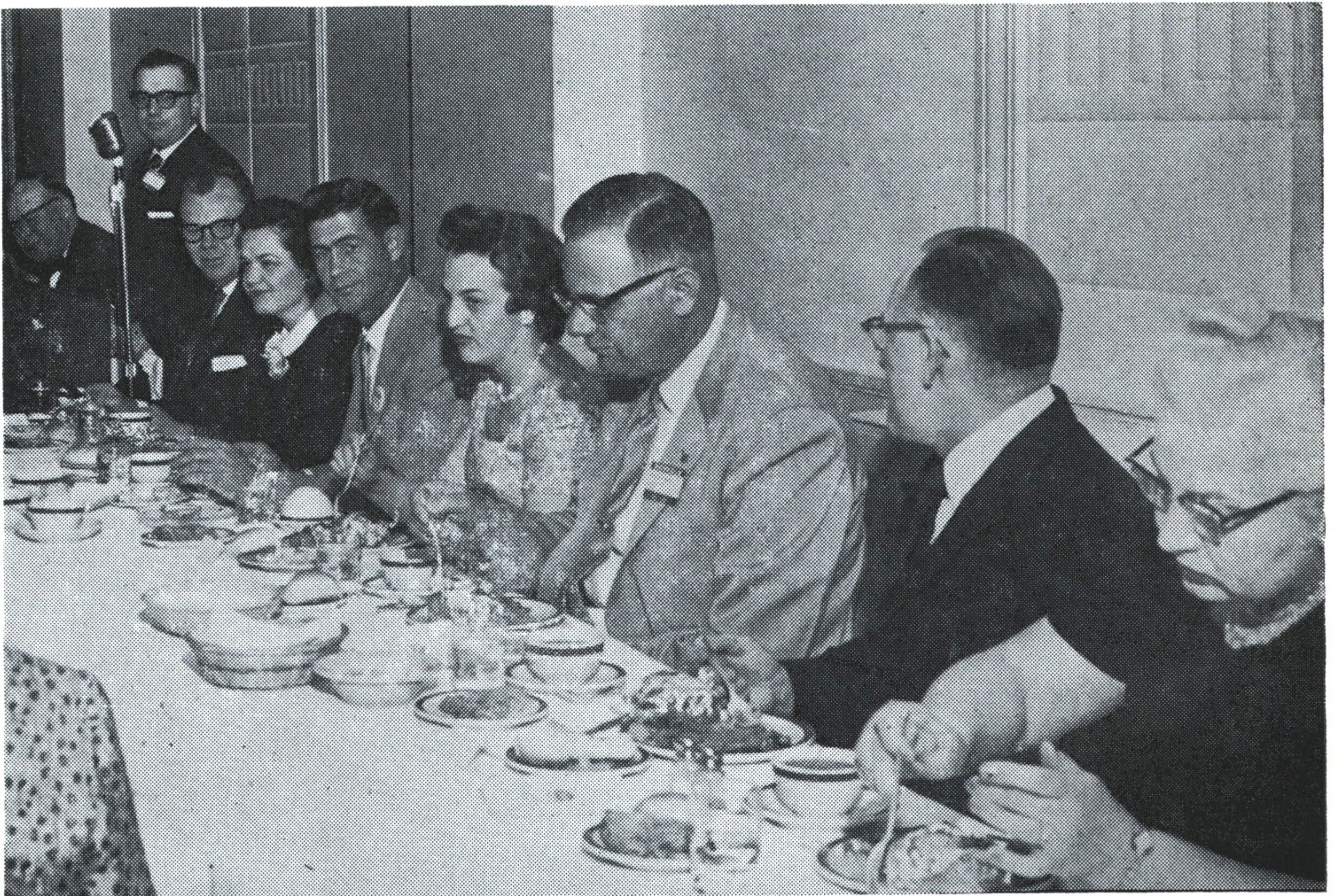
voice my views regarding ideas and plans that I consider a detriment to the association. If I should go down in defeat on some clause there will be some entertainment before I do. Thank you if you condemn me, do not thank me if you approve. I believe it is my duty to the organization.

