

the **AUCTIONEER**



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Duncan Gardens, in Manito Park, one of 58 municipal parks in Spokane, Washington. Other favorite areas in the park for out-of-state visitors with cameras are Rose Hill and Grandmother's Barden. (Spokane Chamber of Commerce photo)

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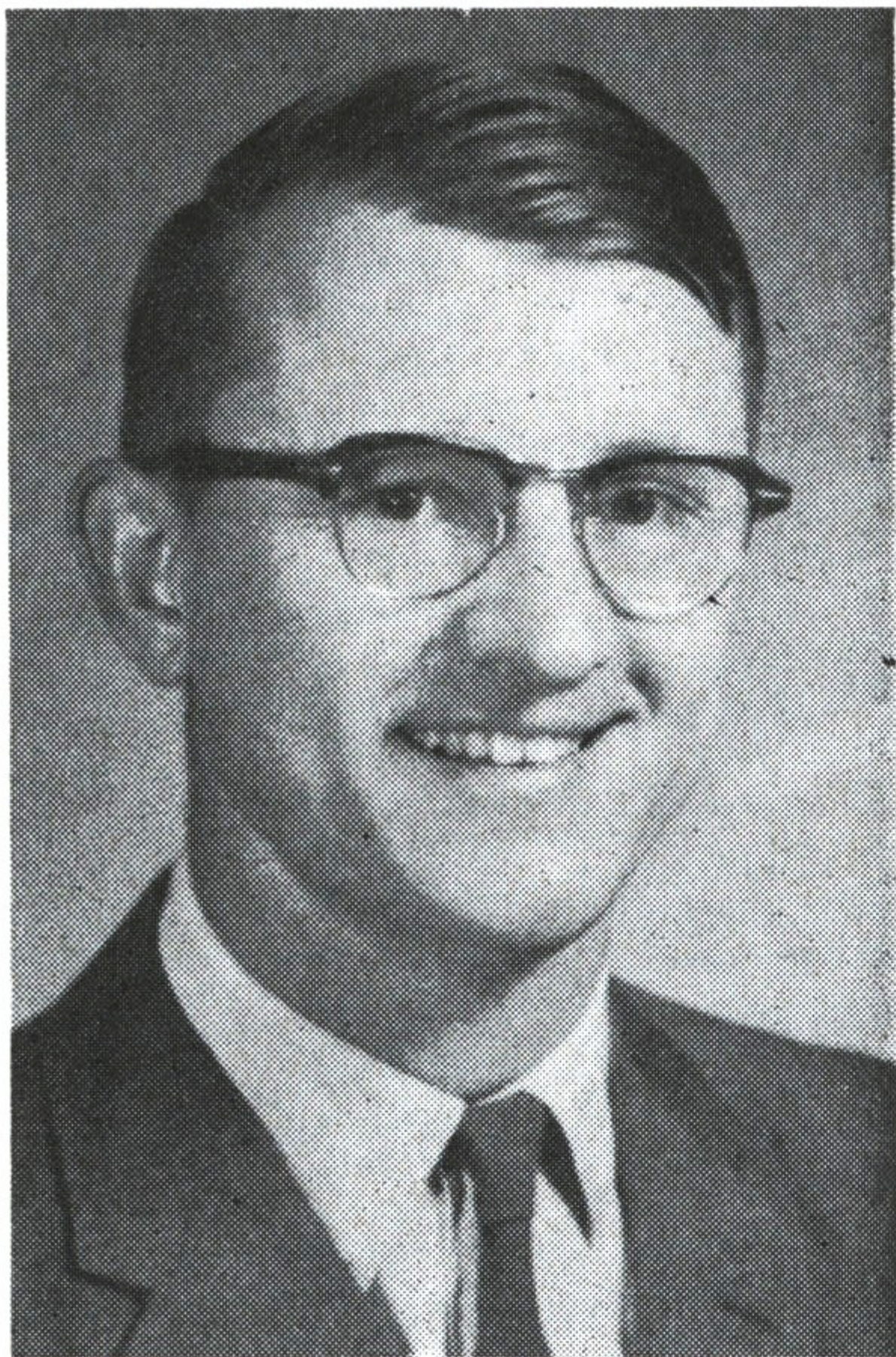
EXECUTIVE OFFICES

803 S. Columbia St., Frankfort, Ind. 46041

Your Public Image Is Showing

By KENYON B. BROWN

What does your personality portray when you are on the auction block? What impressions do your clothing convey? What impact does your word usage have upon the public? What objectionable personal habits do you transmit?



These and other factors immediately convey the real "public you" to your auction audience. A stranger's impression of you is usually registered from your behavior and habits. Strangers become buyers and sellers. As an auctioneer you are continually on public view. Your image and your impact affects all of us as auctioneers in this important industry.

PERSONALITY — Cordial joviality must be apparent in your every smile and action. This must be a genuine portrayal, not a fake stage presence. Firmness in a smiling, pleasant manner will afford you the opportunity to be master of a given situation. Meanness, wise guy

attitudes and a dour countenance will get you nowhere. Analyze your personality. Does it need a new approach?

CLOTHING — Neatness in dress is most important at all times. Whether you are on the block, booking a sale or going to the grocery store, your personal appearance is valuable. I have heard it said that you should dress in the habits of your auction audience. I do not agree. A clean suit, pressed shirt and neck-tie at a farm sale are important. Knowledge of livestock and farm machinery are a necessity. If you have this knowledge and the ability to transmit it into action, then you can deliver for your client in business clothes. Your public image should be that of a business man. The city slicker in a business suit cannot conduct a successful farm sale, but the farm auctioneer with ability and knowledge of his commodity can be successful in "city slicker" clothes, and at the same time the auctioneer can look business-like.

WORD ABILITY — The use of words in conveying a good public image has many facets. Stories of doubtful lineage may have their place in a group of men. Telling stories is certainly a popular past-time where all men gather, but the sale block with a large audience is not the place. In the first place, most jokes are stale jokes and secondly, why offend even one potential customer. Four letter words may be popular on the men's room wall, but is there any need to spout them from the block? Be original. Conduct yourself with the words of a public figure. "Our" image is showing!

PERSONAL HABITS — Above and beyond the adequately clothed image are the personal habits we portray. This is the age of GL-70 and dentists. Avail yourself of modern dental methods. The drunken auctioneer era, I believe, is over and the tobacco chewer is coming to the

end of the trail. But the auctioneer who chants, takes a puff, chants and then takes another puff is still with us. Surely an auctioneer can refrain from smoking while he is actually calling the bid. The importance of concentration on the taking of bids is all important to both buyer and seller. Smoking at this point cannot help but be a hindrance to the job.

These few factors combining with

others form the "auctioneer's image" to our most important commodity, "the public". How you as an individual conduct yourself and what you say reacts favorably or unfavorably upon yourself and upon our entire industry. Take stock of yourself. Are you a credit or a debit as a public image? Remember — "Your public image is showing".

It's Later Than You Think!

We have had quite a few visiting auctioneers in Albuquerque the past few months and of course it's always a pleasure to have them.

Without mentioning any names I was reminded that it's always later than we think! This gentleman and his wife came to one of our Friday night auctions and told us of a vacation they had taken traveling all through the West, spending several months in the process. He told me that he awakened one morning — thought of the way he and his wife had been working, decided that they should do a few things they wanted to before it was too late. He told me he felt better, was more relaxed and satisfied to go back to work refreshed, and he felt as though he could do a better job than before. This would not be in itself so unusual but I have had three auctioneers from various parts of the country who had done the same thing and all had experienced a new outlook, had learned something from the various auctions they had attended.

Anytime one can associate with several hundred auctioneers from all parts of the country, he can't help but pick up some short cuts or little gimmicks that will help him at home.

Why not plan on taking from two to three weeks and attend the NAA Convention in Spokane — meet auctioneers from every part of the country and see the most sparsely settled part of our country. There are areas of several hundred square miles that still are unexplored — beautiful mountain lakes, streams, forest, even multi-colored deserts. The air is clear and dry, so much so that people who don't know the country are fooled at the distance one can see. At nights the lights of a desert town can be seen 30 to 40 miles. Our State Patrolmen pick up people 10 to 15 miles from town who were going to walk for help or gas! One only gets one trip through this world so why not enjoy it as much as you can. When this Convention is over, you won't have another convention for another year and it won't be in Spokane!

You owe it to yourself, your clients, your profession to spend a few days each year to keep up with what's going on in your profession.

Mark off the dates, get the family bus ready and come to the NAA Convention in Spokane. It's later than you think!

John A. Overton, President

Ramblings and Recollections

By O. S. CLAY, Shelbyville, Ind.

I just can't help but try to express my feelings after reading the last issue of the Auctioneer. The missus and I both scramble for the Auctioneer and read it from front to back. From the February issue, as I see it, a wonderful leader takes over the N.A.A. Presidency.

The pointer on the population now and 1988 doesn't seem at all possible but just think that many of us older boys are looking back thirty (30) years. I have to just wonder how it will live on but of course not us.

In reading Colonel Foland's remarks on selling real estate, it brings back to me at least, many days past when I was watching his many farm auctions, and when, at the time I was selling quite a few nice farms, houses, vacant lots, etc. I want to say I never failed to sell any piece of property that was assigned to me for as much or more than was set and hoped to be obtained from it. On looking through my old bills, I ran into a list that was on some sales that I had gone back to my old home county of Nicholas to sell. My friends of the County Paper had booked me seven (7) sales in five (5) days. I drove about six (6) miles in a rented horse and buggy for a General Farm, Implement and Feed Sale with livestock, cows, horses and sheep. Then back to the edge of town for a seven (7) acre nice home and household sale.

I set out the next day, Saturday, drove about one and one-half miles and sold household, farm implements and brood mares.

I met an old friend who was hunting a place as he had sold his farm land and had to move by March 1st and this was the day of February 11, so I told him about the farm that I was selling the next day.

When I arrived at the sale the next day I met an uncle and his son who were wanting a home, and the man from the adjoining farm who asked me to watch him as he was interested. So here I was with three prospective buyers. The owner felt that he should have \$125.00 per acre on the 72 acres. Small household

cooking utensils were on the side back porch which I announced and sold first. After a short speech I asked for someone to start the bidding for me. The first bid was \$125.00 per acre, (Remember that this was back in 1912) which was just what the owner had said that he would like to have. It went up \$5.00 per bid to \$160.00 per acre. I gave them a few minutes to talk then told them that I hoped their minds were made up as I must sell it. I got a \$2.50 per acre raise and on up to \$173.00 per acre to finish the sale.

I then went back to town where, without time for lunch, went just back of the Court House where I had a two-story home. The Christian Church was on one side of the yard appraised at \$6,250.00. Before I could get up on the stone banister of the porch to open the sale I had three good bidders to look out for. I made a short statement about it being appraised at (I think) at \$5,800.00. My first bid was \$6,000.00 and with a stop only to warn that we must sell it, sold it for \$7,225.00. So you can never tell, but I think I have had plenty of proof that "Auction" is the best way.

While I have had no real auction school training and certainly feel it, I think one of the best ways to get started (for it is a long hard pull to build up a profitable business without help) is to get in with some older auctioneer. Work hard, be fair and honest with your bidder, then they cannot lose confidence and trust in you.

Congratulations to Colonel Stambler for his good work.

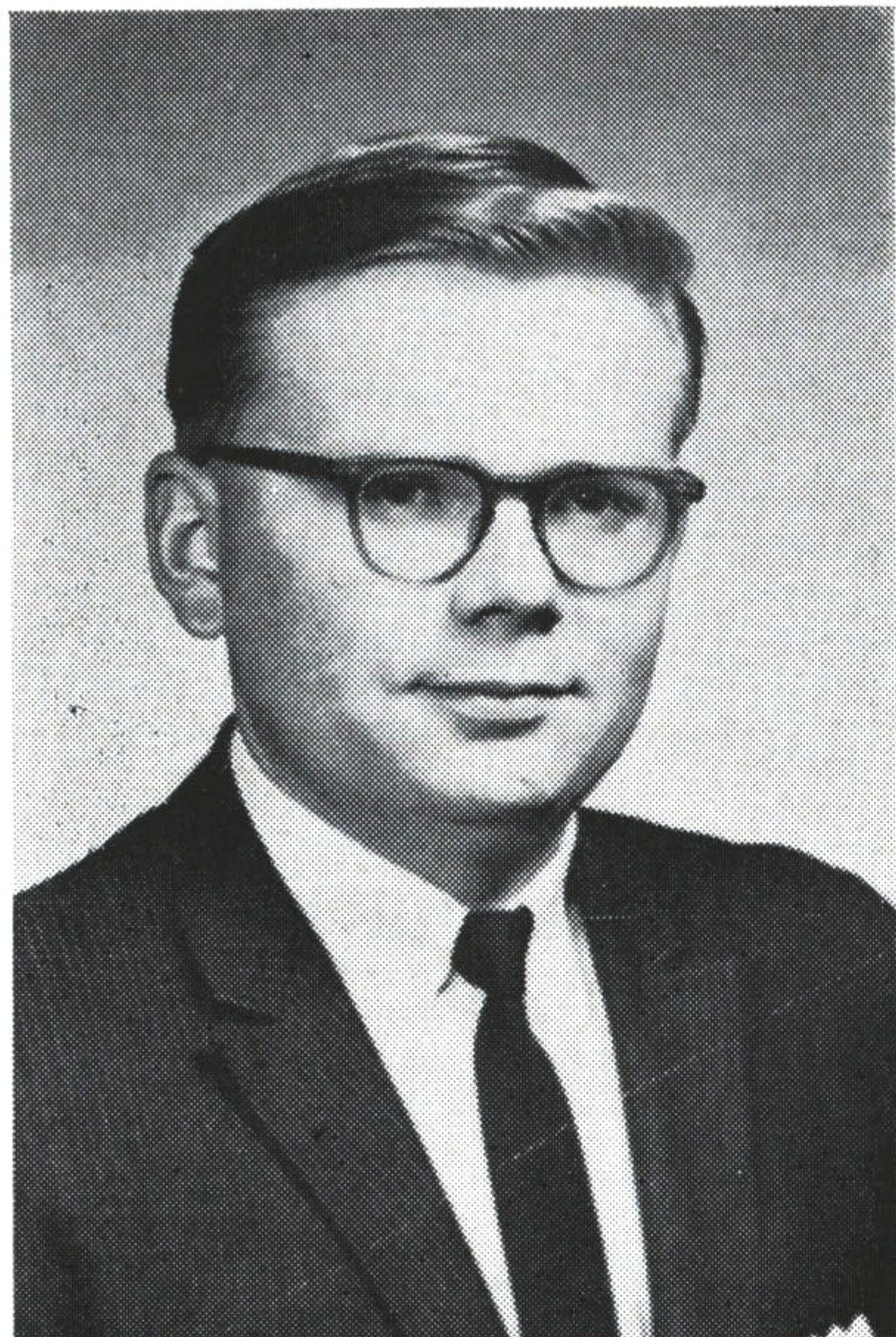
Grand to see the terrific response for the Booster page. Congratulations to Pop Hess and to Colonel Thomas Nero and Chet Rector for this good work being done. I had the pleasure of opening and helping on the first 12 sales held by the Kiwanis Club in Shelbyville, Indiana.

