

# *the* AUCTIONEER



GORDON WEST

"I'm sick an' tired of you auctioning off the furniture just to keep in practice till you get an auction."

**1960**

**National**

**Auctioneers**

**Convention**

**Louisville, Kentucky**

**Sheraton Hotel**

**July 14 - 15 - 16**

**Y'all Come**

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803 S. Columbia St.  
Indiana

Frankfort

# Prevarication And Mendacity -- Why Do They Do It?

BY COL. TIM ANSPACH

I was born and raised on a farm in the state of Iowa until I was 17 years of age. My Father was engaged in farming, and the livestock business, also conducting two horse sales. Dad was a real first class ring man and employed at all times two to three auctioneers, not that the business was so big, but he could not always depend on them because on occasion in those days they would drink Corn Liquor in quantities much above their capacity. My Dad was in my estimation a very HONEST MAN.

Father conducted two horse Auction Sales a month, one being held in Knoxville, Iowa, our County Seat, the other in Creston, Iowa, a rich farming country where fine commercial horses and mules were being bred by the best imported brood stock of that day, Wilson Brothers, Stream Brothers, and several other importers who supplied Europe's best. At that time our Secretary, Mr. Bernie Hart's fine father conducted one of the best livery and feed stables in his area, only about 35 miles from Creston. Mr. Hart accommodated different horse buyers who wished to bill the town of Villisca for the purpose of purchasing their horses, mares and mules. He would attend to the advance billing, getting bills posted, newspaper ads in the papers in that area, and making arrangements with the Rural Phone Company to ring all of the farmers on their different lines telling of the opportunity to get cash for their horses, mares and mules. The phone company's fee was rather small in comparison to present day prices. If I remember it was about 25c for each line of subscribers, which would only total to the phone company \$1.50 or less. It was always customary for the subscriber to this service to pay the operator in person also, you would bring her a poke of chocolates or gum drops or a tip of not over four bits which, in plain language, is 50c.

This day Father had Villisca, Iowa bill-

ed for the purpose of buying and bartering. There being a school vacation at that time he asked me to go with him and try to become something like a chip off the old block. I was more than interested and accompanied him with the intent of being a help to him. In those days it was not uncommon for a well known legitimate horse buyer to buy from 25 to 100 head of horses and mules on a billing in any good Iowa Farming community.

Bernie Hart was younger than I, he struck me as being a nice big gangling blue eyed boy, very mannerly and quite obedient to his fine father. One of Bernie's chores among many, many others was to provide wood and corn cobs for the wood box which he did pleasantly and methodically. It happened to be a very cold day when we arrived on the morning ten o'clock C. B. & Q. train. Mr. Hart met us in a two seater sleigh and we soon arrived at the stable. We naturally may have seemed a little bit gawky since up to this hour not a single horse or mule was in line for what was to be a big day of buying. My father excused himself saying he would go over and pay the newspaper for the bills and the ads, and stop by and pay for the telephone "ring" service, not forgetting the usual gratitude for the operator. It being rather chilly in the stable I was invited by Bernie to go on into the office, which was a small part of the front of the barn. There were a few chairs, a cot where the guests were sitting, a bench that would seat at least three, a hand made wooden desk and a large pot bellied stove, the latter roaring with Bernie's help and the wood box. I shall never forget or enjoy more the pungent odor of that livery stable office, it was a mixture of Horse linament, damp sweaty horse blankets, work harness just taken off the horses and piled near the stove to dry out, stable odors that today would be priceless. The most outstanding aro-

## IN UNITY THERE IS STRENGTH

mas were caused by the stall boards saturated for years with the urine of horses and mares that had been tied in those stalls, the dampness seeping into one end of the office, and tobacco juice as it hit the stove and bubbled off on the floor. All hoss traders and most he men chewed tobacco to say nothing of the pipes loaded with strong tobacco which was used in those days. Bernie fired the stove again to a point where the big galvanized tank on top of the stove rolled over, steaming the atmosphere that was reeking with the odor of corn cobs and hickory wood and other natural odors that I have just described. It was perfume for the Gods.

As usual around a country livery stable there were a few old retired men and the town dunce looking forward to a day that could be different, wondering if this man "Anspach" who was buying that day would buy as many as their townsman, DeLoss Miller. From this topic the conversation was sure to drift to the weather. At that time there was no radio blasting forth every half hour telling road conditions, weather conditions, etc. It was so easy for those old dudes to start lying, they could do it so nicely and get away with it. As I sat there it seemed to me each old timer tried to out lie the other, they would argue pro and con until the subject was changed, but what ever it was it would be suddenly snapped up by one of these exaggerators. Sometimes their arguments had to be proven by some other old prevaricator who was expected to bring in a horse that day to sell to my father.

Times and conditions have sure changed since then, but not people. Most AUCTIONEERS seem to think they have a license to LIE. I do not honestly believe all Auctioneers are Prevaricators, Exaggerators or Liars, but . . . having met many in my time, I would have to testify under oath that the largest percentage of them handle the **Real Honest to God Truth** rather carelessly. Is it because they have not had the right raising or do they look back when they were little boys reading the Show Bills pasted on the barn by the CIRCUS that turned out to be far fetched and exaggerated up to a point of deceiving, hence the old saying, "He lies like a Circus Bill". An auction-



**Col. Tim Anspach, Auto Auction operator at Albany, New York, past President of the National Auto Auction Association and a member of the N. A. A.**

eer is almost a circus performer, a M.C. of the day running the show for which he is responsible. He must be very careful to hang to the straight and narrow lest he be trapped up by one of Bernie's father's livery stable guests. These old timers are still about, but since the livery stable and the Blacksmith shop have gone forever, they can be found in other places always ready to express themselves in case they think you are a little off color. Is it not true that most of us who claim to be without sin for our exaggerations, represent ourselves rather extravagantly?

It has been my privilege and good fortune to have traveled to many different states in our Union including Hawaii. It does not seem to make any difference what City or State you have registered in, the natives and the Chamber of Commerce will tell you this, and I quote, "The weather the past few days has been rather unusual, really the worst we have had since so and so," It could have been either too hot, or too cold, too rainy, too much snow or a cyclone. If you go to a Ski run there is the same old story **not the right kind of snow**. Why do they do it? **WHY?**

## IN UNITY THERE IS STRENGTH

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For the past several years we have closed our Auction during the Christmas and New Years holiday. My wife, Kit, our Son Tim W., and what's left of me by that time take off for our annual well earned vacation. For two years we almost shivered to pieces in Florida but being endowed with gambling instincts we decided after long debate that we would try dear Florida again since we had received a most lovely brochure from a new motel, the owner of which was a friend of ours. However, the rate of \$50.00 per day was the same, friend or foe. We arrived during a rather balmy evening and remarked "well, this is it". We were three happy people and being rather tired we retired early only to be startled about midnight with a howling storm and what was it? A young hurricane demonstrating its prowess! Maybe it just happens to us, I don't really know. So what did they say? Quote "This is most unusual, it's too bad you can't stay until next month, we have never had anything like this before"., unquote. **WHY DO THEY DO IT?**

This year we decided to spend our vacation in Phoenix, Arizona. We arrived at the air port only to find our friends who came to meet us dressed in woolen overcoats with their teeth chattering and swearing they were at a loss to tell us of the sudden change. Thank goodness they didn't lie. Our bathing suits were never unpacked even though the pool was heated. Who wants snow on a bathing suit? Now what do you think they said at the Mountain Shadows? Quote, "This is most unusual, too bad you cannot stay until next month. We have never had anything like this before!" **WHY DO THEY DO IT?**

Our good friend, Mr. Clark Smith, part owner of the Phoenix Auto Auction supplied us with a new Cadillac to use while we were in the West. Kit's brother lives in San Diego, California so we decided in order to get away from this cold snap we would drive across the desert to California and spend Christmas. We stopped off across the border in Mexico, where we found the weather to be to our liking. When we arrived in San Diego the streets were damp, it was raining, not like a New York rain, but a rain that seemed to come straight down in millions of streams. Kit's brother, Frank,

and his family are honest, well raised church going people and up to this point I would say honorable, however, when it was impossible to venture out because of the storm, they came with the same old answer. Quote "This is most unusual, too bad you can't stay until next month, we have never had anything like this before," **WHY OH WHY DO THEY DO IT?**

It doesn't seem to make any difference what country or climate we visit, we find the same excuses and alibi's for the weather. Do people who are so happy with their particular abode forget what happens most every season, or do they cheat with the intention to deceive, or is it trickery to **really want you to stay until next month?** Sometime if I can get the time off I shall try one of these weather dreamers and find out once and for all for myself. I do not mind a SHAMMER, but one who murders the truth is not for me.

Those of you Auctioneers who know me will tell you that I dabble in the Race Horse Business. I am a breeder in a small way and an owner of several horses that are racing. This may discount the fact that the truth is in me. I must say, however, Harness Races are on the square. It cannot be any other way. If it were not, I wouldn't be in the business of trying to raise one to be a champion! I am also in the Automobile Auction Business in rather a large way. These facts will probably throw me before I get started to tell you about my honesty —

Since the days of David Harum it was always, (even for a preacher) the privilege of the owner to represent his animal. If, however, he were crowded by a trick into a corner, the unwritten laws of trading could be of a sham nature in order to make a deal. Now then, when Henry Ford completed his gas buggy, right then and there he created the loop hole for the largest swarm of just fraudulent, deceitful, untruthful, falsifiers that has ever been created. There is no need really for any one of those engaged in the automobile business to falsify their sales agreement. Those who did passed out of it leaving it one of the most lucrative business's of all times. Still, there is one subject with the auto men, and I ask you, did you ever own a car that gave you the mileage guaranteed by the

factory? The gas consumption per mile has never been as represented on any make car that I have ever owned. So, my fellow Auctioneers, you who know me may begin to curl your lips at the corners and wonder what's coming next. If I told you I never exaggerate I would be exaggerating again — Why Do I Do It?

Speaking of the weather and those who create a false impression about it, I should like to tell you about our weather here in Albany, New York and up through our beautiful Mohawk Valley. (I pray that our Chamber of Commerce of which I am a member will never fall heir to a copy of this book) Albany without a doubt has one of the lousiest climates of any place I have ever lived! **BUT HOW I LOVE IT.** Albany has been good to me. However, it rains when it should shine, it's too hot when it should be cool, it's too cold when it should be warm, the lawns burn up in the Summer, the snow piles up in the Winter, and when the big thaw comes the Rivers leave their banks, and the flood washes out some of our bridges. But it keeps a lot of our people working. We here in Albany eat high on the hog, whether we are rich or poor. It must be an OLD HOLLAND CUSTOM. I think stretching the truth to a point of prevarication must be an OLD AMERICAN CUSTOM. WHY DO WE DO IT?

See you in Louisville!

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## New NAA members an Enthusiastic Group

BY COL. B. G. COATS

Usually example comes from those who are older to those who are younger. In the National Auctioneers Association things are equal if not actually in the process of being reversed. Members who have joined the N. A. A., in the past two years are displaying a splendid brand of enthusiasm for the Association. After the 1959 convention in Denver, when there was in attendance 469, their anxiety to have other Auctioneers share in the fellowship and benefits they enjoy is producing remarkable results. Some of us old timers should hold our heads in shame. It must be because we are getting old and

have lost our pep. It is wonderful to see the younger members so enthusiastic but we, the older should team with the newer members to make our 1960 national convention the best in our history — not so much for the sake of numbers but for added zest and influence.

Come out this year and meet the finest group of men you ever have or ever will meet. Take a few days off and see for yourself what the other fellow is doing. The cemeteries are full of indispensable people. Let the people of your community know that you are away for a few days attending your national convention. You will not lose any sales by it. Your business will undoubtedly increase as the public likes to do business with people who are better equipped to give them better service. Do not let this reminder pass into the realm of the permanently forgotten. You would not forget a sale date or an appointment for booking a sale. Circle these dates now — July 14-15-16. Place— Hotel Sheraton, Louisville, Kentucky. **DO YOUR SHARE — AND MORE.** Spend a pleasant vacation at your own national convention. Your presence will be an inspiration. **YOU, TOO, WILL PROFIT.**

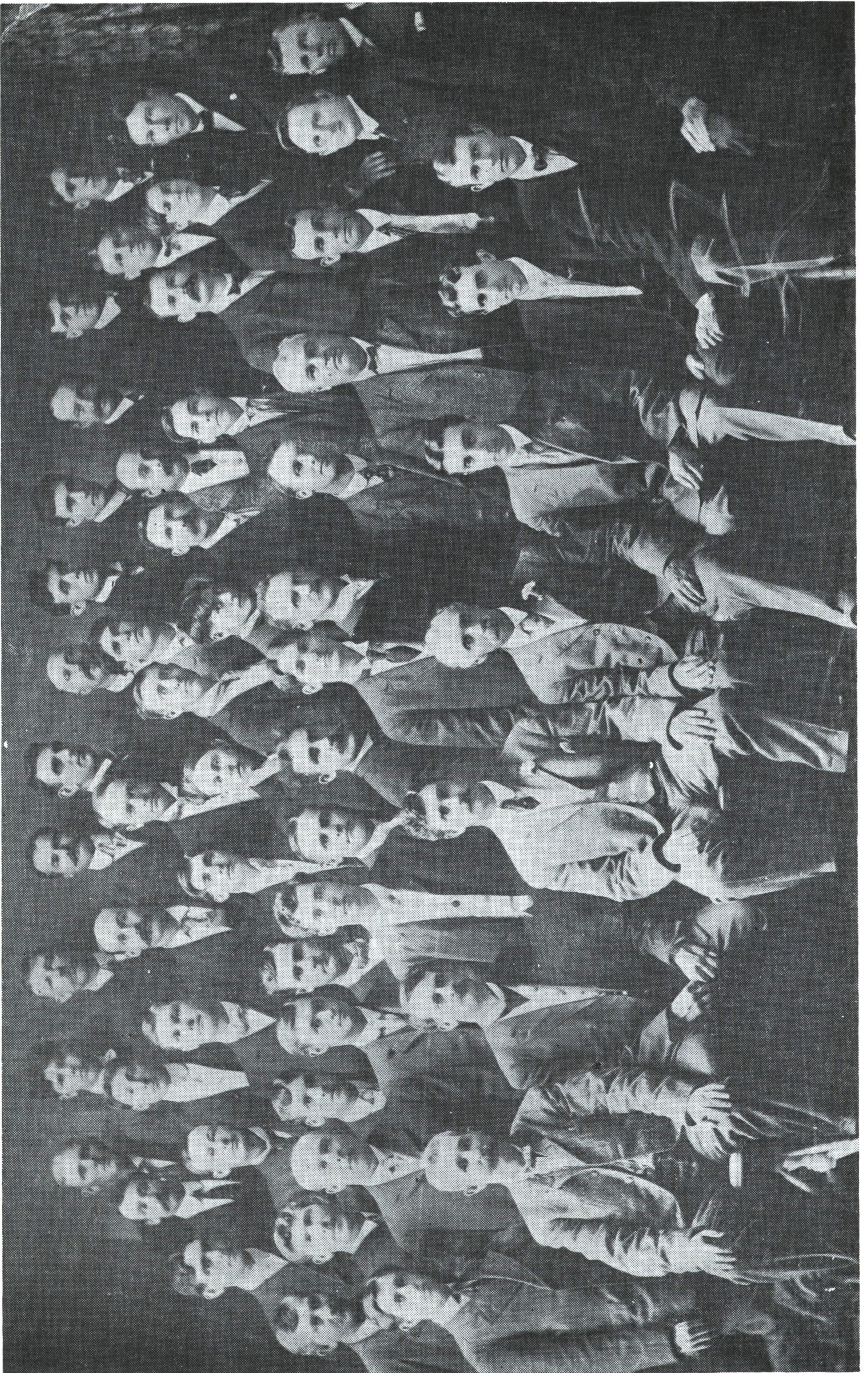
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## Livestock Reports Furnished By USDA

Livestock market news reports, from the New Holland Lancaster County, livestock auction are now being furnished by the USDA through an agreement with the Pennsylvania Department of Agriculture.

