

the AUCTIONEER



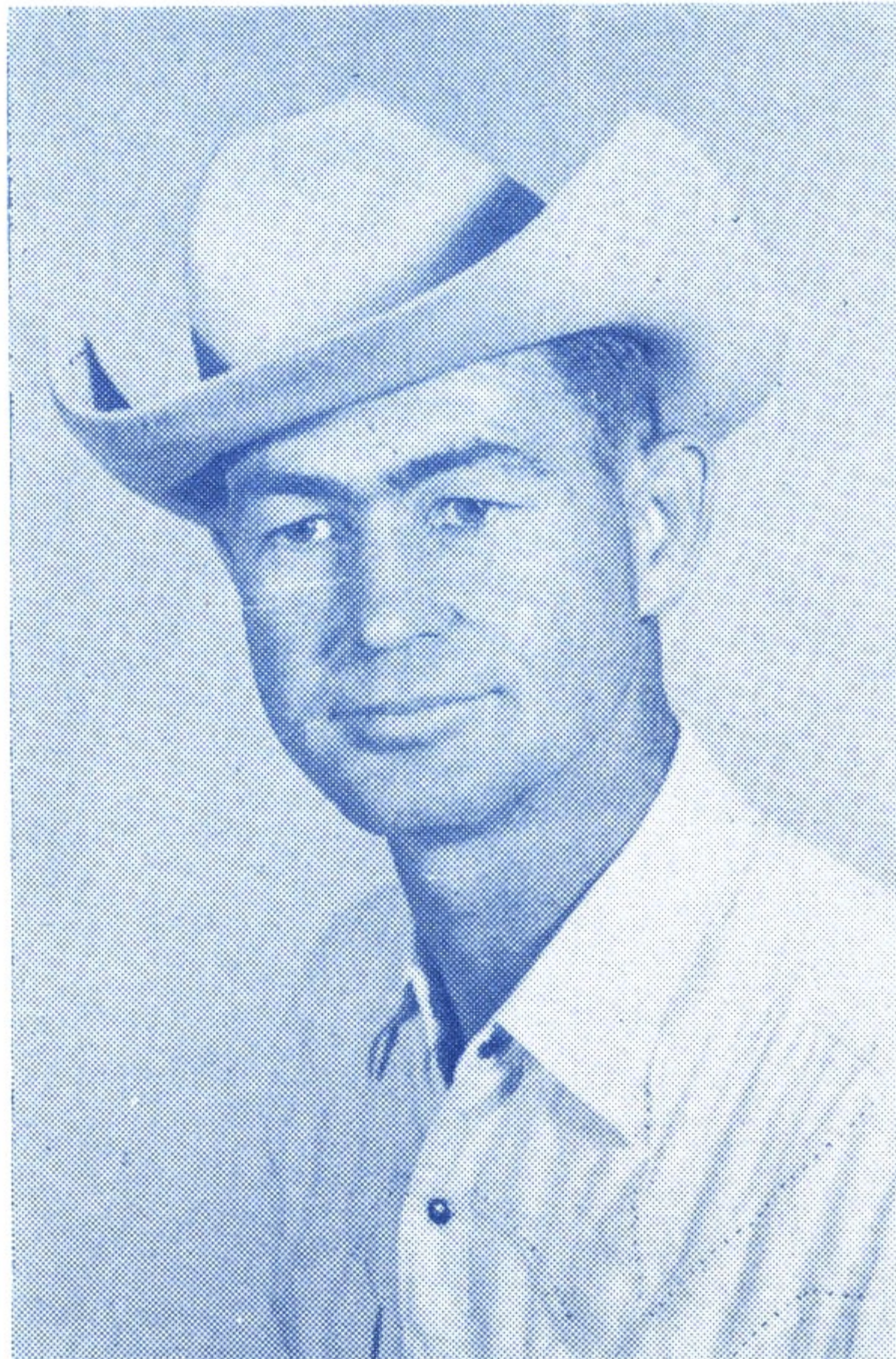
VOL. XIII
SEPTEMBER

NO. 8
1961

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



“The Nebraska Auctioneers Association is most pleased that you have selected Nebraska for the 1962 Convention of the National Auctioneers Association.”

Ray Flanagan, President
Nebraska Auctioneers Association

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Contributing Editors
Col. "Pop" Hess, Worthington, Ohio;
Walter Carlson, Triumph, Minn., and
every member of the National Auctioneers
Association.

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The Editor reserves the right to accept or reject any material submitted for publication

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EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

Convention Registration

At Houston Totals 411

Thirty-six states and Canada were represented among the 411 registrations for the three-day meeting of Auctioneers and their families at the Shamrock-Hilton Hotel in Houston, Texas, July 20-21-22.

Illinois led in the number of registrants with 39. Texas registration totalled 37 followed by Tennessee with 36, Wisconsin with 29, Nebraska with 26 and Ohio with 26.

Following are the names and post offices of those attending the 1961 convention as listed on the registration cards:

ALABAMA—1

J. A. McCall, Mobile

ARKANSAS—9

Mr. and Mrs. James W. Arnold, Magnolia
LeRoy Jennings, Magnolia
Dittmann Mitchell, Fayetteville
Paul Peacock, Winchester
Mr. and Mrs. J. R. Seastrunk, Hot Springs
Mr. and Mrs. Brad Wooley, Little Rock

CALIFORNIA—1

Carmine M. Idore, Newhall

COLORADO—10

Mr. and Mrs. F. Harvey Baldwin, Denver
Mr. and Mrs. H. W. Hauschildt, Denver
Damon Koch, Haxtun
Mr. and Mrs. J. Lee Sears, Ft. Lupton
Mr. and Mrs. Howard Shults,
Grand Junction

Lyle D. Woodward, Denver

DELAWARE—1

Crawford J. Carroll, Dover

HAWAII—3

Mr. and Mrs. Louis Stambler and daughter,
Honolulu

IDAHO—2

Mr. and Mrs. Paul L. Owens, Boise

ILLINOIS—39

Mr. and Mrs. Edward H. Ahrens and three
children, Staunton
Edward E. Bilbruck, Chicago
Mr. and Mrs. A. R. Billiter and daughter,
Harvel
Mr. and Mrs. John A. Carr, Macon
Mr. and Mrs. Albert Dunning, Elgin
Mr. and Mrs. Normal Geolat and two
children, Belleville

Jack Gordon, Chicago

Mr. and Mrs. Harold Hilliard, Greenville

Mr. and Mrs. Ray Hudson and daughter,
Morrisonville

Mr. and Mrs. Lewis G. Marks and daughter,
Abingdon

Mr. and Mrs. Warren Martin, Clinton

Mr. and Mrs. Carman Y. Potter,
Jacksonville

Mr. and Mrs. Fred G. Quick and two
children, Aurora

Mr. and Mrs. Tom Sapp, Springfield
Ray Tuttle, Sheldon

Mr. and Mrs. Charles B. Wade,
Morrisonville

INDIANA—19

Mr. and Mrs. James A. Buckley,
Shelbyville

Roy L. Crume, Kokomo

Allan J. Dosch, Terre Haute

Leona Drake, Indianapolis

Mr. and Mrs. Bernard Hart and son,
Frankfort

Mr. and Mrs. Ernest Niemeyer and three
children, Lowell

Roland Reppert, M.D., Decatur

Mr. and Mrs. Romaine Sherman, Goshen

H. W. Sigrist, LaGrange

Florence Sigrist, LaGrange

Mrs. Harvey Feller, LaGrange

IOWA—17

Loren Albrecht, Wall Lake

Mr. and Mrs. Al Boss, Carroll

Warren Collins, Jesup

Maurice DeVore, Plano

Robert DeVore, Centerville

Mr. and Mrs. Leland Dudley and three
children, Sheffield

Howard B. Johnson, Story City

Leon E. Joy, Ames

Mr. and Mrs. Clinton A. Peterson,
Webster City

Mr. and Wendell R. Ritchie, Marathon

KANSAS—23

Mr. and Mrs. Richard M. "Dick" Brewer,
Mt. Hope

Booth Brown, Liberal

Mr. and Mrs. Carson E. Hansen and four
children, Beloit

IN UNITY THERE IS STRENGTH

Mr. and Mrs. W. O. Harris and two children, Wetmore

Jack McVicker, Garden City

Mr. and Mrs. J. D. Sheets and two children, Wellington

Mr. and Mrs. Frederick E. Sherlock, St. Francis

Mr. and Mrs. Gene Watson, Hutchinson
Merle Van Winkle, Argonia

KENTUCKY—22

Mr. and Mrs. Adrian Atherton, Hodgenville

Mr. and Mrs. J. C. Carter and three children, Scottsville

Mr. and Mrs. John L. Cummins and two children, Cynthiana

Martha J. Kurtz, Sturgis

Mrs. Eugene O. Monson, Cynthiana

Mr. and Mrs. Johnnie W. Taylor and son, Glasgow

Mr. and Mrs. Thomas G. White, Kuttawa

Mr. and Mrs. Lexie L. Wyatt, and two children, Glasgow

LOUISIANA—7

Mr. and Mrs. Morton Goldberg, New Orleans

Mr. and Mrs. Rhett Grannt and daughter, Mansfield

Mr. and Mrs. G. H. Shaw, Alexandria

MASSACHUSETTS—3

Mr. and Mrs. Phil Goldstein, Boston

A. L. Tremblay, North Attleboro

MARYLAND—4

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

MICHIGAN—9

Mary J. Cole, Mt. Morris

Vernon I. Cole, Mt. Morris

Arlie Combs, Coldwater

Mr. and Mrs. Lawrence S. DuMouchelle, Detroit

Mr. and Mrs. Charles Kinsey, Farmington

Mr. and Mrs. C. B. Smith, Williamston

MINNESOTA—1

Frank A. Sloan, Minneapolis

MISSOURI—21

Mr. and Mrs. H. Willard Arnaman, Unionville

Mr. and Mrs. Ken Barnicle, Ellisville

Victor N. Crawford, Unionville

Mr. and Mrs. Dick Dewees, Kansas City

Mr. and Mrs. Jewett M. Fulkerson and three daughters, Liberty

Mr. and Mrs. Guy Jageman, Independence

Mr. and Mrs. Gerald Knight, Lebanon

Mr. and Mrs. Jim Merrigan, Maryville

Mr. and Mrs. Ray Sims, Belton

Tony Thornton, Springfield

MONTANA—2

Mr. and Mrs. Bill Hagen, Billings

NEBRASKA—26

Mr. and Mrs. Charles Corkle and two daughters, Norfolk

Mr. and Mrs. Dick Dolan, North Platte

C. O. Emrich, Norfolk

Ray Flanagan, Albion

Dan J. Fuller, Albion

Mr. and Mrs. Marvin J. Grubaugh and two daughters, Rising City

Mr. and Mrs. Charles Radil and three children, Comstock

Mr. and Mrs. Henry Rasmussen and two daughters, St. Paul

Mr. and Mrs. Harry Sanders and son, Fremont

Glenn Schwarz, Central City

NEW JERSEY—4

John R. Potts, Neshanic Station

Winfred Hinkley, Ogdensburg

Herbert Van Pelt, Readington

B. G. Coats, Deal

NEW MEXICO—2

Mr. and Mrs. John A. Overton, Albuquerque

NEW YORK—10

Mr. and Mrs. Tim Anspach, Albany

Mr. and Mrs. Pete Murray, Ballston Lake

Mr. and Mrs. Frank K. Taylor, Cortland

Mr. and Mrs. David H. Tracy, Pavilion

Mr. and Mrs. Harris Wilcox, Bergen

NORTH CAROLINA—4

Mr. and Mrs. G. T. Gilbert, Lincolnton

Mr. and Mrs. Carroll F. Haymore, High Point

OHIO—26

Cloyce C. Bradford, Racine

A. C. Bradford, Racine

Mr. and Mrs. J. Meredith Darbyshire, Wilmington

Mr. and Mrs. R. E. Featheringham, Ashville

Mr. and Mrs. Owen V. Hall, Celina

Mr. and Mrs. Robert Kiko, Louisville

Mr. and Mrs. Russell T. Kiko, Canton

Emil J. Konesky, Woodville

Mr. and Mrs. Homer Pollock, Delphos

Mr. and Mrs. Albert L. Rankin and two daughters, Alger

Mr. and Mrs. Neil Robinson, Mansfield

Mr. and Mrs. Donald H. Stafford, East Rochester

Don W. Standen, N. Ridgeville

Mr. and Mrs. Jim Wagner, Lorain

IN UNITY THERE IS STRENGTH



Madonna Hall (left) pins corsage on the new President of the Ladies Auxiliary, Margaret Berry. Mrs. Hall, retiring President, is the wife of Owen Hall, Celina, Ohio, and Mrs. Berry is the wife of Tom Berry, West Newton, Pennsylvania.

OKLAHOMA—1

Gene Howell, Carnegie

OREGON—1

C. A. Morrison, Grants Pass

PENNSYLVANIA—18

Mr. and Mrs. Tom Berry, West Newton

William Boes, North Apollo

Mr. and Mrs. Henry Brooks, Wilkes Barre

Heather Brooks, Wilkes Barre

Ralph D. Burkett, Ford City

Mr. and Mrs. Ken Burrows and Son,

New Wilmington

Mr. and Mrs. Lloyd Force, Bloomsburg

Ralph W. Horst, Marion

Russell E. Kehr, Hanover

Sam Lyons, Indiana

Mr. and Mrs. Wylie S. Rittenhouse and daughter, Vanderbilt

SOUTH CAROLINA—4

Mr. and Mrs. C. E. Cunningham, Greenwood

Mr. and Mrs. Fred W. Mullis, Lancaster

TENNESSEE—36

Mr. and Mrs. C. B. Arnette and daughter, Murfreesboro

Toxey T. Fortinberry, Memphis

Mr. and Mrs. E. B. Fulkerson and daughter, Jonesboro

Mr. and Mrs. G. S. Gordon and three children, Shelbyville

Mr. and Mrs. Eugene R. Harris and son, Murfreesboro

Wayne R. Jeffers, Limestone

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

Mr. and Mrs. Fred S. Ramsay and two daughters, Madison

Mr. and Mrs. H. Jack Stewart and two children, Mt. Juliet

TEXAS—37

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

Mr. and Mrs. Ronnie Buchanan, Hallsville

Keyes Carson, Cuero

Robert G. Cherry, College Station

Homer E. Daugherty, Ft. Worth

J. C. Harper, San Antonio

Mr. and Mrs. A. L. Lacey, Dallas

Mr. and Mrs. James O. Lawlis, Jr., Houston

IN UNITY THERE IS STRENGTH

Mr. and Mrs. J. O. Lawlis, Houston
John G. McNeeley, Bryan
Mr. and Mrs. R. C. "Bob" Manning, Pearl
C. Hank Matthews, Anton
Gary Carl Schmidt, Seguin
Mr. and Mrs. Earl R. Smith, Waco
Mr. and Mrs. James Tipton, Houston
Edward Uvacek, College Station
Cecil Ward, Gainesville