JEWEL NOTE

For the jeweler the term "precious stone" applies only to diamonds, rubies, sapphires and emeralds, with other gems referred to as semiprecious.

Ken Erickson Joins Father In Business

CRESCO. Iowa — Joining the staff of the Lyle Erickson Real Estate and Auction company in Cresco is Mr. Erickson's son, Kenneth, who was discharged from service in November, 1964.



Kenneth will be associated in both the real estate and auctioneering departments of the firm. A graduate of the Reisch School of Auctioneering of Mason City, he is licensed in both Iowa and Minnesota, and is a member of the Iowa and National Auctioneers Associations.

The Cresco young man, who was born in Winneshiek county, attended the Cresco Saint Joseph grade school and was graduated from Cresco high school. He attended Iowa State university in Ames in 1959-60, and the University of Iowa in Iowa City in 1960-1961.

Kenneth served three years in service in the army securities section. His basic training was received at Fort Leonard Wood, Missouri. He spent a year at Presidio of Monterey, in Monterey, California, and a year on the Island of Shemya. He also had temporary duty in Europe during the summer and fall of 1964 and

was discharged from service in California in November.

A single man, Kenneth is a member of the Cresco Junior Chamber of Commerce and attends the Saint Joseph Catholic church.

Washington Meeting Set For April 18

Members of the newly formed Washington State Auctioneers Association, have announced a meeting for April 18 at the Chinook Hotel in Yakima.

Meeting will start with a no-host luncheon. Each member has been asked to invite as many auctioneers as he can and have them in Yakima on April 18. Wives of auctioneers are especially invited as it is planned to organize a Ladies Auxiliary at that time.

Hosting the National Auctioneers Convention in July, will be the chief topic of discussion, according to Bob Berger, Secretary.

Nebraska Auctioneer-Politician Dies

BROKEN BOW, Nebr. — Dwain Williams, 66, a former state senator and former Broken Bow mayor, died March 4, at the home of a friend following a heart attack.

Williams served in the 1957 and 1959 unicameral sessions. He unsuccessfully sought the Republican nomination for governor in 1960.

He had operated livestock auction markets in Broken Bow and Arcadia for several years, and also one at Chappel. He served on the Broken Bow Utility Board for many years, and was also a former member of the city council. At one time he was mayor of Arcadia.

He is survived by his widow, Jeanne, Broken Bow; a son, Dwain Lee, (Mike), Houston, Tex.; and a daughter, Mrs. James H. Ferguson, El Cajon, Calif.

Williams was a member of the National Auctioneers Association through 1962.

Over one billion dollars a year is spent in the United States to erect Houses of Worship.



PENNSYLVANIA AUCTIONEERS ASSOCIATION ANNUAL CONVENTION — JANUARY 8-9, 1965

FIRST ROW, LEFT TO RIGHT: Paul Gilbert, Mrs. Hess, Mrs. Blair, Mrs. Cotton, Mrs. Margaret Berry, Kenyon Brown, Vice President; Wylie Rittenhouse, President; Elmer Murry, Harold Keller, Secretary; Riley Jefferson, National Director from Delaware; Harry Wimer, Mrs. Landis, Mrs. Murry, Mrs. Crittenden, Cecil Blair.

SECOND ROW, LEFT TO RIGHT: Lloyd Force, Clyde Wolgemuth, Roy Ebersole, Clay Hess, Jim Leiby, Wayne Postem, Jim Coccia, Harlen Gundy, Ken Upperman, Sam Lyons, C. Winebark, Vernon Cotton, William Cotton, Q. R. Chaffee, Mervin Adams, Hubert Nolte, Henry Brooks, Ronald Chaffee.

THIRD ROW, LEFT TO RIGHT: J. Hilliard, Ed Derr, John Ensminger, C. S. Detweiler, Amos Detweiler, L. M. F. Hocker, Jake Spencer, Russ Kehr, Paul Martin, J. O. Landis, Rich Crittenden, Pete Stewart, Morrell Brown, Woody Roth, Lee Pillsbury, Attorney Marion, Ray Patterson.

Land Auction Tops Quarter Million Mark

SPRINGFIELD, Ill. — Four tracts of farmland in the Curran-Bates area were auctioned off for a total price of \$252,696.70, an average of \$714 an acre, at the Sangamon County Courthouse.

The auction was held to liquidate the estate of Roy and Mary Etta King, consisting of 355.6 acres of farmland and farm buildings, for the heirs to the estate.

Roy King died Oct. 1, 1956, leaving the estate to his wife. When she died Oct. 28, the estate was left to their four daughters and two sons.

They are Mrs. Frances Turner of 1131 E. Jackson St.; Mrs. Luella Dodson of Decatur; Mrs. Linda Archer and Mrs. Dorothy Estabrook, both of New Berlin; Howard King of Looami and Robert King of Park Forest.

Three of the four tracts were purchased at the auction by heirs to the estate.

The first tract, 120.6 acres located about 3½ miles northwest of Curran, was purchased by Mrs. Dodson for \$695 an acre, a total price of \$83,441.70.

This tract includes an eight-room modern frame house, two-car garage, barn, and combination crib and shed.

The second tract, 75 acres of unimproved land three quarters of a mile north of the first tract, was purchased by Mrs. Estabrook for \$725 an acre, for a total price of \$54,375.

Mrs. Archer bought the third tract, 80 acres of land located two miles north of Bates for \$765 an acre, a total price of \$61,200. This tract includes a double corn crib, garage, barn and chicken house.

The fourth tract, 80 acres of unimproved farm land 2½ miles north of Bates was purchased for Violet Taylor, New Berlin, by the First National Bank of Springfield at a cost of \$671 an acre, a total price of \$53,680.

Auctions of farmland at the courthouse generally draw only about 10 to 20 persons. Approximately 150 persons jammed the courthouse lobby on the first floor of the courthouse for the auction of the King estate.

The auction was conducted by Luke J. Gaule and his son, Luke Lee, and by the senior Gaule's nephew, William L. Gaule.

Gaule noted that the mineral rights were intact on all the properties and that the purchasers were entitled to immediate possession.

The Gaules are all members of the Illinois State and National Auctioneers Associations. William L. Gaule is currently president of the Illinois Association.

Montana Auctioneers Chart Future Plans

Members of the Montana Auctioneers Association gathered at the Hotel General Custer in Billings, March 7, for a meeting to plan future activities.

About 25 auctioneers from all parts of Montana were present as was Bernard Hart, Secretary of the National Auctioneers Association, Frankfort, Indiana.

It was voted unanimously by those present that the Montana Auctioneers Association join the Montana Livestock Auction Markets Association in their annual meeting to be held in Billings, April 30-May 1. It was further voted to hold a Montana Auctioneers Contest at that time. Willard Schnell, Bob Thomas, Jack Ellis and Bill Hagen were appointed to a committee to handle the details of the contest. The winner will be awarded \$200.00 in cash to help defray his entry fee and expenses at the National Contest in Kansas City, and prizes will also be given to the next two runner-ups.

Mr. Larry Karbo of Billings State Bank, demonstrated the Kwik Klerk Sales System as perfected by him. They now are available from him in Billings, previously they were available through him at Watertown, So. Dakota.

The members present also voted a pledge of \$250.00 toward defraying the expenses of the Friday night Variety Show at the National Convention in Spokane. It is hoped that the states of Oregon, Idaho and Washington will join them with similar pledges.

It is really funny how little value other people place on your time.

Auction News Brings Royalties To Widow

On December 8, 1964, Parke-Bernet Galleries in New York auctioned four letters from John F. Kennedy to the widow of one of his PT-109 shipmates of World War II. As a result of the news coverage, television interviews and wide interest in the sale, Parke-Bernet received this letter:

"It has been brought to my attention that you recently sold some Kennedy letters owned by Mrs. Andrew Kirksey, widow of one of J. F. K.'s crew in the Solomons during the war . . . I am the author of the book PT-109. When I sold the movie rights in 1961, I assured President Kennedy that I would give a share of the income to each surviving crew member or to the next of kin of members who were dead. This was done in all cases but Mrs. Kirksey's because none of us was ever able to locate her . . . this may now be possible." The letter was signed by Robert J. Donovan.

Two of the Kennedy letters — both handwritten — were letters of condolence to Mrs. Kirksey, dated 1943 and 1944, and the last one was written from the White House in 1961. They were sold in December for \$9,500 — a price comparable to that of Washington or Lincoln letters. The purchaser was David Kirschenbaum of the Carnegie Book Shop in New York.

In the first letter Kennedy, then a Lieutenant (junior grade), wrote, ". . . Your husband rode the PT 109 with me from the time he arrived in the Solomons area . . . If a boat captain is fortunate, he finds one man in his crew who contributes more than his share . . . With us, Jack Kirksey was that man — and he did a superb job. During the last weeks when the going was tough. Jack never lost his courage or his cheerfulness. Yet the thought of you and your son was always with him. . . ." The letter was signed "John F. Kennedy / Lt. (j.g.) USNR."

In a typewritten letter from New England Baptist Hospital in Boston on July 12, 1944, Kennedy wrote, "Some time

ago, a magazine article was written about the disaster of the PT 109. It was agreed at the time that if the article was sold the money would be turned over to you as our contribution to your husband's memory."

In the other letter of that year, Kennedy enclosed a snapshot of the crew of the PT-109 which Mr. Donovan wrote about in his book on which the subsequent film was based.

Through the Parke-Bernet Galleries Mr. Donovan was able to reach Mrs. Kirksey who will now receive her portion of the sizeable royalties.

Indianans Announce District Meetings

Maynard "Miz" Lehman, President of the Indiana Auctioneers Association, has announced the following dates for the Spring District Conventions sponsored by that group:

March 28 — Holiday Inn, Marion. Everett Corn and Egbert Hood, Chairmen.

April 4 — St. Joseph College (Halleck Student Center) Rensselaer. A. E. Angle, Max Loucks and Loyal Smeltzer, Chairmen.

April 11 — Blue Star Manor, Dillsboro. Arnold Obendorf, Arthur Comer and John Dunbar, Chairmen.

April 25 — Myers Hotel, Lebanon. Walter Murphy and Franklin Wakefield, Chairmen.

May 2 — American Legion, Jasper. Curran Miller and D. D. Meyer, Chairmen.

May 16 — Dutch Mill, Bluffton. Robert Ellenberger, Chairman.

The above locations are in the six areas of the State, namely, East, Northwest, Southeast, West, Southwest and Northeast, respectively.

A one night convention program is promised for each meeting with plenty of surprises according to Mr. Lehman. Subjects to be discussed will be an insurance program, improved forms, auctioneers' signs and the proposed license law.

A new branch of Psychiatry has been started: Psycho-ceramics the study of crackpots.

Auctioneer Produces Sales

By Mastering His Audience

Some people think that an auctioneer is someone who sells tobacco on Lucky Strike commercials.

But to those who know their auctioneers best, he is more than just a disembodied voice rattling off figures.

He is concerned mainly with the business of selling. Sometimes he can bring it off with a sprightly dramatic flare and other times with a monotone that could put sleeping pill manufacturers out of business.

"I'm no authority on nothin'," declares one auctioneer. "I'm just a poor auctioneer. I ain't got no knowledge. I'm just a dumb country boy." Then he adds, almost as an after-thought, "And the longer I keep people thinking that, the better off I am."

But another auctioneer puts it in a more erudite way:

"A good auctioneer has to have poise, authority, patience, courtesy, a positive personality and a clear voice. He has to establish rapport with the customers. He has to know how long to hold on and when to take advances (the intervals at which bids mount). He has to have tempo and rhythm as an actor does. He has to have deftness in getting the last dollar out of an audience."