William L. Henning, Pennsylvania Agriculture Secretary, said the federal livestock market reporter, who has been assigned to the Lancaster terminal market, will cover the Thursday auction sales at New Holland, in addition to his current duties.

This is the first auction market in Pennsylvania to be covered by an "impartial" market news reporter. Federal-State market news reports are furnished from the Lancaster terminal market and state reports from the Pittsburgh stockyards.





## 1909 Graduates at Jones School

Students and instructors of the Jones School of Auctioneering, Class of 1906, are pictured opposite. The picture was sent for publication in "The Auctioneer" by Col. Oscar Tostlebe, Cedar Falls, Iowa, who was a member of the class.

Instructors at the Jones School of Auctioneering in 1906 were Attorney Murphy, Points of Law; A. W. Thomas, Merchandise; Carey M. Jones, Pure Bred Livestock; J. West Jones, Farm Sales; Orville Jones, Horses; W. W. Marsh, Speech and Voice.

Carey M. Jones was President of the school as well as instructor in purebred livestock sales. J. West Jones was the father of Carey M. Jones and Orville Jones, instructors, and Harry Jones, who was a student in 1906.

Auctioneering students who are pictured include: Everett Davenport, Indianola, Illinois; H. H. Hammond, Lanark, Illinois; Chris Keil, Loma, North Dakota; B. S. Murray, Allendale, Missouri; B. J. Sweeney, Bloomington, Illinois; Albert Stephens, Caledonia, Iowa; John Stephens, Caledonia, Iowa; Edward H. Noonan, Aledo, Illinois; A. A. Martin, Sheldon, Iowa; J. H. Koch, Herrington, Kansas; W. D. Faires, Macomb, Illinois; Fred Morrison, Lone Tree, Iowa; J. L. Mitchell, Lexington, Nebraska; Edgar N. Culbertson, St. Charles, Minnesota; I. A. Fullenuider, Heyworth, Illinois; L. R. Hamil, Greenview, Illinois; Edward C. Bryan, Red Wing, Minnesota; R. V. Wilson, Butte, Nebraska.

C. E. Robbins, Amoret, Missouri; M. B. Scherick, Inland, Nebraska; Joe Shaver, Kalona, Iowa; M. D. Irvine, Amenia, North Dakota; L. D. Morris, Paris, Illinois; Mart Slater, Wilton Junction, Iowa; A. L. Duncan, Randolph, Iowa; Frank Donley, Defiance, Ohio; John Lauthan, Vaughnsville, Ohio; Royce R. Fahr, Winslow, Illinois; Walter E. Blumentha, Ayr, Nebraska; Otis L. Johnson, Sadarus, Illinois; G. C. Blaydes, Roachdale, Indiana; Edgar C. Buckley, Industry, Illinois; Frank J. Bell, Madison, Wisconsin; George J. McHugh, Rockwell City, Iowa; P. J. Haggard, Aurora, South Dakota.

John Perry, Hinton, Oklahoma; F. C. Blackman, Paris, Illinois; Thomas McKeag, Osceola, Nebraska; Harry A. Jones, Lenox, Iowa; E. C. Wilson, Macon, Illinois; E. A. DeSelma, San Jose, California; C. F. Doty, Oxford, Iowa; C. A. Randall, Windham, Ohio; F. E. Holeman, Walnut, Kansas; E. D. White, Bloomington, Illinois; W. A. Williams, Delphos, Ohio; and Oscar Tostlebe, Cedar Falls, Iowa.

## The Auction Sale

The old man stood on the edge of the crowd,  
The crowd that had come for the sale—  
Hardly a man you'd notice at all,  
Tiny and timid and frail.

Standing aside in the shadows alone,  
Furtively wiping a tear,  
Hearing a rythmic sing-song of sale —  
The chant of the Auctioneer.

"There," he said softly, as he looked at the goods  
"Is dear Mama's old rocking chair,  
And there by its side is the old trundle bed,  
Where our babies were tucked after prayer.

The old china lamp, that at twilight we lit,  
To let its rays brighten the dark;  
The old cupboard too, where on one darkened side  
The height of the children we'd mark.

The little old table that mama would use  
For her basket of mending; there too  
Her Bible would lay, a familiar dear sight!  
And her footstool, the cover worn through.

He turned away from the loved old things,  
That made the swift memories start —  
The crowd at the sale never guessed that it bid  
On the bite of an old man's heart.

You really have insomnia if you can't sleep when it's time to get up.

# Trends Toward Licensing Emphasized and Evaluated

By Col. M. James Ford, Usk, Washington

I am a member of the National Auctioneers Association. I have never written any articles for our monthly magazine. But reading the January, February, and March, 1960 issues has made my blood boil. I would like to re-emphasize points that have been made in previous issue.

In the January issue of "The Auctioneer" I should like to call your attention again to the article submitted by Col. Fred W. Smiley.

The Department of Internal Revenue agreed with Col. Smiley that it should employ Professional Auctioneers, but it had to go through the **Main Branch** in Washington, D. C.

The ideas of government experts (of which we, the United States of America are noted for) of getting value is questionable. How about the surplus sales after World War II, which was a poor sell-out for sure?

The U. S. government is setting itself up as Professional Auctioneers is right—at the taxpayers expense. Col. Smiley is correct. It is undemocratic. I hereby state some cases proving his and my point. The government is competing with and in private professional Auctioneers. The Forest Reserve auctions their timber by rangers, assistant rangers or even office workers. Some Air Force Bases have weekly auctions at the base which are conducted by some office stooge or low rate army officer who have never attended a real auction in their lives. The government Internal Revenue, Army Air Force and others by these activities are crippling the Professional Auctioneer by degrading and mocking a profession which is not in the least deserving of such abuse.

The Legislation of the Senate, Congress, the State and County elective officials are not out to help the Auctioneer. They are discouraging the public, by implication that they view Auctioneers as deadbeats, bums, or cheap gangsters. They are also instigating, breeding and

executing laws in their favor to keep auctions from increasing. Col. Smiley is right again in saying they should or would be doing more for our profession, the community, the states and the nation if the laws were revised and made mandatory to hire only Professional Auctioneers. (You try to be a forest ranger, an F.B.I. man or such without proper preparation and what would become of you?) I have been to sales where forest rangers, movie stars, secretaries of school boards, county agents and numerous others have conducted public sales.

Col. Smiley suggests that we keep auctioneering out of the states governmental legislature and away from the Attorney's guild and donate all our time to expand, protect, and better our profession. I concur with this suggestion.

An auctioneers profession is one he should be proud of. It would be unfortunate for the auctioneer individually or collectively to let his profession slide by to help promote or stimulate another that belittles his own.

Col. Smiley says in his article, "We need thinking men in our association to better the organization for all." I could comment on this subject by a volume and never say all I wish to put across to others.

His closing paragraph is true again. I want to thank Col. Fred W. Smiley and the Editor of our National Auctioneers Association monthly magazine for the wonderful article.

I would like to say here that the statements I made can be backed up by examples which have been printed or voiced by private citizens.

Immediately following Col. Smiley's article in the January "Auctioneer" is an article headed "Kentucky Auctioneers License Act Ready for Submission to Legislature," by Col. W. P. Scully, president of the Kentucky Auctioneers Association, Lexington, Kentucky, which begins, "After six months of intensive

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study . . .” It would be well for me to point out here that I am from the State of Washington in the Great Timbered Northwest, not Washington, D.C. Kentucky is one of our fifty-state union in which I am interested indirectly by my profession. It can be realized by all that I am too far removed geographically to be directly concerned with that particular license law but I would like to state my views as to the way I see the outcome of their proposition. Already the license trend has spread tentatively to another state and if it is not stopped before it gets too far it will be in all the other states and Canada.

In the March issue of “The Auctioneer” from pages 36 to 43 inclusive is the printed Act as it has been called. When I read the first few lines I could plainly see it was not written nor drawn up by an Auctioneer. So I looked back through the January issue and saw that the Kentucky Auctioneers Association “voted to retain the services of Attorney H. B. Lawrence, Louisville, Kentucky . . .”

The voters and taxpayers have left the welfare of our nation up to such offices before and here are some of the results: (Each member of the Kentucky Auctioneers Association can find these same figures and many more if he is interested).

The National Debt . . . . .	\$297,000,000,000
To keep a few members of the Armed Forces in Japan for one (1) day . . . . .	\$1,000,000
To store grain in bins by order of the Secretary of the United States Department of Agriculture . . . . .	\$1,200,000

Those who are concerned with national, state and local government do not leave private enterprise alone. They infiltrated the railroads, airlines, farms, livestock businesses and where are they? Ask for an explanation for the Dept. of State of Washington from the governor of the state and the answer would be different from that given by a taxpayer. I feel that the taxpayers explanation would contain more of “Truth.”

I would like to have a definition of the term “apprentice auctioneer” from the Kentucky Auctioneers Association and the Attorney who drew up the license act. It seems that a member of a profession should not lean on another

profession in order to run his business. For the professional Auctioneer to depend on a document drawn by by a disinterested professional lawyer is an act of negligence. The technical terminology appears to be forbidding and one is often unwilling to protest when it has gotten that far. Still, if free enterprise is to remain free, it must be defended by those who benefit from it.

The license act may be an excellent document from the standpoint of the Bar Association but there isn't ½ of 1% in favor of Auctioneers.

On page 14 of the November, 1959, “Auctioneer” is an article “Tobacco Auctions Faced With Problems” which indicates that tobacco auctions may become a thing of the past because of the “trend toward direct purchase and contract buying of farm products . . .” The author of the supposition advocated a free market and said “the Government plays too large a part in farm life.” That article originated in Lexington, Kentucky.

It is my belief that Kentucky should be withdrawn as the Convention site for the 1960 National Auctioneers Association. Since Auctioneers have stood for free enterprise for so long it seems ironic that the host for the Profession famous for its dedication to that principle should be a state which is involved in destroying it.

I had been making preparations to attend the 1960 Convention in Louisville but since reading the last three issues of the National Auctioneers Association monthly magazine, I have changed my mind. It would be a waste of time and money to try to help and mix with people who are supposedly in the same profession as I am but who are not helping to lick the elements which are against us.

The articles published in the “Auctioneer” are enough to entice any Auctioneer to keep out of that locality and avoid meeting people who are out to see themselves and our profession and organizations go down the drain.

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Doctor (pleased) — “You cough more easily this morning.”

Patient (dubious) — “I should. I've been practicing all night.”

# Recommends A Rereading Of License Articles

By Col. B. G. Coats

After you have read these few lines turn to page 6 of the February number of "THE AUCTIONEER" and read the article "LICENSES FOR EVERYONE" submitted by Col. Ken Travis, of Lansing, Michigan, which is a reprint from the Wall Street Journal. Then turn to page 4 of the same issue and read the article "BITS OF THOUGHT ON THE LICENSE LAW" by Col. R. C. Foland, of Noblesville, Indiana.

The article "Licenses for Everyone" takes no definite stand but gives you both sides and is presented in such a way that every Auctioneer should give the subject serious thought and attention.

The article by Col. Foland is indeed an excellent one in that it shows much thought and careful study. I have the utmost respect and regard for Col. Foland, but simply cannot agree with everything that he has to say on this subject. I know that he has the courage of his convictions and is always ready and willing to express them because he believes that they are in the best interests of the Auctioneers. It would appear to me that he is taking a negative position, that he has not given the thought necessary as to the benefits that would be derived from an Auctioneers Licensing Act. He states, "It is my belief we should not discuss this matter further, except to watch for the wrong kind of license to be lobbied through and made into laws, which will work to retard the service auctioneers can render."

During the past few years many license laws have been passed by various governing bodies that have most definitely retarded the services of Auctioneers and in some instances have put them out of business. Yet in the next paragraph of his article he states, "I was very proud to be affiliated with the realtors who, under a new law, were able to make such a record." He is in

favor of and proud to be a licensed real estate broker, yet he frowns upon auctioneers being licensed, when, if they were licensed, their operations could and would be just as honorable and commendable as licensed real estate operators, and I dare say in many instances more so.

Now let's face it. I do not think there is an Auctioneer in the United States but what would like to operate without legal supervision. Licensing of Auctioneers have been forced upon us and we were too apathetic to even raise our objections even though in many instances such licenses are in my opinion fallacious. Now that we are confronted with them and we have no one to blame but our selves, the time has arrived when we must take a firm and determined action to safeguard our profession.

If you are going to sit back and watch for the wrong kind of a license to become a law without as much as protesting it why discuss the matter at all. Just pull down your shingle and engage in some other form of livelihood.

I note that Col. Foland states that he carries real estate membership cards in a number of states. Colonel were you concerned as deeply about the real estate license laws as you are about the licensing of Auctioneers? Isn't it an indisputable fact that the real estate profession is today enjoying greater prestige and influence than ever before? Isn't it a fact that such was accomplished as a result of real estate operators being licensed by the various states? Would not the same apply to the licensing of Auctioneers?

Auctioneers do not want to be licensed to prevent others from entering the auctioneering profession. If this so called octopus of licensing auctioneers continues to extend its sucker-bearing arms as much in the next ten years as it has in the past ten years, the heritage of which you speak will have vanished. We

have a challenge that must be met and it cannot be turned aside by taking a waiting and watchful attitude.

## Colorado Meeting To Be Held April 9

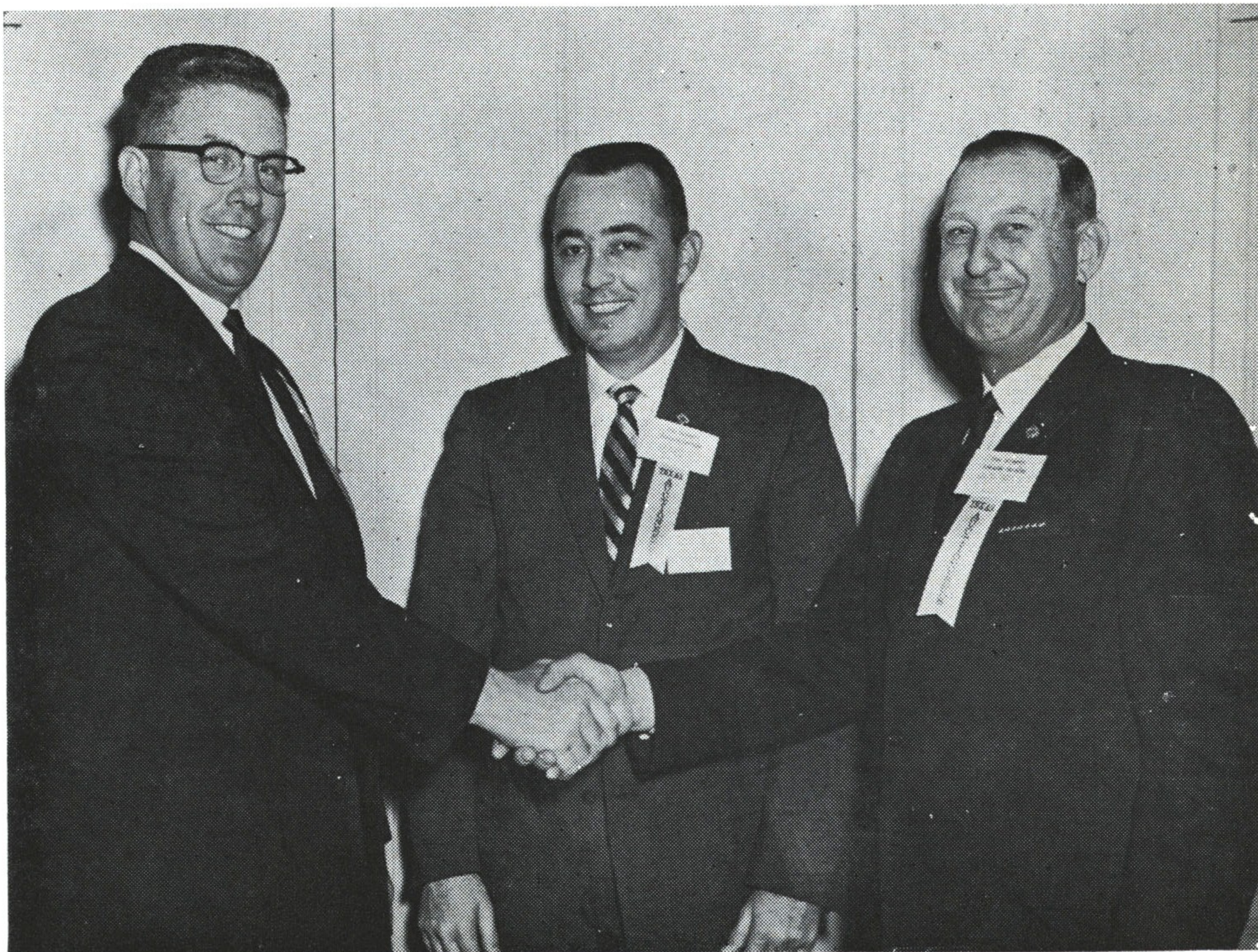
The next quarterly meeting of the Colorado Auctioneers Association will be held April 9 in Grand Junction, Colorado. Col. H. W. "Bill" Hauschildt, Treasurer, urges all the Colorado auctioneers to attend. Col. Hauschildt wishes to congratulate the State of Kentucky on their large membership in the National Auctioneers Association.