Mr. and Mrs. Bill Wendelin and daughter,
Henderson

Mr. and Mrs. Earl White and two sons,
Madisonville

Mr. and Mrs. W. W. "Bill" Wright and two
sons, Ft. Worth

VIRGINIA—2

C. Benny Runyon, Falls Church

J. E. Sutphin, Newport

WASHINGTON—4

Mr. and Mrs. Wes Wendt and two daugh-
ters, Granger

WEST VIRGINIA—1

R. F. Crosser, St. Marys

WISCONSIN—29

Mr. and Mrs. Joseph W. Donahue,
Darlington

Mrs. Ernest C. Freund, Fond du Lac

Mrs. Ralph Radick, Fond du Lac

Mr. and Mrs. James F. Gavin and four
children, Reedsburg

Mr. and Mrs. Ray Gevelinger, Dodgeville

Mr. and Mrs. Walter C. Heise and three
children, Oconto

Marie Noack, Oconto

Mr. and Mrs. Don Lloyd, Oshkosh

Mr. and Mrs. Arthur W. Slater, Eau Claire

Douglas C. Steltz, Milwaukee

Mr. and Mrs. Peter Van Veghel and three
children, De Pere

Mrs. Albert Klug, De Pere

WYOMING—7

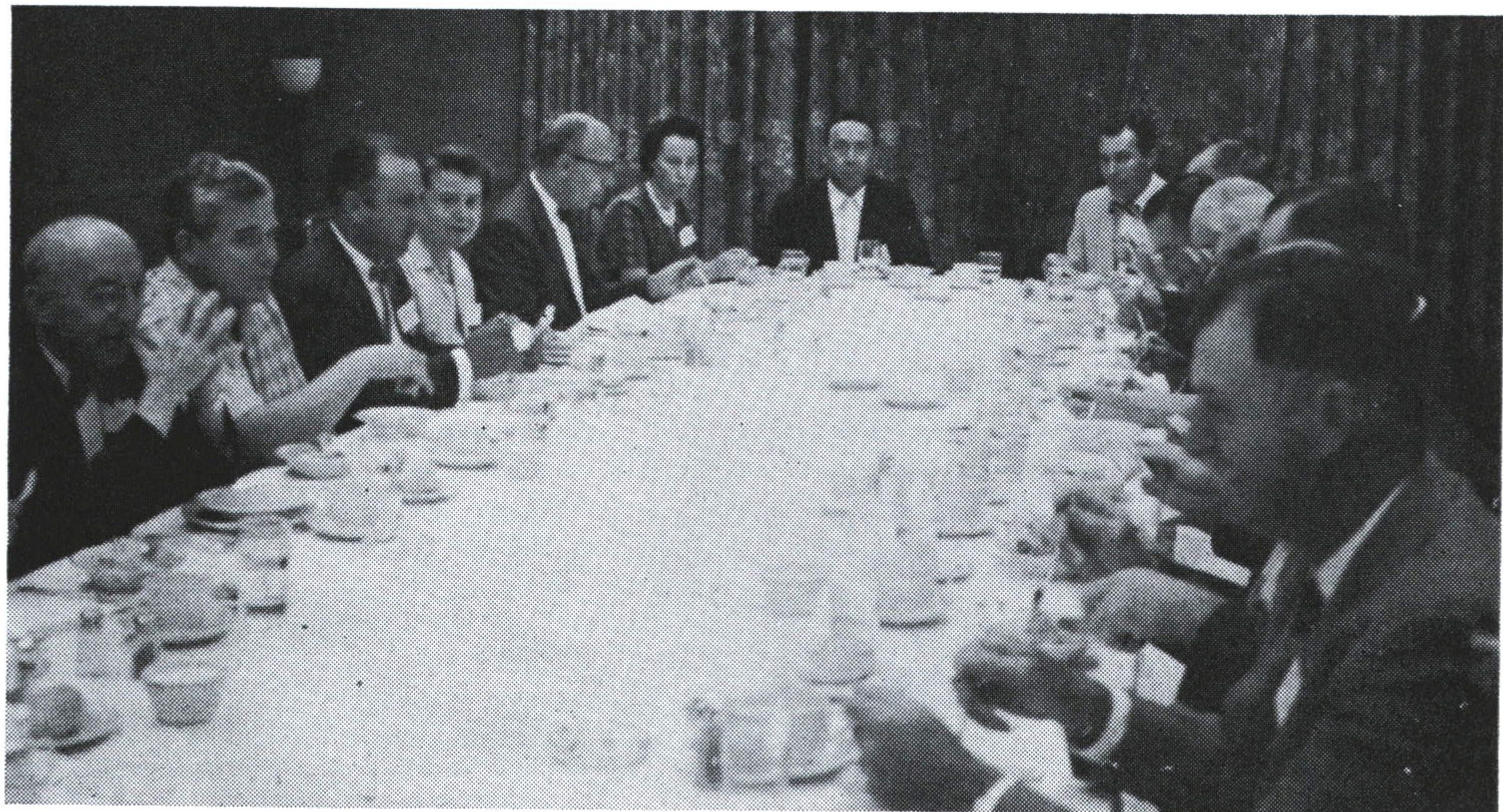
Mr. and Mrs. R. C. Westbrook and five
sons, Laramie

CANADA—5

Mr. and Mrs. Tom Dent and three children,
Woodstock, Ontario

\$257 Average at Shorthorn Sale

MICHIGAN — Forty-four head sold for an average of \$257 at the commercial Shorthorn cattle sale at Charlotte. It was the largest of five annual sales. MSU consigned the top cow and calf to Park Franklin, Clio, for \$440. Palmer Bundy, Davisburg, sold the top bull to Carl Maxwell, Bloomfield Township, for \$390. Largest number purchased by a single farm was eight head going to Dick Braman and Son, Ashley.



Auctioneers from the State of Illinois pictured above at their group luncheon at the National Convention, Houston. Several state groups took advantage of the Saturday noon period for their own get-together.

Our Cover

Auctioneering's Highest Award

Probably the highlight of the entire National Convention came during the final hours with the presentation of plaques to two great auctioneers as well as two great men.

Shown on the cover is H. W. Sigrist, Fort Wayne, Ind., receiving a plaque from President Carman Potter with the following inscription:

Presented to Col. Herman W. Sigrist in appreciation of his contribution to the profession of auctioneering and the National Auctioneers Association. Presented by the National Auctioneers Association, July 22, 1961.

An identical plaque was presented at the same time to Col. Arthur W. Thompson, Lincoln, Nebraska. Col. Thompson was unable to attend the convention and the plaque was received on his behalf by Col. Charles Corkle, Norfolk, Nebr.

This was the first time that these awards had ever been made. The recipients were chosen by the Board of Directors of the National Auctioneers Association and two men will be chosen each year for these awards.

Col. Sigrist served as President of the NAA in 1954-55 and it was under his regime that his organization began its steady climb to a position of strength, both in members and in finances. When he assumed office the treasury stood near the zero mark and at the close of his tenure of office there was over \$3,000 in the bank and all obligations paid. Col. Sigrist has never ignored an obligation to his profession and has travelled many miles at his own expense in behalf of the NAA. He has served on important committees and his decisions and suggestions have come after careful study leading to a firm decision. His counsel has been valued by those who have served with him.

Col. Thompson has been a booster of the NAA from the time he was first invited to become a part of it. He has influenced many other auctioneers into our membership, especially those connected with the purebred livestock industry where he achieved heights of success rarely attained

by any man. While his health has prevented him from attending as many meetings as he would have liked to, he has contributed much to those he has attended, both State and National. His own State of Nebraska boasts one of the greatest organizations of auctioneers that we have and it is partly because of Art Thompson's support that they have that great organization.

In a letter from Col. Thompson acknowledging receipt of the plaque there is one sentence that confirms the belief of the Officers and Directors of the National Auctioneers Association that receiving one of these awards is the highest honor that can come to an auctioneer. We quote that sentence from Art Thompson's letter, **"Coming as it did from the top men in the profession I deem it the most important recognition in my lifetime."**

Ten Years Ago In "The Auctioneer"

In September of 1951, "The Auctioneer" was devoted to the Convention just held at the Hotel Orlando in Decatur, Illinois. There were 165 auctioneers and their families registered.

Officers elected during the meeting were President Paul Bockelman, Sr., Sioux City, Iowa; 1st Vice - President Clyde Wilson, Marion, Ohio; 2nd Vice-President Walter Holford, Edwardsville, Illinois; Secretary Russell Davis, St. Peter, Minnesota and Treasurer Harry Rasmussen, St. Paul, Nebraska.

Minneapolis, Minnesota was chosen as the Convention site for 1952. Col. Dan J. Fuller, Albion, Nebraska was the oldest auctioneer in attendance. Col. Joseph A. Guzzi, 19, of Long Branch, New Jersey was the youngest auctioneer present and had traveled the greatest distance. Col. William Felton, Ortonville, Minnesota was named most outstanding auctioneer at the convention. Col. Hugh McGuire, Holstein, Iowa, President of the Iowa Auctioneers Association accepted the award presented

IN UNITY THERE IS STRENGTH

to the Iowa group for being the state with the most delegates present.

In his first message, President Paul F. Bockleman said, "This is the first year that our treasury is operating with a balance on the right side of the ledger. This is surely gratifying and has been made possible by a small majority of the auctioneers who know the value of organization and have given freely of their time and money to get this association started on a firm foundation. And now we must go forward!

"My ambition will not be realized until we get every state in the union organized and all being members of our National Association. Then we can get state and national recognition and get some of these unfair, unconstitutional city and state ordinances and laws set aside and new laws passed that will protect our profession. We have been pushed around long enough. Therefore, as your President, I sincerely hope that you will get busy and solicit every auctioneer in your respective communities, be he young or old to join our association."

During the organization meeting of the Ladies Auxiliary it was voted to hold the chapter open until the 1962 Convention. Mrs. June Holford, Edwardsville, Ill., was elected as the first President of the Ladies Auxiliary to the N.A.A. Mrs. John Norris, Alton, Illinois, was elected 1st Vice-President; Mrs. Fred Ramsey, Madison, Tennessee, was elected 2nd Vice-President; and Mrs. Wendell Ritchie, Marathon, Iowa, was elected Secretary-Treasurer. Directors elected were Mrs. Foster Sheets, Roanoke, Virginia; Mrs. Guy Pettit, Bloomfield, Iowa; Mrs. William McCracken, St. Louis, Missouri; Mrs. Clyde Wilson, Marion, Ohio; Mrs. Hugh McQuire, Holstein, Iowa; and Mrs. Jack Gordon, Chicago, Illinois. The membership at the climax of the organizational meeting totalled 56.

State conventions reported in the September issue of "The Auctioneer" included the third annual convention of the Nebraska State Auctioneers Association. Henry Rasmussen, St. Paul, was elected president; Adolph Zicht, Norfolk, was elected vice-president; and John T. Ryan, Greeley, was chosen as Secretary-Treasurer.

The Minnesota Auctioneers Association elected Martin Lampi, Annandale, as president during their annual convention. Fred

W. Radde, Jr., Watertown, was elected vice-president and Russell Davis, St. Peter, was secretary-treasurer.

The Booster page listing for September, 1952 totalled 62 names.

The 1951 Convention in Decatur, Illinois became an important step for the young National Auctioneers Association. According to Editor John W. Rhodes, "It was bound to come sooner or later; it happened at Decatur first.

"For the first time, the National Convention of the N.A.A. turned in a profit. Col. Drake sent a check for \$321.20 to the treasurer of the N.A.A. after having paid all expenses connected with the convention. Col. Drake and his willing helpers deserve our heartiest congratulations for a well-planned, well-executed, convention. The net receipts for the charity auction held in conjunction with the convention amounted to \$1,283.57. This amount was contributed to Crippled, Inc. The N.A.A. was glad to do what it could to help people less fortunate than ourselves.

"Slowly, but surely we are getting on our feet financially and in the not too distant future, will be able to do things that will be a great help to the auctioneering profession in all parts of the country."

Kansas Grandmother Becomes Auctioneer

WASHINGTON, Kan.—Mrs. Neil McLeod, 51 years of age, and a grandmother of three recently became an auctioneer and a member of the National Auctioneers Association.

"You can hear her for a full mile," said her husband after his wife was graduated from auctioneer school. A former telephone operator, she was the only woman in a class of 76.

Mrs. McLeod also is a hog caller, and has called on the family farm for eighteen years. She practices her auctioneer chants two hours every day without fail.

She said auctions fascinated her and she has attended between 400 and 500 since she moved from her native Texas to Kansas eighteen years ago.

Her one aim: to bring to auctioneering chants that the audience can understand.



Charles Corkle, NAA President, (center) with his two fellow workers, J. Meredith Darbyshire (left) and Walter Britten (right), NAA Vice Presidents.

Charles Corkle To Head National Group

In the election of officers at the 1961 Annual Business Meeting, Charles Corkle, Norfolk, Nebraska, was named President; J. Meredith Darbyshire, Wilmington, Ohio, 1st Vice President; and Walter Britten, College Station, Texas, 2nd Vice President.

Bernard Hart and Henry Rasmussen were re-elected to the offices of Secretary and Treasurer, respectively.

Added to the Board of Directors were retiring President, Carman Y. Potter, Jacksonville, Ill., John L. Cummins, Cynthia, Ky., Irwin E. "Pete" Murray, Ballston Lake, N.Y., Fred S. Ramsey, Madison, Tenn., and Ray Sims, Belton, Mo.

Retiring Directors were Harris Wilcox, Bergen, N.Y., Owen Hall, Celina, Ohio,

Orville R. Moore, Louisville, Ky., C. E. Cunningham, Greenwood, S.C., and Tony Thornton, Springfield, Mo.

Committee's License Proposal Accepted

By an unanimous vote, the Board of Directors in regular meeting at Houston, Texas, July 19, 1961, accepted the recommendations made by the License Law Committee.

Early in his term as President, Carman Potter appointed a three man committee to study existing and proposed license laws and prepare a plan that could be adapted to any state and would be for the benefit of the auctioneer and the auction method of selling. Members of this committee were E. T. Sherlock, St. Francis, Kas.,

Chairman; Ernest C. Freund, Fond du Lac, Wis.; and J. Meredith Darbyshire, Wilmington, Ohio.

It stands to reason that members of the auction profession are the proper ones to recommend any legislation that affects their profession. It further stands to reason that those auctioneers who have been most successful in their field and have had some experience in selling in neighboring states as well as their own are certainly the men that are the most capable in making a proposal that will protect the public yet not hinder the auction method of selling.

Copies of this proposal will be available to those who have use for them after September 15 and can be secured by writing the executive office of the National Auctioneers Association. Also, the NAA headquarters will be glad to furnish a speaker at state programs to explain this plan whenever possible.

It is hoped by the Board of Directors of the National Auctioneers Association that where License Law legislation is being planned that those promoting this legislation will take advantage of the wisdom and the planning that has gone into this proposed plan.

Members Increase 23% During Fiscal Year

By **BERNARD HART**

Membership in the National Auctioneers Association reached an all time high on June 30, 1961, at which date we had 1,595 paid up members. This compared with 1296 a year earlier and represented an increase of 23%.

In order to increase our membership in this amount it was necessary to add 578 new members to our roster in addition to a good many former members who became reinstated during the past year. In other words, we added practically two new members per day, excluding Sundays and Holidays.

Your national office received a total of 3,102 pieces of mail during the fiscal year, July 1, 1960 to June 30, 1961, or approximately 10 pieces per day. We dispatched 5,861 pieces of mail during this same period, exclusive of "The Auctioneer" or about 19 pieces of mail per day.

A WORD OF APPRECIATION

To all those who served during the fiscal year 1960-1961 on committees, as officers and directors and to everyone who participated in any way to help us enjoy a successful year, I wish to offer my sincere thanks.

I'm sure that you will be happy to give our new President, Charles Corkle, the same loyal support during the coming year.

Sincerely yours,
Carman Y. Potter
Immediate Past President

As of June 30, Illinois and Nebraska each accounted for 121 members. Ohio was next in order with 114 followed by Pennsylvania with 103 and Wisconsin with 91.

Our treasury also reached an all time high with a balance in excess of \$10,000. In making his report at the National Convention, Henry Rasmussen briefly reviewed the ten year period in which he had served this organization as Treasurer. When he made his first report in 1952, the NAA was \$240.09 in the red. "Hank" is now serving the NAA as Treasurer for the eleventh successive year.

Mississippi River Boat To Be Sold

MEMPHIS, Tenn.—The Mississippi River's last Texas-deck sternwheeler will be offered for sale to the highest bidder.

Col. Marvin L. Jacobs, Army district engineer, said that the bids would be opened Aug. 9.

The steamer, which has been thirty-four years on the river, was decommissioned April 19. Army engineers have warned that her maintenance as a floating museum would be expensive. Although her steam engines remain, she is not in operating condition.

A bill has been offered in Congress asking the Government to donate the steamer to the State of Illinois, to be used as a museum for Mississippi River history.

Livestock Marketing Congress Holds Successful Meeting

DALLAS, TEXAS . . . The 1961 Livestock Marketing Congress came to a close Sunday, June 25, with sharp emphasis on its theme of "Progressive Livestock Marketing—Aggressive Livestock Merchandising."

Highlight of the week came Saturday when the Continental Sweepstakes Cattle Sale grossed \$108,533.49 from a total of 717 head of cattle sold in 23 carload lots. Top price paid for cattle was \$23.90 cwt. by Texas Meat Packers, Inc., Dallas, for 25 steers consigned by the H. M. Gable Cattle Co., Muleshoe, Texas. In the stocker and feeder division, Forest Noel, Mexico, Missouri, was top bidder, paying \$29.75 cwt. for 35 Angus steer calves consigned by Bowman-Capital Stockyards, Montgomery, Alabama. Auctioneer was Russell deCordova, Dallas.