He is a master at major sales bids at producing what seems to be a chemical reaction that turns an antique chair, a Grecian urn or peppermint candy into cash.

One auctioneer, Alex Chapin, was

EDITOR'S NOTE: The forgoing article was reprinted from a recent issue of the NEW YORK WORLD TELEGRAM. It is one of the few that we have seen in the public press that points out the fact that auctioneering is more than a fancy chant. This article was sent to THE AUCTIONEER by Millard Bennett, Banquet Speaker at our last National Convention.

asked by a hotel which was closing down, to sell 300 rooms of furniture in three days.

Chapin was not exactly in condition to swim around Manhattan when it was over, but he did complete his mission within the allotted time.

But selling is actually only part of the auctioneer's story. About two-thirds of his time is given to appraising the goods. Some auctioneers claim they can walk into a room, look around and make an estimate within five percent of what its furnishings will bring at an auction.

NOTED PAINTER

NEW YORK — Milton Clark Avery, 71, noted American painter, died recently, Avery's works appear in major galleries in the United States and recently his canvases have sold for as much as \$10,000.

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Mrs. Robert Penfield, Bowman, N.D.



Retirement Can Be Made Interesting

By COL. POP HESS

The date of this writing is March 10th for the April issue. The writer is happy to look out over Mulberry Hill and note that the grass is getting green, and it appears that by the time this publication is in your hands, that spring will be here in Ohio. As the old saying goes, February came in like a lamb and went out like a lion, with plenty of ice and snow. However March 1st was again a warm spring day. Back in the 1900's one of my good neighbors remarked with the first day of the month the old saying about coming in like a lamb, but that if he knew the month it would go out like the Devil and as I recall that year his statement was very much under-estimated.

Just after I had mailed my March column, I received a copy of the item as listed in the past March issue (page 30), "Ohio City to Drop License Law, Elyria, Ohio." This is a victory for our new Ohio State License Law, that is now just past its first year. This can be of great service to Auctioneers who have our State Law Membership Card. Not only in Ohio but in cities throughout the states where many law books have some very stiff rules and regulations that have given our Auctioneers much trouble and added expenses if they conducted an auction within certain city limits. It was the fear of many that the Ohio State law would not over-ride some of the City Ordinances but it appears that our fears can cease and if this decision works out for the City mentioned, then this can become state wide and will be a double star for the Ohio State Auctioneers License Law. It will mean that the day of short cut ethics, as used by some auctioneers on John Q. Public, will come to a closing point and protection, without headache, will reduce the overhead cost of daily operation for the square deal auctioneer who runs his business on high

standards of honesty.

Prices and attendances are good in all divisions of auction sales here in Ohio. There is much concern over war conditions and unrest over the world situation and it is the hope of all for lasting peace but as of this writing the outcome is the cause of much concern.

I have received many cards and letters from our readers the past month asking many questions about how I do and what I do, at my age and somewhat listed as retired. To save letter writing I will write some of the most asked questions and the answers.

Question: How do you amuse yourself after being busy for so many years?

Answer: I don't have too much trouble keeping busy as I have much mail each day and I find that I spend from 9:00 A.M. until noon at my desk. I follow my radio program that is on at 11:40 A.M., Monday through Saturday. Afternoons I am a man of leisure and on a good warm day there are always little things to do out around the lawn, etc.

Question: Do you visit many sales held in your area?

Answer: The past year, no. I leave this chore to my assistant who handles the Program of Sales held on Radio Station WRFD.

Question: Do you watch T.V. much of your idle time?

Answer: Yes from 6:00 P.M. till 11:00 P.M.

Here is one question that amused me very much.

Question: How are you doing in the War on Poverty?

Answer: To tell the truth on this one I must say that I have been in that war for more than eighty (80) years. First as a green recruit, to Corporal, to Sargent, General and on up to Four (4) Star General, and I am still shooting and being

shot at. Yet I have survived without a scratch and eat three meals a day.

Here is one from a fellow that maybe I stepped on his toes in kidding about the GREAT SOCIETY we are hearing so much about.

Question: What about this Great Society of ours?

Answer: I have always been attracted to Society life but after reading about one Bobby Baker and his downfall I have decided that I will just remain a good, average, common folk and look upon all society affairs as not being just right for me, especially at my age.

Here is a question that attracted me very much.

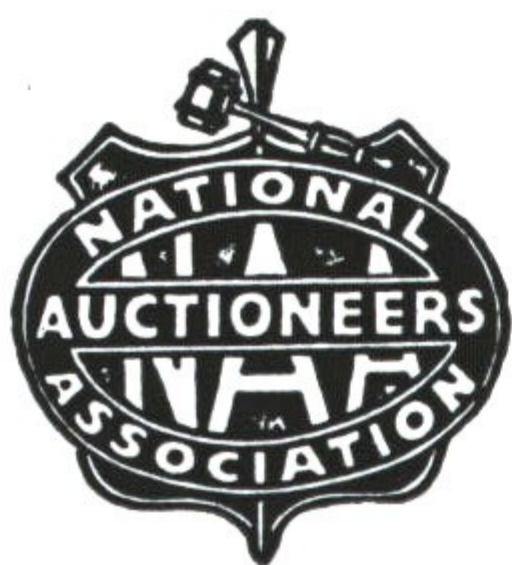
Question: Do you play the stock market or make investments for kicks and/or income?

Answer: I never was smart enough or quick enough to think on such investments that you find in the stock market. I have often dabbled in livestock, real estate, etc. However, a fellow down in Texas by name of Sol, made some of

my pet projects too jumpy, so I stick to Old Mulberry Hill and sell the berries. Not so much profit but no overhead and a quiet market.

Question: If you were back to the age of twenty-one (21), would you again take on the job as an Auctioneer?

Answer: I SURE WOULD. If I could back up to age twenty-one (21) in the year 1965, and have the background of what I have picked up over the past sixty (60) years, I think that I could be an Auctioneer in DEMAND. However, if I was kicked off as a green starter and had to depend on the art of being an auctioneer at this day and age, I would have to take a deep look at just how much credit I could have on living expenses as we have them today and weigh my background and ability as to whether I could climb the hill to the point where auctioneering pays off, unless I had a nest egg with a hot old hen setting on it. Yet I must say that the opportunity is the greatest of all time and if one has a foundation to work on until the goal is



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made, it will pay off.

Question: Would you write in your column the most unbelievable thing that has happened in your work as an auctioneer in the many years that you have served?

Answer: There have been many unbelievable things that have happened and I have probably forgotten more than I remember. However here is one that happened within my first ten (10) years of selling as an auctioneer and it took place at three (3) sales all located in one area and all within one (1) weeks time. From Monday through Saturday of one week. Sale number one No. 1 — General Farm Sale — The owner who was not well passed away just as we were closing the sale. Two days later just one mile from Sale number one (No. 1), at Sale number two (No. 2) — General Farm Sale, the owner was very active on sale day and the night following sale day became violent, was taken into custody and sent to the State Hospital. Then two (2) days later about another two miles from the location of Sale number two (No. 2) and three miles from Sale number one (No. 1), was Sale number three (No. 3). This sale also was a General Farm Sale and the owners were a very attractive young man and his wife and it was a good sale. However, this was on Saturday and by the next Monday morning this man's fine young wife ran away with their hired man and took all the sale money with them. Needless to say, my appearance in that community as an auctioneer was somewhat missing for quite some time.

Also, there are several other things that stand out in my memory, out of the past, on happenings while pounding the gavel. One is where I sold a man four (4) black horses when he was supposed to only buy two (2). Yet he paid for them and was very happy. There was a sale where I sold a Purebred bull for over One thousand (\$1,000.00) dollars to a man who was scratching his nose with his lead pencil instead of bidding. Yet he took the bull and was happy. One sale where I got caught with a high figure from a bid that I thought I had, from a man who had the "rickets," and I mistook it. Each of these was an uneasy moment until I got the dust cleared and got

through without a scratch. In each just a mis-judgment and not on purpose. One very bewildered auctioneer was I, when starting to get off the train one morning for a big sale, found out that I had the right state but the wrong town. I was two hundred (200) miles from the right town and it was eight A.M. and the sale opened at noon. (Airplanes were not too popular those days.) An old Ford and a good driver put me in the auction box at the right place just one-half hour late and all ended well.

One time I came home from a trip with a grip that looked like mine but soon discovered everything in it was ladies apparel and the fine lady that took my grip lived in a far off State from where I lived. After some explaining on both sides all was well. So much for this topic for this writing on odd things that did happen in years of service by an auctioneer in action.

By the way, this is April. Convention time is in July. Remember that you have a date to be in SPOKANE, WASHINGTON. Make your reservations now. TAKE A VACATION AND SEE THE GREAT NORTHWEST. YOU WILL COME HOME A BETTER AUCTIONEER MORE WAYS THAN ONE.

Thanks for all of your letters, cards and questions, and if you are in my area drop in and the location is still 440 West William, Delaware, the Home of the Old Goat of Ohio who grazes on Mulberry Hill.

* * * *

FLASH! The writer enjoyed seeing the Flash item in the March issue on Col. Don Bradley, his belts, his pants, his operation, etc.

Now we will for our readers divulge the true story. What I wrote got to me this way, one happy go lucky Colonel who is often associated with Colonel Don and an eye witness to the affair when it happened told another Colonel who knows Colonel Don, that Colonel told another such Colonel and that Colonel brought the story to me and from what I could gather, wrote the FLASH.

In checking up on what really did happen, here goes. Colonel Don was in action at this sale and he had an attack that developed to become a Hernia Operation and anyone who has had such an attack,

knows the pain and discomfort. He was rushed to the Hospital and the operation was successful and Don is back out going strong and good as new.

Now Don says the description of the belts both the long and the short, and as to the pants falling to his feet, could have happened as he was too sick to know or care. He still says he enjoyed the joke and the three informers involved plus the writer will balance off with this joke.

One time a fellow told me of a man he knew well who got sick and throwed up three crows. He was sure this was not a fact. The story was traced down to the man who told the story to the man who

told him and this man said he did not say three crows, he said two crows. Tracing back to the next man, he said no it was just one crow. Tracing back to the next man he said no not a crow, but the fellow throwed up something black as a crow. To make a long story short and correct, this involved a story from beginning to end with four Colonels who get fat on ribbing each other. I have promised Colonel Don and I will be happy to write any good flash he will push my way on any one of the four involved even if it is myself, as I have known all these boys since they have been old enough to wear pants.

The Young Auctioneer

By Ed Vierheller, Claremore, Oklahoma

We read with great interest each issue of our delightful magazine about experiences of men who are Mr. AUCTIONEER today. Maybe not enough is said about Mr. Young Sprout.

I am writing this story because I am a young sprout, just having passed four years in the greatest and most exciting profession ever created.

Our story is not a glamorous one, but it is full of chills, spills, and thrills. Our first year was full of sales that we did not conduct. Our three in 365 days are not a record but they stand alone and deserve attention. The average of one sale every 122 days gives plenty of time for preparation and thought for coming events.

What brings young men to the Auction Profession? Many times I have wondered what motivated me in this direction. Almighty God, I think, because of my perfect pleasure received in being an Auctioneer.

Impatience is the worst habit, besides worry, that plagues a young Auctioneer. Each day should be made the very best yet. Don't worry about yesterday or tomorrow. It might benefit one to take a little time and read Dale Carnegie's book, "How to Win Friends and Influence People," also, "How to Stop Worrying and Start Living." Your money and time would be well spent.

It seems to me that a young man can know so darn much about so little and not possibly understand why. I would think that most Auction school graduates come home with the feeling that they are an Auctioneer, so "John Q. Public, take a look." Well, John Q. Public is looking but they are only interested in you if you can prove yourself. They also don't mind if it takes you 10 years to do so. It all boils down to this. It takes a long time to develop into a man. Your mind grows only by experience and experience takes years of hard work.

The place to start is the bottom of the heap. Pretend that you are in the worst possible situation, then, go forward and reach for the stars.

Each year spent in the Auction Profession will bring you a little closer to those stars.