Taxes could be a lot worse. Suppose we had to pay on what we think we are worth.

## Texas Auctioneers Meet in Abilene

The Texas Auctioneers Association met Sunday, February 28, in Abilene, Texas. Due to bad weather which made driving and flying very hazardous there was a light attendance. Another meeting is being planned for May or June at which time the Texas Auctioneers hope for pretty weather and a big turnout.

Earl White, Madisonville, Texas, was elected president at the meeting. He will succeed Bill Wendelin, Henderson, who is one of the directors of the National Auctioneers Association. E. Wayne Gibson, Bryan, was elected as Vice-President and J. O. Lawlis, Houston, was re-elected Secretary-Treasurer.



The new officers of the Texas Auctioneers Association were elected February 28 at their meeting in Abilene, Texas. From left to right are Earl White, Madisonville, who was elected President; E. Wayne Gibson, Bryan, who was elected Vice-President; and retiring President, Bill Wendelin, Henderson, who is one of the directors of the N.A.A. J. O. Lawlis, Houston, was re-elected Secretary-Treasurer but he had left before the picture was taken.

# THE LADIES AUXILIARY



Dear Friends:

The time has passed so quickly it is hard to realize such a long period has lapsed since I've written to you.

We have about 6 or 8 inches of snow and more falling, which is quite a bit for Ohio but even so, we have signs of Spring as the early flowers are peeping through the ground. By this you know my hobby is gardening. I'm an outdoor person. It would be very interesting to know what your "hobbies" are. How about letting us hear from you?

The cards and letters received telling me I was missed at the last two conventions were so thoughtful and very much appreciated. However, health permitting, I'll be seeing you in Louisville.

Col. Darbyshire, "Darby" to most of you, had the privilege of addressing the Kentucky Auctioneers Ass'n. in January and I accompanied him. We had a wonderful time seeing old friends as well as making new ones.

The charming group of ladies who have so recently organized into the Kentucky Auxiliary, under the capable leadership of Mrs. Orville Moore, president, for the purpose of doing everything they possibly can to assist and make the fourth coming National Convention a success are very gracious and anxious for this to be the best.

If the enjoyable week-end we spent in Louisville is an example of the hospitality Kentucky is extending to the National Convention, "YOU" can't afford to stay at home!

As most of you know our only daughter, Joy, was married a year ago February 14th and she and her husband, Lt. Roger A. Hadley are living in Bermuda. It is such a beautiful place to be stationed for three years. "Darby" and I hope to visit them before their return to Ohio.

Please bring your pictures so that we can exchange views and news of our children and grandchildren; or is there a grandmother ever without them?

It is with love and expectation I'm looking forward to seeing all of you who

were so wonderful and cooperative to me the year we met in Kansas City, and meeting all the new girls who have joined since I last attended.

Ohio is very proud of our National President, Mrs. Gretchen Featheringham and I know you are going to be proud of her and show your appreciation and cooperation by your attendance.

Everyone of you get busy and send in your reservations for July 14-15-16, SHERATON HOTEL, Louisville, Ky. I'll be looking for you!

Love to All from Ohio,  
Gertrude Darbyshire

\* \* \* \*

\* \* \* \*

Dear Ladies of the Auxiliary:

We have just returned from a small trip and have read "The Auctioneer." Note Mrs. Tom Berry's letter.

While visiting in the Fred Ramsey home at Old Hickory, Tennessee, I talked with Daisye about organizing a National Auctioneers Association Auxiliary "Good Intentions Club" called "I'll Be Thar," meaning the next convention at Louisville.

Our editor, Bernie Hart, will publish a list of "I'll Be Thar" members in each issue of "The Auctioneer" from now on to Convention time. To get the list started the Guy Pettits and Fred Ramseys will submit their intentions to be at the Louisville Convention in this month's "Auctioneer."

Ladies, remember that this is just "Good Intentions," (but we hope all will be there) so send "The Auctioneer" a postcard and simply say, "I'll be Thar," and sign your name.

Come on now with the "Joiners." It might create some interest that could make this our greatest convention.

Sincerely,  
Ferne Pettit

\* \* \* \*

## I'LL BE THAR

Mr. and Mrs. Fred Ramsey and family.  
Mr. and Mrs. Guy Pettit

# IN UNITY THERE IS STRENGTH

Dear Ladies of the Auxiliary:

One of the most pleasant surprises of the winter came to us this week when the President of the New York State Auctioneers Association, Inc., Mr. David Tracy and his wife Laura telephoned us on Friday saying they were coming down for the week end. We also had with us Mr. and Mrs. Richard Tydings of Greene, New York, a Director of the Association. Irwin (Pete) Murray of Ballston Lake, New York, former President and his wife Betty rounded out the party, a good time was had by all.

On Sunday the men spent several hours working on a plan to increase the membership of the Association, also a news letter that will be edited by Mr. Tydings and mailed out periodically, with the view in mind of all going to the National Convention in Louisville.

The main topic of conversation with the women centered on the big Convention in Louisville. We are all looking forward to our trip. Betty Murray has already arranged for a baby sitter and companion for Little Patty and Mike while they are away.

Recently I received a note from Mrs. Gretchen Featheringham, Ashville, Ohio, President of the Ladies Auxiliary, telling me she expected to be in Kentucky this month to make plans for the Ladies during the convention.

We here today were discussing the many unusual things we may see in Kentucky. I for one have never seen a

## THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

**President**  
Mrs. R. E. Featheringham,  
Ashville, Ohio

**1st Vice President**  
Mrs. Owen Hall, Celina, Ohio

**2nd Vice President**  
Mrs. Tom Berry, West Newton, Pa.

**Secretary-Treasurer**  
Mrs. Ernest C. Freund,  
Fond du Lac, Wis.

**Historian and Parliamentarian**  
Mrs. Howard Shults,  
Grand Junction, Colo.

### DIRECTORS:

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

Blue Grass Pasture, or a Tobacco Auction, or have I ever visited a Kentucky Horse Breeding Farm. My husband said it is possible we may have to make our Fried Chicken Biscuits and Gravy differently when we come home from Kentucky. We were a little daring when we wondered just how a Kentucky Colonels Mint Julep might taste.

I hope to see all of my fine acquaintances and Friends in Louisville.

Sincerely,  
Kathleen A. Anspach



The distaff side of the group meeting at the Anspach home included from left to right: Mrs. David Tracy, Mrs. Richard Tydings, Mrs. Irwin (Pete) Murray, and Mr. Tim Anspach.

LADIES . . .

Have you circled your calendar for July 14 - 15 - 16?

Be sure to watch your husband's sale bookings in July and do not allow him to sell a sale in that week.

Do you realize that there are just 120 days until the convention?

Rolland and I are going to Louisville the week-end of March 18th to finish plans. I am going to meet with the Kentucky Ladies and the way things look this will be a great convention.

Watch for news of our plans in the issues to follow of "The Auctioneer."

Gretchen Featheringham,  
President  
Ashville, Ohio

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Dear Ladies of the Auxiliary:

Spring is here at last, although winter in our section of Ohio was comparatively mild, we were still glad for spring to arrive. It is one of our favorite seasons when the beauty of God displays itself by the budding trees and flowers.

Since last July our home has been a busy one. The week after we returned from Denver, our three-year-old daughter fell 10 feet from the hay loft onto a concrete floor. She was found unconscious and suffered a skull fracture and concussion. It took some time in the hospital and a long recuperating period at home but now she is fine and Owen and I thank our God we still have her with us.

Owen has been busy with his real estate and also he has formed a new partnership, the Stinebaugh-Hall Auction Service. Offices for this new partnership will be located in both Celina and St. Marys.

We are looking forward to our state meeting in June at Mansfield and also we are making plans to attend the National Convention in July. See you in Louisville.

Sincerely,  
Madonna Hall

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## Sorry to Have Disappointed You

We are sorry that we have disappointed you Ladies this year in the page of "The Auctioneer."

No newspaper nor magazine can be developed by the editor alone. We members are reporters for "The Auctioneer" and it is up to all of us to contribute news from our state organizations and any other material which would be of general interest. Our page can be no greater than the effort that is put into it by the members.

Come on, Presidents of the Ladies Auxiliary, send us a report of your organization and let us know what you are doing.

We have made several efforts to do better but without cooperation — well you have seen . . . We know when you receive "The Auctioneer" the first impulse is to turn to the Ladies page and then . . .

Won't you contribute something to our page for the next few issues to come before the convention? To those Ladies who have attended the National Conventions won't you write an article and inform the women who haven't attended what they are missing?

Gretchen Featheringham,  
President  
Ashville, Ohio

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## Devil's Island Up for Sale

PARIS — One of the world's most notorious pieces of real estate, Devil's Island was put up for sale by the French Government. The hope is it will be made an industrial development.

The 108-year-old penal settlement in French Guiana was listed along with a castle and a canal in France for the Finance Ministry's next auction of Government property.

The colony took its name from the tiny, palm-covered rock, regarded almost as a rest home by the murders and thieves who slaved and died in the malarial swamps on the mainland, that was reserved for political prisoners. It gained world-wide notoriety when Alfred Dreyfus was held there from 1894 to 1899.

France sent her last convict ship to Devil's Island in 1938 and started closing down the colony in the following year. The last prisoners were returned to France after World War II.



# Few Changes Noted in the Business of Auctioneer

By COL. POP HESS



The date of this writing is March 12 to beat the headquarters deadline of March 15 so they can boil down Auctioneers and their words before going to press.

From what I have now read in our March issue which I just received, I find many of the boys in the pages one way and another. I, of course, read each page including my own and I want to say thanks to all the boys who took time out to refer to my column. Since my last writing I have received many cards, letters and comments. I was amused at one Colonel out in Iowa who sent in his bit wanting to make a wager. His words ran along this line—that he does enjoy the publication and he reads it all and he notes that about the only Colonels with columns are the ones who are high up on the hog or who have been and are now retired. (The retired hits me. How high up it was is everybody's guess on what is high). I am not too far retired to take him up on that wager he wanted to make. He says that the only colonels who get top sales have a lot of money or top connections to get the top sales. His comparison of the farmer of yesterday and today is quite true but I will debate his belief on who Auctioneers are when it comes to big money and pull.

No, boys, top busy Auctioneers of today as well as of all time can not be bought with money and connections in full. In my life I have seen men who had money to burn and all kinds of connections and pull, who tried to be auctioneers and failed completely and were soon out of the picture. I know one man who spent his farm and all the money he and his wife had and some of his relations and friends besides. He was much informed on values, especially real

estate and livestock but he failed completely and died very poor.

Yes, and it can be said that the Auctioneer who can write a good column can not be too hot an Auctioneer but he has a bosom full of answers on what it takes to be the Auctioneer in demand today. Now, do not take me wrong. I admire this Iowa Colonel for writing his message. He did hit the nail right on the head before he bent it when he said, "We should have more words in the pages from Auctioneers within our ranks," and if a few more of you boys who read our words and have anything to spring for more words and wisdom on your business as an Auctioneer, write it out, mail it in. Who knows what might pop from it.

Within the past three weeks I have had many letters asking many questions. Some I can not answer as I do not have the words to fill out the run. But I will still study these letters and when I am sure I will put my thoughts in my column. More than one letter has asked this question to be answered in my column. After 80 years, what changes have I noted in the way of being an Auctioneer and his business in general.

I have some recollections of the Auctioneer back before 1890, or from 1880 to 1900 in my first 20 years of living. My Dad was a farmer. He bought livestock and never missed a sale in the county. In horse and buggy days that was a big area to cover. He took me to my first sale when I was less than 6 years old and I fell for the Auctioneer and what he did. I well recall how that local Auctioneer got around to sales in his area. Either he went by horseback or in a two wheel cart. He had whiskers, he was kind, he was funny. He was a little rough with his words

## IN UNITY THERE IS STRENGTH

sometimes and to see a woman or any children in his audience was quite rare. He was harmless but in those days women and kids were not to hear what grown men could hear and talk about.

This local Auctioneer was growing old and he had following him as a helper a bright well-dressed young man. This young man lived and thrived to be the strong Auctioneer of that community during his life time. This example is only a repeat of all communities and the coming and going of the Auctioneer of yesterday to today. Back in the old days Auctioneers were confined mostly to the counties they lived in, while today the average Auctioneer goes many places and states as his services are demanded.

We have seen the auction sale audience become made for both men and women, children and folks of all walks of life. Do not take me wrong that those Old Timer Auctioneers were not good clean moral men. They were great men and knew how to sell. People at that time seem to have had a different version on who said what and it was the language of the average folks of that time. Auctioneers words and jokes were not too nice for the women to hear. But now after all these years I recall many jokes and words told me by the feminine sex that far outclassed any jokes or words said by the Old Auctioneer.

That above is one change I have noted the past 80 years.

The other night in my home I was watching "What's My Line?" on T.V. On that program a fine young lady, I think she gave her home as Montana, had as her line a Livestock Auctioneer. She graduated from an Auction School in Iowa. The panel had trouble guessing her line. At the wind up she gave the panel and the T.V. viewers a sample of her lingo as an Auctioneer. She had the right pitch and hit off like a veteran. Again that is something I have seen come to pass in 80 years.

In talking to one of my Greedy Auctioneer Friends about this girl he commented, "This Auctioneer business is rotten with competition. Now what will happen if the women all take to it?" I told him it might be better than he first thought. It could put some would-be Auctioneers on a job they were more

fitted for and get them out of their starvation way of living. He has not spoken to me since but we are still good friends.

Yes, we have in the past eighty years seen the Auctioneer come from afoot to horseback, to wheel cart, to railroad train, to automobile, to flying. And now they are Betting on what Auctioneer will conduct the first Auction on the Moon. Will that happen within the next eighty years? Who has the answer?

Well, getting down to earth and common sense, let's get back to what is cooking in our business today. There are many sales throughout the land. Prices are strong and the world seems to be moving in good power. We find our Auctioneers are receiving top commissions and good pay yet they are right now in most sales having to put a lot of good clean working power in their way of dishing it out. The buying public today is well advised on values. He reads and hears more now in one day's time than the average man heard weeks too late some years back. The livestock Auctioneer in his sale today hangs up a good average. Before he lands in his next day's sale the word has traveled faster than he has and if he doesn't hold that average or beat it he gets a sour look from his employer. It takes judgment and clean thinking for our busy boys to get peaceful sleep and be ready to go the next day. But this is the life of the general run of livestock Auctioneers.