A quarterhorse sale was staged by the National Livestock Dealers Association which saw 14 selected horses sold by Willard Schnell, Miles City, Montana, auctioneer.

Featured event of the sale was "High Bid", a 1300 pound Hereford calf, sold by the West Texas Rehabilitation Center, Abilene, Texas, for \$1000 to Texas Meat Packers, Inc.

J. T. Wooten, Rocky Mount, N. Carolina, won the coveted "Market Statesman of the Year" award, which was presented at the closing banquet Saturday night. John C. White, Austin, Texas, the state's Commissioner of Agriculture, was featured speaker.

On Friday, marketmen from 35 states heard from livestock industry leaders who emphasized the importance of competitive marketing in a free enterprise system.

Dolph Briscoe, Jr., Uvalde, Texas, president of the Texas and Southwestern Cattle Raisers Association, was luncheon speaker at the Livestock Industry Development Day program on Friday. He pledged his organization's continued fight for a livestock industry free of artificial price supports and production controls.

Fred Dressler, Gardnerville, Nevada, president of the American National Cattle-

men's Association, stated, "The Omnibus farm bill before Congress is the greatest threat to free enterprise in over 150 years." He emphasized the value of all avenues of livestock marketing on an open and competitive basis.

O. C. Swackhamer, Tarkio, Missouri, president of the National Livestock Feeders Association, urged a better understanding among all marketmen and competitive marketing endeavors, for the best returns to producers and feeders, as contrasted to marketing orders and quotas.

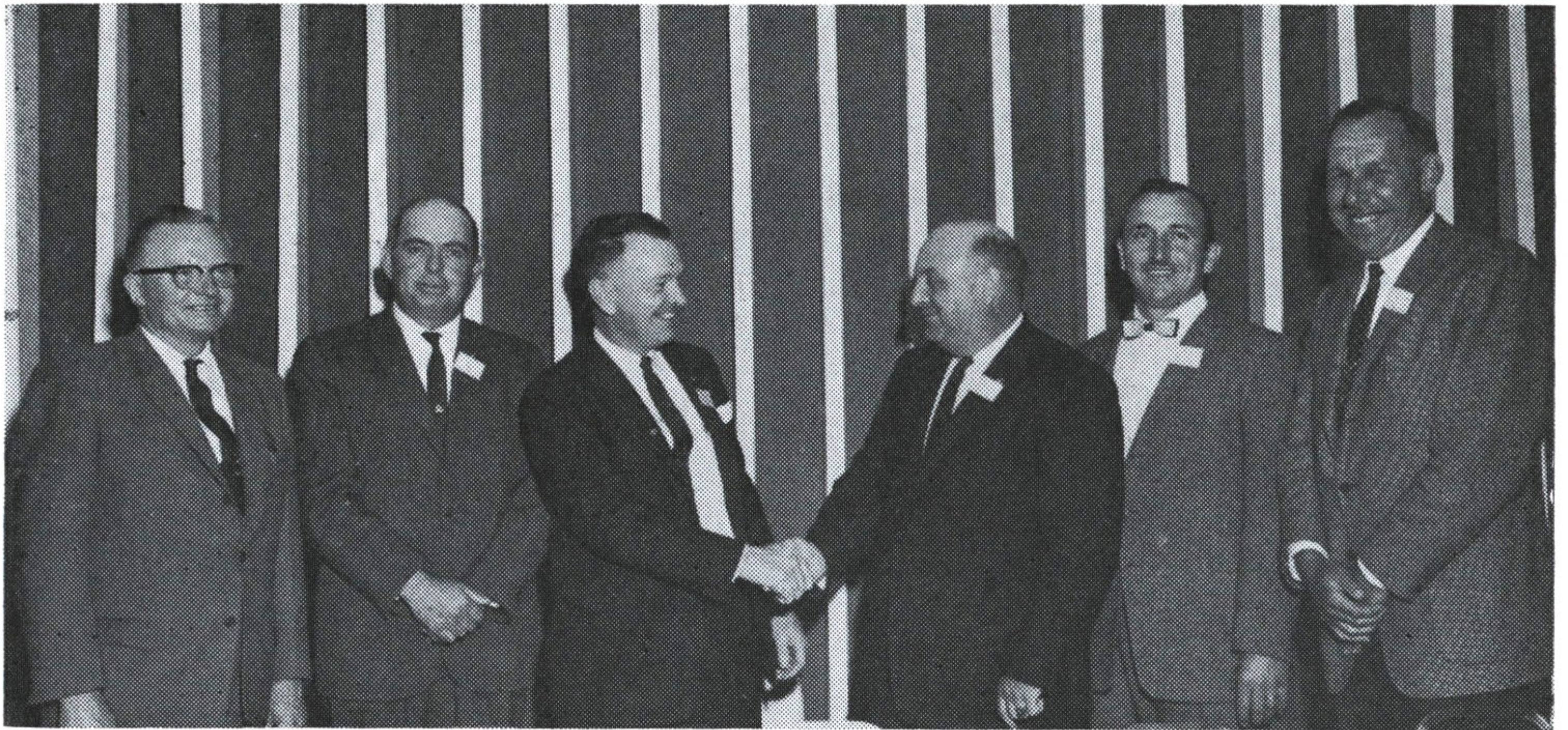
Livestock market owners were urged by Tom Glaze, Swift and Company, Chicago, to help create public understanding of the livestock and meat industry to prevent further government encroachment upon agricultural freedom.

Carl Neumann, Chicago, Illinois, general manager of the National Livestock and Meat Board, and Walter Rodman, San Francisco, California, manager of the California Beef Council, illustrated a basis of close cooperation in effective meat research, education, information and promotion. Neumann stated, "I express the Board's appreciation of your efforts in behalf of the program carried on."

Cecil Ward, Gainesville, Texas, president of the National Livestock Markets Association, in the keynote address of the day said, "Let us look upon this industry in proper perspective where aggressive competition is foremost, and recognize that factor also as the one that best serves us all. It must be more proudly displayed as our common banner."

Three avenues of livestock marketing news dissemination were presented and demonstrated by radio-TV, newspaper and teletypewriter news circuit. George E. Roesner, Houston, Texas, president of the National Association of Radio and Television Farm Directors, and Russell Pierson, Oklahoma City, Oklahoma, presented the latest in livestock market news direct from markets through radio and television. Ralph Varnum, Kansas City, Missouri, introduced the first issues of the Livestock Market

IN UNITY THERE IS STRENGTH



Officers of the Association of Wisconsin Auctioneers at their meeting in Eau Claire, last June. From the left: Art Doede, Rosholt, Director; Ed McNamara, Lancaster, Vice President; Joe Donahoe, Darlington, Secretary-Treasurer; James Gavin, Reedsburg, President; Ernie Kueffner, Hartford, Director; and Russell Schroeder, LaCrosse, Director.

Digest, a new national circulation livestock publication in digest news format on a monthly basis. American Telephone and Telegraph Company illustrated the new certified market news service, a specially edited wire service of market news. It was compared to the Dow-Jones "ticker-tape" service in stocks and securities.

Two industry trade associations conducted their annual convention sessions as features of the Congress: The National Association of Livestock Auction Markets and the National Livestock Dealers Association. Rapid City, South Dakota, was selected as the site of the 1962 Congress.

Raymond Schnell, Dickinson, North Dakota, was elected president of the Livestock Markets Association. Other officers elected were Joe L. Sorenson, Roseville, California, vice president; J. W. Prince, St. Johns, Michigan, treasurer; and W. H. 'Billy' Hodges, Alexandria, Louisiana, secretary. All officers take office December 1..

Re-elected president of the National Livestock Dealers Association was C. F. Augustine, Lamar, Colorado. Elected to serve with him were William D. Reamy, Fredericksburg, Virginia, first vice president; Cecil Sellers, Hamlin, Texas, second vice president; J. C. Petersen, Spencer, Iowa, third vice president; and M. L. Ange-

vine, Geneseo, Illinois, secretary-treasurer.

The two industry trade organizations took steps to push for legislation giving proper recognition under the federal Packers and Stockyards Act to present day marketing methods and services with full expression of self government through industry codes of business standards in fair trade practice matters. While commending the Extension Service in the education field, both organizations condemned commercial livestock marketing enterprises of that government body.

Dressler, Swackhamer, Ward and Augustine, presidents of the four leading livestock producer-feeder and competitive livestock marketing industry trade organizations, voiced agreement upon the productive value of a competitive, free enterprise climate in livestock matters. They proclaimed it a common basis for the future prosperity of the industry and vital for the best application of initiative, creativity, and self-determination.

The Texas Livestock Auction Association was entertainment host for the industry-wide event. June deCordova, Dallas, Texas, is president. C. D. 'Doc' McEver, Austin, Texas, was general chairman.

Life is ten per cent what you make it, and ninety per cent how you take it.



Ladies Auxiliary Luncheon, 1961 National Convention, Houston, Texas.

THE LADIES AUXILIARY



Dear Friends:

I can not tell in words how I feel about being President of the Ladies Auxiliary. I am no orator but I will do everything in my power to do what my office requires. I feel it is a great honor to be chosen to this position by all the wonderful ladies.

Tom and I drove over 4000 miles to and from the Convention and enjoyed it very much. In my opinion the conventions get better and better. Texas set a standard that will be hard to beat. I think Betty White and the Texas committee did a fine job.

I am asking any of the Ladies in our organization that have any requests or suggestions as to things they would be interested in to please forward them to me. I will try to take care of them in any way possible.

Please, ladies, write for the Ladies Page and during this year maybe we can thrash out the difficulties that arise and have a near perfect convention next year. All the correspondence has to be in by the 15th of each month. I hope every one gives me the cooperation they gave Madonna this year. We could not have had a nicer President and a more willing group of ladies to work with.

Again, please send your gripes and suggestions to me.

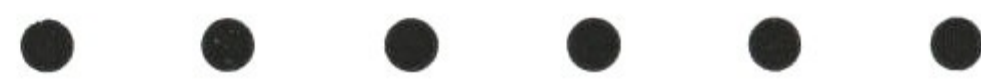
Margaret Berry
Hill and Main St.
West Newton, Pa.

\$166,000 Worth of Paperweights Sold

LONDON—The sale of the Guggenheim collection of paperweights brought a total of \$166,000.

A heavy buyer, for his private collection, was Arthur C. Ruloff, of Chicago.

The auction, third and final part of the sale of the collection of the late Col. M. R. Guggenheim, of Washington, brought \$68,000.



Stamp Gathering An Investment

NEW YORK—Some 10 million American investors are just pursuing a hobby. It's that pastime of both the young and the old, stamp collecting.

Perhaps an additional million take a real investor's view. Well chosen stamps have a record of greater yields over the years than most deals in the stock market, are a tried hedge against inflation, enjoy an international market and are a ready source of funds in a crisis.

The stamp collecting world currently is being deluged with new issues. Many are from the fledgling nations emerging so rapidly and some are aimed more or less frankly at raising revenue from the growing number of collectors in the world.

Some of the price increases since World War II have been striking. A U.S. airmail stamp collection bringing \$102.81 in 1945 is listed in the 1960 Scott catalog at \$282.63.

Price rises of as much as 1,400% are recorded in the list. But like all investments, some are mavericks. And a few have declined in value, the biggest drop noted being 63%. The sudden appearance on the market of a previously unknown supply can do the trick.

Recent stamp auctions here have brought out some highflying bidding. A rare black Honduras stamp for which the collector paid \$11,000 in 1956 brought him \$24,000 this year. A one-cent American stamp issued in 1901 for the Pan-American Exposition went under the hammer for \$1,200 — one reason for its value was that the picture of a ship in the center was printed upside down.

Stamp specialists say one copy each of the world's really great rare stamps—a nonexistent collection — could be carried in a vallet but would be valued at \$500,000 at the lowest estimate.

Most collectors are out simply for the enjoyment of collecting and take a dim view of treating stamps primarily as an investment. But the big rise in prices since the war has caught the eye of investors.

Fine Arts Hunt Yields Harvest

HYANNIS PORT, Mass.—Mrs. John F. Kennedy's fine-arts hunt has already yielded a rich harvest of history-laden furniture, furnishings, paintings and other decorative creations.

The Fine Arts Committee for the White House, of which the President's wife is honorary chairman, made a Fourth of July progress report to the nation recently.

Furniture belonging to George Washington, Abraham Lincoln, James and Dolly Madison, James Monroe, Martin Van Buren and Daniel Webster has been obtained as gifts, loans, bequests and discoveries.

The committee is seeking primarily American furnishings to make the White House "a museum of our country's heritage and a testimonial to American fine arts and cabinet-making."

The committee chairman is Henry F. du Pont. The group was formed early this year.

Particular effort was made to obtain objects associated with past Presidents and American historical figures.

Some of the objects are already on display. All the others will be shown by fall.

A gift from the Secretary of the Treasury and Mrs. Douglas Dillon is sufficient to furnish a room in Empire style. It includes a mahogany library table with gilt caryatid supports, attributed to the French-born New York cabinet-maker, Charles-Honore Lannuier.

Also in the gift are Dolly Madison's Empire sofa with gilt caryatids; a small Empire pier table; a small, oval Lannuier table with caryatid supports, and a mahogany console with columns and a marble top.

Mrs. Dillon is a member of the Fine Arts Committee.

Mrs. Charles Engelhard, also a member of the committee, and her husband donated five items that are sufficient to furnish an early Nineteenth Century American dining room.

They are a china cupboard made by Josef Burgis of Baltimore; a small serving table attributed to Shaw of Annapolis;

a slightly larger serving table attributed to Shaw; a Baltimore classical oval dining table with an eagle inlay and a Baltimore sideboard, inlaid with bell-flowers.

One of the discoveries is a Bellange pier table with carved olive twigs, part of the suite ordered by President James Monroe for the Blue Room in 1817. The committee reported that Mrs. Kennedy had found the piece in storage but did not say whether that meant White House storage. The New York and Paris firm of Jansen restored the table and it is now in the Blue Room.

Mrs. Kennedy found in storage at Fort Washington a Victorian slipper armchair of the Lincoln period. It is being repaired and re-upholstered to match a tufted upholstered chair, formerly in Lincoln's bedroom, given by Mrs. Millard Black of Arlington, Va.

Small Drawing Nets \$84,000 In London

LONDON — A small pen and ink drawing of a young woman by Hugo vander Goes, who lived from 1440 to 1482, was sold at auction for £30,000 (94,000), one of the highest prices ever paid for such a work.

The drawing is entitled "A Saint," and is believed to be of Saint Barbara. According to art experts, it is a preparatory study for a lost painting by van der Goes, which is known through a copy now at the Virginia Museum of Fine Arts in Richmond.

The drawing was part of the collection of Old Master drawing owned by L. V. Randall of Montreal, which was offered for sale at Sotheby's galleries.

Calnaghi, the London art dealers, bought the drawing for a private collector in Britain. The concern paid £6,500 (\$18,200) for a small two-sided Hieronymus Bosch drawing, one side of which was entitled "Two Pharisees" and the other "Eve with the Serpent."

A double-sided sheet of mythological scenes by Peter Vischer the younger, also from the Randall Collection, was sold for £13,500 (\$37,800).

If you're poor, you can't understand why a rich man shoots himself.

Beginning Another Year As "The Auctioneer" Columnist

By POP HESS



The date of this writing is August 11 and I am wondering what would sound halfway in line in September. We here in Ohio have had a great summer season with plenty of rain, a few wind twisters, some real hot days and some not so hot, and a few of the real cool kind which is just right for folks who are hard to please and need a variety. Corn is ten feet high and still growing. Yes, this is Ohio, not Texas. Through late July and so far through August not so many livestock and farm auctions have been held, however, there is a fair run and we all keep busy.

The National Convention is now over. Knowing this publication will have much on it, I'd better let those who were on the job tell the things that happened. As for me, I got my information through the grape vine and what have you. Our National Secretary and Editor advised me that I was to have a column for this next run to July, 1962. At the time he wrote me, he and his help were snowed under with notes and various pieces of paper to wind into position for publishing a convention report and Bernie's only comment to me was, "This is a heck of a way to have a vacation." But that is the life of our National Auctioneers Association Secretary.