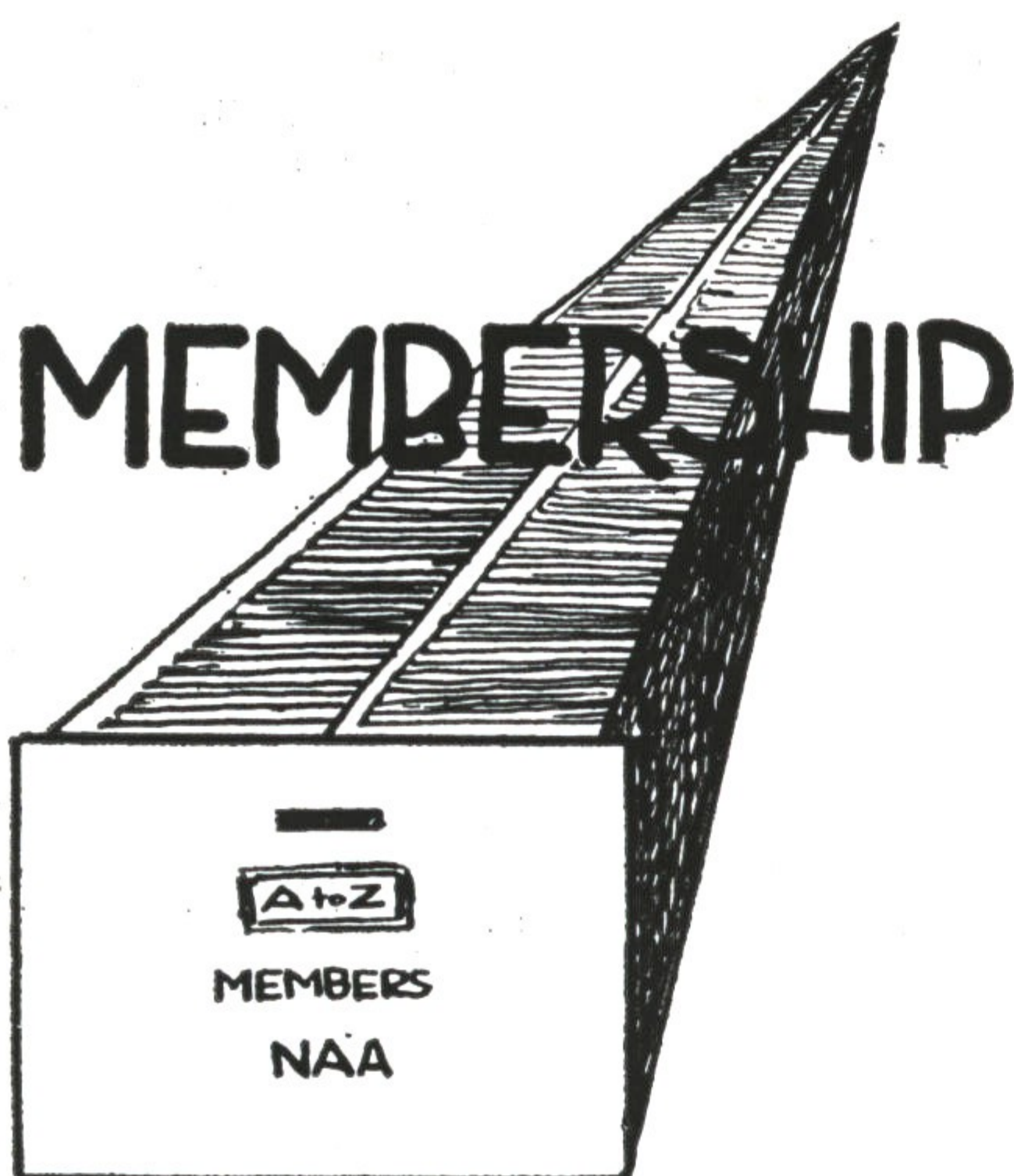
Churchill Books Sold

LONDON — Some first editions of Sir Winston Churchill's books were auctioned off at Christie's.

A two-volume biography of his father, Lord Randolph Churchill, published in 1906, brought 10 pounds — \$28.

A first edition of the second world war, in six volumes, sold for 43 pounds.

The buyers were book dealers.



*Membership Processed
February 16 thru March 15*

*Roy Howe, California
William Ransom, New York
*E. E. McPeck, Ohio
Clive Anderson, Jr., Tennessee
Joe D. Beck, South Dakota
A. L. King Solomon, Florida
Richard A. Wagner, Michigan
Paul W. Lawton, New Hampshire
Don Estes, Texas
William M. Miller, Texas
Wayne Gibson, Texas
Russell de Cordova, Texas
Earl White, Texas
Steve Steinmetz, Ohio
*R. C. Cavinder, Illinois
Rudy Larkin, California
Keith Berkshire, Indiana
*John A. Horton, Alabama
*J. W. Jones, Texas
*Joe Mogensen, Ontario
Ray J. Hohmann, Iowa
James Cecil, New Mexico
Tom Sapp, Illinois
*Ronald L. Pankey, Alabama
*Ralph C. Allmon, Kansas
Robert Goldstein, Illinois
Jay Friedman, Illinois
Arnold Obendorf, Indiana
Linville Burleson, California
Joseph G. Leger, Massachusetts
Harold Nordwall, North Dakota
Roy G. Farless, Virginia
J. Smith, Ontario

*Tom Moore, Missouri
*Bo McCurter, Missouri
*Charles Mayes, Missouri
*B. G. Hollida, Missouri
*James D. Whiteside, Missouri
Carleton Meinders, Iowa
*Martin Higgenbotham, Florida
*Clinton A. Gibbs, Jr., New York
*Keith Burns, Ohio
*Paul D. Alexander, Arkansas
George W. Bagby, California
Clarence Foss, New York
Paul Perkins, Minnesota
*Ben Kleiman, Michigan
B. F. Mick, Oklahoma
Harry Gautieri, Rhode Island
C. B. Charles, New York
*Luke J. Gaule, Illinois
Joseph McGowan, Kentucky
James D. Bayman, Indiana
*Robert E. Acton, Ohio
*Ray Howland, Kansas
E. A. "Ernie" Maurer, Texas
R. W. Oversteg, Colorado
Wesley Greene, Iowa
J. O. Lawlis, Texas
Natte E. Austin, Colorado
*Thomas G. Keilman, New Mexico
Herman F. Welch, Illinois
Sherman McCrea, Jr., Iowa
F. E. "Mike" Bloomer, Iowa
*J. G. Klossner, Missouri
*John M. Mullen, Washington
*Hugo Ward, Washington
*Jerry Fales, Washington
*Thad Turner, Montana
Ron Granmoe, Montana
Willard Schnell, Montana
Robert J. Thomas, Montana
Ray Petch, Montana
Frank Bass, Montana
W. J. "Bill" Hagen, Montana
Howard Roland, Colorado
*C. H. Ryan, New Jersey
C. W. Rosvall, Colorado
Garwood Gerdes, Texas
George Clower, Texas
*Paul R. McLaughlin, Texas
*Frank F. Lentz, Texas
*Alvin B. Wilson, Texas
*J. C. Harper, Texas
C. D. Foster, Texas
Jerry F. Foster, Texas
J. C. Harper, Texas
Lamar McCamy, Texas
Atlee Gehres, Ohio
Edward Vierheller, Oklahoma

Edward H. Ahrens, Illinois
Don Decker, Illinois
Don Hayden, Illinois
Joe T. Presswood, Jr., Texas
Cookie Lockhart, Colorado
C. E. "Ken" Reed, Colorado
Carl E. Self, Texas
*Roger Wohl, Illinois
Thomas L. Pearch, Colorado

Sentiment Sells In Arts Palace Auction

SAN FRANCISCO — Fragments of the rococco splendor that was once, the Palace of Fine Arts — suitable for bird baths, planters and conversation door-stops — went on the auction block recently.

An assortment of sentimental bidders paid up to \$30 for the straw and plaster chunks which have been ripped from the steel framework of the building to make way for its \$7.7 million restoration.

Millionnaire Walter S. Johnson, who donated two of his millions toward the project, hovered over the proceedings like an expectant father.

"They're paying more than I ever thought they would," he said happily as somebody bid \$12 for what appeared to be a shell-pocked, three-foot-long sliver from a fluted column, speckled with pigeon feathers and seagull guano.

"Don't brush the feathers off," cried the bidder, a slender young woman in a black leather coat, when auctioneer Troy Harper began flicking at them.

"All right, all right," said Harper. "I don't know what it's good for—put it in your garden and worship it, I guess. Do I hear \$13?"

He did.

"I can't afford this auction," said William Long, an official with the Society of California Pioneers, but he paid \$20 for a plaster rosette, 18 inches in diameter and only slightly chipped.

"It'll look nice on a coffee table," he explained.

Nearly 200 bidders were on hand when Harper opened the proceedings at 1:30 p.m. in a chill wind, and intervals of bleak sunshine filtering through the bare overhead girders of the 50-year-old structure.

Most of these artifacts of the 1915 Panama-Pacific International Exposition sold were the smaller survivors of the wreck-er's hammer.

The Oakland Art Museum paid the highest price of the day — \$100 for a 20-by-7-foot slab of frieze, a pattern of intertwined acantha leaves.

Altogether, Johnson reported later, 160 pieces of the monumental bric-a-brac were sold, bringing \$1200 into the Palace restoration fund.

Most devoted bidder of the day may have been Mrs. William Wood Adams, a member of the Palace of Fine Arts League, Inc., which staged the fund-raising auction, and who got one of the frayed rosettes for only \$10.

Not everyone was sentimental.

"I don't know what my wife paid for this," said a badgered husband, staggering off toward his car with a weighty chunk of the Palace, "but it was too much."

"Oh, well," observed a policeman, "it saves hauling it all away."

Another Pace Setter At Circle M Ranch

For many years a record setter so far as prices are concerned, the 1965 Annual Sale of Polled Herefords at Circle M Ranch, Senatobia, Miss., was no exception.

Twenty-two bulls averaged \$10,123 per head while 29 females brought a per head price of \$3,635. The 51 head brought a total of \$328,100 or an average of \$6,433 per head.

Top selling bull went to a buyer from Argentina for \$34,000. A Mississippi breeder paid \$10,000 to own the top selling female.

Auctioneers were the following NAA members: Jewett Fulkerson, Liberty, Mo.; A. W. Hamilton, Lewisburg, W. Va.; and B. L. Swilley, Memphis, Tenn.

MOBILE HOMES

Mobile homes now account for one-third of all single-family housing under \$10,000. In 1963, 216,700 mobile homes and trailers were produced; 250,000 are anticipated for this year.

Pointers In Selling Real Estate At Auction

BY WYLIE S. RITTENHOUSE, VANDERBILT, PA.

(Reprinted from the PENNSYLVANIA AUCTIONEERS NEWS BULLETIN, Feb. 1963)

1. Keep the confidence of both buyer and seller.
2. Any real estate auctioneer should become a licensed salesman or broker.
3. Situations on real estate differ, therefore, all real estate cannot be auctioned. With a real estate license, these can often be sold privately.
4. Try for the "absolute auction" if at all possible.
5. Determine the reason for the sale.
6. Determine the kind of seller you are dealing with—is he honest in his remarks to you?
7. Is the property the type which is in market demand?
8. Is the title free and clear? If not — what is financial status?
9. Will seller sell to highest bidder?
10. Only if seller has realistic price in mind should you book the sale.
11. Don't be over optimistic with the seller.
12. Sellers sometime come to reality if you don't hurry the booking.
13. Discussion will get seller and auctioneer on better terms.
14. Have seller pay all or part of advertising costs so he feels he has a financial interest in consummating sale.
15. Charge regular real estate commission rates or higher. To do this you must deliver earned full commission service.
16. Have contract signed by signers who will ultimately sign the deed.
17. Inspect seller's deeds for property line descriptions, deed restrictions, actual owner, original purchase price can be determined by federal tax stamps.
18. Some sales require local and some distant advertising.
19. Make brochures for every sale—include buyer's terms and conditions.
20. Place sign on property, directional arrows to property, advise neighbors by knocking on doors if necessary.
21. Establish financial assistance for prospective buyers.
22. Don't get excited about pre-sale activity or inactivity.
23. Properties never before offered at private treaty are best prospects.
24. Discuss prospective buyer's interest or lack of interest with seller.
25. Just prior to sale, find seller's upset price if sale is non-absolute.
26. On starting sale — gather everyone in front of you. Introduce sellers and your associates. Where possible, omit any attorney participation. You give terms of sale. Explain escrow of funds. Guarantee clear title. All these create buyers confidence.
27. Often a recess is best before saying sold, as it gives bidders a chance of further consideration. This point was discussed in detail. Some auctioneers felt a recess was a detriment. Depends on property and bid price.

EDITOR'S NOTE: Information on Real Estate Auctions has been one of the most numerous requests reaching the offices of THE AUCTIONEER. Our recent three part series on REAL ESTATE AUCTIONS by the late R. C. Foland brought many favorable letters, one member even stated that he had decided to discontinue his NAA membership until this series appeared.

As a result of this interest we are reprinting these guidelines which were taken from Col. Rittenhouse's address at the 1963 State Convention of the Pennsylvania Auctioneers Association. Col. Rittenhouse is currently serving as President of that organization.

28. After recess, ask if there are any questions, but don't wait too long or encourage questions. Good planning and presentation usually avoids embarrassing questions.
29. When asking for an opening bid, try to get people to start bidding at their own price. If not, ask for slightly inflated price — if none offered, start bidding ½ value and start on an uneven amount. People will usually bid on an even figure rather than on an uneven figure.
30. On non-absolute, if you are near upset price with bona fide bidder, call recess and talk to seller. Use concrete arguments to induce seller to allow you to say sold at this point.
31. Endeavor to have a successful sale each time, because no sale brings in no income nor does it promote the real estate auction method. The sale attenders always include someone watching the auction method who currently is considering the use of an auction for his own property. No sale at this one may influence many in the future.
32. At the close of sale, introduce buyer and contending bidders to the crowd if it is appropriate.
33. You get down money, see contracts are signed and handle the funds.

Plans For Future On Meeting Agenda

A meeting of the Association of Indiana Auctioneers (AIA) has been announced by the President, Harold Asbury, for Sunday, April 25, at 2:00 P.M. The meeting will be held at the Rossville Auction Exchange, Rossville, Ind.

Subjects to be discussed will be legislation considered harmful to the auction profession, review of the 1965 Indiana State Legislative session, now closed, and future activities of the organization including a Summer Barbeque and a Fall or Winter Convention.

An interesting program is promised, full details of which had not been worked out at press time. Auctioneers from throughout the state are invited to attend.

British Dealers Bar 'Knockouts'

LONDON — Britain's antique dealers declared that they would no longer conspire to keep prices down at auctions, a technique known as "knockouts."