I had two nice letters recently from Ohio boys who are just now cutting their teeth as Auctioneers. They laid before me their problems in getting started. One asked this question, "Would it be better if I would take time out and personally call on farmers and livestock men to explain my wants as I want to be a good general local farm auctioneer?" My reply to this would be along the same line as the Old Woman who told her son who was thinking of getting married to a lady who was quite rich and meeting some resentment. The Mother said, "Son, do not marry for money but do your best to marry where money is." My thought is that this young man should get tied in with some firm doing business with farm folks as a side line and gain their ac-

## IN UNITY THERE IS STRENGTH

quaintance. At all times when he is billed as an Auctioneer he should do his stuff. Personal canvass to argue the point would be a very slow operation. Little would be gained. A nice little folder with his picture, and suggestions and items mailed to farm folks could help very much but John Q. Farmer will make his decisions after he sees you in action.

The other boy was having some hard rubs from the senior Auctioneer of his community which is at all times, natural. In such cases all bumps from a competitor will in time be profitable publicity for the junior Auctioneer if and when he is at an auction he produces the facts and his ability is of a different run than that reported by the senior Auctioneer. All young and new Auctioneers face this. The proof is yours to demonstrate. After all, it is somewhat like politics. The proof comes out in the action of selling.

Here is one letter that comes from out of Ohio. This young man wants to know if he would not gain ground and get more sales if he put up a large cash sum in the sales clerks hands to go to any one attending his sales who caught him doing anything dishonest in his way of conducting an auction. The folks in his section think all Auctioneers are dishonest and it keeps him from getting sales. Yet his competitors are all overworked. Now, boy, on this one forget all this thought. As a rule most everybody is honest. There are exceptions and that not only applies to Auctioneers. They are in all kinds of professions and business.

John Q. Public is on guard at all times as to the honesty of all folks. When an Auctioneer gets up and preaches for many minutes on how honest he is going to be that day it puts every one on guard to watch him because he has in his speech just made



## Promotional Items

**NEW:** Attractive Bumper Strips, advertising the Auction method of selling. **35c ea., 3 for \$1.00**

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

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

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

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**803 So. Columbia St., Frankfort, Indiana**

the implication that this is the day he will actually be honest. It reminds me of a horse shipper who used to have a load of horses on a market each week where I did the selling. On each horse he would make many remarks as to their being always the very best and so forth but he would without fail, when I was getting somewhere on what he had said about his horse, flag me down to make one more statement and here is how he would say it, "Now, men, this will be the truth!" and then make a wild statement about the horse killing all other things he did say that sounded reasonable. Without fail when he said, "This is the truth," all bidding stopped. He pronounced his horse sold, not the Auctioneer.

The past few days some letters have arrived telling me they are happy to know Mrs. Hess and myself will be at the Convention in July for sure. One of my good Ribbing Auctioneer Friends let me know he always knew I was too tight to spend the money myself to attend. Just wait till I get on him at the Convention. I will let a few skeletons out of the bag that leads to his door.

Yes, we are looking forward to being in that line up at Louisville, July 14, 15, and 16. Already our Good Ohio Auctioneer Secretary, Col. Don Fisher, who lives in our county has advised us his station wagon will be backed up to our front door ready to load at sun-up July 14. If we are not ready he will just throw us in. We will be in Kentucky as is, so all you guys make it a point to arrive early if you want to see what a retired Old Auctioneer and his Old Woman look like if loaded to go before breakfast. Knowing this Col. Don Fisher as I do he will do just that.

As I wind up this befuddled column, I have had to take time out to blow my nose, hoop, and hollar, as I had the bad pleasure of picking up one of those old kind of winter colds that I seldom have. However I got this one listening to one of my Farmer Friends trying to show me how he had to jack up his Old Family Cow out of the snow so he could milk her. We did not get the snow here in Ohio until it became March but have we got it now! In one of my early March broadcasts in listing some sale dates, one of which was for March

12, I said February 12. Then later on for one for March 15, I said November 15. But from there on in I never missed a day or date because of the ridicule I got from that broadcast. My answer was plain. I said, "With this kind of weather we have just now who would know what winter month it was, anyway."

Well, boys, that is it for now.

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## Col. Oris Cornwell Dies Suddenly

By Lou Winters, Toledo, Ohio

Col. Oris Cornwell of Toledo, Ohio, passed away suddenly on Sunday, February 21, at the age of fifty-nine. I would like to take this opportunity to pay tribute to a good man and a capable Auctioneer and I am sure these sentiments will be sanctioned by all the Auctioneers in the Toledo community.

Home auctions were the specialty of Col. Cornwell and he had been in the business for the past eighteen years. He was an excellent competitor who would rather throw a sale than cut the commission. He was an honest and just man. He was all for the Auction method of selling and would drive for miles to attend an Auction, providing he didn't have one booked for the date himself. He was always ready to help out at any sale. Col. Cornwell was highly respected by all of his competitors and customers.

The day before his death, Col. Cornwell was employed by the Lou Winters Realty and Auction Co. That Saturday he sold a few articles but felt ill so he left the auction and went home.

He was a member of the National Auctioneer Association and the Ohio State Auctioneers Association. He was a loyal supporter of organization among the auctioneers. Professionally as well as personally we have lost a true friend.

He is survived by his wife, three sons, one daughter and one brother.

God be with him and may he rest in peace.

---

Not only has the price of castor oil gone up, but now it takes a quarter instead of a nickel to bribe the kids to take it.

# Bits of Thought

By R. C. FOLAND,  
Real Estate Auctioneer and Realtor

The following letter is a copy of a form letter which we have used to send to those for whom we have sales for the purpose of holding them in the auction spirit. We thought that it might be of interest to other auctioneers.

Dear Friend:

In order to show our appreciation for the confidence you are placing in us, we wish to leave nothing undone for the good of your sale. Much of our future success depends upon the manner in which our present sales are conducted. It is our desire to conduct yours in such a manner that you will willingly and gladly recommend our services to others.

The owner is an important factor in his sale and much depends on his conduct. The Auctioneer has little opportunity to counsel with the owner during the progress of the sale; hence this should be done before. By improper remarks, thoughts or actions the owner may unintentionally ruin his own sale. In order that such a condition may be avoided, we send this letter to those for whom we make sales with the following suggestions of DON'TS.

DON'T fail to carry a smile and possess a friendly disposition on day of sale. Show a personal interest in everyone and DON'T act too independent. DON'T say anything which would take the bargain idea out of the minds of the people. This idea tones up the interest and usually the bargain fades away as the bidding increases. DON'T leave any impression that you will not sell or lead anyone to believe that there will be any opposition or friction in closing the deal. The confidence of the bidders may be worth hundreds of dollars to you, therefore do not do anything which will in the least mar their confidence.

DON'T let the Auctioneer's selling talk rivit you to your property. It is natural for an owner to think more of his holdings than anyone else, and it is the duty of the auctioneer to enlarge upon the

merits of the offering. You should relax yourself from the ownership and realize that we are engaged to sell others; not to you.

DON'T fail to display plenty of nerve. Let the bidders realize that you are going into the deal with full confidence and optimism. During a lull in the bidding is the opportune time to manifest these characteristics. If the bidders realize you are determined to sell and you are doing so good naturedly, they will be stimulated to continue to participate in the bidding.

DON'T fix anything. Stay in the Auction faith. You believe in our services and genuine Auction principles or you would not have signed the contract. Do not let any well meaning friends cause you to lose faith. For your own good, DON'T FIX ANY FICTITIOUS BIDDING. Stand true blue to the finish. The people who are able to buy real estate are usually those who possess a high type of intelligence. DON'T think that you can put one over on them. No self-respecting man wants to become a fictitious bidder, therefore DON'T TRY TO FIX ANYTHING.

We stand with you for a square deal. Any suggestions you wish to make will be appreciated. We want the people to realize we are giving them a square deal and that we expect one in return.

Yours for service,  
R. C. FO-LAND AUCTION CO.

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## Record Price For Angus Bull

In Perth, Scotland, an Aberdeen Angus bull named Newhouse Jewville Eric brought a price, said to be the world record, of \$79,380.00 at the annual breed show. The preceeding record price was set at last year's show when a bull brought \$73,500.00

## 63 Memberships Are Added This Period

Nearly 25% of the 63 memberships processed during the period from February 16 through March 15 are new members of the National Auctioneers Association. We sincerely hope that this is indicative of a growing interest in the organization.

Renewals continue to arrive in our offices but we regret not seeing renewals from many of our old members whose memberships expired in January.

Following is the list of members recorded during the last period. An asterisk indicates renewal.

- \*Kenneth J. MacLeod, Massachusetts
- \*Buryl Harbarger, Illinois
- Bob Handrich, Michigan
- Leroy Moss, Illinois
- \*Amon H. Miller, Indiana
- Lyndell H. Petersen, North Dakota
- \*Emmert Bowlus, Maryland
- \*Joe Madden, Wyoming
- \*W. J. Hagen, Montana
- Pete Yokley, Tennessee
- \*Homer H. Sparks, Pennsylvania
- \*Thomas L. Pearch, Colorado
- \*George E. Michael, New Hampshire
- \*E. Dewey Anderson, Indiana
- \*James O. Lawlis, Texas
- \*James O. Lawlis, Jr., Texas
- \*Dwain Williams, Nebraska
- \*John D. Ulrich, Kansas
- \*Dale Smith, Ohio
- \*Louis L. Stambler, Hawaii
- Henry W. Howes, New York
- \*Milton I. Mann, Montana
- \*Ray Tuttle, Illinois
- William J. Cedzich, New York
- \*Vernon McCracken, Missouri
- \*Edwin E. Ringler, Michigan
- \*Joe A. Davenport, Kansas
- \*Harry H. Hawk, Ohio
- \*William S. Jameson, Germany
- \*Robert V. Bradley, Pennsylvania
- David E. Blankenship, Ohio
- \*Ralph L. Zabel, Illinois
- Ed Carter, Missouri
- Cletus B. Metzger, Missouri
- Wes Chapman, Illinois
- \*Lloyd E. Sitter, Illinois
- \*L. Oard Sitter, Illinois
- \*Harry H. Hansbrough, Florida
- \*Charles C. Hanbrough, Kentucky
- \*James C. Patterson, Ohio
- \*Watson VanSciver, New Jersey
- \*Dale Brown, Arkansas
- \*G. A. LaMunion, Maryland
- \*Edward Schmaedeke, Illinois
- \*Paul W. Griffiths, Iowa
- \*David S. Blew, New Jersey
- \*T. Lynn Davis, Georgia
- \*Wayne A. Coffey, Illinois
- \*John E. Janes, Rhode Island
- Gardner R. Morrill, Maine
- \*L. E. Drake, Michigan
- \*Jerry Ondracek, Missouri
- \*Owen V. Hall, Ohio
- \*Joseph Rosenberg, Illinois
- Donald Teasdale, Wisconsin
- Samuel S. Tibrea, Ohio
- Charles R. Tomlinson, Texas
- \*W. G. Smith, Georgia
- \*Ralph S. Day, New Jersey
- \*Jacob J. Ulrich, Kansas
- \*Exley R. Wical, Ohio
- Rushmore Hall, Montana
- \*Emery L. Parks, Indiana

## Home Base Auction Winter Sale Held

BOWMAN, N. Dak.—The Home Base Auction Winter Bull Sale on February 27 saw lots of action on all breeds of bulls. Registered bulls from four states were consigned. Three breeds were represented. They sold into eight counties in the Tri-State area.

The top selling bull was Sprucewood Bardolier, consigned by Norman and Fritz Nibbe of Lake City, Minnesota. Russell Olson of Bowman paid \$690.00 to own this good Angus sire. Mr. Olson took home three of the Nibbe bulls, all half-brothers, that averaged \$615.00 per head.

The fifty-nine bulls sold grossed \$23,707.50 for a sale average of \$405.00 per head.

Auction services for the sale were furnished by Earl Penfield, Lemmon, South Dakota; Willis Hanson, Mound City, South Dakota; and Lyndell Petersen, Bowman, North Dakota. Bob Penfield, owner of the Home Base Auction Company was the Sale Manager. All four men are members of the National Auctioneers Association and the Home Base Auction is a Nationally Certified Livestock Auction Market.

## There's Gold on Top Of Those Freeways

By Col. John A. Overton,  
Albuquerque, New Mexico

When the Free-ways were first started here in Albuquerque, we contacted the State Highway Department and suggested the Auction-Method of selling. They were not too interested until we suggested a concrete plan whereby they check Auction prices against Sealed-Bid prices.

The procedure suggested and followed was to open two square blocks of buildings for Sealed Bids, to accept the bids on the first block but reject the second block and then advertise to sell at Auction.

The results were another boost for the Auction Method of Selling. Concrete figures by sealed bids were \$10,690.00. The same buildings and merchandise by the Auction Method were \$44,500.00. This does not include the difference in expenses. We paid the advertising, help and so forth out of our commission. They paid the advertising and expenses on the Sealed Bids.

We were successful in sell 100% of

our buildings, they were successful in only 70% and the balance they had to pay to have wrecked, so the State gains in dollars to the tax-payer are greater than the figures shown.

Try the above approach on your Highway Engineers and they will listen. The gross business to date is almost \$1,000,000.00 and we are having about one sale a month somewhere in the State.

Accordingg to an article in the Albuquerque Tribune, "The State Highway Department has realized \$31,095 from an auction of buildings condemned for the north-south State 422 project. That's several hundred per cent more than highway officials had expected to get for the buildings and furnishings by calling for bids, according to an official report.

"Largest of the buildings brought \$25,000 at the auction conducted by John Overton and Gene Navalesi of New Mexico Auctioneers.

"An old adobe house brought only \$20. But officials pointed out that its sale saved the state an estimated \$1100 for demolition.

"It was reported that the state had expected to get somewhere around \$10,000 for buildings and furnishings."

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**It will be a revelation to every Auctioneer present at the national convention Louisville, Kentucky, July 14-15-16.**

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At a get-together in the home of Mr. and Mrs. Tim Anspach, Albany, N. Y., recently were Richard Tydings, Greene, Director of the New York State Auctioneers Association; David Tracy, Pavilion, President of N.Y.S.A.A.; Tim Anspach, Vice-President; and Irwin (Pete) Murray, Ballston Lake, Past President and Chairman of the Board of N.Y.S.A.A.

# Iowa Farm Sale in 1919

## Advertised in Danish

Oscar Tostlebe, Cedar Falls, Iowa, contributed the following 1919 Farm Sale Advertisement printed in the Danish language.

### OFFENTLIG AVKTION

Da jeg agter at ophøre med at farme, vil jeg sælge ved offentlig Avktion paa Seward Higby Farmen, beliggende 6½ Mi vest for Cedar Falls paa 12 St. Vejen, 3 Mi syd og 1½ Mil Ost for New Hartford og 4 Mil nord og 2 Mil ost for Dike,

**ONSDAG DEN 1 OKTOBER, 1919**

**begyndende Kl. 10 præcis**

#### 6 ARBEJDSHESTE

1 rdskimlet, bliver 5 Aar gammel, Bægt 1400 Pd.; 1 rodbrun Vallak bliver 4 Aar, Vægt 1250 Pd.; 1 rodbrun Vallak, bliver 4 Aar, Vægt 1250; en graa Vallak, bliver 3 Aar, Vægt 1100 Pd.; 1 rodbrun Hoppe.

#### 40 SHORTHORN OG HEREFORD KREATURER

12 Malkekoer, al hvilke de fleste skall kaelve til Efteraaret eller forst paa Vinteren; 8 Kvier, 2 til 3 Aar gamle; 4 Stude, bliver 3 Aar gl.; 4 Stude, bliver 2 Aar; 1 Short Horn Tyr; 11 Kalve, 6 Maaneder til 1 Aar gamle.

#### 35 SVIN

bestaaende udelukkende af Foraargrise.