What is ringing in my mind is what will I put out out in my columns in the months to come? There has not been much fan mail since the July issue and there will not be until I hit some idea that will make sparks fly. To find that idea I will have to read the September issue to pick up a lead.

Just before the Convention I did have a long letter from a middle aged Auctioneer who has had a good past record and has a good future ahead. He said he read my column each issue and he wanted to make a suggestion that I take time out and write

the various changes I have lived to see come to pass and go from February, 1880, to date. Well, that is a good suggestion and could make good and bad reading. I know some things I could write about that I have seen or heard in that space of time which would be unprintable for mail delivery if it would get by Editor Bernie and his proofreaders. This subject I will roll over in my mind and maybe the October issue will have it.

From what I can gather from our Ohio Auctioneers — and I am in close contact with some forty-eight who are in demand for auctions — this fall and winter the run in general sales will be mostly normal but a good run. The world in general is a little restless. War clouds seem to be in the making. It looks to me like it is more a matter of bluffing from some sections. The worst fight I ever saw in my time was between two guys who for years had been running a bluff on each other. One happened to get up on the wrong side of the bed and struck the first blow and the fight was on. However, we here in the U.S.A. have not forgotten how to fight and will be Johnnie-on-the-spot if the first blow comes.

I am much interested in knowing that our next year's Convention will go to Lincoln, Nebraska, Art Thompson's home town. I am also happy to serve under our new President, Col. Charles Corkle, a true Nebraska-type Auctioneer who puts the sale on the right side of the ledger. Nebraska is a Convention location where Auctioneers from all corners can get to and back without too much steam. Grapevine rumors are that one of our Ohio Auctioneers who went to Texas last month is still missing. However, I feel that his local competitors will soon learn that he is back on the job and will be shooting for sales as usual.

Is is always a hard job to pick up some-

thing to write about for the September issue of this publication. We miss an issue in August. All the dust is shook off the July issue and there has not been much mail activity for leads. After you write a column for ten years, you are liable to repeat points that were also badly taken when written so why revive them.

Some boys called on me over at Springfield, Ohio when I was in attendance at the National Hampshire Swine Show and Sale. One of our good Indiana Auctioneers, Mark Pickle, sold boars up to \$1550.00 with just a few under \$250.00. Also our Ohio boy, Merlin Woodruff, was selling gilts to a point which would suit any Hampshire swine breeder who was holding a sale. The Hampshire swine breeders who were there from some 25 states got a good job done in the promotion of their swine breed. One question was asked of me by Vaughn Lipp of Indiana who was also much in the lime light around the sale ring. He asked what I did to amuse myself since staying around home more than was my usual custom. Well, when I got through telling Vaughn what all I get done as a half-retired worn-out Auctioneer, he scratched his bald head and said, "I hope I never have to retire as you do things now I can not do at my age or years back." What he was referring to I still do not know.

Here on my Farm and Livestock Sales Program at Radio WRFD each year through July and August we pay a nice tribute in an announcement to our Ohio Auctioneers who through the past year have supported the program by having their sales announced on the air. Our list this year is the highest of all time with 48 separate Ohio Auctioneers, one Michigan Auctioneer, and four out of state managers who used the program. I have drafted the script we used from what I could gather from sources of their and personal hobbies and so forth. Only one fellow has come and he says he is not unhappy with what we said about him but we followed the announcement about him the next day by paying tribute to his onriest competitor. He wondered how anyone could say so many nice things about a guy as an Auctioneer especially if one knew as much about him as I do. Well, my face is red over the matter but it went out over the air and there is no way of getting it back. But, who knows, some day they may become

friends and partners. From my standpoint we promote Auctioneers who hold a good reputation as Auctioneers and citizens.

One time I tried to settle a big little dispute between two business partners as I knew them both so well. After going all out of my way to try and cure the wounds on each, the devils jointly turned on me and tried to beat me up for interfering in their business. As long as I knew them they were both at sword's point keeping their business and their clientele in an uproar, yet they did business just the same. The old saying is still true. People are funny!

Now for our coming issues published until next Convention time in July, 1952, we will try and come up with constructive matters to aid the cause of Auctioneers. Auction Sales, and the National Auctioneers Association. We will make an effort to help you to be an Auctioneer in demand doing your best to make the total dollar that is turned over to the sale clerks of sales conducted under your hammer. Progress and business respect is the answer to all business for a better life. As we see it, our National Auctioneers Association and this publication is dedicated to the best interest of Auctioneers, the auction way of selling with Auctioneers and Sales managers who will uphold the true morals and what it takes to keep the auction way of selling one of distinction in the minds of the general public with the answer being that more auctions are held.

Now, boys, as we swing into this run of months to 1962 Convention time, let us all pull for a larger and better National Auctioneers Association, more State Association, with an increase in membership each month in both state and national groups. For my part I will endeavor to have a more interesting column for our readers.

Wife and Child of Auctioneer Killed

This office was saddened to learn of the death of the wife and daughter of Col. James Heike, Mondovi, Wisconsin in a car-pickup crash August 3. The accident occurred during a driving rain storm when Mrs. Heike was taking Linda, 12, to a nearby town to a meeting. Both were killed instantly when their car collided with a truck.

Court Rules on Mortgaged Property

LINCOLN, Nebraska — The State Supreme Court held Friday that an auctioneer can be held liable for selling mortgaged property, even if he didn't know the property was mortgaged.

Three judges dissented from the opinion, however.

At issue was a suit brought in Thayer County by State Securities Company, a corporation, against William Svoboda and William Svoboda, Jr., an auctioneering co-partnership.

In 1955, the Svobodas auctioned a tractor and other items of farm machinery at the request of the owner and mortgagor, Arnold Lambke. The auctioneers did not know that State Securities Company held a second mortgage on the property.

The Thayer District Court dismissed the

action and directed a verdict for the Svobodas, whereupon State Securities appealed to the Supreme Court.

The majority Supreme Court opinion reversing the District Court said the auctioneer who assisted in the conversion by sale of the mortgaged property is liable to the plaintiff mortgagee.

"His (the auctioneer's) good faith and lack of knowledge of the plaintiff's mortgage is not a defense to the action," the opinion said. "Neither is the fact that the mortgagor was present and was identified as the seller.

The court sent the case back with instructions to enter judgment for State Securities in the amount of \$266.14.

MUXED UP

One day a little girl was heard talking to a neighbor child with whom she was playing cowboys.

"You be Wild Bill Hickup," she said, "and I'll be Wyatt Burp."



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

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

BUMPER STRIPS—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Real Estate Selling Requires High Degree Of Specialization

(1961 Convention Address by Charles S. Gerth, New Orleans, La.)

In theory, if not always in actual practice, a convention is a convocation of individuals assembled for the purpose of improving the proficiency of their trade or profession.



I have been attending conventions of The American Society of Civil Engineers, American Bar Association and The National Association of Real Estate Boards for 50 years or more, usually armed with pencil and note book but after listening interminably to laboriously stilted expositions of abstract theory I have come to the unalterable conclusion that most of the speakers at conventions know less about their subject than more than half of their audience, which not too incidentally, constrains me to the conclusion that when I have finished, those of you with more than five years of experience may rightfully assume that you know more about Auctioneering than I will probably ever know, and I believe that in good conscience, I will be bound to indorse your opinion.

Altogether, the principal benefits which I have derived from conventions have come from intimate association with experienced delegates, discussing instances of actual practice and the solution of theoretically insurmountable, problems which were successfully conquered by a modicum of plain "horse sense."

In point, I remember most vividly, a paper read by an eminent engineer on the subject of drainage.

I had traveled far and at considerable expense to find a solution to the perplexing drainage problem and I listened to this engineer for nearly an hour learning exactly nothing.

During the recess which immediately followed his discourse I explained to him that I had been entrusted with the preparation of a subdivision of Real Property fronting upon the main thoroughfare of a Southern City 1320 ft.

The City had been closely built up to its northern boundary then had "leap frogged" over and continued out for $\frac{3}{4}$ of a mile beyond; while immediately across from it nice homes lined the thoroughfare in solid array.

Unfortunately the front 1102 feet of the property were submerged in a slough between 200 and 300 feet in width, with a maximum depth of 6.8 feet.

Could he suggest how I could get rid of that slough?

His solution was simple and immediate—"Just dig a ditch about two feet deeper than its maximum depth and drain it off.

He didn't know of the long hours we had spent running levels nor that the outfall of such a ditch would be $\frac{3}{4}$ of a mile distant, requiring a 30 foot right of way through three properties—actually unobtainable.

I left the convention and returned to my hotel considerably discouraged.

In the hotel lobby I met an elderly man in rumpled Khaki suit wearing a Convention Badge: sun tanned, weather beaten, with the ear marks of years of field work.

IN UNITY THERE IS STRENGTH

I asked him if he had heard the paper on drainage and he replied "Yes, but most of those fellows do their engineering across the glass top of a mahogany desk but when it comes to actual work in the field they just don't seem to click."

I showed him my sketch and explained a 32 foot elevation and after a brief study he suggested coffer dams around each of the two deep spots.

"Get you about a hundred gunny sacks; fill these with a one two mix of sand and cement; get a couple of diaphragm pumps and pump them out.

Put in a couple of men with post hole diggers and bore down to hard pan.

Then plant two ten quart pails full of dynamite, pile on the mud and a few sacks of sand and let them go."

At the expense of a few shattered neighborhood windows, a gentle rebuke from the local Police Chief and 11½ days of patient waiting our slough was gone.

That old engineer was not one of the Convention Speakers—just one of experienced majority of the audience.

So I repeat, there is more to be gained by analysis of actual accomplishments—by absorbing the experiences of successful practitioners than from all the theoretical conclusions ever published in text books or expounded by speakers whose ideas have never survived the test of actual practice.

And this, in my opinion, applies to Auctioneering and every other line of human endeavor.

So, if you younger men—especially those newly graduated from Auction Schools will make it a point to fraternize with as many older delegates here as possible and after returning to your respective homes to attend every Auction that you can possibly reach and I assure you that during your first two years you'll have plenty of time to do so — you will find that knowledge derived from observation will not merely augment what you have learned in school but will far exceed anything which any School Curriculum can possibly impart.

For after all the Science of Auctioneering in practical application, requires the synchronization of psychological reaction with the compelling effect of Master Salesmanship and until Divine Providence sees fit to stabilize the volatility of human emotions an Auctioneer per force, must

be prepared to adjust control of his sale to the widely variable reaction of each individual audience.

So, success in the field of Auctions involves a never ending course of study and after 2,398 sales in 48 of our 50 States and 14 foreign countries, I am forced to the conclusion that there is much to Auctioneering which I may never know.

Primarily, an Auction constitutes a market in which to liquidate disposable property at its then maximum price, in the shortest time.

Properly prepared and properly conducted it establishes a more accurate criterion of true value than could possibly be obtained through the opinion of even the most experienced appraiser; for the ultimate bid price represents the collective judgment of all the immediately available buying power substantiated by actual cash, rather than the theoretical conclusion of a single individual based upon a more or less inflexible technical formula.

However to obtain ultimate returns it is well to remember that selling at Auction is—or should be—a highly specialized business and an Auctioneer should rarely be entrusted to sell property beyond the purview of his specialized experience.

I can just fancy the disaster which would result, if my 52 years of specialization in The Real Estate field were applied to the sale of Blooded live stock or superior works of Art.

So altogether from my observation, it seems that the great figures of Auction history have almost invariably been specialists.

So to you younger men, I would most earnestly urge the wisdom of specialization and to those of you who choose Real Estate there are some underlying thoughts which it may be well to remember.

Real Estate or more correctly, Real Property consists of many classifications, varying from rough, ill defined acreage to great skyscrapers and vast industrial plants.

In recent years the country seems to have suffered an epidemic of New Real Estate Brokers and Salesmen all clamoring for the privilege of selling such properties as are available and if you have not already made the discovery you will learn when you reach for New Business that they outnumber the Real Estate Auc-

IN UNITY THERE IS STRENGTH

tioneers in a ratio of more than 500 to one and you will also find they have the distinct advantage of offering a service in negotiating sales so long in vogue, that it has become orthodox.

Why then should the owner of property assume the hazard of submitting his property to the mercy of an acquisitive public, without express or implied warranty of an adequate return when a Real Estate Broker of long experience guarantees a definite price—at least for listing purposes?

When I encounter a situation like this I like to cite the experience which we had with the Great Wyllis Plant at Elizabeth, New Jersey.

This great industry had lain idle for nearly two years accumulating dust, rust, taxes and anxiety for the receivers.

It had been listed with practically all the leading Factory Brokers in America and Europe and after many months, only one offer of \$3,200,000 had been received—an amount completely inadequate to satisfy creditors' claims of \$4,000,000.

We were called into the picture by the Federal Court of the Eastern District of New Jersey and after six weeks of advertising and personal solicitation in the United States, Europe and Japan we sold the property at Auction subject to Court confirmation for \$5,525,000 **to identically the same individual whose maximum private sales offer had been \$3,200,000.**

Assuming that you have convinced the owner that your service is preferable to private sale, your next incumbency is to satisfy yourself that the owner's reputation will not of itself create a sales resistance, for an owners background of sharp practices may engender a suspicion of title deficiency which could prove disastrous.

So assure yourself that you can deliver a merchantable Title to what you sell, and never accept merely the owners statement on the validity of Title — not even the Federal Government's.

When we offered the Newark Port Terminal on the New York—New Jersey harbor back in the late twenties we erroneously assumed that the matter of a valid Title by the United States Government was an assured foregone conclusion.

The Auction, considering the size and relatively forbidding cost of the property was surprisingly well attended.

Bidding commenced at \$1,000,000 and was quickly advanced to \$3,500,000.

When I declared the property sold at this point and the successful bidder advanced to execute his formal offer, both he and I were served with an injunction order declaring that the Government had never perfected its title.

The Quartermaster General of the Army who was present, stepped forward and suggested that there would be no difficulty in clearing the title — declaring "Why we'll just condemn it. We do that all the time."

I explained to him that the Federal Government or any other duly constituted body politic can take private property by right of Eminent Domain when Public Exigency requires it but the fact that the property was offered for sale in itself nullified that right beyond question.

After a twenty minutes long distance conversation with Washington the General returned to the salesroom and acknowledged the correctness of my contention.

The successful bidder never received title and I never received the 10% Commission and furthermore I have never been reimbursed for the \$18,000 advanced for expenses.

So I repeat, be sure that you can deliver what you sell.

Never accept a sale when the owner's price expectations are out of line with the prevailing market. The only man who can afford to shoot at the moon seems to be Mr. Kennedy.

Never accept the sale of property until you are satisfied that no injury to owners interest may result.

A few months ago I saw one of your top drawer Texas Auctioneers decline the sale of a Subdivision involving considerably in excess of a million dollars.

In the course of negotiation it developed that the owner had already sold about \$176,000 worth of lots on contract, none of which showed aggregate payments exceeding 15%.

The Auctioneer explained that the exceedingly inadequate cash paid in, rendered them so tenuous that with the first announcement of an Auction they would explode like a package of fire crackers.

"No," he said, "I could make a few thousand dollars but you would stand to lose \$176,000 worth of business already on

IN UNITY THERE IS STRENGTH

your books and I wouldn't want to be a party to that."

That Auctioneer was J. C. Lawlis of Houston and he is sitting over here on my right.

I am glad that I was privileged to sit in on that conference.

It confirmed my long cherished confidence in the integrity of our profession.

Never attempt a sale without assurance of an adequate promotion fund for preparation constitutes fully 75% of Auction success and I learned quite early in my career that more sales are stultified by restricted preparatory campaigns than by incompetent Auctioneering.

For without sufficient advertising you have no audience; without an audience there is no buying power. Without buying power there is no bid and without bids there are no sales.

Remember, **you cannot make sales to empty chairs.**

But never lose sight of the basic principle that yours is a position of Trust — First to safeguard the owner's interest and second to deal honestly with the public—but paramountly and transcending all other considerations, **"Be true to the man who hires you."**

Your obligation to the owner is sacred; under no circumstance to be influenced be purely monetary consideration and let me emphasize that the Auctioneer whose sole motivation is his own financial return, is doomed to ultimate failure and professional oblivion.

For the man who permits his fees to take precedence over the interest of his employer will soon find himself without clients.