The system has been in operation for many years. Dealers in the "ring" would scour country auctions, keeping their bids low, and later have a private "knockout" auction of their own. The price differences would be shared by the ring.

The Sunday Times exposed this practice last month and the resulting scandal prompted 14 resignations from the Antique Dealers Association, created a storm in the House of Commons and attracted Scotland Yard's interest.

This evening, with newspaper and television reporters invited to attend, the association met under the newly elected president, Commander Hugh Agnew, to express its determination to end the illegal knockouts.

C. L. deBeaumont, vice president, noted that antique dealers depended on public confidence, but at the present there was "very grave public concern, not only in this country but in America."

He also made a point echoed by other members. "The knockout is illegal," he said, "but only illegal in Britain." It was used in other countries and had "long existed in public sales such as cattle and metal," he said.

Mr. Beaumont said that a 34-year-old Act of Parliament making knockouts illegal had been "unenforceable."

Under regulations adopted tonight by the association, members would sign declarations saying that they had read the by-laws, one of which would make it a condition of membership not to participate "in any agreement commonly called a knockout agreement."

The incident that created the turmoil was The Sunday Times' account of the sale of a Chippendale commode at a strangely silent and sluggish auction two years ago. It was sold to a dealer for \$2,100, "knocked out" at a dealers' auction for \$12,180 (the difference being distributed around the ring) and later sold to a reputable London dealer for \$15,560.

IN UNITY THERE IS STRENGTH

Lassie's Steer Brings \$8,000.00



Nicole Millaire gives farewell hug to her Champion Steer at the 1965 Salon of Agriculture, held recently in Montreal,

Quebec. Weighing 973 lbs., the steer sold for \$8.25 per lb. or \$8,027.25 to Steinbergs, Ltd.

The 42 steers sold at this annual event averaged \$820.00 per head with a total of \$34,440 being received at the auction.

Champion Lamb sold for a new record price of \$21.00 per lb. and was bought by Dominion Stores, Ltd., the selling price being \$1,617.00.

Harold P. Higgins, NAA member of Huntingdon, Quebec, conducted the auction in the bi-lingual language that is required in Quebec. This is a combination of French and English.

The auction was sponsored by the Quebec government.

Northwest Journey

BY BERNARD HART

Traveling to Billings, for the meeting of the Montana Auctioneers Association, last month, gave me the opportunity to enjoy a train ride that many will be taking in July when they attend the National Auctioneers Convention at Spokane.

Leaving Chicago on the North Coast Limited, the luxury train of the Northern Pacific Railway, one follows the Mississippi River from Savanna, Ill., to St. Paul, Minn., a distance of some 280 miles. The route actually follows this great river for a distance of 400 miles, all the way to Little Falls, Minn. My trip being about the middle of March, darkness overtook us at St. Paul, but for convention goes in July, they will enjoy the extra daylight scenery.

At this time of year there was considerable ice on the river and ice fishermen were quite numerous along the way. After leaving St. Paul, I enjoyed the quiet peacefulness of the Vista Dome, which was darkened. In the moonlight that glistened outside, huge drifts of snow were visible in the North Minnesota countryside. It made one glad he was traveling by train.

Daylight the next morning brings the first glimpse of Montana, the "Big Sky Country" and it truly fits the name. This is the beginning of a pleasant journey through country filled with history. The railroad follows the route taken by Lewis and Clark in 1806 and for many miles along the Yellowstone River. Rivers crossed along the way include the Powder, Tongue and Big Horn.

The train glides swiftly through the village of Big Horn, a post visited by Lewis and Clark in 1806. Gen. George A. Custer and his Seventh Cavalry fought Sioux Indians here in 1873. Three years later, General Gibbon crossed the Yel-

lowstone here and proceeded across country with his 450 men to aid General Custer in the Battle of the Little Big Horn, a battle that was already lost.

Custer, Mont., is a town that had considerable importance in early history and Calamity Jane once rode pony express from there to Deadwood, S. D. Shortly before arriving in Billings the train passes Pompey's Pillar, an unusual rock some 200 feet high, upon which Captain Clark carved his name in 1806. It is now preserved with a metal screen protection, erected by the Northern Pacific Railroad.

Leaving the train at Billings, I actually missed the best part of the trip, the journey through the Montana Rockies. However, I have made this trip several times in prior years and it is one you will never forget, particularly the spiraling descent into Butte.

Now a word about the train itself. The coaches are spacious with a lot of room between the seats, much different from the usual railway coach. Each seat is adjustable to several reclining positions and each is equipped with a leg rest that can be pulled out and adjusted to one's comfort. For the economy minded traveler, the train has a "Slumber Coach." This has all the comforts of a regular sleeping car but is available to coach passengers at a small extra charge.

The picturesque "Traveler's Rest" car is located immediately behind the chair coaches and slumber coach. Named in memory of Lewis and Clark, it is historically decorated and provides a lounge for chair car passengers. Food and beverages are served here and magazines and writing materials are available. There is even a box for the posting of mail.

For those riding on first class tickets, the best of Pullman facilities are provided. There is also an observation - lounge car where beverages are served and reading material is furnished. The dining car is available for all coach and first class passengers. Dinners are served by appointment, eliminating the standing in line some of you may have experienced on other train trips. No dinner is complete without a famous N. P. Idaho baked potato.

Vista-Dome cars are available to both coach and first class passengers. Here one can see it all as visibility is unobstructed, front, rear or on either side. These cars are covered with glare proof glass and smoking is permitted — a leisurely manner in which to enjoy traveling. A stewardess-nurse is a member of the train crew and sees to the comforts of travelers the entire trip.

Why not plan to go to Spokane by train — rent a car in Spokane for local sight-seeing, the rates are attractive?

Cigar Store Indians In Production Again

KEWADIN, Michigan—The cigar store Indian, which has vanished from the sidewalks into antique shops and musty attics and in collections, may make a comeback on the American scene.

In the early 1900's the Indian population of the United States was about 200,000 and there were about 100,000 wooden Indians guarding the walks and beckoning customers into tobacco shops or looking just plain bored.

Their rarity today is reflected in auctions of the past few years in which cigar store Indians sold for \$2,050, \$1,300 and \$725, respectively at the Parke - Bernet Galleries in New York City, according to the publication, Tobacco News.

In Antrim County where there are plenty of "models," Ottawa and Chipewa Indians, Francis La Batt of Kewadin has decided to bring back to life a lost art — carving cigar store Indians.

La Batt started out by carving a wooden Indian for a shop in Traverse City and is planning on starting to make more of them.

It is no small job and La Batt took weeks on the first one. He was assisted in the purchase of tools by the Michigan Division of Vocational Rehabilitation.

The first cigar store Indian appeared in London in the early 1600's soon after John Rolfe began shipping his Virginia tobacco.

In the next century when the Scotts monopolized the snuff trade, the tobacco statues were killed Scotsmen and later Turkish men and women appeared as statues when Turkish tobacco became popular.

Many other types of statues appeared in front of tobacco shops in America, but the most popular was the romantic Indian, generally posed while shading his eyes and appearing to look over the horizon for unfriendly palefaces.

La Batt thinks the wooden cigar store Indian has a future—again.

Modern Paintings In Parke-Bernet Auction

The most important New York auction of modern paintings and sculpture in several years will be held at Parke-Bernet Galleries on the evening of April 14 when Impressionist and modern works from four collectors in Europe and Britain, including forty-three works from the Dotremont Collection in Brussels, will be offered with valuable works from American owners in New York City, Long Island and California.

The April 14 sale may be viewed as a fulfillment of the promise made when Parke-Bernet's affiliation with Sotheby's was announced last July. Peter Wilson, Chairman of Sotheby's, said at that time that every effort would be made to attract important pictures from European owners to be sold at the New York auction house.



Sell Or Be Sold!

Col. John R. Fishdick
Real Estate Broker - Auctioneer
Eagle River, Wisconsin 54521

What win or lose means to the average person, so "sell or be sold" means to the auctioneer-salesman. The successful auctioneer is a top-flight salesman, in fact, he could be classed as the world's best salesman. He must not only have knowledge, experience and ability to offer for sale a wide variety of articles, new and used, but in addition as a real estate broker must be a specialist in real property. All of this requires, in addition to the basic prerequisites, that he is a student of sales psychology. The auctioneer either convinces the prospective bidder he needs or can use the product offered or the bidder sells the auctioneer that he doesn't. The result of every sales encounter is inevitably a sale. Either the salesman sells the customer or the customer sells the salesman. In our occupational pursuit, as auctioneers, I believe we are somewhat unique salesmen. We not only sell the product, we sell ideas and lastly, most important, we sell "our selves." I think most will agree that the auction "chant" plays a part in any successful sale, but likewise the preparation, planning and conducting of an orderly sale are more important—yes, salesmanship on the part of the auctioneer is the pivot on which the sale revolves.

Julius Rosenwald, the great Chicago merchant said, "The secret of business success is: When you've got a lemon, make a lemonade out of it."

That my readers is salesmanship.

Churchill Painting To Be Auctioned

The first painting by the late Sir Winston Churchill to be auctioned in America will be offered at the Parke-Bernet Galleries on April 14. It is being sold by Mrs. Victor Oliver, the widow of England's famous comedian, Vic Oliver, who died last August (15 August 1964), and who was married to Sarah Churchill from 1936 to 1945. The painting was presented to Vic Oliver during that period by the late states-

man.

The picture by Sir Winston Churchill, entitled "Canal Scene," is an oil 19 3/4 by 23 3/4 inches, painted about 1938.

While it is believed that Sir Winston occasionally gave a few of his works to those who were close to him, Churchill paintings are an extreme rarity outside the immediate family.

Few Churchill pictures have ever before appeared at auction. One of the first ever to be sold was his "Cork Trees near Mimizan," which brought \$20,700 (L 7,400) on May 11, 1960 at a Sotheby auction in aid of the World Refugee Year.

The Churchill work will be included with a collection of pictures from various owners which will be sold at Parke-Bernet on the evening of April 14.

Iowans Will Meet April 25 At Ames

Iowa auctioneers will convene at the Sheldon-Munn Hotel in Ames. Sunday, April 25. Meeting will open with a Noon Luncheon and continue throughout the afternoon.

Howard Johnson, President of the Iowa Auctioneers Association, promises an interesting program which will be followed by a business meeting. All Iowa auctioneers as well as those from neighboring states are urged to attend.

Raser Sells Interest In Missoula Market

MISSOULA, Mont. — Howard Raser has announced the sale of controlling interest in the Missoula Livestock Auction to Delos Robbins. Robbins is a native of Missoula and a son of the late Glen Robbins. He has been active in the livestock business in western Montana.

Raser has operated the market for the past 25 years and started selling cattle in 1921. He originated the Top Cut Hereford Show and Sale and several other livestock events in the area.

Raser said the move to sell was perpetrated by a desire to slow down a bit. He will still be active in the auction market and there will be no change in market personnel.



MISSOURI AUCTION SCHOOL — KANSAS CITY, MISSOURI — CLASS OF MARCH, 1965

FRONT ROW, LEFT TO RIGHT: James A. Earpe, Calif.; L. C. Henderson, Texas; Chris Schouten, Canada; Ann Shelton, School Secretary; O. R. Ireland, Instructor, Mo.; Richard W. Dewees, President, Mo.; Boyd Michael, Registrar, Mo.; Bill Halbert, Instructor, Mo.; Buddy McCullough, Tenn.; Fay Francisco, Ky.; Douglas D. Rowell, Ga.; Paul Miller, Mo.

SECOND ROW, LEFT TO RIGHT: Raymond Kenney, Ohio; Ronnie Callaway, Mo.; James Cook, Ohio; Gary Ryther, Mo.; Rondol Grimsley, Va.; Douglas Lewis, Texas; W. M. Richards, Jr., Va.; Dick Reed, Colo.; Russell Anderson, Conn.; Clyde E. Wilson, Va.; John E. Long, Ill.; Roger E. Hahn, Ind.; Bob Turner, Mo.

THIRD ROW, LEFT TO RIGHT: Bill Turnbow, Okla.; Dwight Julian, New Mex.; Zeke Spainhour, Ark.; Coy Huffman, Ill.; L. C. (Bud) Foster, Kans.; L. E. Bryant, Kans.; Herbert James Clancy, Mo.; Bob Chapman, Mo.; Bob Bigsby, Kans.; Edwin McKeown, Tex.; Russell L. Hornbeck, Ill.; Donald G. Doty, Ill.; Arthur L. Moore, Kans.; Dennis Oliver, N. C.

FOURTH ROW, LEFT TO RIGHT: Winfred Spain, Mo.; Bill Beeman, Mo.; Ewing B. Prock, Mo.; Larry L. Pearson, Ga.; Ray Eichler, Colo.; Ray Boring, Ohio; Robert W. Rowell, N. Y.; Donald L. Smith, Tex.; Otto Seeberger, Calif.; Bob Grossman, Calif.; Clark Saltzman, Ohio; Gary Christopher, Pa.; Melvin J. Manasse, N. Y.; Charles Hackney, Kans.; George Wieler, Canada.

INSTRUCTORS NOT PICTURED: Col. Dean Cates, Col. Johnny Wood, Paul McClure, Col. Emerson Marting, John O'Flaherty, Verlin Green, Dr. Robert Hertzog.