#### HO OG CAED

16 Tons tamt Ho i Stald. 10 Tons vildt Ho i Stak. 45 Acres godt Majs i Marken. 1000 Bushels hvid Havre.

#### FARM MASKINERI

1 Deering Hostemaskine; 1 Deering Majsbinder; 1 Standard Slaamaskine, naesten ny; 1 Hayloader; 1 Horive, naesten ny; 1 Discharve; 1 3-Sektion Harve; 1 Hayes Corn Planter; 2 Fuller and Johnson Riding Cultivators; 1 Fuller and Johnson Gang Plov; 1 14-Tommers Walking Plow; 1 Godningspreder; 1 Slaede, ny; 1 4-H.P. Gasolinmaskine; 1 Staal Truckvogn og 2 Lumber Wagons; Mellemhojde, fuldstaendige og naester ny; 1 Fjedervogn; 1 Par Vognfjedre; 1 DeLavel Centrifuge; 3 Saet Arbejdssæletoj; 1 Saet Enspaenderseletoj; Collars, Fluenet, Hayrack og andre Artikler.

**Lunch om Middagen**

**Sædvanlige Betingelser**

**JENS LEHMANN**

**Oscar Tostlebe, Avktionator**

**Citizens Savings Bank, Clerk**



## New Jersey Annual Meeting Held

By Ralph S. Day, Secy.-Treas.

### New Jersey State Society of Auctioneers

In accordance with custom the Annual Meeting of the New Jersey State Society of Auctioneers, Inc., was held Monday evening, February 8 at Far Hills Inn, Somerville, New Jersey. The meeting was well attended.

The retiring President, Col. James W. Smith of Camden, in reviewing his administration showed that 1959 was on the whole a very satisfactory year for the Association and that our membership reported activities from excellent to fair in their auctioneering activities throughout the State.

The sum and substance of the meeting generally was that the Auctioneer who does a straightforward job, just a little better than his competitor, is always in demand to the point where he cannot always handle all the business he is called upon to do.

An interesting sidelight was the appearance again of that **OGRE**, the local ordinance prohibiting auctions! This time it showed up in the lake area of the State—Sussex. At this writing I have not been able to discover what caused the local authorities to draw up their Ordinance, but the impossible part of it is \$100.00 per day fee—\$5,000.00 bond left on deposit for one year—and several other prohibitive regulations, making it just impossible to hold the ordinary liquidation by auction, such as a small estate (home) or other routine auction.

Icy roads made it impractical for me to attend the Town Meeting held February 15, but you can rest assured that this will surely bring our State License Act to the fore again! When this sort of thing hits at or near home, another convert is made for the "Act."

Past President Col. Winfred Hinkley, Sr., now a U. S. Government Auctioneer with headquarters in the Pentagon, Washington, D. C., was the special speaker of the evening. Col. Hinkley reviewed again for us the multi-million dollar business of U. S. Government Surplus Property and urged all to file their qualifications with the General

Services Administration in order to participate in these auctions.

Col. William P. Parr, Newton, was elected President at the meeting. Col. Parr, generally known as "Sussex County's Leading Auctioneer" is chief Auctioneer of the Livestock Cooperative Auction Market Association of North Jersey, Inc., with headquarters at Hackettstown, N. J. He also owns and operates the Capital Park Auction Rooms at Andover Junction, N.J. which runs a weekly auction and operates auctions throughout North Jersey territory under his large tents.

Col. Frank W. Mountain, Jersey City, was elected Vice-President. Col. Mountain operates his own Auction Galleries at 25 Race Street in Frenchtown, N. J. Frenchtown is on the Delaware River side of the State and aside from being known as the "Baby Chick" headquarters of the East, it is also a highly cultured area closely related to all of the "arty" towns of the Delaware Valley.

Ralph S. Day, Leonia, was re-elected for the 6th time by acclamation after Director Morris Weinstein, Middletown, N.Y., made it quite a contest by coming up with ten more votes than members present!

Directors of the New Jersey State Society of Auctioneers are James W. Smith, Camden; George P. Parr, Phillipsburg; Otto Seng, Whippany; Kenneth C. Parr, Newton; Winfred Hinkley, Sr., Washington, D.C.; James G. Oliver, Englewood; Watson Van Sciver, Burlington; Frank Schurich, Fairlawn; Morris Weinstein, Middletown, N.Y.; and James H. Stickle, Dover.

During the year we lost two fine members, Charter Member, Director, "Dean of New Jersey Auctioneers," operating in his 52nd year of continuous auctioneering, Col. William A. Oliver died August 3, 1959. As this is written I have received word of the death of Director Albert J. Lucas, Sr., Woodbridge, March 3, 1960. Col Lucas was a grand supporter of our Organization and will be much missed.

The next meeting will be held April 4 at Far Hills Inn, Routes 202-206 North, Somerville. The directors will meet at 6:30 p.m. and the Dinner-Meeting will be at 7:00 P.M.

**PROGRAM 12TH ANNUAL CONVENTION  
NEBRASKA AUCTIONEERS ASSOCIATION  
SUNDAY, MAY 1ST, 1960**

**HOTEL MADISON — NORFOLK, NEBRASKA**

- 9:30 — Registration
- 10:00 — Board of Directors Meeting — Gold Room
- 10:15 — Nominating Committee Meeting — Pheasant Room
- 10:30 — Call to Order by President W. V. Emrich — Ball Room
- 10:35 — Introduction of Convention Chairman — Vice President,  
Dale Hanna
- 10:40 — Welcome — Warren Cook, Mayor of Norfolk
- 10:50 — Response — James Martin, Chappell, Nebraska
- 11:00 — Secretary and Treasurer's Report
- 11:15 — Introduction of Auctioneers and Guests
- 11:35 — Adjourn
- 12:00 — Noon Luncheon

**AFTERNOON PROGRAM**

- 1:00 — Call to Order by the Convention Chairman
- 1:05 — Introduction of Past Presidents
- 1:15 — Address: "Advantages, Auctioneers, Associations", Charles  
Corkle, Second Vice President, National Auctioneers  
Association
- 1:45 — Address: "Timely Remarks", John T. Ryan, Greeley, Nebraska
- 2:00 — Address: "Banking Observations", Bernard DeLay, Vice  
President, The DeLay National Bank, Norfolk,  
Nebraska
- 2:15 — Address: "The Auctioneer and The Auction Market",  
Roy Tucker, Owner and Operator of York Live Stock  
Commission Ca.
- 2:35 — Address: "The National Auctioneers Association and "The  
Auctioneer", Bernard Hart, Secretary and Editor  
Frankfort, Indiana
- 3:00 — Address: "The Auctioneer in Real Estate", William F. Swanson,  
Director, Nebraska Real Estate Commission, Lincoln,  
Nebraska
- 3:30 — Additional New Business to be presented on the floor
- 3:45 — Election of Officers
- 4:15 — Adjourn
- 5:00 — Social Hour, The Club Room, Courtesy of the Norfolk Live  
Stock Sales Company

**BANQUET — 6:30 — BALL ROOM**

Invocation, Reverend A. G. Deke  
Introduction of Toastmaster, Warren Cook  
Introduction of Guests  
Introduction of Officers and Directors  
Entertainment  
Introduction of Guest Speaker, Walter B. Cooper, Fort Collins,  
Colorado

**WOMENS ACTIVITIES**

9:30 — Registration  
9:30 to 10:30 — Coffee Hour  
10:30 — Board Meeting  
12:30 — Noon Luncheon  
Business Meeting  
2:30 — Entertainment  
5:30 — Social Hour  
6:30 — Banquet

## Stray Auctioneers

If the pattern of our State Organization holds true, a percentage of members drop out for non-payment of dues or moving to other states or communities. This, I think, holds true for most state and national association memberships. It can develop into a serious problem and over the years result in a substantial and unnecessary loss of membership for both the state and national associations.

I realize there is no established procedure for coping with this problem today, but with the increased number of state associations and increased membership in the national, something must be done about it. Instituting a stray auctioneer program should help solve the problem.

Under a plan of this type, the National Association and State Associations must cooperate. Thereby a contact plan can be formulated to bring the stray auctioneer back as an active and supporting member of his state and national associations.

This plan will need the support of all officers and members. Make every non-

member feel welcome. Invite him to rejoin his state association.

A well planned state meeting can be of great help in maintaining membership. Make every auctioneer that attends his state meeting feel that he cannot afford to miss a single association meeting. Develop a program that has meat. Information of local interest and help in conducting his auction business.

I feel that we must regard this program as a permanent project in our future planning. If you have any ideas that will help make this program succeed bring them with you to Louisville as this program will be discussed at our National meeting in July.

Ernest Freund  
President of N.A.A.

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## Churchill Painting To Be Auctioned

LONDON — A 1924 painting by Sir Winston Churchill, "Cork Trees Near Mizan," will be auctioned May 11, with the proceeds going to aid refugees.



Hog farm sale scene . . . This 1940 tractor brought three hundred dollars.

## Farm Sales On Increase in Midwest

By DON MUHM

Reprinted from Omaha World Herald

The staccato chant of the farm auctioneer is splitting the Midwest winter air at an abnormally frequent rate.

"Never saw so many farm sales," said a veteran Eastern Nebraska farmer.

"There may be more," predicted a banker.

"Things are selling pretty good, but farmers are more selective in their buying," said an auctioneer.

Such comments blend with a seasonal rash of "farm sale" ads in newspapers and posters tacked up in small town cafes in Nebraska and Western Iowa.

The background for this activity is the national average yearly decline of 3.5 per cent in farm population since 1950.

Economist Dean Brown of the University of Nebraska notes a decrease of 25 per cent in the number of farms in Nebraska from 1935 to 1955—from 133 thousand to slightly more than 100 thousand.

The average farm increased in size from 349 to 471 acres, reflecting the demand for land which last year saw a five per cent rise in prices nationally.

In Omaha last week Calvin D. Johnson of the Sperry Rand Corporation predicted a growth of the nation's work force of 14 million persons in the next 10 years. But he foresaw a shrinking of farm population by more than three million persons.

Beyond the statistical world lies the farmer, such as Kenneth Hoge, 35-year-old Scribner, Neb., man who sold out last month.

"It's tough to find a farm," Mr. Hoge, a tenant operator 10 years, said.

"I always enjoyed farming, but it is getting so that a guy has to have three hundred acres or more to make a go of it."

His sale "went off pretty good." Used machinery sold fairly high. Auctioneer Erv Smith of Oakland, Neb., told why: "The cost of new machinery is so great farmers have been bidding up second-hand equipment."

Mr. Smith's partner, Glenn Martindale of North Bend, Neb., said the auctioneers have had 75 sales since the first of the year. "About double what it was a year ago."

"About half of the farmers quitting are young fellows who couldn't get money to operate on."

Robert Cerny, 22, farms with his father near Rogers, Neb. He said grain prices and market prices "have been too cheap. Everything a farmer has to buy has doubled in cost, but our prices have gone down."

"The young man doesn't have a chance," said George Smeal, 69, Snyder retired farmer.

John D. Coufal, 61, North Bend, agreed. "These young boys can't get a farm. There is too much competition for farm land from professional men, insurance companies and others."

Mr. Coufal, who has always farmed, said too many landlords have shifted from a two-fifths tenant share to a 50-50 basis "to get a return on their investment."

Bill Janaeck of Dodge, Neb., clerks farm sales over a wide area. "Farm prices have been pretty fair this season," he said.

What are ex-farmers doing?

Kenneth Hoge of Scribner doesn't have a job lined up.

A Rogers farmer said his cousin sold out and started driving a truck.

William Meduna of Wahoo said one Saunders County farmer bought a tavern, another got a job in Omaha and is still going to farm 70 acres.

"Fellows living near a city are lucky," Mr. Meduna feels. "They can quit farm-

ing and work in town—or do a little of both."

## Record Price For Bull at Circle M

Circle M Ranch, Senatobia, Miss., in their 19th annual sale held at Senatobia, Miss., February 15, set a new world's record on a Polled bull selling at auction, as one-fourth interest of the show bull, CMR Rolotrend 5th, went through the auction at \$80,000 to establish a \$320,000 value.

Catalogued as reference sir I, the "5th" was not in the regular sale lineup and was the reserve champion at the 1959 National. His sire is CMR Rolo-trend and his dam is SV Benefactress 52nd, sired by ALF Choice Domino 6th. The buyer was Double S Ranch, Chino, Calif., owned by S. M. Stody and managed by Joe Largent.

The 20 1/4 bulls in the sale brought \$175,850 to make an average of \$8,684, while 30 females returned \$60,750 for a \$2025 per head figure. The 50 1/4 head grossed \$236,000 and the overall average was \$4709.

Second high of the sale for a bull was \$15,000 paid by Thompson Brothers, Worthington, Ind. He was lot 2, CMR Larry Rollo 38th, sired by CMR Larry-leer 15th and his dam was CMR Blanche Dom. 140th. Lot 4, CMR Superol 36th, sired by CMR Super Rollo 48th, sold for \$11,000 to Daws and Edwards, Yale, Okla. Studebaker Polled Hereford Farm, Bedford, Pa. selected CMR Super Rollo 78th, sired by CMR Super Rollo for \$10,000 and selling as lot 1.

High reached on a female was lot 24, selling for \$5050 to Circle L Ranch, Greenwood, Ark. She was CMR Blanche Larry 65th, sired by CMR Adv. R. Larry and out of a CMR Advance Domino 66th dam. She carried the service of CMR Super Domino.

Auctioneers for the event were Jewett Fulkerson, Ham Hamilton and Tom McCord. Don Chittenden and Paul Aycock were present for the American Polled Hereford Association.

Too many people who have passed their driving tests think they can pass anything.

## New Auction Service Announced in Ohio

CELINA, Ohio, Mar. 15—Owen Hall, Realtor and Auctioneer, of Celina, Ohio, and William Stinebaugh, Realtor of St. Marys, Ohio, today announced a new partnership. It will be known as the Stinebaugh-Hall Auction Service. The firm will conduct all types of public auctions but will specialize in the real estate field.

Both of the partners have had a number of years experience in the real estate business. Mr. Stinebaugh has been active in the real estate business since 1945. At the present time he has one full time salesman, Mr. James Price also of St. Marys. Mr. Stinebaugh has been an active member of the Auglaize-Mercer Co. Real Estate Board and served as its president for two years.

Mr. Hall started in the real estate and auction business in 1948. He is presently sales manager for Kessler Builders. This firm builds new homes in Celina, St. Marys and Lima, Ohio. Prior to coming with Kesslers he was associated with the Hale Real Estate and Ins. Agency for four years. In addition to his real estate interest, Mr. Hall has been Vice-President of the Western Ohio Livestock Exchange, Inc., since 1953. He has served as auctioneer for this firm since its inception. The Western Ohio Livestock Exchange conducts regular weekly livestock auctions and monthly dairy sales. Before becoming affiliated with the Western Ohio Livestock Exchange he was employed by the Producers Livestock Marketing Association and Mendon Livestock Exchange as an auctioneer. Mr. Hall is a graduate of the Reppert School of Auctioneering, Decatur, Indiana. He has served as president and director of the Ohio Auctioneers Association and is now on the advisory committee of the association. Mr. Hall is also active in the National Auctioneer's Association and is serving on the board of directors.

The new firm will have offices at 331 N. Wayne St., St. Mary's Ohio and 611 W. Logan St., Celina, Ohio. With offices in two cities and by giving specialized service in financing, advertising and

sale planning the area will be offered a complete auction service not before available.

The partners stated that the new firm would be conducted in conjunction with their present brokerage business as an added service to the public in the selling or purchasing of real estate.

## End of Era Shown By Auction of Mules

Reprinted from The Columbus Daily  
Telegram, Columbus, Nebraska

An era of farming has passed from the scene in Platte county and chances are it will never return again.

When Auctioneer Henry Buss of Columbus said "sold" Friday afternoon mules owned by Fritz and Bill Blemmel, brothers who farm one mile east and one mile south of Platte Center, were ready to be transferred out of the county.