A nation is made great not by its acres, but by men who cultivate them; not by its great forests, but by the men who use them. America was a great land when Columbus discovered it. Americans have made it a great nation.

—Lyman Abbott

\* \* \*

High pressure folks may temporarily get attention, but in the long run, the normal, orderly constructive group that grows slowly and proves itself to be dependable will always exert the greatest influence.



W. V. "Bus" Emrich, President of the Nebraska Auctioneers Association, presides at Banquet held during the annual meeting of that organization in Norfolk, May 1. Others pictured, from left: Walter Cooper, Ft. Collins, Colo., Guest Speaker; Mayor Warren Cook of Norfolk; Mrs. Cook; Ray Flanagan and Mrs. Flanagan, Albion, Nebr.; Bernard Hart, NAA Secretary; Rev. and Mrs. A. G. Deke, Norfolk.



## The Honor Roll

Each year the July issue of "The Auctioneer" publishes the names of those who were responsible for adding two or more new members to our roster during the past year.

This year the number of members responsible for new members showed an upward swing.

In July, 1957, 25 members had added 118 new members during the year and 50 others were responsible for one member each making a total of 75 members adding 168 new members. In 1958, 23 members sent in 109 new members and 47 had one each totalling 70 members adding 156 members. In 1959 the downward trend hit a disheartening low when 21 members sent in 101 names and 43 added 1 name each to make a total of 64 members adding 144 members.

This year only 18 members sent in 98 names but 64 sent in one name each to bring the total to a new high of 82 members adding 162 names. We feel that this is indicative of a renewed interest in the future growth of the N.A.A. and its membership. If each member were to take the responsibility for sending in one name of a new member during the next year our membership would be doubled — a worthy and attainable goal for our organization.

Following are the names of those who were responsible for two or more members during the past year:

**Clyde Wilson, Ohio**

**Carman Potter, Illinois**

**Clem Long, Ohio**

**Howard Shults, Colorado**

**W. J. Hagen, Montana**

**Q. R. Chaffee, Pennsylvania**

**Orville Moore, Kentucky**

**Wes Wendt, Washington**

**R. W. Dewees, Missouri**

**W. P. Scully, Kentucky**

**Joe Donahoe, Wisconsin**

**Walter J. Fritts, Kentucky**

**Edgar C. Walker, Kentucky**

**Bob Penfield, North Dakota**

**Ken Barnicle, Missouri**

**A. L. Tremblay, Massachusetts**

**H. Willard Arnaman, Missouri**

**Leonard Yoap, Wisconsin**

The above list is accurate to the best of our ability. Many of our new members come through State Auctioneers Associ-

ations and in most cases it is not possible nor practical to designate credit to an individual.

## C. F. Armiger Co. To Liquidate

By. B. G. Coats

Doors to the C. F. Armiger Company, one of the largest Garden Supply and Equipment establishments in the east, closed its doors Saturday, May 28th, for the first time since the business was established thirty-five years ago by C. F. Armiger. The closing marks the retirement of Mr. Armiger, who has served the people of Washington, D. C. and Maryland for more than two score years. Located at 7140 Wisconsin Avenue in Bethesda, Maryland, the company numbered among its hundreds of customers Senators, Congressmen, Government officials and people from all walks of life.

The entire stock of Garden supplies and equipment comprising power mowers, rotary and reel type, hand mowers, cultivators, tractors, wheelbarrows, hand and electric tools, motorized equipment, modern steel office equipment, typewriters, cash registers, adding machines, files, safes and fixtures will be sold at public auction on Friday and Saturday, June 24 and 25.

The sale will be under the direction of Col. Earl Steiner, of Silver Spring, Maryland, and Col. B. G. Coats, of Long Branch, New Jersey, both members of the National Auctioneers Association. An inventory of the stock and fixtures has been appraised at \$75,000. Items in excess of 6,000 will be disposed of, making it necessary to offer many in lots in order to complete the sale in two days.

The passing of this old established business is much more than just the loss of a well known enterprise. It is the death of an old, warm friend to everyone who has experienced the personality of an intimate object that somehow became alive in its dealings with the people of Washington, D. C. and Maryland.

A person who saved his money used to be called a miser. Nowadays he is known as a wonder.