The Modern Association

Business, trade, and professional associations are active in practically every field of endeavor for three basic reasons:

1. Mutual advantages
2. Mutual Protection
3. The natural tendency for people interested in the same thing to be interested in each other.

When people with interests in common meet together, think along the same lines and concentrate their efforts on a program or problem, their mental powers are stepped up and their emotions are thrown into high gear. Each individual finds his thoughts ranging wider and going deeper into matters that interest him, and he is thrilled with a flow of energy coming up from deeper layers of himself that he had been able to grasp and use while thinking and working alone.

Because nature in us works this way, association get-togethers serve as a practical method for promoting both the business progress and personal development of the individual.

We live and work in a cooperative world. Nature has decreed that a give and take, teach and be taught, serve and be served attitude and practice is the one and only way we can grow and continue to grow, prosper and enjoy the satisfaction of the forward march of the business parade.

The actively supported and aggressively conducted association is the best method yet found for putting the principal of cooperation into practical application. It is the only method that can gain some advantages greatly to be desired, and the only method that can be depended on to minimize risks and ward off danger that threatens from without.

With the growing invasion of both the State and Federal Governments constantly seeking new methods of Regulation and Taxation, there is only one answer . . . Organization. Over 1,200 professions such as ours realizing these basic facts, are organized for their common good.

When we realize that today the average Union worker pays approximately

\$90.00 per year to his Union for the privilege of working and enjoying all the benefits of his Union, surely then every auctioneer will realize that his very existence depends that he unite with his fellow auctioneers, to preserve and protect his business.

Every man owes a portion of his time and money to the advancement of the industry from which he gains his livelihood.

Col. Owen Hall Sells Livestock Facilities

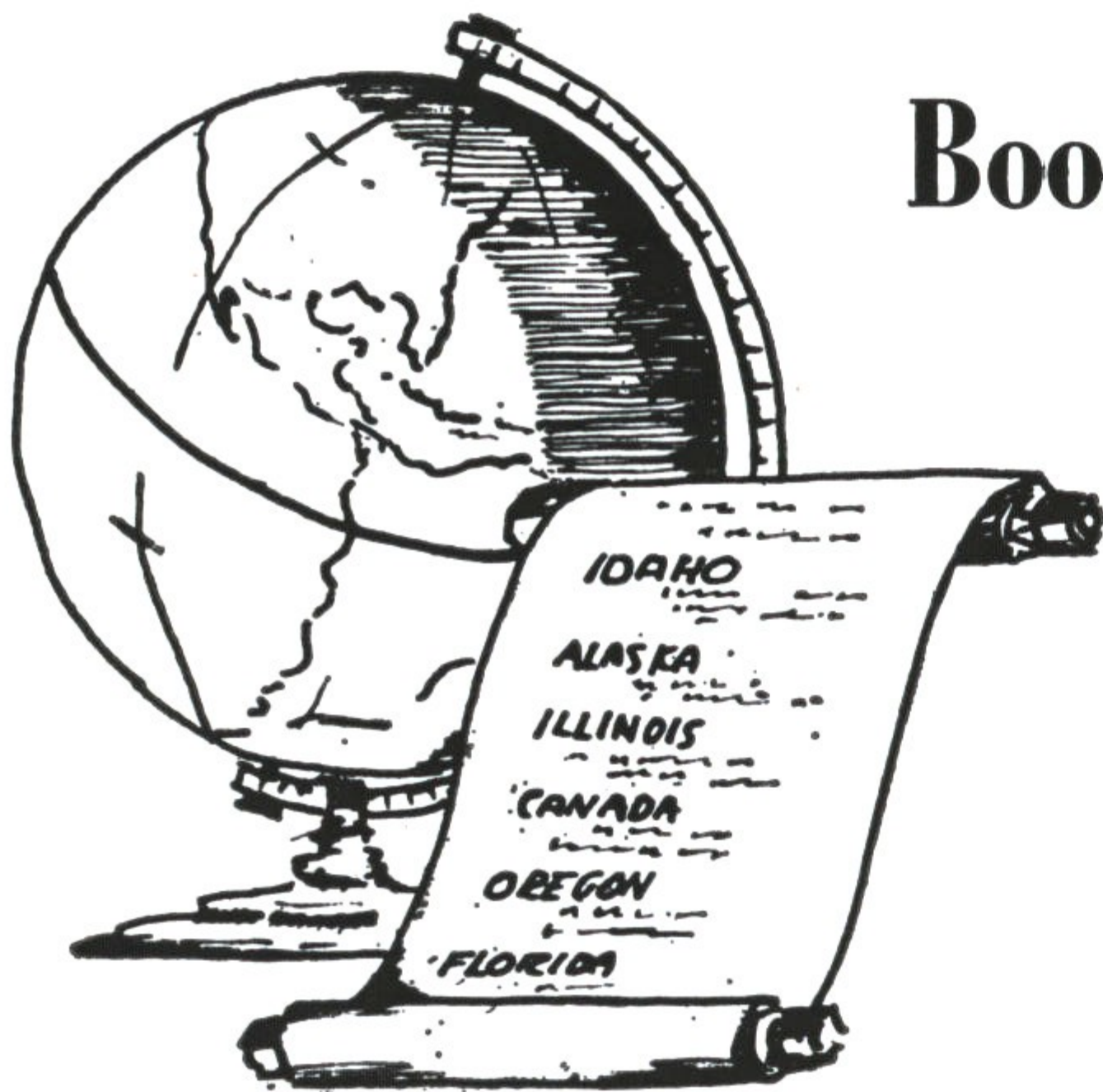
CELINA, Ohio — Owen Hall, president of Western Ohio Livestock Exchange, Inc. has announced the sale of the livestock auction market to Richard Middendorf of Fort Loramie. The new owner is associated with the Middendorf Stockyard Co. of Fort Loramie.

Hall stated that the sale will be effective as of March 1, 1965. The market will continue operating under the name Western Ohio Livestock Exchange and will conduct weekly livestock auctions each Monday. Special dairy and feeder pig auctions will also be scheduled as in the past.

In addition to the auctions the new owner will have a daily hog market, and will also specialize in the sale of feeder pigs, feeder calves and dairy animals.

The market was founded in 1953 by Vaughn Hall, Don Montgomery and Owen Hall. The site was the original Lakefield Airport. Extensive remodeling was done in 1953 when the building was converted to a livestock market. In 1963 another remodeling program was completed and today nearly 16,000 square feet are under roof.

The sale of the market was made, Hall said, because none of the present stock holders, due to other business interests could devote full time to its operation. He explained that the new owner devotes full time to the livestock industry and, therefore can offer a better service to the livestock producers of this area.



Boosters for 'The Auctioneer'

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

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Col. Freeman Smith—Long Island

ARIZONA

Col. Leroy Longberry—Phoenix

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Col. R. E. Harris—Little Rock
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Col. Brady L. Wooley—Little Rock

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Col. Si Lockhart—Steamboat Springs

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Col. W. C. Heise—Oconto
Col. Charles J. Rice—Racine
Col. Willard Olson—Delavan

ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec
The Ladies Auxiliary to the
National Auctioneers Association



Members of the Pennsylvania Auctioneers sponsored this attractive booth at the State Farm Show in Harrisburg early in January. The Booth was manned by members of the Pennsylvania Auctioneers Association and Literature pertaining to the auction method of selling was distributed. You will note the Booth is custommade and presents a most attractive picture. This is an example that could well be followed by other state associations where shows with a large statewide attendance are presented.

Diamond Has Story Of Greed, Theft

Among the British crown jewels is one known as the Kohinoor (sometimes spelled "Kohinor," but in any case pronounced KOE-ih-noor).

This bright and beautiful diamond was given to Queen Victoria by the East

India Company. It became a crown jewel more than a hundred years ago.

The known history of the Kohinoor goes back several hundred years. Before it reached Great Britain, it was owned by various persons in southern Asia. It was stolen time and again.

One old record tells us that a general in Golconda, a part of India, stole the gem from a prince, and gave it to the

Great Mogul. At that time, the Great Mogul was the ruler of most of India.

During the next hundred years, the Kohinoor changed hands several times, by purchase, theft or victory in warfare.

A greedy man named Singh, the ruler of Lehere, set out to obtain it a hundred and 60 years ago. He wanted to take it without payment from the prince who owned it at the time.

Singh invited the prince to come to his palace for a visit. The prince arrived, wearing what seemed to be the Kohinoor. Soon Singh said to him, "Give it to me!"

The prince handed over the object, then left the palace. Gloating over his prize, Singh told a jeweler to give it a new mounting. The jeweler informed him that the supposed diamond was made of glass.

I wish I could end the story there, but I must add that Singh sent soldiers to the home of the prince. These men forced a servant to tell where the Kohinoor was hidden. In that way it became the ill-gotten property of the ruler of Lehere.

1896 Auto Brings \$1550 At Auction

PHILADELPHIA — An 1896 French "Road Rocket" with one tire missing and one tire flat has been sold at a city auction for \$1,550.

William C. Park of suburban Paoliam, an antique auto enthusiast, entered the winning bid.

The auto, built by French inventor Leon Bollee, was left behind after an exhibition in the city's commercial museum 20 years ago. It recently turned up again when the city made plans to raze the building where it was stored.

It has a fixed wheel in the rear, over which the driver sits. A steering wheel operates the two front wheels. There is a seat for two passengers.

The good Lord set definite limits on man's wisdom, but set no limits on his stupidity — and that's just not fair. — Konrad Adenauer

Successful Auction Of Nebraska Land

One of the largest Real Estate auction sales ever held in Greeley County was conducted February 19th by Henry Rasmussen, St. Paul, Nebraska, and John T. Ryan, Greeley, Nebraska, when they sold the Frank and Anastasia Pritchard Estate at Auction at the Carlin Theatre in Spalding, Nebraska.

There were five (5) different tracts consisting of 649 acres. The unimproved 152 acre irrigated tract sold for \$440.00 per acre, another 152 acre improved farm with 87 acres under irrigation sold for \$327.00 per acre.

A 160 acre sand-hill pasture went for \$79.00 per acre, and another 25 acres of bottom pasture sold for \$120.00 per acre. An improved quarter of dry land went to the highest bidder for \$116.00.

The total of the sale was \$150,784.00.

Although it was sloppy underfoot, the weather was real nice overhead. An exceptionally large crowd attended the sale.

Auctioneer Rasmussen said that in his 38 years in the auction business he had never seen bidding more spirited because in less than two hours from the time the sale was opened, the auctioneers were in their car and on their road home.

Rare Gold Coin Reported Stolen

BELVEDERE, Calif. — The theft of a 1907 experimental \$20 gold piece valued at \$18,250 by coin catalogues has been reported by its Belvedere owners.

The experimental, extremely high-relief coin was struck from a die designed by famed sculptor Augustus Saint-Gaudens.

A San Francisco coin dealer says that the coin is from an uncirculated set so rare that collectors know the whereabouts of each piece throughout the world.

Sign in a hospital cashier's window: "We don't operate to make money, but we need money to operate."

Dead Letter Offices Get Real Dead Items

WASHINGTON (UPI) — Some of the approximately 25 million items that wind up in the Post Office Department's dead letter offices each year are literally dead. Last year, for example, they included a human skull.

"The variety of objects that pass through the dead letter and parcel offices is fantastic," according to Postmaster General John A. Gronouski.

In addition to the skull, he said that in the fiscal year ending last June 30 a variety of diamonds, wigs, television sets and a large number of moldy cakes found their way into postal morgues across the country.

The items included 23 million letters and 1.7 million packages that could not be delivered or returned to their senders. Gronouski said that last fiscal year the department turned over to the U.S. treasury \$579,600 in proceeds from sales of unreturnable merchandise at 15 major post offices.

Letters containing money or other valuables is held for one year while postal

authorities try to find the sender and addressee. Dead parcels are held either 60 days or six months, depending on whether they are insured.