Bill Blemmel (with can in hand) gives the mules the final feeding before they go on the auction block. The four animals averaged \$84.

That's right. Mules! Working mules! Not the show-type riding donkeys.

For the past 33 years the Blemmel brothers conducted all their farming chores — plowing, planting picking, etc. — with the mules on this 160 acre farm.

But Friday was sale day — and retirement day. So the mules, like all the rest of the household goods, farm animals, animal - powered machinery, chickens, etc. had to go.

And go they did. There were four of them and Mr. Buss commented that the mules sold as well as could be expected.

He sold the two larger mules as a pair for \$99 each to Melvin Goedeken, jr., who farms just across the river in Butler county.

The other two were sold separately. Herman Kohl who farms near Clarks bought both of them. He paid \$76 for one and \$61 for the other.

The animals ranged from eight to 15 years and they were all in perfect condition except one that had a slight limp.

"They are sound, they are broke and they really pull." Bill told the large sale crowd gathered around the barn as the mules went on the auction block.

What are the advantages of the mules?

"Well," Fritz offered, "probably not too many but we didn't have to buy all this high priced machinery and I think our operating costs and fuel bills were a little cheaper."

Oftentimes travelers on U. S. Highway 81, which bisects the farm, would stop and take pictures of the brothers driving the mules in the field.

Many stories have been written in the past about the operation, one of the last truly horse-powered farms in existence.

But now it's all over for the Blemmels.

What does the future hold?

"We plan to travel to nearly all sections of the United States between now and next summer," Fritz said, "and then we will probably come back to Nebraska to make our home."

Changes come rapidly in this modern-day farming, but this change will have a lasting effect on the habits of the Blemmel brothers.

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## \$11,760 For Bible

LONDON — A Latin bible written in northern Italy in the thirteenth century on 560 leaves of vellum was sold for \$11,760 at an auction here.

## Joe Hepp Is Active Auctioneer At 91

WINAMAC, Ind. — Joe Hepp celebrated his 91st birthday this week in an old, familiar way—he auctioned off 350 head of hogs.

More than 500 persons, many of whom were unborn when auctioneer Hepp cried his first sale, turned out at a Winamac sales barn for a combination livestock auction-birthday party.

At 91, Joe Hepp is far and away the oldest practicing auctioneer in Indiana. Some friends and colleagues say they know of no one older in the profession anywhere in America.

Joe was 31 when he auctioned a herd of livestock at Buffalo, in White County. That was in 1900. Six thousand sales and 2,400,000 hogs later — not to mention the sheep and cattle — he says he gets just as big a kick out of a prosperous afternoon as he ever did.

After moving to Winamac in 1904, Joe worked on his own for several years, but found that it didn't pan out. "Too many rubber checks in working sales on a hit-and-miss basis," he commented.

So, in 1927, when he was 58, Joe, along with Clem Zellers and J. M. Baker, pooled their savings and bought a sale barn.

Both Zellers and Baker are now dead, and the barn is now owned by another auctioneer, Carl Newcomb, but Joe is still the featured attraction at the big sale every Tuesday.

Joe estimates that he has called more than 1,600 sales at the barn, about a mile north of Winamac on U. S. 35.

It is pointless to compare Joe Hepp with most other men in their 90's. He doesn't look a day over 65, and his voice — the auctioneer's display window—is as strong as a dictator's.

In addition to his regular Tuesday program, Joe also finds time to help out the local 4-H clubs. He nets them about \$25,000 yearly by working their sales.

Joe was in fine form Tuesday. He hawked off 350 head of hogs in 2½ hours without even stopping for a glass of water. Then he wound up his day's work by selling sheep and hay. In all cases, he usually coaxed high bids out of hesitant buyers.



The New Jersey State Society of Auctioneers held their Annual Meeting February 8 at Far Hills Inn, Somerville, New Jersey. Members are identified on the facing page.



## No Libel in Labels Of New Jersians

Ralph S. Day, Secretary-Treasurer of the New Jersey State Society of Auctioneers, Inc. says that his first reaction when viewing the photograph shown on the opposite page was, "Good grief, what a horrible picture!" After a little study, however, he decided that it had great possibilities for a different sort of caption. Following are Col. Days personal reactions to each individual pictured:

Front row, left to right: Ralph S. Day, Leonia, "Holy Smokes — do I look like that?"; Richard Charlin, Asbury, "A handsome guy like that shouldn't slouch." Edward W. Gillespie, Port Monmouth, "Well now, lady, your \$1.00 bid is at least a start, thank you."; Charles Cyphers, Hackettstown, "I sure 'wowed' them today."; Winfred Hinkley, Sr., Washington, D. C., "Knows how to pose for a picture."; George Bean, Washington, D. C., "Grandma finally got the candle flame out."; Marion Stickle, Dover, "I think I look right pretty." (How right the girl is — RSD).

Second row, left to right: George P. Parr, Phillipsburg, "I know that I look dignified!"; John Maul, Closter, "Dimple in chin, devil reigns within."; James H.

Stickle, Dover, "Parke-Bernet material."; Frank Schurich, Fairlawn, "You're so right, lady. Sold."; James G. Oliver, Englewood, "You call it a bed-pan if you like, Buster. I say it's for potato chips."; Morris Weinstein, Middletown, N. Y., "I sure confused the vote for secretary-treasurer!"; Walter Lundquist, Hampton, "Prunes, prisms, paw-paws."; Sam Trogon, Whitehouse Station, "Whaddaya mean, 10c."; William P. Parr, Newton, (elected President at the Annual Meeting) "Well, I made it, Ma."

Herbert Van Pelt, Readington, "Well, Parr, now you have it, what are you going to do with it?"; Winifred Hinkley, 2nd, Ogdensburg, "A fine young man, a good auctioneer, dignity personified"; Kenneth C. Parr, Newton, "Cock-a-doodle do."; John Flynn, Ringoes, "I nominate . . ."; B. G. Coats, Long Branch, "You guys think you're auctioneers."; Anthony J. Pikor, Union, "Wins over adversity every time."; James W. Smith, Camden, "Tonight I live — tomorrow's another day"; Donald Castner, Lafayette, "Our new Chaplain — excellent auctioneer."; Frank W. Mountain, Jersey City, (elected Vice-President) "Bet you never knew that I had blue eyes."

Absent when the picture was taken and therefore safe from Col. Day's inspiration was John R. Potts, North Branch.

**Come to Louisville, July 14-15-16. Help make it 600 in 60.**

Established 1948



Class Rooms, Dormitory and Dining Room at Rocky Mountain College. A Co-Educational Institution. Specializing in Market Selling in the Heart of the Livestock Industry. Comfortable table arm chairs.

## Western College of Auctioneering

Box 1458, Billings Montana

## Our Graduates Are Our Best Advertisement

Classes limited to 30 Men.  
Four Terms a Year.

March, June,  
September, December

Every Student is an Individual.  
Graduates selling in 39 States, and  
all Provinces of Canada.

## 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.

### ALABAMA

Col. J. L. Adams—Montgomery

### ARKANSAS

Col. R. W. Henderson, Jr., Magnolia

Col. Dittmann Mitchell—Fayetteville

Col. Brady L. Wooley—Pine Bluff

### CALIFORNIA

Col. Tom Caldwell—Ontario

Col. James Gibson—Alameda

Col. R. W. "Bob" Main — Garberville

Col. Ray Roberson, Grover City

Col. E. V. Wing—Gerber

### COLORADO

Col. Natte E. Austin—Greeley

Col. F. Harvey Baldwin—Denver

Col. Herman W. Hauschildt—Denver

Col. John McLaughlin—Strasburg

Col. C. W. Rosvall—Denver

Col. Howard Shults—Grand Junction

Col. Lyle D. Woodward—Denver

Col. L. R. Van Cleve — Denver

### CONNECTICUT

Col. Billie Fitzpatrick, Jr.—Waterbury

Col. Richard K. Mather—Granby

### DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

### GEORGIA

Col. Paul E. Baker—Adairsville

Col. Harold Cohn—Columbus

Col. George E. Collins—Decatur

Col. Elmo Z. Peppers—Rockmart

Col. R. A. Waldrep—Atlanta

### HAWAII

Col. Louis L. Stambler—Honolulu

### ILLINOIS

Col. John H. Balbach—Warren

Col. Edward S. Burns — Monmouth

Col. Wes Chapman—Seneca

Col. Harry A. Chrisco—E. St. Louis

Col. Gordon Clingan—Penfield

Col. W. P. "Bud" Drake—Decatur

Col. Michael M. Gordon—Chicago

Col. Harold Hilliard—Greenville

Col. Ray Hudson—Morrisonville

Col. A. R. McGowen—Oak Lawn

Col. J. Hughey Martin—Colchester

Col. W. Virgil Meador—Fairfield

Col. Melvin R. Penning—Forreston

Col. Mark E. Runkel—Shelbyville

Col. Carman Y. Potter—Jacksonville

Cols. L. Oard and Lloyd E. Sitter—Anna

Col. Ray Tuttle—Sheldon

### INDIANA

American Auction Co.

(Boatwright & Millspaugh)—Marion

Col. Jim Buckley—Shelbyville

Col. O. S. Clay—Shelbyville

Col. Earl E. Cornwell—Indianapolis

Col. Clarence E. Davis—Morgantown

Col. R. C. Foland—Noblesville

Col. Hubert L. Jones—South Bend

Col. Russell Kruse & Son—Auburn

Col. Amon H. Miller—Evansville

Millspaugh Auction and Realty Co.

—Marion

Col. Ernest Niemeyer—Crown Point

Col. E. Pat Patterson—Mt. Summit

Col. Earl Ray—Tangier

Col. Herman V. Ream—Peru

Reppert School of Auctioneering

Decatur

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### KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

Col. Frederick E. Sherlock—St. Francis

### KENTUCKY

Col. Marion "Red" Barlow—Paris

Carter Realty Auction Co.—Scottsville

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### MARYLAND

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Col. Henry A. Berman—Worcester

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—Westminster

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Col. Basil Albertson—High Point  
Col. Coyte D. Carpenter—Claremont  
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Darbyshire & Associates, Inc.  
Wilmington  
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### WEST VIRGINIA

Hale's Auction Service—Williamson

### WISCONSIN

Col. Joseph W. Donahoe—Darlington  
Col. W. C. Heise—Oconto  
Col. Don Lloyd, Oshkosh  
Col. Larry Roberts — Lake Delton

### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Sir:

Enclosed is a check in the amount of \$15.00 to cover membership fees, a gold lapel pin and a letter head emblem.

I recently had a big liquidation sale of a furniture store in Massillon, Ohio, which was very successful. The owner was very happy and well satisfied. I hired Donald Bates of Cincinnati to help me on this sale. He was pleased with the way it was managed too.

I just bought a new home and sold my present home January 29 at public auction, so I will be changing addresses soon.

Excuse the handwriting but I lost three fingers in October and am just learning to write again.

Respectfully,  
David E. Blankenship  
Wilmot, Ohio

\* \* \* \*

Gentlemen:

Please find enclosed a money order to cover charges for the Booster page and three bumper strips.

Thanks for your prompt mailing. I really enjoy the Auctioneer.

Sincerely,  
James Gibson  
Alameda, California

Dear Mr. Hart:

I would like to say a word of praise to the Officers of "The Auctioneer." They are doing a very good job. I enjoy every issue and especially the last one as I've been confined to bed in Veteran's Hospital. God has been good to me. I came through an operation with flying colors.

We had a big auction for Tri-States Transportation and Storage which was very successful. The crowd was large and there was spirited bidding. This is not too much of an auction country. The people here look on an auction as a means of appraisal. I find that by sticking to my conviction that an auction is a sale is the best policy. When I have one it has to be a sale with no by-bidding. We have the understanding that it is to be sold to the highest bidder without reservation.

It does me good to hear people say, "That was an honest auction." We never have trouble with the same merchandise week after week.

My wife generally clerks our sales. There are practically no livestock sales here. In fact, I'd like to find a small farm in Colorado or in the Western

# IN UNITY THERE IS STRENGTH

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States that could be bought without too big a cash layout.

I am hoping to be home soon to take care of a sale on March 7.

Sincerely,  
Elmer Gilder  
Farmington, New Mexico  
\* \* \* \*

Dear Colonel Hart,  
The man with the chart,  
Here is the 'mon,'  
From a Carolina Son.

He wants to join our happy throng.  
By doing this, he can't go wrong.  
Put his name on the Booster page,  
Let him fire with a heavy gauge.

Be seeing you in Salisbury town,  
Whenever the time rolls around.  
Time is right for the Tar Heel State  
To organize and line up straight.

Turner Kees  
Hickory, North Carolina  
\* \* \* \*

Dear Col. Hart:

I deeply regret the delay in sending my 1960 dues but somehow I missed sending them.

I missed "The Auctioneer" very much, as it is full of information, ideas, facts and just good sound advice for both young auctioneers as well as the older Colonels.

I want to congratulate you on the splendid job which you are doing. A job well done, I must say.

Sincerely,  
Jacob J. Ulrich  
Luray, Kansas  
\* \* \* \*

Dear Friend Bernie:

Please find check enclosed for 1960 dues.

I imagine you are enjoying a large run of auctions in your part of the United States this time of year.

I really enjoyed the convention held in Denver last year. Each day was an exciting one and very educational.

I am glad to see the increase in membership and I've noticed many wonderful articles printed in the Auctioneer. It looks like it is getting better all the time.

Most Sincerely  
Tom Pearch  
Eagle, Colorado

Dear Bernie:

Of all the things that have happened to you. Not long ago a broken leg and now a broken arm. I am extremely sorry and hope you mend quickly. Broken bones are no fun. I have long ago had the experience and when the weather gets damp I am reminded painfully.

At the time you were crutching about over in Chicago I remember kidding you about the way it happened, perhaps having to jump rather suddenly out of an upstairs window on short notice. Your excuse as I remember was tripping over a garden hose. I settled for that one but now you come up with a broken arm reported to have been broken while in the act of shoveling snow. Bernie, this is too much.

Shoveling snow comes under the category of hard work with the muscles of the body, vigorous exertion, very bad for the heart and a killer of man, not a job for an Auctioneer, not to mention a task for our genial secretary. I had presumed you had given up physical labor so that is why it is difficult for me to believe you broke your arm in the act of removing snow even if it had to be for a neighbor. Watering lawns I can believe, comes under the category of relaxation. It is possible to break one's leg while floundering with the garden hose.

I would like to suggest that if you must work, the proper thing to do is invest in a light bird cage and procure a pair of those dirty little parakeets. Or, if you are nervous or jittery from their constant chirping, try a small fish aquarium. Fish are silent in their manners, need constant care and it is amazing how those little guppies multiply. However, if you might by any chance, drop the thing on your foot, it might injure a toe.

Sincerely,  
Tim Anspach  
Albany, N. Y.

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## ONE-TRACK MIND

Father looked up from his racing news and noticed the baby in the buggy. Turning to his wife he said, "Baby's nose is running again."

His wife snorted and snapped, "Don't you ever think of anything except horse racing?"

# March Letter to Editor

## Prompts A Rebuttal

By COL. B. G. COATS

The March number of "THE AUCTIONEER" was a most interesting number. The many auction news items, articles from so many of the members, pictures, editorial by the Editor and last but by no means least the many letters published which makes for human interest.

It is one of the latter that I am prompted to take exception to and challenge the writer Col. Harold Flanagan, of Leon, Iowa to substantiate his claims therein.