But all together through success and failure, scrutinizing opportunity from any angle you wish you will find no field of human endeavor which offers such unlimited opportunities as the sale of Real Property and I should add so extraordinary a degree of responsibility.

For in selling Real Estate you purvey the one definitely limited and irreplaceable substance fundamental to human existence.

It is the one thing in this world which never wears out, it never rusts out, it never goes out of style and no one can change the model before it is paid for either.

Limited in supply, it is the one thing for which the demand increases inexorably with the growth of population.

Thus no matter where you sell land or to whom you sell, the buyer must ultimately benefit because they're just not making any more land.

Furthermore, the sale of land not only constitutes the transfer of the very basis of all wealth but involves, what to the average man is the most momentous financial venture of his entire life.

A venture which may affect and alter not only the life of the purchaser but the character, well being and happiness of his children: creating a truer measure of citizenship and patriotism as well as sustaining the solidarity of the National economy.

So in final analysis it must be conceded that the man who sells Real Property holds the key to the hopes and fears and smiles and tears of our National Existence: for without the right to Real Property the word liberty becomes as meaningless as the ravings of a fool "Full of sound and fury, signifying nothing."

Land is God's own Domain and the Sale of God's acres is a solemn undertaking to be conducted with aplomb, dignity and sincerity; in direct contradistinction to the blatant unintelligible harlequinades which all too frequently burlesque otherwise sedate and orderly business functions into direct and deadly mockery of their avowed purpose.

The raucous abandon and repetitious parrott technique of "The Side Show Barker" does not comport with the sale of God's Supreme Creation. **REMEMBER THAT.**

If you will apply these thoughts without undue elation in accomplishment or depression in transitory defeat and if you will adhere to the principle of hard work and uncompromising integrity you are well on your way to success.

But I wonder sometimes just how we should compute that measure of attainment which we call success.

To me such reminiscence recalls that through the perspective of nearly 80 years I have seen prodigies for whom their teachers predicted the National Presidency satisfied with a meagre living in some routine endeavor while the incorrigible bad boy who packed a bull frog into the teach-

IN UNITY THERE IS STRENGTH

er's lunch box has crashed social barriers and financial obstacles to become a highly respected tycoon in Big Business.

Many years ago I attended a lecture delivered by an Atheist—I had a free pass and I defy you to keep a boy away from anything that is FREE.

In the course of his remarks this remarkable man made a statement which burned deep into my Soul, and through the years I have repeated it many, many times. He said "Happiness is the only good—To make others happy is the only true religion."

By this standard I ask you, which of the two boys achieved the greater measure of success—The indomitable, unscrupulous millionaire with the burdens and soul searing responsibilities of vast enterprises or the boy who sits today by his vine covered cottage purchased at one of your sales, with his grandchildren at his knee, contemplating with serenity and contentment the rush of the mechanized world without?

Frankly I wonder—

A few years ago in Paris, I stood by the grave of the Great Napoleon — I, an obscure purveyor of Real Property and he a man whose name fills more pages of the world's solemn history than that of any other.

And as I leaned over the marble balustrade and looked upon that splendid sarcophagus fit almost for a dead diety, my mind recalled the words of Ingersoll, "And I say him, a penniless charity student in the Military College at Brionne." Then I saw him on the banks of the Seine contemplating suicide. Then at Touloun, a Captain of Artillery. I saw him putting down the mob in the streets of Paris and crossing the Alps where he mingled the eagles of France with the Eagles of The Crag; then down into Italy crossing the bridge at Arcola with the tricolor in his hand and again at Australitz where his sun hung in the Zenith of his glory.

Then I saw him in Russia, where the infancy of the snows and the cavalry of the blasts scattered his legions like winter's withered leaves and then at Leipsic, in defeat and disaster — forced back on Paris with a million bayonets at his breast; clutched like a wild beast and banished to Elba.

Then I saw him return and retake an

Empire by the force of his genius and I lived with him those turbulent hundred days and in fancy, stood by his side at Waterloo, where chance and fate combined to wreck the fortunes of their former king.

Then I saw him at St. Helena as he stood upon that bleak and barren rock, with his hands clasped behind him in characteristic attitude, as he looked out upon the sad and solemn sea. And I thought of the destruction which this man had wrought: and the widows and the orphans that he had made and the tears that were shed for his glory."

And I said to myself, I would rather be subdued in the obscurity of my relatively humble position in life where I can with equanimity contemplate the benefits I have conferred by dissolving the burdens and the anguish of fellow men in distress: simultaneously extending the benefits of utility and joys of ownership to the thousands who have acquired homes at our sales, than to have been that imperial impersonation of force and murder, which history calls Napoleon The Great.

For after all it is not necessary to be great to create happiness.

Gray's "storied urn and animated bust" could contribute nothing to the peace and contentment of mankind.

All the Alexanders and Caesars and Napoleons and Hitlers in human history have never evoked the laughter of a little child playing in the garden of a happy home.

So when you leave here tonight for your respective homes remember that yours is an ancient and honored profession, fraught with instrumentalities of righteous, altruistic, God sanctioned service and if you perform the tasks assigned to you: honesty, fearlessly, conscientiously; you will leave this world wearing robes of glory woven by your own genius and hear the accolade of success in the simple words.

"Well done, good and faithful servant. The world is better because you have kept the faith."

God's blessing and my thanks go with you.

BLACK-AND-WHITE LIE

An English master, confronted with what to put on a boy's report when he knew the youngster was cheating but couldn't prove it, finally came up with: "Forging his way steadily ahead!"

Tennessee Auctioneers Hold Third Annual Convention

E. B. Fulkerson, Secretary-Treasurer

The Tennessee Auctioneers gathered again in the shadows of the Great Smoky Mountains at the fascinating resort city of Gatlinburg, Tennessee, for their Third Annual Convention, June 18-19.

The Auctioneers and their families began registering Sunday afternoon, June 18. The program held attraction for all members of the family.

The Presidential Party, which was held at 6 P.M. June 18, was open to the Auctioneers and members of their families. President Fred S. Ramsay, Madison, gave a warm welcome to everyone. A social hour was enjoyed by all which was closed with a movie of the 1960 State and National Conventions.

Immediately following the evening meal at the Mountain View Hotel, all members were welcomed by Col. Ronald S. Ligon, Nashville, president and owner of the Christus Biblical Gardens, and invited to tour this impressive marble masonry building with its cloistered passageways. Ten three-dimensional dioramas which depict significant events in the life of Christ. So life-like and realistic are the figures in each scene that you are mentally transported through the pages of history over 2000 years ago.

The business meeting opened at 9:30 A.M., June 19. President Ramsay extended an invitation to wives and all who were interested in the profession to attend this meeting. One of the highlights of the Business Meeting was an education clinic with Col. C. B. Arnette, Murfreesboro, talking on antiques. Col. Beeler Thompson, Corryton, spoke on selling pure bred cattle and livestock sales. Col. C. O. Rainwater, Jefferson City, spoke on selling real estate at auction. The Education Clinic closed with a panel question and answer session. This proved to be interesting and very informative for all persons present.

The business meeting continued with reports from committees and the election of

officers for the coming year. New members were confirmed and accepted for membership in the association. Officers elected for the coming year were President, Fulton Beasley, Franklin, Franklin; 1st Vice-President, C. B. McCarter, Sevierville; 2nd Vice-President, Hoyt T. Walker, Nashville; 3rd Vice-President, Toxey T. Fortinberry, Memphis; and Secretary-Treasurer, E. B. Fulkerson, Jonesboro.

A luncheon was served in the Pine Room of the Mountain View Hotel. Guest Speaker at the luncheon was Col. C. E. Cunningham, Pure Bred Livestock and Real Estate Auctioneer from Greenwood, South Carolina. Col. Cunningham spoke on the Auctioneering Profession as a whole, stressing professional ethics.

Immediately following the luncheon, the annual Fun Auction was held on the lawn of the Mountain View Hotel, where each member auctioned off an item of his choosing. The money derived from the Fun Auction went into the Association's Treasury.

At the conclusion of the Fun Auction the Convention was adjourned. Committees have been appointed to make plans for the 4th Convention to be held next year.

Col. Gary Beardsley Becomes Manager

Col. Gary Beardsley, Cobleskill, New York, has taken over the management of the Cobleskill Commission Auction, Inc. in Cobleskill, New York. This auction was started in 1937. In 1939, Mr. Charles Way of Cobleskill bought the sales stable. While Mr. Way owned the auction, many cows, calves, sheep and goats were sold.

Col. Beardsley, a member of the National Auctioneers Association, is a graduate of Mohawk Valley Technical Institute in Utica, New York, and a graduate of Reppert's School of Auctioneering in Decatur, Indiana.

IN UNITY THERE IS STRENGTH



Facilities were the best we have ever experienced at a National Convention at Houston's fabulous Shamrock-Hilton Hotel. Above is a photo of our Grand Banquet which 400 people attended. More than twice this many could have been accommodated in this room had it been necessary.

IN UNITY THERE IS STRENGTH



Note the banner behind the Speaker's Table which indicates that we are welcome in Yakima, Washington, in 1963. Apple juice from Washington, and ripe pineapples flown directly from the fields in Hawaii, added to the many pleasures enjoyed by convention registrants.

New Challenge Is Set By Year of Continuous Progress

By Charles Corkle, President of National
Auctioneers Association

The National Auctioneers Annual Convention at the Shamrock Hilton Hotel in Houston, Texas, may now be recorded in Association history as a fitting climax to a year of continuous progress.

The Texas Auctioneers Association presented a program truly in keeping with the ideals of the Association and of genuine interest to every auctioneer in attendance regardless of the field in which he is now engaged or may think he would like to specialize.



Progress may be measured in several ways but several facts stood out quite clearly:

The aims and purposes of the National Auctioneers Association are the same today as when the organization was formed.

It is an Association for all Auctioneers regardless of their preferred field.

Only by increased membership through the invitation of experienced Auctioneers

as well as the younger Auctioneers just getting their business established can the profession be advanced to its proper level in the selling field.

It is doubtful if any group could have been more pleased to hear program speakers stress the important part played by Auctions and Auctioneers in the general economy than those few men present who had worked untiringly in forming this Association.

It must have with considerable satisfaction too, that Carman Potter, President during the past twelve months and under whose capable leadership great strides have been made, noted the increase in membership to an all time high as reported by Bernard Hart, Association Secretary and Editor of "The Auctioneer."

Just as long as the goals of this Association remain the same as of today —

The Association will continue to attract capable Auctioneers regardless of their volume of business.

The Association will continue to grow and the Auction method of selling will make even greater gains in popularity.

Parke-Bernet To Auction Collection

Bankers Trust Company, New York, has announced that the Erickson collection of Old Master paintings will be auctioned at the Parke-Bernet Galleries, Inc., 980 Madison Avenue, New York, some time in November (1961). The exact date has not yet been set.

Of international renown, the collection features Rembrandt's "Aristotle Contemplating the Bust of Homer," considered by experts one of the greatest paintings in the world. The philosopher is depicted in deep meditation, has right hand resting lightly on the bust of the poet; from a long golden chain worn by Aristotle against a tunic of velvety black, hangs a medallion

of Alexander the Great, the philosopher's most famous pupil. One of three paintings commissioned by a Sicilian nobleman, Don Antonio Ruffo, "Aristotle" was painted by Rembrandt in 1653. It was acquired by the late Alfred W. Erickson from Duveen Bros. in 1928. In addition to the "Aristotle" there are two other major works by Rembrandt, "Prince Frederick Henry, Governor of the Netherlands" and "Portrait of St. Matthew."

Other masterpieces among the twenty-two paintings to be offered for sale are "Madonna and Child," an arched panel of characteristic grace and distinction by Carlo Crivelli, Venetian painter of the XV century; the rare "St. Augustine with Members of the Fraternity of Perugia" by Perugino, Italian XV century; Frans Hans' dignified, sensitive "Man with a Herring;" a superb Fragonard of exceptional charm "La Liseuse"; a portrait of the Marquise de Baglion by Nattier, regarded by some critics as the finest French portrait of the XVIII century; and works by Hans Holbein the Younger, Van Dyck, Gainsborough, Romney, Raeburn, and other artists.

The paintings were collected by Mr. and Mrs. Erickson during his lifetime and hung, until the time of Mrs. Erickson's death in February, 1961, in their residence at 110 East 35th Street, New York. Many of the paintings were exhibited, from time to time, at the Metropolitan Museum of Art, the Detroit Institute of Arts and other leading museums here and abroad. However, the narrow staircase of the 35th Street house did not permit easy moving of the paintings, and they had to be hoisted through the windows, a hazardous undertaking which Mrs. Erickson eventually found too disturbing, so that the collection remained virtually stationary in recent years.

Alfred W. Erickson, pioneer in modern advertising and co-founder of McCann-Erickson, Inc., died in 1936. His will provided that certain of the paintings be held in trust for Mrs. Erickson to enjoy during her lifetime and disposed of on her death.

The Ericksons also collected Oriental art, antique rugs, and English XVIII century furniture. A collection of jades was willed to the China Institute; the rugs, china, crystal and silver were bequeathed to the respective antiquarians from whom they had been purchased. The residue of Mrs.

CONGRATULATIONS!

The Tennessee Auctioneers Association members and their families who attended the National Auctioneers Convention in Houston, Texas, wish to express their appreciation to the Texas Auctioneers Association and the Officers of the National Auctioneers Association for the generous hospitality shown to us at the Convention in Houston, Texas.

Erickson's estate was divided into ninety parts.

The auction in November will be preceded by public exhibition at the Parke-Bernet Galleries in New York. Bankers Trust Company, N.Y., trustee under the will of Alfred W. Erickson and co-executor with Earl A. Darr of the law firm of Phillips & Avery, of the will of Anna E. Erickson, have been flooded with worldwide inquiries and proposals concerning the disposition of the collection of paintings. The sale is expected to attract art connoisseurs and collectors in unprecedented numbers from all parts of the United States and Europe.

Goya Offered To Britain At Cost

LONDON — Charles B. Wrightsman of New York and Palm Beach, Fla., whose purchase of a Goya portrait brought protests here, offered to sell the painting to Britain's National Art Gallery at the price he paid for it—\$392,000.

The National Gallery did not bid for the painting, Goya's first portrait of the Duke of Wellington, because the gallery did not have the funds.

Members of Parliament were believed to be planning to ask Selwyn Lloyd, Chancellor of the Exchequer, to provide the money now.

Sotheby's, the auctioneers who sold the painting for its former owner, the Duke of Leeds, said Mr. Wrightsman's offer was made in the understanding that, "if the National Gallery does not decide to acquire the painting, its export will not be opposed."



1961 National Auction Institute Students. Bottom Row, left to right: G. L. Yarborough, Texas; Richard Ross, Texas; Max Kelley, Georgia; George Kennedy, Oklahoma; G. H. Shaw, Instructor, Louisiana; Roy Richerson, Instructor, Texas; Walter Britten, Instructor, Texas; A. C. Evans, Texas; William Lange, Texas.

Second Row: Tom Rice, California; Keith Neff, Texas; Ralph Faber, Wyoming; Harvey Hobratch, Texas; Gene Howell, Oklahoma; J. D. Newbern, Oklahoma; Darrell Naffziger, Wyoming; Stanley Stout, Kansas; William Wright, Texas.

Third Row: Billie Copeland, Texas; Lane Hyatt, Illinois; Bobby Curtis, Texas; Hollis Klett, Texas; Bob Sherry, Oklahoma; Bill Ellis, Sweetwater; Glen White, Texas; Ed Meacham, Oklahoma.

Back Row: Thomas Marshall, Texas; David Gibbs, Texas; David Leonard, Virginia; H. B. Smith, Texas; Robert Lange, Texas; Robert Anderson, Texas; John Fogleman, Louisiana; John Lauderdale, Texas; H. F. White, South Dakota; Luke Gaule, Illinois; Ray Raley, Texas.

Houston Columnist Features

Visit To 1961 Convention

The following clippings are from the column of Morris Frank of "The Houston Chronicle," Houston, Texas, during the National Auctioneers Association Convention at the Shamrock-Hilton Hotel July 20-21-22. Mr. Frank served as Master of Ceremonies during the Luncheon Program opening the convention.

AUCTIONEERS

Say, I have been thinking.

With the usual results, nothing.

But it would seem that Texas should be the leader in auctioneers, as in everything, eh? After all, auctioneering requires conversation and imagination, true marks of a Texan.