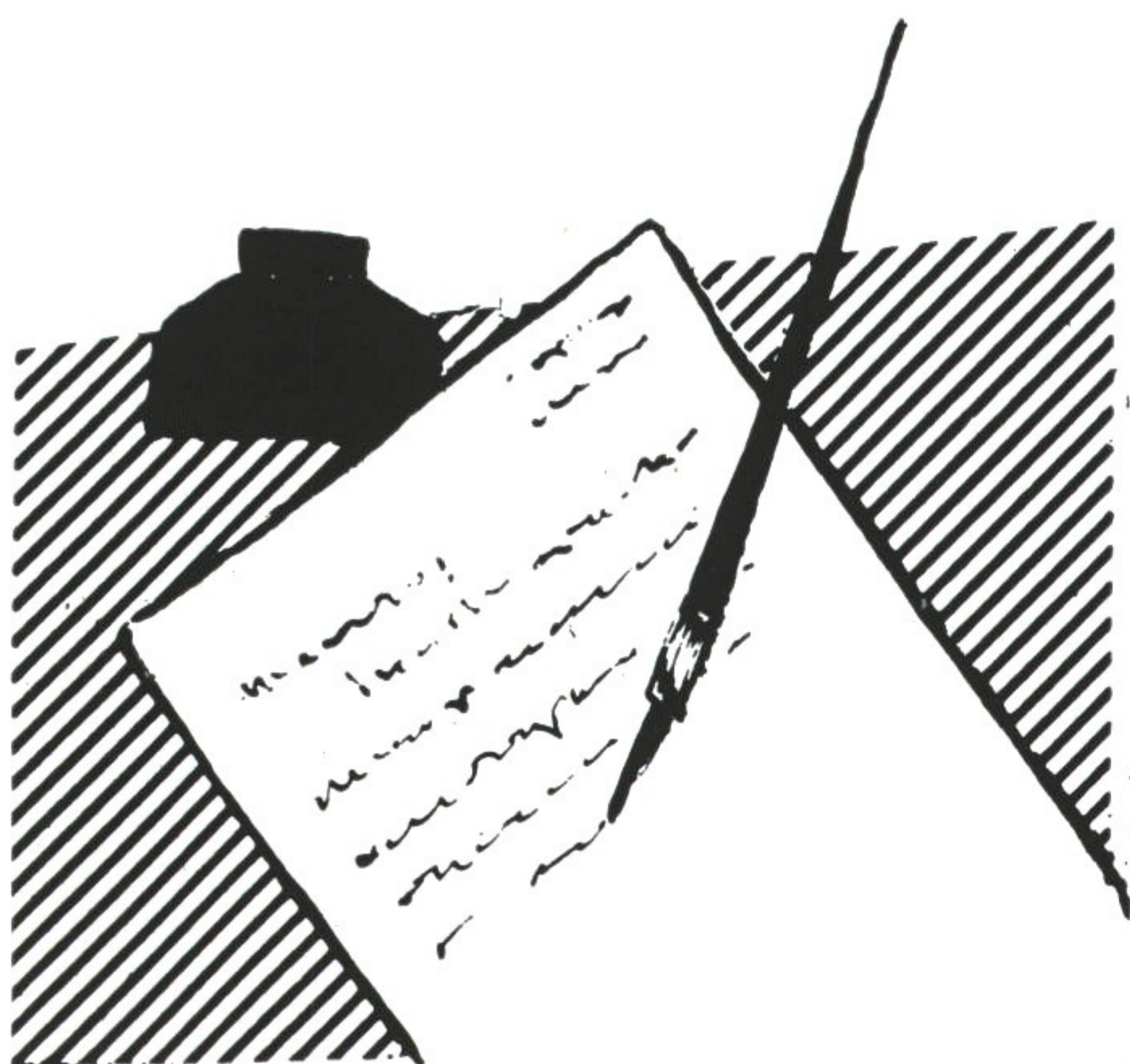
If the mail can't be forwarded, it is opened under supervision. Letters are destroyed and unclaimed money goes to the government, while the contents of parcels goes on the auction block.

Mail ends up in the postal morgues because of illegible or insufficient forwarding or return addresses or no addresses at all.

Preserving and safeguarding the traditions and heritages of the early men in the profession is the responsibility of every member of the auction profession. One way to do it is to re-read, every now and then, back copies of THE AUCTIONEER that now rest in your files.

If you've been a member for quite a while you'll find them as absorbing as the old Family Album. Chatting with senior members of the profession is another good way to bone up on early achievements and lasting ideals. Our National Convention provides a splendid opportunity for this.

THE MEMBERS SAY . . .



Dear Col. Hart:

Enclosed, please find check for my 1965 membership dues, also for the Booster Page.

I enjoy reading each issue of "The Auctioneer" and find it most helpful.

Thank you,
Rudy Larkin
West Covina, Calif.

* * * *

Gentlemen:

I have really appreciated the articles on REAL ESTATE AUCTIONS. I took the auctioneering course at the Missouri Auction School in March, 1964, principally for the purpose of auctioning Real Estate. I am a Real Estate Broker.

I will greatly appreciate what help you can give relative to contacting people who have had experience in this field.

Thanking you for your assistance.

Yours very truly,
Robert T. Sherwood
Monroe, Iowa

Missouri State Auctioneers Letter

Dear Member:

The year of 1964 is quickly drawing to the end and it soon will be time for all of us to make our peace with Uncle Sam. Income tax is indeed a very necessary thing that has to be done to keep our wonderful land on the move upward. Some times a lot of us would like to have a few more expenses to deduct on our tax form. I know a wonderful way for some of you members that have not as yet paid your dues for this year to get a legal education and that is to send me that ten dollar bill for your association dues. Laying all joking aside I know that you members do want to keep your membership up in the Mo. Auctioneers Association. If an extra notice is enclosed in this letter please remit your dues as soon as possible. Upon receiving your dues, you will receive from my office a large certificate which will look very nice hanging in your office.

The Mo. Auctioneers Association had a very interesting convention in Jefferson City in October. I am sorry that more of you members weren't there for the program was an interesting one. Col. Bernie Hart, secretary of the National Association was in attendance and gave a very interesting talk. The principal speaker, Chaplain E. E. Post of the Kansas State Prison brought us a wonderful talk. All in all the convention was a great success. Maybe you can all make the next one in May of 1965.

Some auctioneers feel there is nothing to gain by belonging to the association, but I heartily disagree. In meeting all these auctioneers at the convention twice a year you get to know them quite well and do swap a lot of auctioneer gossip. A lot of this is very educational when you at some later date put some of their ideas into your sale procedure. Getting to know them also means that some day you will have the opportunity to visit one of their sales. This is something I always do appreciate when someone visits at one of my sales. I think this also stands in good with the general public, showing them that we are an organization that hangs together. At my last sale Col. S. Robertson of New Franklin was a visitor.

Being a rather large sale Col. Robertson got in and helped work the ring which brought a little more life into the selling and made for a real good sale. Sending your sale bills to other auctioneers is not a means of bragging that you are in the business, but inviting him to come if he has the opportunity to do so. I wish each auctioneer would put me on his mailing list for I do appreciate getting these bills and may have the chance to visit around through the association. As soon as all the membership for this year is in, I am going to complete a list of all the association auctioneers and send them out to you.

I wonder how many of you belong to the National Association. I know quite a lot of you do for there was a nice group from Mo. at the National convention in Des Moines, Iowa this past July. If you do want to join the National association, drop a ten dollar bill to Col. Bernie Hart, secretary of National Auctioneers Assn., Frankfort, Indiana. You will receive the national magazine "The Auctioneer" which is worth every bit of the ten dollars itself. Through this magazine you will find how many outstanding auctioneers over the whole United States are working for you and me to make the auction profession a better one for all of us to belong.

Through all this rambling I have been doing there are actually four points that I wanted to bring out. No. 1. Pay your dues. No. 2. Come to the State Conventions. No. 3. Go see your fellow auctioneers. No. 4. Join the National Association.

Yours for the Association,
Col. Roger A. Hollrah,
Sec. & Treas., Mo. Auct.
Association

VALUABLE ESTATE

The average price of an acre of farm real estate (land and buildings) reached an all-time high of \$129.79 last year.

This represents an increase of more than 600 per cent since the turn of the century.

The carpenter who measures twice only saws once.

Nebraska Cattleman George Corkle Dies

TILDEN, Neb. — Funeral services for George Corkle, well-known registered Hereford cattle breeder here, were held Monday, Feb. 22, at Our Lady of Mount Carmel church in Tilden with burial at Tilden.

Mr. Corkle, 58, died suddenly the preceding Friday while doing chores on the family farm. Death was attributed to a heart attack.

Survivors include his wife, Lydia; daughter, Mrs. James (Kathleen) Kent of Tilden; sons George, Jr., with the Phillips Oil Co. at Bartlesville, Okla., and Joe at home; mother, Mrs. Mary Corkle of Tilden; brothers, Jim of O'Neill, Neb.; Col. Charles Corkle, Norfolk, Neb., livestock auctioneer, and John and Paul of Tilden; sisters, Sister Cera

of Omaha and Mrs. Marie Lincoln of Frederick, Md., and one grandson.

A native of Tilden, George has spent his entire life as a farmer and livestock man. A partner in the purebred Hereford breeding firm of Corkle Bros., he was highly regarded by his fellow Hereford breeders and was president of the Northeast Nebraska Hereford Assn.

Texas Auction Sold

HASKELL, Texas — Tommy Ray Foster, local cattleman, who built the Haskell Livestock Auction ring in 1963, has purchased the entire facility from his partner, Bill Lane.

The livestock auction complex was built at a cost of over \$50,000, with an assist from the Haskell Chamber of Commerce, and has provided a nice economic lift to the entire community.



Herb Bambeck, retiring President of the Ohio Auctioneers Association, receives plaque in honor of his service to the organization. J. M. Darbyshire, also a past President, makes the presentation.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Buddy Shoffner, Newport
Secretary: Milo Beck, 110 W. Walnut, Rogers

Colorado Auctioneers Association

President: Fred J. Ramaker,
1724 S. Emerson St., Denver
Secretary: Ed Gibson, 7947 Quivas Way,
Denver

Idaho Auctioneers Association

President: Jim Messersmith, Rt. 2, Jerome
Secretary: Paul L. Owens, 6316 Tahoe, Boise

Illinois State Auctioneers Association

President: Wm. L. Gaule, Box 174
Chatham
Secretary: Edward E. Bilbruck,
38 S. Dearborn St., Chicago

Association of Indiana Auctioneers

President: Harold Asbury, Marshall
Secretary: Fran Hamilton, Rossville

Indiana Auctioneers Association

President: Maynard "Miz" Lehman,
406 Center St., Berne
Secretary: Dean Kruse,
211 N. Cedar St., Auburn

Iowa State Auctioneers Association

President: Howard B. Johnson, 737 Oak St.,
Story City
Secretary: Lennis W. Bloomquist,
RFD 2, Pocahontas

Kansas Auctioneers Association

President: Fred E. Sherlock, 521 S. Denison,
St. Francis
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: Adrian Atherton, 45 Public
Square, Hodgenville
Secretary: Mrs. Adrian Atherton, 45 Public
Square, Hodgenville

Maine Auctioneers Association

President: Gardner R. Morrill, Harrison
Secretary: Wayne B. Dow, 14 Southern Ave.,
Augusta

Auctioneers Association of Maryland

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16 E. Fayette, Baltimore 2
Secretary: Bill Fox,
American Bldg., Baltimore 2

Massachusetts Auctioneers Association

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132 Russett Rd., Boston 32
Secretary: John Hilditch, Box 52, Southville

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Secretary: Alvin Payne, De Graff

Michigan Auctioneers Association

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702 E. Grand River, Williamston
Secretary: Garth Wilber, Route 3, Bronson

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Secretary: Roger Hollrah,
2795 Zumbuhl Rd., St. Charles

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Miles City
Secretary: W. J. Hagen,
Box 1458, Billings

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78 Wakefield St., Rochester

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Hightstown
Secretary: Ralph S. Day,
183 Broad Ave., Leonia

New York State Auctioneers Association

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29 Oswego St., Baldwinsville
Secretary: Donald W. Maloney,
518 University Bldg., Syracuse 2

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Secretary: Wilbert Kroh,
1813—Ave. D. East, Bismarck

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Secretary: Newton E. Dilgard, Room 9,
Farmers Bank Bldg., Ashland

Oklahoma State Auctioneers Association

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Rt. 4, Jonesboro

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Secretary: Wilson E. Woods,
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Virginia Auctioneers Association

President: Martin F. Strate, Bridgewater
Secretary: Dennis Ownby,
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Richmond 20

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President: Si Williams, 1003 Boyer Ave.,
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Secretary: Bob Berger, Pasco Airport, Pasco

Association of Wisconsin Auctioneers

President: Art Doede, Rosholt
Secretary: John Freund, 206 W. River Dr.,
Omro

THE LIGHTER SIDE . . .

FAITH HEALER

"As I understand it, Doctor, if I believe I'm well, I'll be well. Is that correct?"

"It is."

"Then, if you believe you are paid, I suppose you'll be paid."

"Not necessarily."

"But why shouldn't faith work as well in one case as in the other?"

"Well, you see, there is considerable difference between having faith in Providence and having faith in you."

SURE SIGN

The daughter kept insisting to her parents that, at 15, she was due for retirement from her paper route. She finally won her point by announcing that one of her male customers, about to give her the usual tip had taken a second look and invited her in for a cocktail.

CHANGING TIMES

Boy Scout leader to his troop: "Remember men if you're lost in the woods at night, get your bearings from the sky. A glow will indicate the nearest shopping center."

CAUSE AND EFFECT

1st Cannibal: Our cannibal chief has hay fever.

2nd Cannibal: I warned him not to eat that grass widow!

THAT'S TELLING HER!

A woman who was very active in club work came home to find her husband darning his socks. She watched a while and remarked:

"You men think you know everything, but you never learn. You've got that thimble on the wrong finger."

"I know," replied the husband grimly. "It should be on yours."

THE LAST WORD

One way to curb delinquency is to take parents off the streets at night.

THE PRACTICAL MAN

A man lived alone in a cabin in the mountains. Some men came to visit him. When they arrived, the owner of the cabin was asleep. But the men went into the cabin and were amazed to see the wood cookstove about three feet off the floor, hanging by wires.

One visitor, a doctor, said, "He has done this because he has arthritis. Now he won't have to stoop over to cook."

Another said, "I don't think that it is it at all. I think he has suspended the stove to get better distribution of heat."

The owner woke up as the men were talking. "You're all wrong," he said. "I wired the stove like that because that's all the stovepipe I had."

A HANDICAP?

"This is a wonderful horse," the rancher boasted to the cowboys lounging in front of the filling station. "I'll bet he's as smart as I am."

"I wouldn't go noisin' that around," drawled one of the loungers, "you might want to sell him some day."

DOG'S OK, HOW ABOUT OWNER?