Col. Flanagan, states "It seems like the only Colonels who write articles for "THE AUCTIONEER" are the ones who are up there on the firing line or who have been up and retired! Thanks for the compliment Colonel. I am on the firing line and expect to stay there as long as the good Lord is willing. Anyone can be on that line and every Auctioneer should be on that firing line with ample ammunition. I have no alternative other than to assume that the statement was made by you without any research on your part or your failure to digest the contents of preceedings issues of the publication. Review the past twelve issues and you will discover many articles that were contributed by members who are not regular contributors to the magazine. Those who write regularly for "THE AUCTIONEER" I am sure, would not wish to be classed as top flight Auctioneers or Auctioneers that have been up and retired. It is their enthusiasm, their determination, their love of their profession, their desire for the advancement of the auctioneering profession and the National Auctioneers Association, that they give freely of their time, effort and ability that others may enjoy and benefit by their experiences. I wish that what you say would come true and then the rest of us could gather many new ideas and reap the benefits of successful Auctioneers. If as you say, all the top

flight Auctioneers would contribute monthly to the publication, the National Auctioneers Association, would have the best and most interesting trade journal in the United States. I think I can speak for all those who do make monthly contributions, in that they do so from their interest and zeal in their profession and their Association, their burning desire to see a bigger and better publication. May I suggest that you write an article for "THE AUCTIONEER" and place yourself on the firing line as the more articles the Editor has to work with the more information we will all receive. You have made a contribution by your letter and I am sure that all the members enjoyed reading it and as a result the Editor is getting more to work with so that the next issue, if others will contribute should make for still a better number.

The last paragraph of your letter implies that and I quote "The same thing holds true in the auction business. You have to have money or the right connections." that to be a successful Auctioneer money and right connections are paramount. Briefly there are two reasons that refute your statement. One, if a young man had money he no doubt would not want to be an Auctioneer, second, if he had the right connections he would not need to be an Auctioneer. Connections are developed as one progresses in auctioneering just as in any other business but unless you have the ability and prepared to take advantage of such connections and opportunities of what value are they. I do not hesitate in saying that there is not an Auctioneer in the United States today or at any time that became successful by auctioneering but what did his job just a little bit better than the other fellow. I know of no profession that offers better opportunities for ability than that of Auctioneering. I can think of no top-flight or

successful auctioneer but what had a struggle and was obliged to make many sacrifices, even depriving themselves and their families of all luxuries and in many instances the necessities in order to get a foot hold. That is why they became or will become successful auctioneers because they had to work for it the hard way. Here I am reminded of the secret of Caruso's success. He was standing in the wings of the Opera House with Edith Mason, waiting for their entrance when she noticed that Caruso was very nervous and called his attention to his condition. He answered her in utter sincerity, "other singers must sing 100 per cent. Caruso 150." To attain success as an Auctioneer one must excell. And to hold his position he must keep right on excelling. When an Auctioneer does a job superbly well, he sets a standard for himself that people expect him to live up to. They expect a Babe Ruth to knock home runs, a Jack Dempsy to score knockouts, a Thompson, a Pettit, a Fulkerson, a Johnson, a Sims, a Marion, a Babe, a Chance, a Carlson, a Wilson and hundreds of others to establish all time records because they have always tried to excel and they have always tried to keep on excelling and that is why they all became successful Auctioneers and upon entering the field of auctioneering they all did it without money or right connections. If the successful Auctioneers of today could live their lives over again and had the opportunities that the young Auctioneers of today have we would all witness phenomenal auctioneering achievements. Getting to the top is a tough assignment; staying there is tougher. The secret of a successful Auctioneer is simple. It isn't money and right connections. It is doing better work than the other fellow and keep on doing it. The price of being a top-notch is terrific. Few of us are willing to pay it.

Colonel, I have purposely refrained from recruiting any specific instance example of Auctioneering success or any name that would imply such as to do so would make for the discussion of personalities and might offend the person so mentioned, but if you were sitting by my side at this moment I would ask you to name what in your opinion are the top-notch Auctioneers of today and then

I would be delighted to apprise you of their difficulties and perplexities that they had to encounter and overcome to be successful Auctioneers. None had money or the right connections. All those who have retired or semi-retired would enjoy being on the firing line today. It is up to the individual, not money or the right connections, to become a successful Auctioneer.

Every word in this article is stated in the spirit of constructive criticism and I would welcome the opportunity of further discussions. I do hope that these few words meets your challenge to your expectations and may I prevail upon you for an expression of your opinion of same through the medium of "THE AUCTIONEER." That we may join hands at our national convention July 14-15-16 in Louisville, Kentucky, and each of us give a fuller treatment of our individual opinions.

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## Col. Louis Berlin Dies Suddenly

NEW YORK CITY—Col. Louis Berlin of 3345 Reservoir Oval, the Bronx, a partner in Berlin and Ruben, auctioneers, of 256 West Fifty-fifth Street, died in Beth Israel Hospital February 14th. He was 58 years old.

Col. Berlin's firm specializes in liquidations in the automobile field. He was a member of the Vernon Hills Country Club in Tuckahoe, N. Y.

He is survived by his widow, Gertrude; a daughter, Mrs. Arlene Becker; a son, Dr. Jerome Berlin; two sisters, Mrs. Cecil Sills and Mrs. Lillian Schrieder; and a brother Harold Berlin.

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## Disputed Tanker Sold For \$303,500

PROVIDENCE, R. I. — The tanker Wang Hunter, stranded here in a back pay and mortgage dispute since Jan. 30, was sold at auction in Federal District Court for \$303,500. The tanker went to Samuel Kahn, representing the Ocean Shipping and Trading Company of New York after 107 bids by three bidders.

## Sales Barn Center For Social Activity

From the Minneapolis Sunday Tribune

Every Wednesday unless it happens to be Christmas, there's an auction at the sales pavilion a mile north of Hutchinson, Minn., on Hwy. 15. Miscellaneous items go on the block at 10.30 a.m. Recently these included a big white rabbit (he went for 50 cents), three bantam hens and a rooster in a gunny sack (30 cents each), a frightened fox terrier (\$1), a larger but less definable dog (\$1.15), several jars of honey, old plumbing fixtures, used tires, two boxes of home-made soap, a box of onions and assorted tools.

"Hardly pays to monkey with that small stuff — most sales barns won't handle it," Elliott Martens, owner of the place, explained. "But this way we get a crowd early and that helps our lunch counter business. Also brings in some added customers for our livestock sale in the afternoon . . . Doesn't look like we'll have very many animals in today. Too cold. We're getting into our best season, though. March and April are the most favorable months for these auctions."

The Hutchinson Sales pavilion isn't very large as sales barn enterprises go. However, it's one of the liveliest and oldest in Minnesota—started 25 years ago. Martens, who used to farm and buy and sell cows at Rock Rapids, Iowa, took over the place four years ago. It's pretty much a family undertaking. His wife runs the office, his son is manager, his daughter is a clerk, his son-in-law one of the two auctioneers. Half a dozen others assist in the barn or run the lunch counter next to the office. The pies are home-made, complete meals are 75 cents and coffee is free.

"I'm out of pocket about \$4 a week for coffee," Martens said, "and I figure that's cheap customer relations. We serve food three days a week—Tuesdays, Wednesdays and Thursdays. Things are busy around here the day before and the day after a sale. Once a month we also have a horse sale, usually on a Monday."

After the small items were sold inside, the auctioneers moved outside to sell a

bed, few rugs, an old car, several lots of firewood and half a dozen big trailer loads of hay. With so much wet corn to feed and heavy consignments of alfalfa moving in from Iowa, the price of hay has dropped lately, Martens told me. That plentiful supply of moist corn, which couldn't be sealed under government loan, has boosted the price of feeder pigs. Farmers want to feed the corn before it spoils.

Promptly at 1 p.m., the livestock auction started inside. A couple of hundred people gathered in the stands beside the ring, about the same number as the morning crowd. But now there were fewer women. Many of the ladies come every Wednesday morning, apparently for the activity, the socialibility and the warmth of the tall wood-burning stove. They seldom bid. The men did that, snapping up the pigs—which led off the afternoon's program—in a hurry. A fellow sitting back of me bought seven white pigs for \$12 each. Then he found out they had been consigned by a neighbor who would have been happy to sell direct to him for \$7.

Next came the calves, the specialty of the Hutchison sales barn. They were mostly Holsteins, skidding around the straw-sprinkled sales ring on uncertain feet. Bull and heifer calves alike brought fairly good prices. One lot of part-Angus calves aroused admiration—excellent prospects for a quick profit as vealers or as feeders over a longer period. Finally came the springing heifers (those about to freshen) and the cows. With milk prices holding steady, bidding was brisk, especially for Holsteins.

By 2:30 the Sale was over. Some times the selling continues all afternoon, with as many as 400 calves offered. Most of the animals come from a radius of 30 miles, though occasionally a farmer drives in 100 miles or more with a consignment. Bidders, too, are mostly area farmers, but some are dealers and packing-house representatives. Buyers and sellers crowded into the office to settle up. The pavilion keeps 3 per cent of the selling price of adult cattle, plus 5 cents a head for veterinary inspection, 10 cents for insurance, 25 cents for feed and yardage and any vaccination costs. The commission on calves, hogs, sheep and



hay is 5 per cent, on small items 10 to 20 per cent.

"Sales barns may put the big terminal stockyards out of business some day," Martens warned. Sixty-five barns are operating under permits from the Minnesota livestock sanitary board. The biggest is at Pipestone. Together these pavilions handle close to 45 per cent of the livestock sales in the state, excluding direct seller-to-buyer transactions. And provide a lot of sociability besides.

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## The Auctioneer

BY W. J. HAGEN

He is just a man who has the way  
To handle the situation and make it pay.  
He pleases those who buy or sell,  
He is clear in the story he has to tell.  
His Chant is music to the buyers ears,  
In getting the money he has no peers.  
The seller is happy as he sees his wares  
Turn into money to relieve his cares.  
The buyer is pleased, he bought at his  
price;  
Thinks the Auctioneer is mighty nice.  
He works on projects that are worth  
while  
And does it all with a cherry smile.  
So he benefits all with his Auctioneer  
Chant  
And never has learned that little word  
"Can't."

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## Old Dish Made By American Company

Kolman Matusiczky of Port Clinton, Ohio has written to the Editorial offices in regard to the article in the February, 1960, "Auctioneer" which reported the finding of an old serving dish found under the foundation of the San Francisco Herald news building during renovation. The china dish was inscribed "Greenwood China, Trenton, N. J."

According to Mr. Matusiczky, who looked up information on the pottery marks as they were published, the dish is probably one manufactured by "The Greenwood Pottery Company of Trenton, N. J. which commenced operations in 1864 and after many experiments, finally made good China."

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## "Chewing Gum" for \$4,250 at Houston

HOUSTON, Texas—Buyers from eight states and Panama paid a resounding \$1,762 average for 35 Charolais in the American-International Charolais Assn. Sale at the Houston Fat Show Stock Show Feb. 24.

The day's top price of \$4,250 came on the nod of John Phipps, Tallahassee, Fla., for an open heifer consigned by Michaelis Ranch, Kyle. The heifer bore the unusual name "Chewing Gum" and was sired by the imported bull Alejo 25 out of a daughter of Compa 22.

John E. Frost, Weslaco, collected just \$50 less for a cow and calf entry purchased by Wilson & Falls, Clearwater, Fla. The Wilson is Charles E. Wilson, former Secretary of Defense, who is entering the Charolais business in a substantial way. Their \$4,200 bought Bess, a 3-year-old by Sir Ledo with calf at side by Dantono, an imported bull.

Stewart Granger of Yerba Buena Ranch, Nogales, Ariz., commanded the top bull price of \$4,200 for a 2-year-old son of Voltiquer 572. This bull, Voltiquer 802, was bred by Harl R. Thomas, Raymondville. Buyer was W. S. Orr, Rocksprings.

Walter Britten, of College Station, Tex., was the Auctioneer for the sale.

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## Try Once More

By COL. B. G. COATS

No matter how crowded the field of auctioneering seems to be, not all the places have been taken. No matter how many Auctioneers have found good opportunities, there is still opportunity for you. No matter how much you may feel that you have reached the limit of your ability, you have reserve strength for a further climb. No matter what changes have taken place, there is still a niche for you. No matter how many efforts have turned out not too well, there is another effort that you can make that will turn out well. Try it.

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**They are coming from all the States to make it 600 in 60.**

## Col. Hart Suffers Broken Right Arm

Indiana, like most of the country, chose to wait until February for the snows. Your editor, Col. Bernard Hart, chose to shovel the snow from his walks and driveway on the morning of February 26. He was nearly finished when he was called to the telephone. At that point he fell and suffered a badly broken right arm. After a night in the local hospital, he returned home with his arm in a cast which he is supposed to wear for at least six weeks.

The above paragraph will serve to explain several things including the reason why Col. Hart's signature has been missing from membership certificates, membership cards, and letters, and the reason why "The Auctioneer" is a little late this month. Mrs. Hart and Col. Hart's secretary have been pinch hitting for him since his accident but they have been unable, with one right arm each, to maintain adequately the pace he ordinarily sets.

We hope that things will be back to normal in the executive offices soon and in the meantime, we want to thank all of you for your patience.

## Youth Sparks Future In Auctioneering

BY COL. B. G. COATS

Everytime I attempt to write an article for "THE AUCTIONEER" my mind invariably goes back to the wonderful 1959 national convention. Perhaps it is because I was so thrilled and inspired by the attendance, by the convention program and by so many young Auctioneers who came from all parts of the country. This convention was a tribute to these young Auctioneers who are striving to make a name for themselves in auctioneering and to help promote and improve the auctioneering profession. The

privilege and pleasure of seeing, meeting and talking with so many should give us old timers a secure feeling and a great lift to know that the future of the auctioneering profession and the National Auctioneers Association is in such enthusiastic and capable hands.

Our profession and our Association, like all others, needs the courage and enthusiasm of youth. Youth is our potential. When one sees the way that these young Auctioneers handle themselves, not only in the convention, but at private meetings, on the street and elsewhere, it is reassuring "that the courage and enthusiasm of youth continues to spark the future." Everyone without exception conducted themselves as gentlemen at all times.

It is through activities such as our national convention and the various state meetings that the young Auctioneers are afforded an opportunity to show their training and ability. It helps to build confidence and helps them to do a better job. Younger Auctioneers should have more responsibility and development of their talents. The road to success in the auctioneering profession, is never easy. For those who have chosen it, the road will sometimes seem lonely. At times, new highs in discouragement may be reached. Often it will be a temptation to seek what may at times seem like greener grass on the other side of the fence, and then, at times, outstanding accomplishments and success will be a real thrill. But, at all times, the younger Auctioneers will be gratified by the overall contributions they can make to their chosen field.

Three months ago I was of the opinion the the convention this year would attract a minimum of 500, but in my travels and visits with so many auctioneers there is no doubt in my mind but what there will be an attendance of 600 or more come July 14-15-16, at the Hotel Sheraton, in Louisville, Kentucky. The courage and enthusiasm of the young Auctioneers will continue to SPARK THE FUTURE. It is up to us to give them a helping hand, encouragement, opportunity, desire and incentive to continue. The successful and progressive Auctioneer is first of all a "good citizen", he as-

sumes his responsibility of leadership with the welfare of his community and of his fellowship of Auctioneers. Quite naturally then, they lead the way in introducing improved practices which their fellow Auctioneers who do not attend conventions nor belong to any Auctioneers Association, will want to emulate. Conventions are educational, instructive and a must for any Auctioneer that has the ambition to be a better Auctioneer.

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## North Carolina Has Organization Meeting

An organizational meeting held March 5 at the Holiday Inn near Salisbury, North Carolina was extremely successful, according to Col. W. Craig Lawing, Charlotte, who was elected temporary chairman of the group. A great deal was accomplished at this gathering of auctioneers concerned with the organization of the North Carolina State Auctioneers Association.

Col. Jack H. Griswold, Charlotte, was elected temporary Secretary-Treasurer. One man from each of the nine counties in North Carolina was chosen to act as an organizational committee. This group of men met on March 15 at the Holiday Inn to draft a Constitution and By-Laws for the Association as well as to select a slate of officers to present to the entire group at a dinner meeting to be held Tuesday evening, April 5 at 6:30 p.m. at the Manger Motel on North Tryon Street in Charlotte, North Carolina. The floor will be opened at that meeting for any other nominations for the officers of this associations as well as well as members to serve on the Board of Directors at the meeting in April.