# Used Car Manager Acts As Auctioneer at Louisville

By ORVILLE R. MOORE, Louisville, Kentucky

This will be, in all probability, my "Swan Song" wherein I shall extoll my additional affirmative views relative to the merits of legislation so vitally needed for Auctioneers. Additionally, I submit for your extensive perusal and minute evaluation below an article verbatim that appeared in the Louisville Times of this city describing an event of three days duration transpiring this week.

For a person that has been such a strong advocate of legislation for Auctioneers as I, you can readily appreciate my feelings now more so than ever since I was, "yes, I said, I was," beaten out of this sale by a person that had never functioned as an Auctioneer previously, even at a box lunch or pie supper. In fact, I was informed by an unimpeachable source that the fee received for the Auctioneer services was \$30.00 a day, or \$90 total.

The fee, though you may not believe it, is actually secondary in this instance for the fee was not nearly as destructive to the informed as the services were to the uninformed. Universal C.I.T., a national lending institution for cars, held the sale.

Had the K.A.A. been successful in getting the Kentucky Auctioneers License Act of 1960 passed in the recent session of the Kentucky State Legislature we could not have stopped this farce, since the effective date was to have been July 1, 1960. However, we could have certainly served notice to one and all that any such acts of discredit to the Auctioneer would have to be done in the next few days or not at all. As it was all anyone could do, especially me, was to stand idly by and see our profession crucified and, in a sense, destroyed. (How many States or Cities have legislation existent now that could have prevented this . . . your State . . . your City?)

Additionally, if you will take special note, the press gives a very vivid account of their indirect views as to what actually makes an Auctioneer . . . nothing at all is needed except to be employed and then

call yourself an Auctioneer for convenience. Those of you that know me quite well know I speak the truth when I say it would have thrilled me terrifically had it even been another Auctioneer, though not myself, provided that Auctioneer was a legitimate Auctioneer and most preferably a member of the K.A.A. and N.A.A. Honestly fellows, this hit all us Auctioneers below the belt, but good.

My closing statement, followed by the aforementioned article, is, "Can't you see the handwriting on the wall? Even a blacksmith friend of mine finally decided to go into the garage business but, alas, too late." Remember reading of the wall surrounding China? Historians tell us that she has not overcome this even yet. How many bricks have you added to the wall surrounding Auctioneers? Time doesn't stand still, neither do Auctioneers as we are gradually moving backward . . . not forward. Can you conscientiously disagree?

## From The Louisville Times

Fifteen used cars at Thurston Cooke Ford, Inc., brought \$15,345 as bidding opened on the automobiles that are part of property assigned for liquidation for the benefit of the auto agencies' creditors.

The cars were sold in lots of five. Predicated on the initial bidding, the 239 used cars put on the auction block may bring in the neighborhood of \$300,000. There are 150 vehicles at the Thurston Cooke Ford yard at 4021 Frankfort Avenue and 89 at Thurston Cooke Mercury-Edsel, Inc., 845 S. Third.

Assets of six defunct Thurston Cooke firms have been assigned to the Louisville Credit Men's Association for liquidation. A major creditor, Universal C.I.T. Credit Corporation, hired Jack Webb, the former used-car manager of the Thurston Cooke Ford agency, as auctioneer. "Because I know the cars," Webb said.

Universal C.I.T. claims mortgages on the vehicles.



The auction drew some 50 dealers from Kentucky, Texas, Tennessee, Indiana, Ohio, and West Virginia.

Those interested must submit sealed bids on lots of five vehicles. The top bid per car is announced and bidding in an open auction starts from there.

Charles Monohan, district manager for Universal C.I.T., said the auction at the Mercury-Edsel agency on South Third, originally set for the afternoon probably would be reset for 10 a.m. the next morning, because the afternoon auction was moving slowly.