However, at the recent enjoyable gathering of the National Auctioneers Assn. at the Shamrock Hilton, I noted all the officers were from the Midwest. There were prexy Carmen Y. Potter of Illinois, veeps Charles Corkle of Nebraska and J. M. Darbyshire of Ohio, treasurer Henry Rasmussen of Nebraska, and Secretary Bernard Hart of Indiana.

How about that? Start chanting, Texas auctioneers. Anyway, Walter Britten of College Station was convention chairman. So maybe it's o.k. for the out-of-staters to have the chairs as long as a Texan runs things?

* * * *

Oh, I've had my comeuppance before.

After all, I've been married a long time—and very fortunately, too, I hasten to state.

But I don't believe I ever had my comeuppance so decisively. And so officially.

You know, I suppose, all of us kinda wonder what we'd bring if we were auctioned off.

Well, I had a chance to find out as far as I was concerned.

Alas, I discovered that I'd not only bring nothing, but they wouldn't even ask bids on me.

They're really a swell gang of folks, though, the National Auctioneers Assn., recently in convention at the Shamrock Hilton Hotel.

My good friend, Walter Britten of College Station, a widely known auctioneer, was convention chairman.

And I crashed the opening luncheon of the group.

As the convention got under way, I asked Walter to sound out the auctioneers as to what they figured my value would be.

Inasmuch as many of the delegates were from out of state, I figured they might be deceived.

However those guys are smart. "You can't fool them," Walter told me, "whether it's furniture, tobacco, livestock or human beings, they can size it up."

And he let me have it straight, "Sorry," Walter said, "but they decided they wouldn't even ask bids on you. They figured they couldn't even get a plant to start the bidding."

At luncheon, they received a key from the city by Mayor Pro-Tem Arthur Miller, delivered with warm greetings.

Prexy Carmon Y. Potter of the association, he hails from Jacksonville, Ill., gave a fine response. Prexy Potter didn't say a thing about auctioning off the key either.

Not that auctioneers ever use anything except the facts but they believe in getting the most out of those.

In keeping with that, chairman Britten had not only a welcome from Houston but one from Texas.

The gallant Texan bringing the wishes of the state was the dynamic Neill Masterson, the prexy of the Fat Stock Show.

Neill invited everybody to visit the famed Stock Show here and called attention that Walter Britten is the ace auctioneer of the show.

Masterson didn't overdo the welcome bit. He didn't issue any passes.

Both Mayor Pro-Tem Miller and Fat Stock Show Prexy Masterson were applauded enthusiastically. From the response, I know that the auctioneers would not only ask bids on them, but keep chanting.

Houston and Texas were happy to be the host to the auctioneers.

Eugene C. Waldrep Is NAAA President

Eugene C. Waldrep, Birmingham, Ala., was elected President of the National Auto Auction Association during the Annual Convention and Business Meeting of that group held at the Bismarck Hotel, Chicago, August 11-12. Mr. Waldrep is a Life Member of the National Auctioneers Association and has many friends in the latter organization who will be wishing him well in his newest responsibility.

Forty-five Auto Auctions from all sections of the country were represented at the Chicago meeting. Chief topic of discussion was the financing and employing of a full time executive to promote more business for NAAA members. This man would contact factory officials, speak at auto dealer meetings and carry the auction story to all those who had automobiles to sell.

National Auto Auction Association consists of a good many NAA members. In fact the new Vice President, Jacob H. Ruhl, Manheim, Pa., is also a member of the NAA as is President Emeritus, Tim Anspach, Albany, N. Y.; and Directors Harold Henry, Los Angeles, Calif.; Melvin Reid, Springfield, Mo.; and Fred Mathews, Hertford, N. C.

Auction Institute Graduates Twelve

The "auctioneer's chant" echoed through the halls of Boise Junior College, Boise, as the summer classes opened in mid-June.

Twelve "colonels" were graduated on June 30, in cooperation with the State Board of Vocational Education and the Intermountain Auction Institute, in a course of basic auctioneering.

Students from California, Oregon, Washington and Idaho concentrated on mastery of rhythm notes, rolls and filler drills during the two-weeks course. Graduated with the title of "colonel," certificates of achievement were presented to graduates by Dr. Acel Chatburn of the college at a graduation banquet.

Keyed to the "west," this — the third such course offered — stressed farm and



Convention Fun as "Zany" Blaney, Texas Ambassador uses a pair of auctioneer's wives as assistants in his comedy program presented at the Houston Convention on Friday night. We are not certain as to their identities but would guess that at least one is from Illinois as the picture was taken by Fred Quick, President of the Illinois State Auctioneers Association.

livestock sales with special films and field trips. The students spent hours "on the farm" learning to "judge" at the Wayne Naugle farm near Caldwell, specializing in Hereford cattle and the Paul Schuler ranch, near Nampa, with its purebred Holstein herd. Actual experience inside a livestock ring was conducted by Col. John Hayes of Nampa, Idaho.

The widely diversified curriculum included voice control exercises, accounting for merchandise, community auction and attendance at the state convention of the Idaho Auctioneers Association, as well as actual experience in the "sale ring."

Eight auctioneers from throughout Treasure Valley, all specialists in their fields, conducted the classroom and practical

experience courses including: Col. Clayt Tchergi of Fruitland, Col. Ken Trout of Middleton; Col. Aden Wheeler of Meridian; Col. John Hayes of Nampa; Col. Harvey of Gooding, and Col. Al Decker, Col. Paul Owens and Col. Arvin Spofford, all of Boise.

Staten Island Farm To Auction Herd

NEW YORK, N.Y. — While sprawling dairy farms covered much of New York City, including Times Square, during the early days of the Dutch Settlement here, the number of such farms now is down to five—and the fifth is scheduled to disappear within a month.

The Staten Island farm operated by the Mission of the Immaculate Virgin at Mount Loretto will sell its 110 cows and two bulls in late August. This mission has operated the farm since 1885 for teaching trades to youths from broken homes.

But in the last two or three years there has been a conspicuous disinterest in farming among the 900 New York youths at the mission.

So, rather than maintain the costly farm equipment and pay the cows' food bills, it was decided to abandon the farming course and to auction off the cattle upstate.

"Oh, I'd like to see these cows stay, but young kids don't want to work hard nowadays," said James J. Corrigan, a chesty Irishman who was born on a farm in County Monaghan and has run the mission's farm for the last sixteen years. "Why should kids work now when they get paid to do nothing? The whole country is going soft.

"They're going to the devil. I have no use for kids that don't work. I had to work all my life; it never hurt a damned bit. I worked since I been able to crawl. And I'll work till I drop."

The speech, delivered with emotion under the hot sun, left him spent. Finally Mr. Corrigan softened a bit and, turning, addressed two dozen cows.

"Com'on," he said, "Up. Up. Gettup!"

Reluctantly the cows rose and followed him out the gate toward the large red barn. "These cows," he remarked, "they have it a lot softer than I do."

In addition to the mission's farm, there are four other dairy farms in the city, according to the Board of Health. Two are in Brooklyn; one is in Prince Bay, S. I. (the Prasse goat farm), and the fourth is the city's largest, the Balsam Farm at Ozone Park, Queens. The last-named has 200 cows.

Silence is something a mother of four can scarcely remember.

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Col. V. K. Crowell—Oklahoma City

OREGON

Col. Virgil R. Madsen—Halsey
Col. Virgil Munion—Roseburg

BOOSTERS FOR "THE AUCTIONEER"

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. J. Omar Landis—Manheim
Col. Clarence P. Maier—Lansdale
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Max Pollock—Providence

TENNESSEE

Col. L. B. Fuqua—Nashville
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
Col. C. B. McCarter—Sevierville
Col. Ken Travis—Dresden

TEXAS

Col. Russell de Cordova—Mexia
Col. K. L. Espensen—Tyler
Col. Don Estes—Desdimona
Col. Tom Jeffreys—Andrews
National Auction Institute—
College Station
Col. W. J. Wendelin—Henderson
Col. Earl S. White—Madisonville
Texas Auction Co. (J. O. Lawlis & Son)
Houston

WASHINGTON

Col. Bob Berger—Pasco
Col. Hank Dunn—Kennewick
Col. Bill Johnson—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. Marion L. Pierce—Yakima
Col. Orville Sherlock—Walla Walla

WEST VIRGINIA

Hale's Auction Service—Williamson

VERMONT

Col. Emma Bailey—Brattleboro

VIRGINIA

Col. David H. Gladstone—Norfolk
Col. C. B. Runyon—Falls Church

WISCONSIN

Col. Joseph W. Donahoe—Darlington
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh

WYOMING

Col. Richard A. Mader—Gillette
Col. George R. Mayfield—Dubois

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Sir:

Enclosed find a check for \$10.00 for my dues for one year. Sorry I did not send them sooner.

The Quincy Council No. 93 of the United Commercial Travelers of America held a benefit auction for mentally retarded children Saturday, May 28. All of the local Auctioneers, Cols. Bill Dollman, Ralph Sanders, Al Breithbarth, and myself donated our services at this auction. I wanted to send you some pictures for "The Auctioneer" but have been unable to get any so far.

I conducted an auction August 5 and have another one billed for Saturday, August 19.

Respectfully yours,
Virgil F. Scarbrough
Quincy, Illinois

Hello Everybody:

From deep in the heart of Kansas. We are having fine crops in this section.

I celebrated my fiftieth year in the auction business last October.

Regards to all my windjammer friends.

Pat Keenan
Seward, Kansas

* * *

Dear Bernie:

I know better now why the fellows writing in call you "Bernie". To have attended the Convention in Texas is the big stand out experience of the auction careers of my wife, Grace, and me.

We wondered coming home how many dollars poorer we are from having missed

IN UNITY THERE IS STRENGTH

so many conventions. Not only ourselves but also our community has lost in productive service because we have not given them the benefit of these learning opportunities.

This was our first convention and we are agreed to never again miss a N.A.A. Convention so long as we are associated with the auction profession.

I went right out to put some of the things we learned to work. I made contact right away with possible industrial accounts over the state as per the instructions of J. O. Lawlis.

It is impossible to cover all the points in a letter that will be useful. The above is merely a sample. No telling what can be done with just this three days school.

We were especially impressed with the experience level as well as the educational level of the convention. Texas deserves to be proud of the eminent citizens who participated in our learning experience. It will be hard to bring so many high calibre people together again although I am sure Nebraska is already planning to top it. We will be there to absorb as much as possible in 1962 and already we have pledges of a strong delegation from Idaho.

Sincerely,
Paul L. Owens
Boise, Idaho

* * *

Dear Bernie:

I am approaching my first anniversary of being a member of the N.A.A. and I want to tell you that I have enjoyed "The Auctioneer" very much.

I received my Auctioneer's diploma from the Missouri Auction School in March, 1960, and since that time I have sold at sales of all types.

The information I have received from reading "The Auctioneer" has been invaluable to me and has helped me put on a better auction sale and give better service to the public.

I noticed that the State of Vermont has only six members in the N.A.A. I would like their addresses. We have no Vermont Association and I would like to get one started. We need some changes in the licensing of Auctioneers in this State and I believe the only way to accomplish this is through organization.

Enclosed is my check for another year's

membership in a fine organization. Keep up the good work and keep "The Auctioneer" rolling my way.

Best Regards,
Robert E. Lawson
Lyndonville, Vermont

* * *

Dear Bernie:

Enclosed is my check for \$5.00 for the Booster Page. I have planned to send it before now but am just now getting around to it.

I thought you might be interested in seeing a few pieces of our advertising that we are using pertaining to the opening of the third lane of our Automobile Auction here in High Point. Everything is going along real well now and it looks as though the Automobile Auction business will continue to grow. So far as I know this is the first three-lane sale in the entire South.

Sincerely,
Forrest Mendelhall
High Point, North Carolina

* * *

Dear Sir:

I see that it is time to send in the membership dues. I'm enclosing a check for ten dollars. I would not want to miss any of "The Auctioneer". They have some of the finest articles I have ever read in them.

I just started in the auction business last fall. "The Auctioneer" has given me a lot of good pointers. It is a hard road to hoe when you are starting but anything that is worthwhile is worth fighting for.

Yours truly,
Elman H. Schweiger
Amboy, Illinois

* * *

Friend Bernie:

Enclosed find my check for membership dues. I always pay at convention time but this year I was in the hospital. I had a cataract operation on my right eye. It's getting along O.K. but isn't too good to see much out of yet, so I am writing this with pretty much one eye. This was the first convention I've missed in five years.

The crops are short this year due to the lack of moisture especially around Bismarck. Pastures are hurt the worst and of course the cattle runs are much larger than in an ordinary year. Since July 1st, we've had a few light rains that sort of

slacken the runs up for a while. The cattle are all in good flesh and the prices are good. Good Hereford stock cows are selling at \$14.50 to \$15.50 and the steer calves wt. 200 to 250 selling from \$28.00 to \$33.00 per hdwt. Good 600-700 lb. steers are selling \$23.00 to \$24.50 with perhaps a quotable top of \$26.00 on some fancy to choice kind.

July 14, we had a special sale of 1316 head of feeder pigs, 1584 head of sheep, 63 dairy cows and 128 head of horses. We're having another special sale August 11. I don't think I'll be doing much of the selling but I'll be on the job.

F. E. Fitzgerald
Bismarck, North Dakota

Montana Auctioneers Hold Summer Meeting

(Reprinted from the "Montana Auctioneer Newsletter")

Members, wives and families of the Montana Auctioneers Association had a fine get-to-gether at Diamond S. Ranch Hotel July 1st and 2nd. A meeting in the afternoon covered many items of importance to Auctioneers. The ladies had a decorated table set for a 7:30 Smorgasbord Dinner. The menu was grand and the roast beef satisfied everyone. The swimmers in each family enjoyed the pool, as well as the dance floor later in the evening. Guests of the Hotel also enjoyed the style show entertainment put on by the Auxiliary.

Sunday morning the entire group were guests of Dr. Westfall of the Children's Home at Boulder, Montana. The doctor personally drove the bus for the sightseeing and stops in the various departments.

After a visit with the Doctor, the group voted to go on record as wishing to do something for the recreation department which can not be operated at State Budget level. It is our wish to promote Auctions some time this fall in all the principal cities in the state, with proceeds after expenses to be sent to the school.

Following a Sunday afternoon meeting, the meeting was adjourned. A meeting will be held at the state capital, Helena, September 30—October 1.

Hear about the man who lost a small fortune in the market? His shopping bag broke.

Col. Edward Krock Expands Enterprise

The following news releases concerning Col. Edward Krock, National Auctioneers Association member, were received in the Editorial offices this month.

Edward Krock National Auctioneers Association member from Worcester, Massachusetts, and Pat Hall, of Pat Hall Enterprises, Inc., of Charlotte, North Carolina, have purchased the Continental Mills in Lewiston, Maine. This includes land, buildings, and equipment. The purchase price was not disclosed and plans for the plant are at present indefinite.

The plant has approximately 425,000 square feet, with 90,000 spindles and 1800 looms. It has been running on cotton and dacron polyester blends. Continental Mills, in business since 1866, was noted for its broadcloth shirts and formerly employed about 1000.

On July 27, 1961 At The Annual Meeting of Stockholders and Directors Edward Krock of Worcester, Massachusetts, was elected Chairman of The Board and Chief Executive Officer of Baltimore Paint and Chemical Corporation, Baltimore, Maryland.

Baltimore Paint and Chemical Corporation Sales are as Follows:

For the Year 1960

NET SALES	\$14,790,072
INCOME	1,078,103

For The Six Months of 1961:

NET SALES	\$7,956,698.76
PROFIT	638,057.16

Baltimore Paint and Chemical Corporation has three wholly owned subsidiaries, namely:

ALIM CORPORATION
MURPHY PAINTS, INC.
MERKIN PAINT

EDWARD KROCK is President of Edward Krock Industries, Inc., and maintains Executive Offices at 37 Harvard Street, Worcester, Mass.

Mr. Krock is a director of the following companies: American Dryer Corp., Philadelphia; Boston and Maine Railroad, Boston, Mass.; Insurance and Industrial Enterprises, Inc., New York City; National Bankers Life Insurance Company, Dallas and Worth Fund, Inc., New York City.