It was also decided by the group to leave the membership open until the April meeting for anyone who was not present at the March 5 get-together to become a Charter member. A fee of \$25.00 payable \$12.50 at/or before the April meeting and \$12.50 on/or before November 1, 1960 was voted on as a requirement to become a Charter member. This money is to be used as organizational expense. Everyone of the eighteen North Carolina Auctioneers present at Salisbury

paid the fee of \$12.50 and four paid the full \$25.00.

Plans are underway to elect the officers, board of directors and various committees at the April meeting in Charlotte. The North Carolina Auctioneers plan to have a Charter Night some thirty days later at a location to be decided upon at the April meeting.

Mr. Bernard Hart, Secretary of the National Auctioneers Association, was weathered in and was not able to attend the organizational meeting in Salisbury as he had planned.

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## Col. Adams Named As Auctioneer

Los Angeles — Charles Adams of Artesia, California, well-known western auctioneer, will be auctioneer for the new Los Angeles Producers Stockyards at Artesia, announces Joseph I. Jacobs, general manager of Producers Livestock Marketing Association.

Adams has auctioneered for 26 years throughout the western United States as well as having his own dairy auction yard in Artesia. He is a member of the National Auctioneers Association.

Adams will take over auctioneering duties in the new sales pavilion that has been under construction since March 24. The pavilion and office buildings are being constructed by California Cotton Oil Corporation of Los Angeles and are being leased to Producers Livestock Marketing Association, headquartered at Salt Lake City.

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## On Criticism

Abraham Lincoln once said; "If I tried to read, much less answer, all the criticisms made of me and all the attacks leveled against me, this office would have to close for all other business. I do the best I know how, the very best I can. I mean to keep on doing this, down to the very end. If the end brings me out all wrong, then ten angels swearing I had been right would make no difference. If the end brings me out all right, then what is said against me now will not amount to anything."



**Pictured above are members of the Colorado Auctioneer's Association who were present at a business meeting held January 9 in the Shirley Savoy Hotel in Denver.**

## “Prompt Payment” Regulation Opposed

KANSAS CITY, MO. — A proposed new regulation by the U. S. Department of Agriculture under the Packers and Stockyards Act, proclaiming that all packers, market agencies and dealers make prompt payment for livestock purchased, is being vigorously opposed by the livestock auction markets industry, according to information released by the National Association of Livestock Auction Markets, though its offices in Kansas City.

The national trade body, made up of 37 affiliated state auction market associations and **NATIONALLY CERTIFIED Markets**, which would seemingly benefit from the USDA's entry into the wide field included in the proposed regulation, claims the USDA move is not based on any industry condition detrimental to the interests of the livestock owner. The auction markets claim such proposal is an unwarranted interference in market-customer business relations that tends to break down confidence in those channels.

The USDA has publicly sought justification for the proposal because present regulations under the Packers and Stockyards Act require market agencies selling livestock on a commission basis to remit net proceeds to shippers within 24 hours following sale.

C. T. ‘Tad’ Sanders, Kansas City, administrative head of the National Association, states in answer to the USDA's position that such regulation has had little or no bearing on the fact that the livestock auction markets, all registered as market agencies selling on commission, make immediate payment of proceeds to consignors. He states, “Such markets pay promptly because it is the most important part of their market service — a competitive cash market, and that large bonds safeguard these proceeds for payment.”

The formal protest has been filed in response to the earlier publication of the proposed regulation in the Federal Register with a request that industry views be stated.

In conclusion, the auction markets in their formal protest state: “It is urged that the proposed regulation not be put

into effect, and that more attention be given by the U. S. Department of Agriculture, in administration of the Packers and Stockyards Act, to reliance upon market responsibility, both in financial and trade practice matters. The livestock auction markets industry is a decentralized industry built upon individual market responsibility, integrity and development of satisfying customer business relationships. Such proposal is no more than a self-serving attempt to apply a government regulation, beyond the scope of the authority of the Act itself, as though such industry was centralized in make-up, operation and service — and further was in need of government decree as a business aid, when the facts do not justify such conclusion. On the contrary, the industry stands as solid proof of the utter lack of the need of such regulation.”

## Tobacco Auctioneer Records Ballads

PARIS, Ky. — James W. Thompson, a tobacco auctioneer for 35 years, has a new chant.

He has just recorded two ballads for a Cincinnati record firm.

Thompson, who has a range of one-half an octave, first records his songs on a tape recorded at home, then sends the tape to Skeets Brannon in Lexington. Brannon writes the notes for the sheet music and returns it to Thompson who again records the song on tape. His accompanist on the piano usually is Police Judge Thomas Johnston.

The songs recorded by Thompson are “Popoh House” and “Headin’ Home.”

## 95% of Mink Sold

An offering of 160,000 mutation mink skins was 95 per cent sold at an auction held by the New York Auction Company, Inc. Prices for Aeolian mink were 25 per cent higher than those at the last comparable offering. The collection included a large number of high fashion colors.

The one way a machine is better than man is that its feelings aren't hurt when you try to make improvements in it.

## Just in Passing

By COL. WILLIAM BARNETT

(The following tribute to Col. William Oliver, former National Auctioneers Association member from Englewood, New Jersey, was written by Col. William Barnett upon Col. Oliver's death, August 3, and is being reprinted in part for "The Auctioneer.")

\* \* \* \*

"Friends, if you'll give me your attention, we'll start the sale."

These words introduced every auction conducted by William A. Oliver since 1909 when he started out auctioning off horses, and have been used since then, at a conservative estimate, some 5,000 times.

But you have heard him for the last time, for Bill Oliver died last week at the age of 76, and some of the warmth and some of the richness has passed out of the whole Northern Valley.

He will be missed as an auctioneer. He will be missed more as a man. Most of all he will be missed as a friend, for Bill was a man who made friends every day he lived. He never worked at it — it just happened. You found yourself drawn to him from the start.

The first time you saw him it was as though you had known him for many years. Possibly because he was so typically American. He made you think of the village general store, the blacksmith shop, the meeting house. His humor was spontaneous, a little dry. "Buy it," he would say, holding up some object that had seen better days. "Buy it for the good it has done."

Of himself he said, "I may never do you any good, but I'll never do you any harm." And he did a lot of good with the same easy natural grace that characterized him. Aside from his weekly auctions, his sales of estates, Bill conducted thousands of charity auctions, giving his own services and drawing with him his enthusiastic following of friendly customers.

His son, Jim, who has long been with him in the business, will carry on the auctions, where the sign over the entrance reads, "Through These Doors Pass the World's Smartest Buyers." He is also survived by his wife.

Maybe there is a Valhalla where Bill Oliver will find an auction block and where his voice can again ring out with, "Friends, if you'll give me your attention, we'll start the sale."

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### Colorado Auctioneers Association

President: Howard Roland,  
1208 Main St.,  
Grand Junction

Secretary: Lyle D. Woodard, 2942 S.  
Cherry Way, Denver

### Illinois State Auctioneers Association

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

### Indiana Auctioneers Association

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

### Iowa State Auctioneers Association

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

### Kansas Auctioneers Association

President: Gene Watson, 2001 N.  
Jackson, Hutchinson  
Secretary: C. E. Sandeffer,  
1401 Lane, Topeka

### Kentucky Auctioneers Association

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

### Michigan Auctioneers Association

President: Charles Kinsey, 32235  
Craftsbury Rd., Farmington  
Secretary: Garth W. Wilber, Route 3,  
Bronson

### Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin  
Secretary: Frank A. Sloan, 1711 Olson  
Highway, Minneapolis 5

### Missouri State Auctioneers Association

President: Jim M. Merrigan, 630  
Prather Ave., Maryville  
Secretary: H. Willard Arnaman,  
Box 123, Unionville

### Nebraska Auctioneers Association

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

### New Hampshire Auctioneers Association

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

### New Jersey State Society of Auctioneers

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

### New York State Auctioneers Association

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

### North Dakota Auctioneers Association

President Harry Berg, Bismarck  
Secretary: I. E. Reitan, Petersburg

### Ohio Association of Auctioneers

President: Ray Austin, Jefferson  
Secretary: Don E. Fisher, 73 N.  
Sandusky St., Delaware

### Oklahoma State Auctioneers Association

President: Joe Burgert,  
210 N. Osage, Ponca City  
Secretary: Betty Atkinson, 201 Colcord  
Bldg., Oklahoma City

### Oregon Auctioneers Association

President: Marvin Ruby, 346 W.  
Baseline Rd., Hillsboro  
Secretary: Mrs. Lane Sudtell, 3915  
Silverton Rd., Salem

### Pennsylvania Auctioneers Association

President: Woodrow P. Roth, 539 Seem  
St., Emmaus  
Secretary: Kenyon B. Brown, Box 388,  
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### South Carolina Auctioneers Association

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P. O. Box 749, Greenwood  
Secretary: Boyd Hicks, Greenwood

### Tennessee Auctioneers Association

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Secretary: Jim Stevens, 1315 Gallatin  
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President: Joseph W. Donahoe, 706  
Harriet St., Darlington  
Secretary: Ernest C. Freund, 17 Sixth  
St., Fond du Lac

### Wyoming Auctioneers Association

President: O. J. Mader, Buffalo  
Secretary: Don Hoffman, Buffalo

# THE LIGHTER SIDE . . .

## A FOOT IN THE DOOR

A minister returned wearily home to explain to his wife that he had just attempted to persuade his congregation that it was the duty of the rich to help the poor.

"And," asked his wife, "did you convince them?"

"I was half successful," said the minister. "I convinced the poor."

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## LOOPHOLE

A wealthy Texan—so the tale is told—asked his chauffeur to make a U-turn and was told that the city's traffic laws were strictly opposed to such a maneuver.

"Then stop the first Cadillac coming in the opposite direction," the Texas ordered, "and buy it."

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## SLIGHT DELAY

A certain train had been late every day for a year. But one day it rolled into the station exactly on time. The surprised and pleased passengers got together and made up a handsome purse for the engineer, and presented it to him, commending him for being on time at last.

The engineer refused the purse, saying, "Gentlemen, it breaks my heart to refuse for I need the money, but this is yesterday's train."

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## CHEAPER TO RENT

The ace sales agent returned after six weeks on the road and presented his expense account to the manager. "What's this big item here on the account?" growled the boss.

"Oh," replied the salesman, "that's my hotel bill."

"Well," grunted the boss, "don't buy any more hotels!"

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## THE POOR BOY

"Is it true," the reporter asked, "that your 84-year-old son eloped with your housekeeper?"

"I'm afraid it is true," the old man answered. "He's just a crazy mixed up kid."

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## AN OLD SOFTIE

The bus was unusually crowded one morning when a seated passenger suddenly buried his head in his arms. The man next to him was sympathetic.

"Did you get some bad news?" he asked.

"No," said the other.

"Are you sick? Can I do anything for you?"

"It's nothing like that," the muffled voice assured him. "I just hate to see old ladies standing."

---

## MISREPRESENTED

Wife: "Before we are married you said you worshipped the ground I walked on."

Husband: "Yeah, but I thought your father owned the property."

---

## DON'T HURT TO LOOK

"Will, you better stop looking at the girls, now that you're married."

"Listen, brother, you can still look at the menu, even though you're on a diet."

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## LOST AND FOUND

Marcia, aged six, came running down the street to meet a neighbor man who was walking home from work.

Marcia: Do you know of anyone who has lost a calf?

Neighbor: No, I don't. Why?

Marcia: Well, our old cow found one!

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## LONELY HEARTS

Then there were the two guys who were stranded on a desert island when a bottle washed ashore. In it was a note that almost drove them nuts. It was a message from two gals stranded on a desert island.

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## SAME OLD URGE

As two brokers strolled by the Ziegfeld Theatre out stepped one of those ravishing beauties.

"I feel like taking her out again," whispered one.

"Have you had her out?" said the other.

"No, but I felt like it once before."

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# IN UNITY THERE IS STRENGTH

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## MOON PROBLEMS

Sitting in the moonlight the young couples bathed in the glow of romance, but they sat apart while he talked about science. "Do you think man will ever really reach the moon?" he asked as she leaned closer.

"I wonder," she whispered, "if the moon will reach man."

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## NAPPING

The preacher at the close of his sermon discovered one of his deacons asleep. To teach a little lesson, he announced, "We will now have a few minutes of prayer. Deacon Brown will lead." "Lead?" said Deacon Brown, suddenly awaking, "I just dealt."

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## THREAT

A married couple "agreed to disagree," and obtained a divorce. The court awarded her alimony but she soon found her ex-husband had trouble making his payments. She finally cornered him on the street and announced: "Look here, big boy, if you don't catch up on these payments, I'm going to reposses you."

---

## OUT OF THIS WORLD

Something slipped in the universe. The small planet broke out of its orbit, went streaking through space and danced around the sun. Then, in a flicker of time, it dropped a few zillion miles where it cut a caper on the moon.

At this point, its mother planet became aware of upset conditions. "Junior," she called sharply, "what out of this world are you doing down there?"

Breathlessly, the small planet raced toward her.

"Look, Mom," it shouted, "no gravities."

---

## BUT NOT FOR LONG

"Have you any children?" demanded a house-renter.

"Yes," replied the other solemnly, "six — all in the cemetery."

"Better there than here," said the cynical landlord, and proceeded to execute the desired lease.

In due time the children returned from the cemetery, where they had been sent to play, but it was too late to annul the contract.

## NO EXCUSE

Policeman: "Look here, have you any exclamation for wandering around the streets at this hour of the night?"

Reveler: "Listen, if I had an explanation, I'd have gone home to my wife hours ago."

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## STYMIED

Harry: "I started to write a drinking song once."

Larry: "What happened?"

Harry: "I could never get past the first two bars."

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## THANKS, BUDDY

A tightwad entered a gift shop and tried to find an inexpensive gift for a friend. Failing to do so, he priced a vase that had been broken and discovered he could buy it for almost nothing. He asked the store to wrap and send it, hoping his friend would be under the impression it had been broken in transit.

In due time he heard from his friend. The letter said, "Thanks for the vase. It was so thoughtful of you to wrap each piece separately."

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## CLOSED CORPORATION

Oil had been struck on land owned by a church and after paying off the debt the church voted that the remainder be divided among the membership. Forthwith a member of the congregation arose and said loudly: "I make a motion that we take in no new members!"

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## TIME TO GO

Said she: "Sometimes my father takes things apart to see why they don't go."

Said he: "So what?"

Said she: "So you'd better go!"

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## NATURALLY

An insurance salesman was interviewing a not-too-bright client. "What's the maximum value of your husband's present policy?" he asked.

At her blank look, he explained patiently, "If you should lose your husband, for example, what would you get?"

Her face lit up as she answered, "Oh, I'd get a parakeet!"

## Lady In Cattle Pens Has Various Jobs

Jackie O'Keefe, market reporter for the Denver Union Stockyard Company, is not at all troubled by the fact that she is a lone woman in a man's world. Jackie, who was the first of her sex to be assigned to such a job, became a reporter in the cattle pens in 1942, when the man who previously held the post was drafted into the Army. It's her task to keep track of the daily sales activity in the cattle, sheep and hog markets in the Denver stockyard. She gathers her information by talking to buyers and sellers of livestock on her rounds of the pens and in the stockyard administration building, where her office is located. She reports her findings five times a day on Denver radio newscasts and in a weekly column in two Colorado newspapers. In addition, she writes a monthly market review for two magazines devoted to livestock interests. Jackie also serves as an unofficial public relations representative for the stockyard. She often speaks at conventions of stockmen and is frequently asked to serve as a judge at livestock shows in the midwest and mountain states. After she makes her last report for the day, however, Jackie O'Keefe returns to a woman's world. Off the job she is Mrs. Thomas Cherry, with a husband, son and home to care for.

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