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## Take Time To Consider Time

By Col. B. G. Coats

**TAKE TIME TO THINK . . .** In these busy times we often plunge into things without thinking and then regret it afterwards. It pays dividends to spend time thinking things through — checking to be certain that the way we decide to do a thing is best for that particular sale. Think about your procedure and management. **TAKE TIME TO THINK. IT IS A SOURCE OF POWER.**

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**TAKE TIME TO READ . . .** It pays dividends to keep posted on the latest developments in auctioneering. Know auction price trends. Regardless of what you sell keep abreast of trend at all times. Read your national publication "THE AUCTIONEER" and any other reading material that has to do with auction sales and Auctioneers. **TAKE TIME TO READ. IT IS THE FOUNTAIN OF WISDOM.**

**TAKE TIME TO BE FRIENDLY . . .** It opens the road to new acquaintances, and in many cases can lead to increased interest in your profession and increase in business. People prefer to do business with a friend, all things being equal. **TAKE TIME TO BE FRIENDLY. IT IS THE ROAD TO HAPPINESS,** and opens new roads to success.

**TAKE TIME TO WORK . . .** This sage advice is certainly not needed in the auctioneering profession, for auctioneers put in many hours of hard work, with little time for play. It is well to remember, however, to **TAKE TIME TO**

**WORK. IT IS THE PRICE OF SUCCESS** in any venture.

**TAKE TIME TO PLAY . . .** It is said, "All work and no play makes Jack a dull boy." A little play along the way will be relaxing and get your mind off the many perplexing problems that confront Auctioneers. If you do not have any you are most fortunate. Building a lucrative auction business by auctioneering takes a lifetime. **TAKE TIME TO PLAY. IT IS THE SECRET OF PERPETUAL YOUTH.**

**TAKE TIME TO GIVE . . .** When the opportunity presents itself, take time to help someone with their problems. Give of your time to the youth of our profession. Give of your time to a neighbor who needs help. **TAKE TIME TO GIVE . . . IT IS TOO SHORT A DAY TO BE SELFISH.** In many cases a little giving has meant a lot of getting.

**TAKE TIME.** Even when you are the busiest to attend your national convention July 14-15-16, Sheraton Hotel, Louisville, Kentucky, it will still pay to **TAKE TIME.**

It is estimated that approximately 600 Auctioneers will **TAKE TIME** to think, take time to read, take time to be friendly, take time to work, take time to play, take time to give, take time to improve themselves and take time to enjoy the fellowship of each other at what is destined to be the largest and best convention in the history of our Association. Will you?

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## Top Prices at Holstein Sale

The "Diamond Jubilee" National Holstein Sale was held at the New York State Fair Grounds, Syracuse, N. Y., on June 2. The 74 head of registered Holsteins sold for an average of \$1909.75 per head which was the highest averaging National Holstein Sale since 1920. The top bull was consigned from Pennsylvania State College and sold for \$10,000.00 to the Hamilton Artificial Unit in Canada. The high cow was consigned by Harvey Nelson and Son of Union Grove, Wisconsin and sold for \$8,200.00 to Harden Farms of Camden, N. Y.

The sale was jointly managed by Harris Wilcox, Inc. and R. Austin Backus, Inc.



## Directory of State Auctioneers Associations

### Colorado Auctioneers Association

President: Howard Roland,  
1208 Main St., Grand Junction  
Secretary: Lyle D. Woodward,  
2942 S. Cherry Way, Denver

### Illinois State Auctioneers Association

President: John A. Carr, Macon  
Secretary: Charles F. Knapp, Cissna Park

### Indiana Auctioneers Association

President: Roy L. Crume, Rt. 2, Kokomo  
Secretary: George W. Skinner,  
6171 N. Meridian St., Indianapolis

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President: Paul L. Owens,  
2900 Main St., Boise  
Secretary: Arvin Spofford,  
302 S. Garden St., Boise

### Iowa State Auctioneers Association

President: Glen Anderson, Gowrie  
Secretary: B. J. Berry, 3104 Avenue M,  
Fort Madison

### Kansas Auctioneers Association

President: Chas. H. Macy,  
Rt. 4, Oberlin  
Secretary: Richard Brewer,  
Mt. Hope

### Kentucky Auctioneers Association

President: John L. Cummins,  
112 N. Church St., Cynthiana  
Secretary: Martha Kurtz, Sturgis

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32235 Craftsby Rd., Farmington  
Secretary: Garth W. Wilber,  
Route 3, Bronson