All Fifty States Represented In National Auctioneers Association

From an all time membership high of 1595 June 30, 1961, the membership count August 15 dropped to 1366 with 306 July 1 expirations still unrenewed.

Illinois tops the membership by states this month with 119. Ohio and Nebraska are in second and third place with 96 and 91 respectively.

For the first time all fifty of the United States are represented in the National Auctioneers Association with an Auctioneer from Alaska joining the membership.

We are confident that the coming year will see even greater strides in membership than were evidenced in the fiscal year just completed.

The membership tabulation by states follows:

STATE	Mem- bers June 30	Expir- ations July 1	Mem- bers Aug. 15
Alaska	0	0	1
Alabama	6	1	5
Arizona	2	0	4
Arkansas	22	3	21
California	40	4	38
Colorado	36	0	38
Connecticut	6	1	5
Delaware	3	0	3
Dist. of Columbia	1	0	1
Florida	15	2	15
Georgia	17	2	15
Hawaii	1	0	1
Idaho	12	6	10
Illinois	121	12	119
Indiana	88	15	82
Iowa	50	3	54
Kansas	83	19	66
Kentucky	66	0	65
Louisiana	8	2	7
Maine	3	1	3
Maryland	17	5	12
Massachusetts	24	7	18
Michigan	47	11	40
Minnesota	18	3	14
Mississippi	3	2	1
Missouri	49	13	38
Montana	40	2	39
Nebraska	121	34	91

Nevada	2	1	1
New Hampshire	3	1	3
New Jersey	34	5	30
New Mexico	10	2	8
New York	53	15	41
North Carolina	21	7	15
North Dakota	12	3	9
Ohio	114	22	96
Oklahoma	21	1	21
Oregon	16	2	15
Pennsylvania	103	19	84
Rhode Island	6	2	4
South Carolina	5	1	5
South Dakota	8	1	7
Tennessee	63	38	26
Texas	48	0	50
Utah	2	1	1
Vermont	6	1	5
Virginia	27	7	21
Washington	10	1	11
West Virginia	12	3	9
Wisconsin	91	16	78
Wyoming	13	5	8
Canada	14	4	10
Germany	1	0	1
Australia	1	0	1
Totals	1595	306	1366

Painting Brings \$42,000 In London

LONDON—A view of the Church of SS. Giovanni de Paolo by Canaletto brought £15,000 (\$42,000) during a sale of Old Master paintings at Sotheby's Galleries.

The painting was bought by Agnews, London art dealers.

A still life of a bouquet of spring flowers painted by Jan Brueghel, known as "Velvet" Brueghel to distinguish him other painters in his family, was sold for £10,500 (\$29,400).

A winter landscape by Van der Meer brought \$8,800 (£24,640) and a village scene by Van Ostade was sold for £6,800 (\$19,040).

Livestock Market Center Sales Have Increased Steadily

The volume of livestock consigned to and sold by the nation's private enterprise livestock market centers selling by auction has grown steadily since the early 1940's. This increase has come about as a part of the "decentralized" shift in livestock marketing patterns. During the second World War, the livestock producer was restricted somewhat from shipping his product to far off terminal markets because of gasoline rationing, limited railroad availability and other wartime factors. After the war, in the transition period, livestock marketing was heavy and livestock auction market centers had started to take their place as an important and recognized method of selling livestock. About that time also, the owners of the local markets, realizing the need of the producers and buyers in their trade areas of a complete and competitive method of merchandising livestock, had that very thing to offer.

During the 1940's and early 1950's the number of these market centers in the United States increased from near 1,500 at the beginning of the 40's to a peak of nearly 2,500 in 1952. In 1955, the Agricultural Marketing Service of the United States Department of Agriculture, in its Marketing Research Report #223, entitled **Livestock Auction Markets in the United States**, pointed out that there were some 2,300 auction markets in active operation in the last year the report covered—that year being 1955.

Since 1955, the number of auction markets has decreased slightly to near 2,250, but the volume of livestock handled by these markets has increased steadily. The same AMS report revealed that over 30 million head of cattle passed through the country's auction markets in 1955, compared to nearly 23 million at the then 64 terminal markets, which sold exclusively by the private treaty method.

To further illustrate the growth of trade area market centers' popularity the past few years, a research publication (#846), released in December, 1959, by collabora-

tion of the North Central Livestock Marketing Technical Committee at thirteen North Central state land-grant colleges, compared percentage figures on livestock marketings at all outlets for the years 1940 and 1956. Percentage tables in that publication show that in 1940 both terminal markets and country dealers handled three to five per cent more feeder cattle than the auction markets. But in 1956 producers sold nearly thirty per cent more feeder cattle and calves through auction markets than through terminal markets, and nearly forty per cent more than were sold by country dealers.

Not only did producers sell more cattle and calves through local market centers in 1956, they also purchased more at these markets than by any other means. This was not true in 1940, when terminal markets sold ten per cent more cattle and calves back to producers than did auction markets.

In the summary of that research publication, the following statements of the research project were made: "Some important shifts took place between 1940 and 1956 in livestock market outlets used by farmers. The major change which took place was the growth in sales of livestock of all classes through auction markets. In large measure, this change occurred as farmers shifted away from dealers to auctions as outlets for slaughter livestock and shifted to some extent from practically all other types of markets to auctions as outlets for non-slaughter livestock." Also, "Auction markets (in 1956) were the most important outlets for feeder cattle and calves . . ."

The Foundation has made extensive of livestock volume at public livestock markets during the past few years. Foundation personnel have relied on state veterinarians, brand inspectors, government and private research agencies and their own survey coverages to compute as nearly as possible livestock marketing volume figures.

In 1958, the Foundation reported that



Col. Art Slater, Eau Claire, Wis., and Col. Fred Quick, Aurora, Ill., conduct sale of antiques in a large tent at Black River Falls, Wis. This auction was advertised in the June issue of "The Auctioneer."

more than 108 million head of livestock were handled by all public livestock markets. Especially significant in the annual volume tabulations of 1958 was that the nation's expanding livestock market centers selling by auction sold 57 per cent of all animals consigned to all markets that year, or 62.5 million head of cattle, calves, hogs and sheep.

The next year, 1959, a heavy livestock marketing year, the Livestock Market Foundation released figures which showed that the local market centers again increased in popularity by handling 13 per cent more livestock receipts than the previous year, while private treaty markets showed an 8 per cent increase.

The following year of 1960, when all market receipts were down from the previous year, the nation's 54 private treaty markets handled 43 per cent (49 million head) of the total livestock consigned to all public markets, while the 2,273 markets serving nearly that many communities and selling by auction handled 57 per cent of the total, or more than 65 million head.

Revealing as these figures are to the

growing popularity and usage of local livestock market centers by the country's livestock producers and feeders, what has been and is taking place could best be understood by laying down a few reasons for this growth.

First of all, the decentralization of the major meat packing concerns, from the terminal market areas to the livestock producing areas, has brought packer-buyers to the front doors of local markets. The packers' transportation costs have been cut by buying cattle at a market center close to their country-located packing plant.

Secondly, producers are able to take smaller numbers of livestock to market when they are ready, saving on holding expenses. Too, they usually make use of their own transportation, thus cutting that expense to a minimum.

By being able to get their livestock to market in a matter of hours or even minutes, the producers are subject to less shrink and less possibility of price fluctuation.

Reducing the chance of loss of livestock from hazards of transportation and their

IN UNITY THERE IS STRENGTH

depreciation due to improper handling is gained when the producer makes use of his local market center.

A consignor can witness many experienced buyers bid against each other for his livestock and is therefore guaranteed that they brought the highest and fairest price possible.

The livestock market center owner, carrying the entire responsibility of his market to his consignors and buyers, continually demonstrates and insures fair and honest transactions and services; otherwise, the community's trust in him as a businessman would be lost, and so would his business.

Local farmers' and small scale producers' livestock are handled in such a way at the local markets that the best price will be received, even on a single head basis; thus the small producers welcome the availability of their trade area market center.

These and many more reasons point out why the auction market industry continues to grow.

Back in the early 1950's when the real swing toward selling by auction at local market centers started snowballing, in order to completely understand this growth, another very important factor must be mentioned. This deals with the market owners themselves.

For many years prior to the 40's and 50's, local auction markets, better known then as community sales or sale barns, left a lot to be desired as a way to market livestock. A local farmer could bring anything to the sale, from a broken-down plow to a purebred cow, and he would not know which was going to bring the higher price. This type of sale, of course, was not very popular with the local producer of livestock who had to have more assurance of getting a fair return on his product.

There were at the same time, scattered at different points across the country, some very highly rated and outstanding markets selling by auction, which grew and prospered. They had secured the public's confidence. The owners of these markets, looking a bit into the future and realizing their own needs, initiated the first efforts toward an industry trade association to advance and promote their services as a part of the livestock industry. There fol-

lowed a realization that the industry itself could best establish a code of business standards setting forth a high plane of integrity and responsibility in their market operations and services. Such effort has brought forth real results in public confidence, to the point where these markets — identified under their trade-mark as Certified Livestock Markets and comprising the centers that they do — are readily recognized by the livestock public.

Today's livestock market centers have realized the need of livestock owners for a readily available and complete cash market for their product and have revamped their methods of operation and services offered so that they can give the producer exactly what he wants in the way of a market facility. According to published statistics, more producers and feeders each year are bringing livestock to the local market center which serves their own trade area, in order that they may take advantage of the added services offered. Buyers also are finding that these markets offer a wide range of all species and classes of livestock and are taking advantage of being able to find exactly what they need.

To best illustrate the productive value of these market centers and their method of serving their trade areas, a situation which has arisen in the past few years should be noted. Nearly one-third of the nation's central terminal markets, in an effort to carry to their customers a more efficient and complete service, have looked favorably upon one or two days a week for selling by auction, and these services have been incorporated into their operations.

Industry leaders throughout the nation are now busy further advancing the development of these livestock market centers which are fast realizing their industrial importance. The improvement in facilities to meet modern-day needs is almost comparable to the remodeling transitions seen in the earlier tourist cabins to present-day motels and the cold iron-barred banks to today's inviting finance institutions where the customer, for deposits or loans, is welcome.

At one market will be found the installation of a fully automated weighing and computing system where the weighing of livestock at the price bid is con-

verted automatically to a machined account of sales for the consignor and an account of purchase for the buyer.

The Foundation predicts as great an expansion and improvement in facilities and services in the next ten years as has been witnessed in the past twenty.

Treasury Bills Are Auctioned

WASHINGTON, July 22—The Treasury said it will pay an average interest rate of 2.483 per cent on \$3.5 billion being borrowed through an issue of bills maturing next March.

The cash borrowing was part of a \$16 billion financing operation conducted this

week. The balance of the total represented a refinancing of maturing securities.

In the bill auction, investors offered to lend the Treasury \$5,146,958,000. The department accepted only enough of the best offers to raise the required cash.

Lenders fixed the interest rate on the new bills by bidding for them at less than face value. Since the securities will be redeemed at face value next March, the difference represents interests.

The new securities are 240-day tax anticipation bills maturing next March 23. They will be accepted at face value in payment of income and profits taxes due next March 15.

Lots of people are working day and night to buy labor-saving devices.



Twelve men were graduated on July 1 in a course of basic auctioneering sponsored by Boise Junior College, Boise, Idaho, in cooperation with the Idaho State Board for Vocational Education and the Intermountain Auction Institute.

Front Row, left to right: Robert L. Wesely, Boise, Idaho; Mahlon P. Goodwin, Boise, Idaho; Joseph H. Miller, St. Maries, Idaho; and James A. Post, Star, Idaho.

Second Row: Bob English, Hazelton, Idaho; O'Neil Holloway, Ontario, Oregon; Jack P. Rencher, Boise, Idaho; Roy Harris, San Luis Obispo, California.

Back Row: Willis Groen, Lynden, Washington; Ron C. Lewis, Vale, Oregon; Don Doris, Turlock, California; Lewis Lee McCord, Idaho Falls, Idaho.

260 Memberships Recorded During Last Two Periods

Memberships received during the two periods from June 15 to August 15 total 260 with 87 new members, 172 renewals and reinstatements, and one life membership.

Statements for July 1, 1961 expirations have all been mailed and we expect a large return on them during the next period.

Those memberships received are listed below. An asterisk indicated renewal.

- *H. C. "Red" Jessee, Tennessee
- *H. B. Sager, Montana
- *Al Warner, Kansas
- Merlin Woodruff, Ohio
- Joe Hawkins, Tennessee
- *Turner Kees, North Carolina
- *Glenn Applegate, Kansas
- *Ted Augustine, Kansas
- *Anna M. Bailey, Kansas
- *Richard M. Brewer, Kansas
- *Lyle Burr, Kansas
- *Leo Crawford, Kansas
- *Willis A. Darg, Kansas
- *Raymond Gerbitz, Kansas
- *Carson E. Hansen, Kansas
- *W. O. Harris, Kansas
- *Fred Hiett, Kansas
- *James H. Kocher, Kansas
- *Ivan Long, Kansas
- *C. M. Macy, Kansas
- *Jack Reeder, Kansas
- *Vic Roth, Kansas
- *Frederick E. Sherlock, Kansas
- *C. G. Skiles, Kansas
- *L. E. "Gene" Watson, Kansas
- *Dewey Webster, Kansas
- *Lawrence Welter, Kansas
- Don Evertson, Kansas
- Joe Keller, Kansas
- Marvin Knopp, Kansas
- Bertha McLeod, Kansas
- Foster Kretz, Kansas
- C. W. "Bill" Crites, Kansas
- Wilson Hawk, Kansas
- Joe O'Grady, Jr., Kansas
- Dewayne Palmer, Kansas
- M. L. Stebbins, Kansas
- L. M. Gawith, Kansas
- Charles Mayer, Florida
- *Merlin Kamla, Colorado
- Arlie Combs, Michigan
- *Harry H. Hansbrough, Florida
- *Thomas A. Scarane, Florida
- *Herman H. Rabe, Kansas
- Jack K. Martin, Washington
- Fairfield P. Day, Ohio
- Harold P. Sheffley, Virginia
- Laslie L. Lucas, Georgia
- *E. H. Lawson, Tennessee
- *Clive Anderson, Tennessee
- *Charles B. Arnette, Tennessee
- *Edwin B. Fulkerson, Tennessee
- *Eugene R. Hargis, Tennessee
- *C. B. McCarter, Tennessee
- *Charles O. Rainwater, Tennessee
- *Frank Lee Walden, Tennessee
- *Hoyt T. Walker, Tennessee
- Paul J. Beaver, Indiana
- James W. Battle, California
- William T. Culter, Kansas
- Max F. Bixler, Oklahoma
- *J. Hughey Martin, Illinois
- *Robert E. Lawson, Vermont
- Thomas J. Gagliardi, Connecticut
- *Herman L. Hart, Ohio
- *Robert Gerhart, Indiana
- *Victor Horejsi, Kansas
- *Harold Asbury, Indiana
- *Manass D. Miller, Indiana
- *Marvin D. Spitsnogle, Nebraska
- Gail R. Smith, Montana
- E. E. Gartin, Montana
- James E. Wilson, Arkansas
- Charles E. Sherlock, Colorado
- *William F. Moon, Massachusetts
- *Troy Olds, Tennessee
- H. V. "Bert" Reyes, Texas
- *Laird N. Glover, Indiana
- P. Frank Stuart, Florida
- *Frank K. Taylor, New York
- *Wm. F. "Bill" Shepherd, Indiana
- Car V. Stahl, Ohio
- Wally Bucher, Indiana
- John R. Fishdick, Wisconsin
- *Rollie Bast, Wisconsin
- *Nick L. Didier, Wisconsin
- *Clarence Rhyner, Wisconsin
- *Myron Wilcox, Wisconsin
- Elwyn Bentley, Michigan
- *Fulton Beasley, Tennessee
- *John Beswick, New York