A vacationer seeking a hotel room for himself and his dog received the following from an inn-keeper in Kingston, Jamaica:

"I've been in the hotel business for 40 years and never had to eject a disorderly dog. Never has a dog set fire to a bed. Never has he sneaked a girl into his room. Never has a dog stolen a towel or a blanket or gotten drunk. Your dog is very welcome. If he will vouch for you, you can come along as well."

CIRCUMSTANTIAL EVIDENCE

"What makes you think women are dangerous?" a friend asked the soon-to-be groom.

"My insurance man said so," he answered, "He said that when I got married I would need more insurance."

COULD BE ----

No formal dinner is complete without nuts—invite a few!

If you think you're not getting paid what you're worth—you should be glad.

If the job doesn't mean more than the pay, it will never pay more.

One life is all that you ever have—Slow down before you lose it.

Bad officials are elected by good citizens who do not vote.

If you say, "How cool you look" and it makes a woman happy. Tell her she doesn't look so hot and she'll be mad.

Sign on a bulletin board in front of a church: "Come early and get a back seat."

A FRIEND IN NEED

A man was telling a friend about how he had been injured in an automobile accident and had collected \$25,000 while his brother who had been in the same car had collected only \$5,000.

"Well, I guess he was lucky not to have been hurt as badly as you were," observed the friend.

"To tell the truth," admitted the man, "he wasn't hurt at all, but fortunately in all the excitement I had the presence of mind to kick him in the head."

NO INCENTIVE

BEAVER FALLS, PA., News-Tribune: "A friend of ours used to stay in trim by scattering a handful of pennies in his bedroom every morning and stooping for them. Now he's getting fat—says there's no incentive in it anymore. He's going to try dimes next week."

SO THEY SAY

"If history repeats itself in the atomic age, it may make a long story short."
— Bill Ireland.

Many a true word is spoken through false teeth. — Joseph Bayorgeon.

"The ideal will be reached when all women are married and all men are single." — Bertha Shore.

FINAL PAYMENT

A business tycoon was dying. After bidding a bedside farewell to the members of his family, he summoned the executor of his estate and requested that his remains be cremated.

"Very well," said the executor, then asked reverently, "And what shall we do with the ashes?"

Breathing his last, the tycoon whispered: "Put them into an envelope with a note signed in my name reading — 'Now you have everything', and mail it to the Collector of Internal Revenue."

QUALIFIED

A horse trader once went to Henry Ward Beecher and said, "Mr. Beecher, I have a good horse I want to sell to you. He is a good carriage horse. He works double with any other horse, and on either side of the tongue. In short, he is a good, all-round horse and a good team worker."

Mr. Beecher replied: "My friend, I can't buy your horse, but I would like to have him as a member of my church."

TOUGH ON CATS, ANYWAY

Sam: "Is it true you lived in a tough neighborhood when you were a kid?"

Joe: "That's right. It was so tough a cat with a tail was a tourist."

THE REALLY DIFFICULT PART

Despite all their talk about what a tough time they have, it's probably a lot easier for Congressmen to pass a foreign aid bill than it is for the rest of us to pay for it.

TOO WELL-KNOWN

The entire community was striving to convert o'd Uncle Ab. One day, a long-time friend tackled the problem. "Ab," he questioned, "don't it soften your heart to know the Lord loves you?"

"Do you aim to tell me," Uncle Ab scoffed, "that the Lord loves me when he ain't ever knowed me?"

The o'd friend thought a moment, then said sadly, "Ab, it's a heap easier for the Lord to love you without knowin' you than if he ever knowed you like I do."

IRS Uses Auction Prices As True Value

A charitable deduction for used household furnishings and clothing donated to a Chicago hospital was sharply reduced by tax authorities. The hospital had an arrangement with an auctioneering firm to appraise and sell property for a fee. The articles in this case were valued at \$5,500, which the donor claimed as a deduction, although they later brought a total price of only about \$450. The Tax Court, in backing the Service's allowance of the lower amount, called the appraisal "a sham . . . devised to give color of legitimacy to grossly inflated valuation figures."

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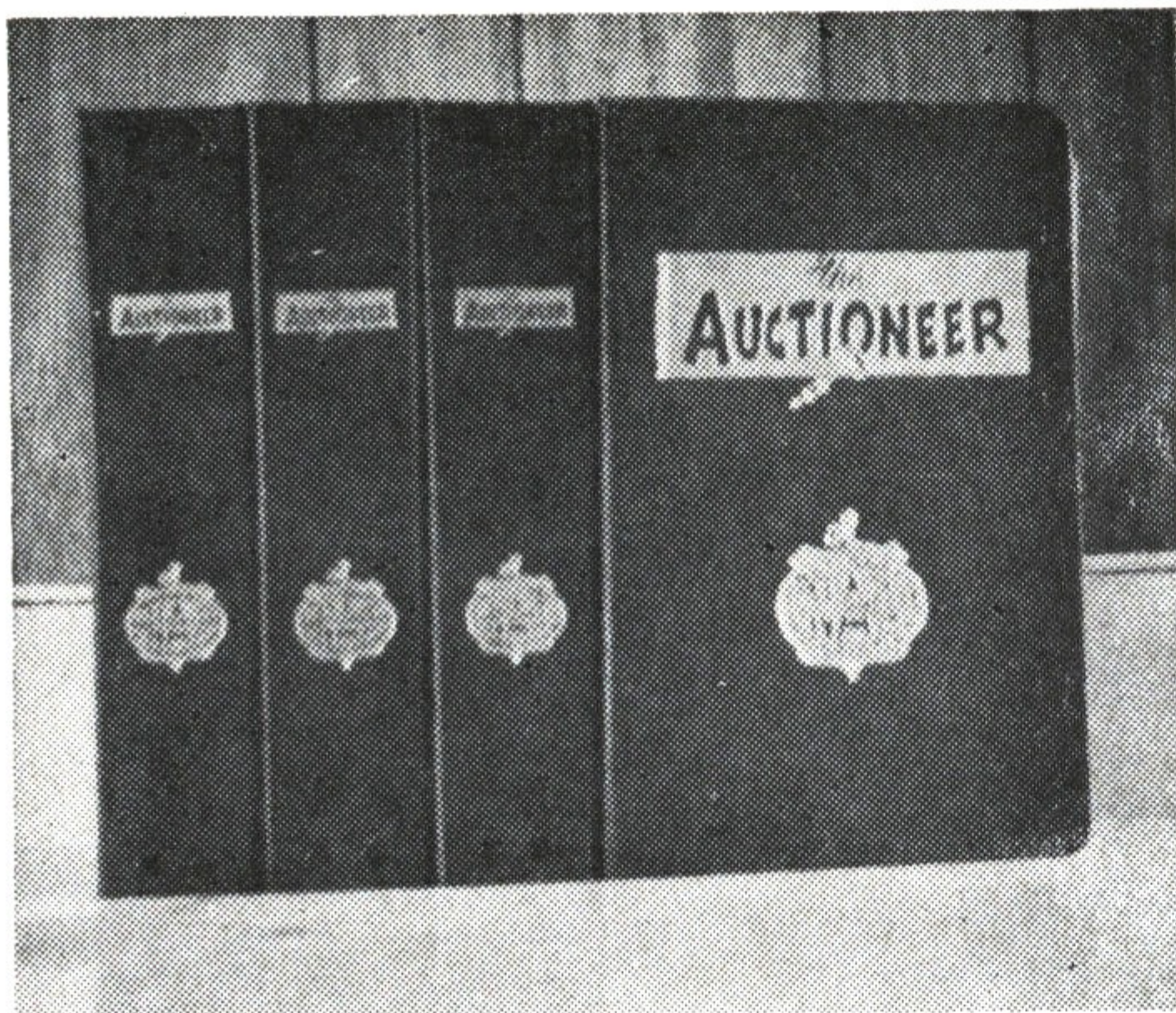
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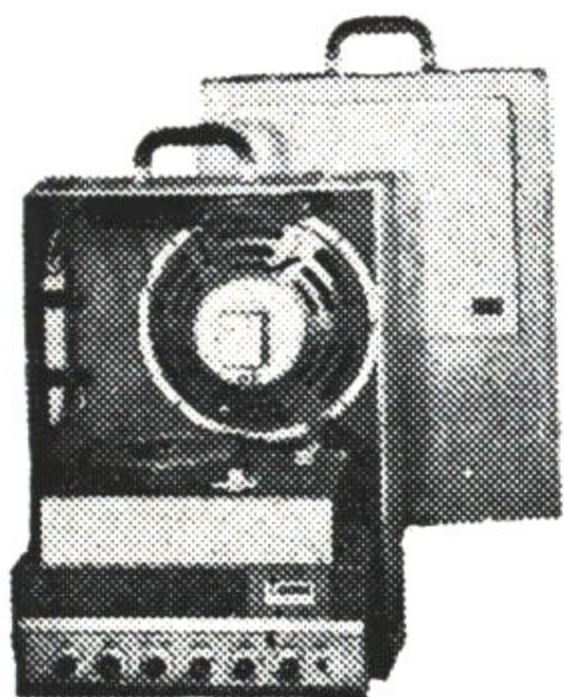
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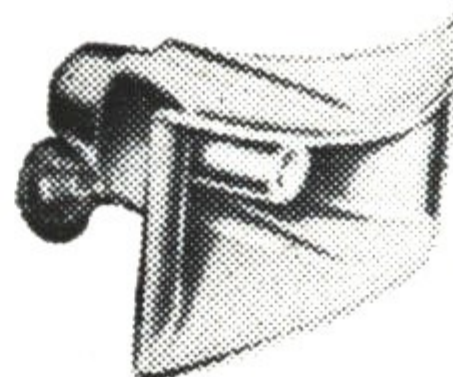
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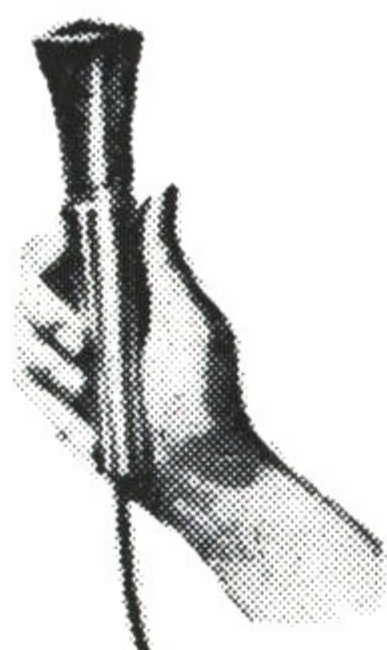
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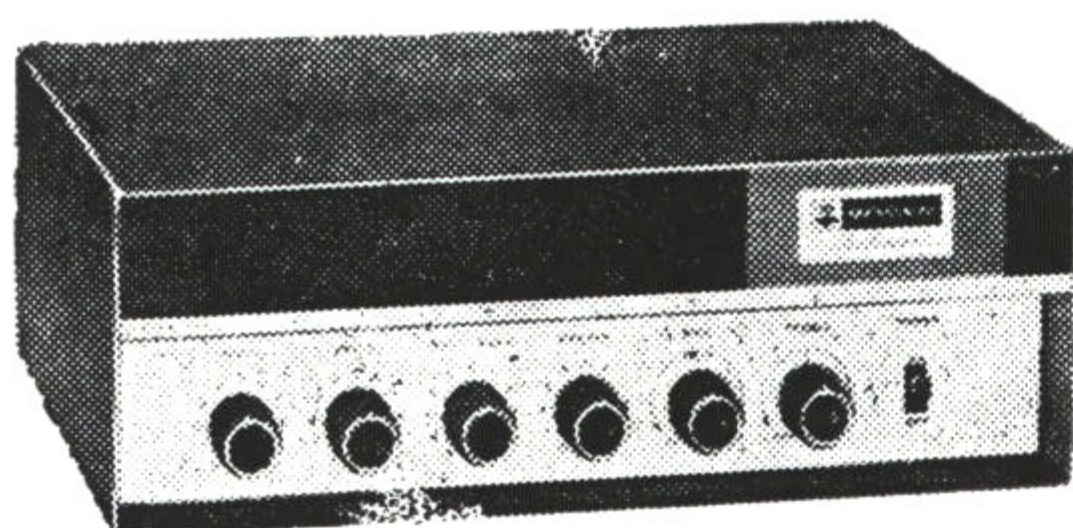
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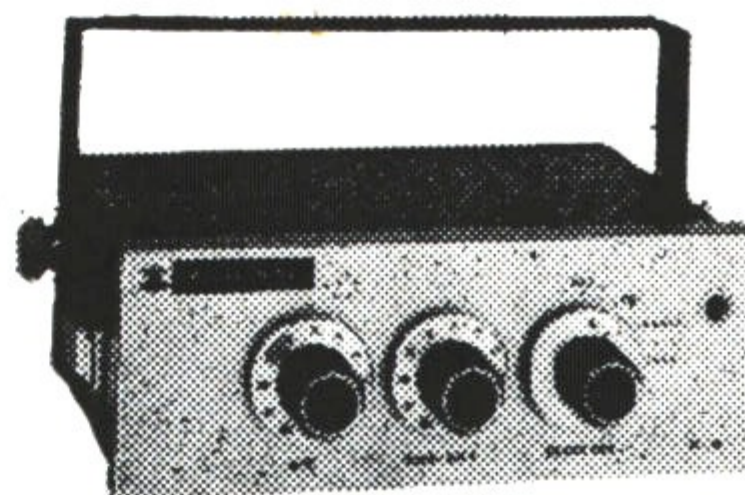
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