### Minnesota State Auctioneers Association

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Secretary: Frank A. Sloan, 1711 Olson  
Highway, Minneapolis 5

### Missouri State Auctioneers Association

President: Ken Barnicle, Rt. 1  
Ellisville  
Secretary: Don Albertson,  
Green City

### Nebraska Auctioneers Association

President: W. V. Emrich, Rt. 3, Norfolk  
Secretary: Donald D. Zicht,  
506 Roland St., Norfolk

### New Hampshire Auctioneers Association

President: Ray Houle, Intervale  
Secretary: George E. Michael,  
78 Wakefield St., Rochester

### New Jersey State Society of Auctioneers

President: William P. Parr,  
27 Hillside Terrace, Newton  
Secretary: Ralph S. Day,  
183 Broad Ave., Leonia

### New York State Auctioneers Association

President: David H. Tracy, Pavilion  
Secretary: Donald W. Maloney,  
518 University Bldg., Syracuse 2

### Auctioneers Association of N. Carolina

President: W. Craig Lawing,  
212 Gumbranch Rd., Charlotte  
Secretary: Jack H. Griswold, 7200 Hickory  
Grove—Newell Rd., Charlotte

### North Dakota Auctioneers Association

President: Harry Berg, Bismarck  
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201 Colcord Bldg., Oklahoma City

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Secretary: Don Hoffman, Buffalo



# THE LIGHTER SIDE . . .

## LIVING IT UP

A gentleman farmer prepared a beautifully landscaped enclosure with an aluminum fence, a marble pool and a fountain in the center.

Then he took his pigs out of their old sty and proudly prodded them into the new enclosure. A young sow grunted to her favorite sister:

"Goody, goody. Just what I've always wanted—a fountain pen!"

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## FREE-WHEELING

A small planet breaking out of its orbit, danced around the sun and then cut a few capers around the moon. The mother planet, become aware of the upset conditions, called sharply, "Junior, what out of this world are you doing?" Breathlessly, the small planet raced toward her, "Look, Mom," he shouted, "No gravities!"

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## THE INSERT WAS GREAT!

Librarian: "How did you like the book, Mrs. Jones?"

Mrs. Jones: "I didn't like the book, but the letter someone left in the book was sure a dandy."

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## ARGUMENT FOR MARRIAGE

Every man needs a wife because many things go wrong that one can't blame on the government.

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## FIXTURE

Plumber: "I understand you have something here that doesn't work."

Housewife: "Yes, he's in the living room on the couch."

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## SCOOPED

A reporter approached a house where a murder had been committed, and started through the entrance.

"Go along, go along," a police guard directed. "There's no admittance here."

"But I've got to get in," said the reporter. "I've been assigned to do the murder."

"Well, you're too late," announced the guard. "Somebody has already done it."

## CARELESS

Waiter: Mr. Smith left his umbrella again. I believe he'd leave his head if it were loose.

Cashier: I guess you're right. I heard him say yesterday that he was going to Arizona for his lungs.

---

## SHELTERED

An elderly retired couple from a remote town was visiting New York for the first time. The sights seemed to interest the old gentleman more than his wife, who finally exclaimed, "John, the way you stare at these city women is something scandalous! A body'd think you'd never seen legs before."

"Well," John mused, "that's what I was thinking myself."

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## ACCIDENT

Pete: "My uncle disappeared while he was on a hunting trip."

Paul: "Really? What happened to him?"

Pete: "Something he disagreed with ate him."

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## VERY OLD-TIMER

An inquiring reporter was making the rounds of the cracker-barrel set in a New Hampshire grocery. He asked one old fellow: "Can you remember the first girl you ever kissed?"

The old man laughed. "I can't even remember the last one."

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## E FOR EFFORT

Bob: "Give me a cigarette, Ted."

Ted: "I thought you'd quit smoking."

Bob: "Well, I got to the first stage. I've quit buying."

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## TRUTHFUL

An applicant for an insurance policy turned in his completed form. The agent looked it over. "This seems in order, Mr. Jones," he said, "except for one thing. When it asks for the relationship of Mrs. Jones to you, you should write 'wife,' and not 'strained.'"



# IN UNITY THERE IS STRENGTH

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## THAT SETTLES THAT!