IN UNITY THERE IS STRENGTH

*John Beswick, New York
 *Q. R. Chaffee, Pennsylvania
 *Ronald B. Chaffee, Pennsylvania
 Lloyd Force, Pennsylvania
 David Heller, Illinois
 *Elman H. Schweiger, Illinois
 *Marion B. Stickle, New Jersey
 *James H. Stickle, New Jersey
 William J. Blain, Ohio
 Dale Clayton, Kansas
 *Johnny J. George, Georgia
 George W. Cravens, Illinois
 John A. Hatch, Idaho
 Joseph W. Thompson, Massachusetts
 Victor Schiller, Wisconsin
 *Alvin Metler, Wisconsin
 *John W. Reilly, Wisconsin
 *Gordon Clayton, Wisconsin
 *Arold R. Peterson, Wisconsin
 *John G. Collins, Kansas
 *Dick Charlins, New Jersey
 *H. Orville Davis, Massachusetts
 Bill Rombach, Oregon
 *C. B. Charles, New York
 *L. R. Ketcherside, Kansas
 *C. Garth Semple, Ohio
 James H. Flickner, Indiana
 Neil Bolton, North Carolina
 Bill Kimmons, Alaska
 John P. Metrick, Ohio
 *Harry Hoynacki, New York
 Jack Denney, Michigan
 *William C. Lawing, North Carolina
 Gene Howell, Oklahoma
 *Lamar McCamy, Texas
 Hansford B. Smith, Texas
 *Harry Miller, Indiana
 *Junior Martin, Indiana
 *Argel McDowell, Indiana
 Tom Ault, Indiana
 Harry Kirman, Illinois
 Glen Anderson, Iowa
 Paul Grote, Iowa
 *G. H. Shaw, Louisiana
 Sigman Shore, Illinois
 Nathan Leiberman, Illinois
 Harold Meyers, Illinois
 Willis Groen, Washington
 Arvin Spofford, Idaho
 Richard Crabfelder, Indiana
 Donald L. Wolf, Illinois
 *Bobby Harwell, Tennessee
 Don Phillips, Iowa
 Sherman McCrea, Iowa
 *Paul Crosser, West Virginia
 *Marion L. Pierce, Washington
 Hank Dunn, Washington

Vergil G. Vaughn, Colorado
 *Damon Koch, Colorado
 *Merle Van Winkle, Kansas
 *Booth Brown, Kansas
 *Carmine Idore, California
 *Crawford Carroll, Delaware
 *A. C. Dunning, Illinois
 *Harold Hilliard, Illinois
 *Fred Quick, Illinois
 *Charles B. Wade, Illinois
 *Jim Buckley, Indiana
 *Roland Reppert, Indiana
 *Al Boss, Iowa
 *Leland Dudley, Iowa
 *Wendell Ritchie, Iowa
 *Howard Johnson, Iowa
 *Warren Collins, Iowa
 *Loren Albrecht, Iowa
 *A. L. Tremblay, Massachusetts
 *C. B. Smith, Michigan
 *Charles Kinsey, Michigan
 *Jim Merrigan, Missouri
 *H. Willard Arnaman, Missouri
 *John Overton, New Mexico
 *Irwin Murray, New York
 *Homer Pollock, Ohio
 *Albert Rankin, Ohio
 *Neil Robinson, Ohio
 *Robert Kiko, Ohio
 *C. C. Bradford, Ohio
 *Fred Mullis, South Carolina
 *G. S. Gordon, Tennessee
 *Wes Wendt, Washington
 *Ken Barnicle, Missouri LIFE
 *Everett Yoap, Wisconsin
 *Leonard Yoap, Wisconsin
 *Carl Setterburg, Iowa
 M. Thomas Long, California
 O. W. McCaughey, Missouri
 Wendell W. King, Iowa
 John L. Warford, Iowa
 *Delbert Graft, Indiana
 *R. C. Foland, Indiana
 *J. A. Garnett, Alabama
 *John S. Kasten, Illinois
 Willard Beagle, Michigan
 *Freeman Smith, Alabama
 *J. W. "Jim" Cushing, Illinois
 *Michael M. Gordon, Illinois
 *Harold D. Parker, Indiana
 *Earl O. Walter, Idaho
 *H. Jack Stewart, Tennessee
 *R. E. "Bob" Stanley, California
 Dave Kessler, Ohio
 *Kenneth Davis, Arkansas
 Brooks Wells, Kentucky
 W. R. Cox, Virginia

Don Lattin, Montana
 *Val E. Prophet, Montana
 *Wayne Stewart, Iowa
 *Melvin R. Penning, Illinois
 *Tom Caldwell, California
 *John L. Freidersdorf, Indiana
 *Joseph F. Sedmera, Florida
 Don Doris, California
 Joseph A. Detraglia, New York
 *Victor W. Nash, Indiana
 Donald Berlin, Arizona
 *William Yarbor, Indiana
 *Oscar Tostlebe, Iowa
 *Charles F. Knapp, Illinois
 *Norman J. Geolat, Illinois
 *Albert Decker, Idaho
 *Bart Bielenberg, Iowa
 *J. W. Shapley, Indiana
 J. C. Kornburst, Illinois
 *William A. Emerson, New York
 Jack R. Foster, Colorado
 *Lyle Erickson, Iowa
 *Phil J. Lambert, New Hampshire
 *Ernest F. Roloff, Nebraska
 A. G. Murphy, Arkansas
 *Max Rouse, California
 *Gardner R. Morrill, Maine
 *Freddie Chandler, Iowa
 *Willis G. Keesling, Kansas
 Jerry Hope, Idaho
 *Lester Pearson, Nebraska
 Wally O. Connell, Nebraska
 *Leonard Walthers, Nebraska
 Leigh Reynoldson, Nebraska
 Vern Reynoldson, Nebraska
 *F. E. Fitzgerald, North Dakota
 Charles E. Harris, Illinois
 *Walter "Bud" Palmer, Kansas
 *James A. Strange, Florida
 *Harold F. Vorhies, Illinois
 *W. E. Tinnin, Mississippi
 *Bob Berger, Washington
 *Bill Johnson, Washington
 *James A. Tompkins, Jr., Oklahoma
 *Chester R. Shough, New Mexico
 *H. Earl Wright, Ohio
 *Harry W. Kerns, Ohio
 *Charles Adams, California
 *Virgil F. Scarbrough, Illinois
 *Bob Winton, Tennessee
 *Harold Kirk, Kansas
 *Paul J. Doss, Kansas
 Frank H. Gates, Michigan
 Bob H. Pond, Arkansas
 Jerome P. Chernoff, Wisconsin

Desk Donated To White House

WASHINGTON—The White House Fine Arts Committee accepted a rare early nineteenth century mahogany desk as a gift from Dr. and Mrs. Maurice Moun of Des Moines, Iowa.

It was given in memory of Miss Flora Dunlap, the first president of the Iowa League of Women Voters.

Only about ten such desks are known to be in American antique collections. Made in Baltimore, it has glass panels with classic figures etched on the glass. The decoration is known as eglomise work.

There are similar desks in the Metropolitan Museum of Art, the Baltimore Museum and Winterthur, the du Pont museum at Wilmington, Delaware.

Mrs. John F. Kennedy has embarked on a campaign to make the White House a show place of the nation's finest antiques. Her press secretary, Pamela Turnure, said there had been no decision on where in the White House the desk would be placed.

Col. J. A. Gilbert Sells Real Estate

Three parcels of real estate were sold in one week by Jacob A. Gilbert, National Auctioneers Association member from Wrightsville, Pennsylvania.

Public sale was held July 15 of a six acre estate which sold for \$3,750.00. In addition personal property traded hands at a very good prices.

Public sale was conducted July 20, of a 25 acre farm which sold for \$8,950.00

July 22, Col. Gilbert conducted the sale of a very nice 100 acre farm with good buildings for the sum of \$18,500.00. This sale, which was held during 100 degree heat, was well attended and good prices were gotten for personal property and farm machinery.

In addition to the real estate sales, public sale was held July 19 in Columbia, Pa., of personal property and some antiques which sold to a very good crowd at good prices.

Keep in step with yourself, and you need not worry about the rest of the parade.

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THE LIGHTER SIDE . . .

LEAVE IT TO MOM

The trip was long and Jimmie was bored. Suddenly he tapped his Dad on the shoulder. "Daddy, I wish you'd let Mother drive, it's much more exciting."

CONFUSED CUCKOO

Pop had an uncontrollable passion for taking things apart and reassembling them. One day he took apart the cuckoo clock, laid out the bird, then each screw, each nut, bolt, spring, pin and wheel. Then came the reconstruction job. His fingers were nimble and everything glided into place. Every last screw was accounted for and the cuckoo back behind its door at 3:45.

The minutes ticked off. Came 4:00 and silence. Finally, the little bird came out—backward—turned around, glared at Pop and shrieked, "Does anybody around here know what time it is?"

LUNG POWER

"Pilot to control tower. Pilot to control tower. Please give me landing instructions."

"Control tower to pilot. Why are you yelling so loud?"

"Pilot to control tower. I have no radio."

APPREHENSIVE

Mother of small boy to child psychiatrist: "Well, I don't know whether or not he feels insecure, but everybody else in the neighborhood certainly does."

BIBLICAL BUNNY

New Bible class teacher testing knowledge of three-year-old class. "Who was Paul?" Silence. "Who was Matthew?" Silence. "Who was Matthew?" Silence. "Who was Moses?" Silence. "Who was Peter?" After a pause a little boy timidly raised his hand. "Yes, Johnny," said the teacher. "Wasn't he a wabbit?"

HALF A LOAF

Henpeck: "Haven't I always given you my salary check the first of every month?"

Mrs. Henpeck: "Yes, but you never told me you were paid on the first and fifteenth, you embezzler!"

NO STRANGE ANIMALS

Stranger in town: "Did you see a pedestrian go by here a while ago?"

Villager: "No, sir. I've been here an hour and there hasn't been a thing go by except one man and he was walking."

BEE-WILDERED

The agriculture official told the old farmer to collect his stock of every description and have them branded.

"I suppose that's all right," the farmer said, scratching his head, "but I'm gonna have a devil of a time with them bees!"

COMMON COMPLAINT

It was his first day back on the job after vacation.

"How was your trip?" asked a fellow worker.

"Well," sighed the wearily traveler, "have you ever spent four days in a station wagon with those you thought you loved best?"

HIS REPUTATION

Judge—Do you consider this defendant a reliable man? Has he a good reputation for truth and veracity?

Witness—Well, to be honest with you, your honor, that man has to get somebody else to call his pigs at feeding time. They won't believe him.

NOT RESPONSIBLE

John—Where have you been all this time? Here I've been waiting for you like a fool for the past hour.

Marie—I'm sorry if I kept you waiting but I think you are unreasonable to blame me for how you waited.

NOT NECESSARY

"Have you heard the latest? Mrs. Swisher walks in her sleep!"

"How perfectly absurd, when they have three cars."

EMPTY

Master—Doesn't that mule ever kick you?

Sambo—No sah, he ain't yet, but he frequently kicks de place where I recently was."

RATHER LOW

The two friends had imbibed too freely and found themselves staggering down the railroad tracks. "Shay, Charlie," said one, "does thish stairway seem awfully long to you?"

"It ain't the length that bothers me," Charlie replied, "but thish railing is too durn low."

STEP DOWN, BROTHER

You don't have to worry about your station in life. There's always somebody who'll tell you where to get off.

WHO'S JOKE ON?

Boot—You should be more careful to pull your shade down at night, Chief. I passed your home last night and saw you kissing your wife.

Chief—Ha, Ha. The joke's on you, Mac. I had the duty and wasn't home last night.

THE REASON

"Why is an hour glass made small in the middle?"

"To show the waste of time."

NOTHING

Sonny—Daddy, do you think Job ever had stone bruises on his heels?

Daddy—No, son. I don't suppose he did.

Sonny—Gee, Daddy, he didn't know anything about suffering, did he?

PROOF POSITIVE

A fisherman was taken into court for catching ten more bass than the law allows.

"Guilty or not guilty?" asked the judge.

"Guilty," said the sportsman.

"Ten dollars and costs," said the judge.

After paying, the defendant asked: "And now, your Honor, I'd like several copies of the court record to show my friends."

CANNY

Youth—I really enjoyed your lecture last night.

Lecturer — But I don't recall seeing you there.

Youth—Oh, I wasn't.

Lecturer — Well, how could you enjoy my lecture when you weren't even present?

Youth—Oh, I bought tickets for my girl's parents and they both went.

LATE ARRIVAL

"How old did you say you were?" asked the doctor of his female patient.

"I never mention my age," replied the patient, "But as a matter of fact, I've just reached 21."

"Indeed," said the doctor. "What detained you?"

SPIRITUAL INCOME

On a crowded elevator in Washington, a friend asked a congressman how the previous year had been for him.

"Best year I ever had," was the reply. Then he spotted a commissioner of internal revenue and added, "I mean spiritually, not materially."

OVERLOOKED

"And now, gentlemen," began the congressman, "I wish to tax your memories."

"Gracious," muttered a colleague, "why haven't we thought of that before?"

BOVINE BUBBLES

Farmer: "Now miss, that's one of our finest cows."

City girl: "Could be, but it must cost plenty to keep her in chewing gum."

STENO SAYINGS

"Oh, I just adore my job. It's the work I hate."

"Now we're getting somewhere. If that letter isn't in this basket, that narrows the search down to the file cabinet."

"Do you want double-spacing on the carbons, too?"

"If I can't spell the words in the first place, how does he expect me to look them up in the dictionary?"

IT'S A LIVING

Then there was the agricultural college student who was voted by his class "The kid most likely to sack seed."

OBLIGING

Wave—I certainly don't like all these flies.

Sailor—You just pick out the ones you like and I'll kill the rest.

NOT EASILY UNDERSTOOD

One of the greatest puzzles in life is how a fool and his money got together in the first place.

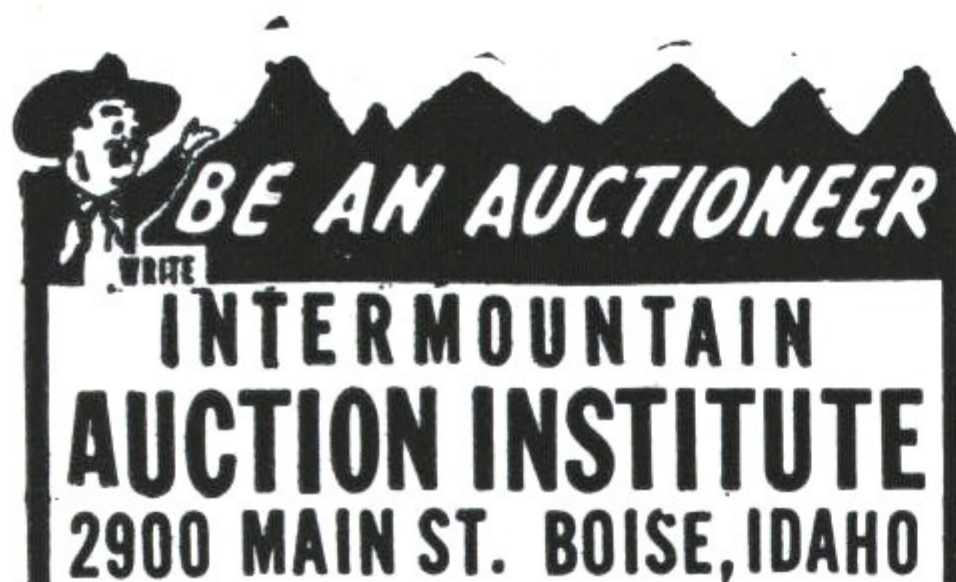
Thoroughbred Colt Brings \$130,000

LEXINGTON, Ky.—A new high for a yearling of any breed sold at auction was established at the opening session of the Keeneland Summer Sale of thoroughbred yearlings when John Olin, of New York, went to \$130,000 for a son of Swaps-Obedient. The figure topped the previous high of \$105,000 for the pacer Dancer Hanover and was well above the former thoroughbred high of \$87,000 for Rise 'n Shine. A new high for a filly was also recorded at \$70,000. Both youngsters were from the Leslie Combs II consignment, which averaged a record \$51,500.

Guernsey's Average \$405 At Spring Sale

MICHIGAN—A hefty average of \$405 was the record set at the spring sale of Michigan State Guernsey Breeders' Association held at Kalamazoo. Dale Kirklin, Kalamazoo County, was top buyer, securing four of the 26 head for a total of \$1,430. However \$1,375 was paid for three head by Jonnie and Barbara Morris of Lyrene Farm, Eaton County.

The top cow was consigned by the R. A. Craigs of Indiana and brought \$620. Buyers were Dale Kirklin and James A. Fish of Barry County. Dale Kirklin also brought the second high animal at \$510 from Harold Jenison and Sons, Ottawa County.



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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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