"I've decided on a name for baby," said the young mother. "I shall call her Euphrosnye."

The husband did not care for the selection but he said:

"Splendid. The first girl I ever loved was called Euphrosnye."

"We'll call her Elizabeth, after my mother," the wife said.

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## MEOW!

The butcher was busy waiting on a customer when a woman rushed in and said, "Give me a pound of cat food, quick!"

Turning to the other customer she said, "I hope you don't mind my getting waited on before you."

"Not if you're that hungry," the other woman replied.

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## MISTAKEN IDENTITY

"I went over to see Betty last night, and I no sooner had stepped into the house than her mother demanded to know what were my intentions toward Betty."

"Well, were you embarrassed?"

"I would have been, but just then Betty yelled down and said, 'Ma, that's not the one.'"

---

## CELEBRATE?

A man called on a news editor of a local paper and announced that his uncle had been taking the paper for 55 years.

"That's fine," said the editor, "I hope he will continue to do so."

"Oh, yes," said the man. "And I want to tell you about my uncle. He has always been a model of propriety. He has never touched liquor or tobacco. He has never used profanity. He has never been mixed up with women. In indulges in no vices and excesses. And tomorrow he will celebrate his 80th birthday."

"How?" asked the editor.

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## SLIDING RATES

Writer: "How much board will you charge me for a few weeks while I gather material for my new country novel?"

Hiram: "Five dollars a week unless we have to talk dialect. That's \$3 extra."

## BE MY GUEST!

A gang of big bad boys decided to print some money, and having done so, discovered they'd accidentally made a batch of \$15 bills.

One of the clever ones suggested going into the hills and passing off the illegal money on backwoods storekeepers.

One of the gang tried it, making a 30-cent purchase and offering a \$15 bill. To his amazement, the merchant made change by handing back two \$7 bills and two 35-cent coins.

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## BOIL OR BAKE?

Mrs. Newlywed: "I'm worried about my dinner tomorrow night."

Neighbor: "What's the matter?"

Mrs. Newlywed: "Well, John said he was going out to shoot dice tonight, and I don't know the first thing about cooking them."

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## WRONG WORD

Two gentlemen were discussing their cars. "What model is yours?" asked one.

"It isn't a model," replied the other. "It's a horrible example!"

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## TWELVE!

During a vigorous auction a note was handed to the auctioneer. He paused a moment to read it while the crowd remained silent. He then held up his hand and said:

"Gentlemen, I understand that someone among you has lost his wallet containing \$50. He is prepared to offer \$10 for its recovery."

Came a voice from the back:

"Eleven!"

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## REST IN PEACE

The salesman, after gaining entrance to the prospect's home, put on his personality act. "My, what a lovely home you have," he gushed. "And pray tell me what is in that beautiful vase on the mantel?"

"My husband's ashes," said the young wife.

"Oh, I'm so sorry. How long has he been dead?"

"He's not. Just too lazy to find an ashtray."



## Recluse's Jewels Sold at Auction

A recluse's collection of jewel-studded ornaments brought \$1,095,460 at an auction at the Parke-Bernet Galleries, 980 Madison, Avenue, New York City.

The 158 pieces, locked in a bank vault for a decade, had belonged to the late Lillian S. Timken, widow of a co-founder of the Timken Roller Bearing Company.

The great piece was a ring centered with an emerald-cut diamond of 28.75 carats. It brought \$157,500 from Sidney Gurfein, New York dealer.

Jeweled necklaces, bracelets and rings were also offered. Dealers from many parts of the world were at the sale. But it was estimated that about 70 per cent of their purchases were for clients.

The sale came within \$27,225 of matching the record for jewelry set by the auction of a collection of the late Mrs. John E. Rovensky in 1957. The proceeds will go to six charitable and service organizations, including the American Red Cross and the Boy Scouts of America.

Mrs. Timken, who died last October, was found in her twenty-four room Fifth Avenue apartment in a litter of accumulated cartons of canned goods, old newspapers and debris.

In her apartment, too, was a valuable collection of paintings, which she bequeathed to the National Gallery and the Metropolitan Museum of Art.

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**GOING!**

**GOING!**

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