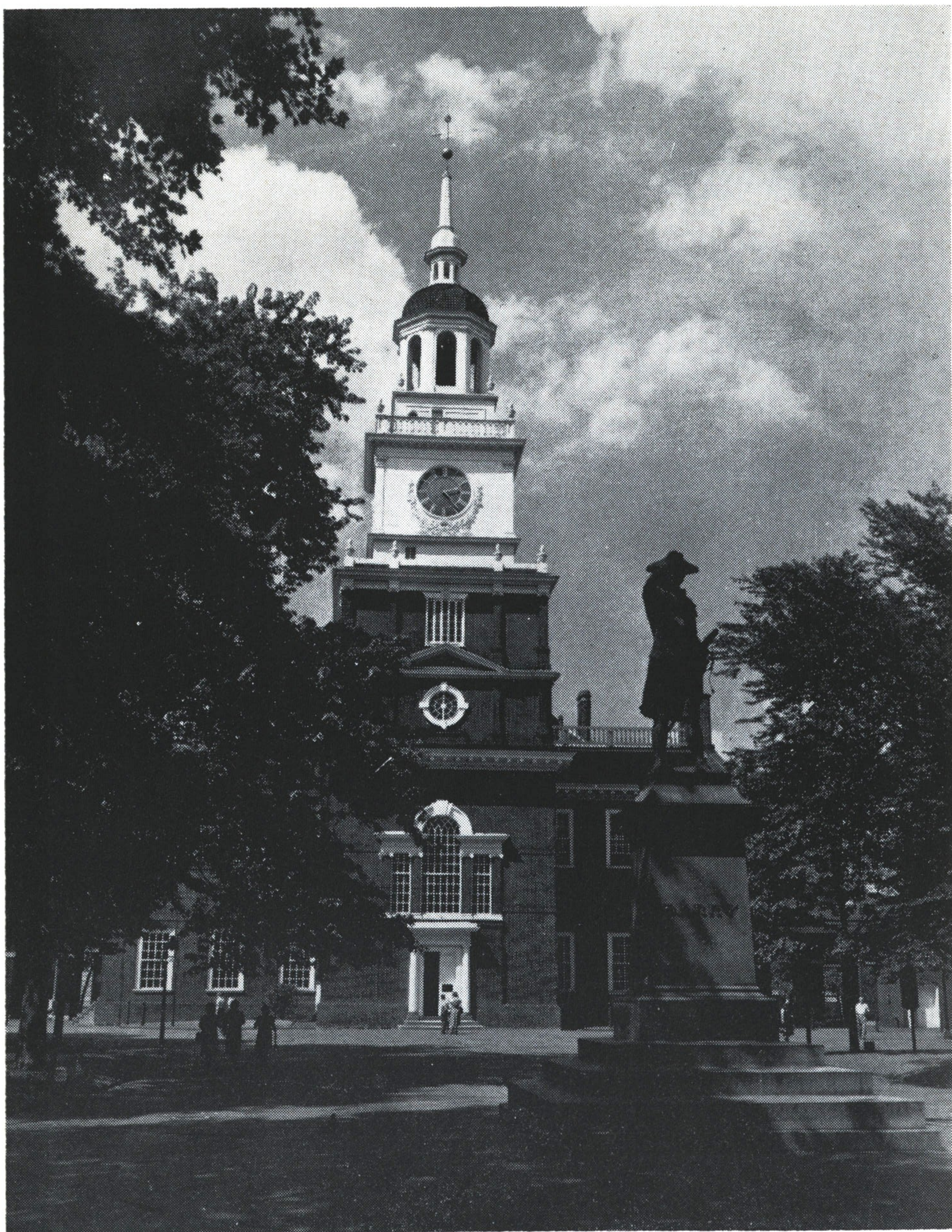


the AUCTIONEER



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INDEPENDENCE HALL, the most historic place in the nation, is one of the attractions of Philadelphia visitors. Here, the Declaration of Independence was signed and here the Constitution of the United States was debated and adopted.

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Pop Hess: 85 and Still Going Strong

This Auctioneering Radio Veteran is Nationwide's Oldest Employee
(Reprinted from NATIONWIDE WORLD, a publication of Nationwide Insurance,
Nov.-Dec. 1965)

By MARTHA SLITER SHEERAN

At 85 Pop Hess is the oldest employee in the Nationwide family — and — the oldest active broadcaster in America—and—probably the country's oldest mag-



azine columnist—and—possibly the nation's oldest auctioneer.

On October 1 he began his 17th year on "Farm Sale Time" over WRFD, the Peoples Broadcasting Corporation station in Worthington, Ohio. His show's a 10-minute, Monday-through-Friday program featuring farm business opportunities. Pop thought it up and put it on the air in 1949 when he was 69. Until last year he hadn't missed doing a single broadcast "live" from start to finish. Now he tapes the program's opening in auctioneering style and then sits home and listens to "Farm Sale Time" on a pocket-size transistor.

But Pop's activity on the program doesn't stop there. He's also the contact man. Every afternoon he takes to his typewriter in the den or breezeway of his pleasant Delaware (Ohio) home and writes to prospective auctioneers and farm sales managers in half a dozen neighboring states. His success as a salesman is proved by the program—in more than 5,000 broadcasts it's been "sold out" every time.

Many of his clients have been with him for years. "Oh, it took some doing to get a few of the livestock associations that have become the backbone of the program," Pop says with a chuckle. "In '49 some were against WRFD's Farm Bureau ties — said the FB didn't pay taxes. And some complained that the outfit was too Democratic. But after they understood things better and when they saw that the program could really bring greater turnouts for their sales, they signed on the dotted line, some of them for year-round contracts. 'Farm Sale Time' has done all right."

And so has Pop Hess. "How many fellows can do the job they love for 65 years and still keep at it? I got interested in being an auctioneer when I was about 10," he recalls. "Visiting auctions with my dad was more interesting than going to school. And after we'd come home from one, I'd go out back of our barn—we lived on a farm at Pitchin, Ohio—and practice the chant of the auctioneer. Then, when I was 21, I decided I could be a better auctioneer than the guys 'round Ravenna, Ohio where I was managing a farm. Well, I wasn't — to start with — but I kept at it till I mastered the tricks of the trade. The secret's in not letting anybody in the crowd bother you. Yep, auctioneering's a great job."

It makes for great stories, too.

Pop tells one about the month that nearly finished him in the trade. The first weekend he conducted a sale for a dying man who breathed his last just as the sale finished. The next weekend he sold for a man who lost his mind that night and had to be put away. On the third weekend the household where he conducted a sale had trouble: the wife ran off with the hired man who had stolen the proceeds from the sale. On the fourth Saturday "Jinx" Hess was temporarily "at liberty."

On the grimmer side, Hess recalls the time a supposedly gentle bull he was selling broke away from its owner, charged at the crowd, and gored a man to death.

Then there's the Depression tale. At that black time feeling ran so high against forced sales that on several occasions Hess was greeted with the sight of a barn beam, a warning that "we'll hang any auctioneer who tries to sell here."

"An exciting life," declares Pop Hess. "I've traveled to more than 30 states, selling big farms, little farms, and every kind of livestock from Belgian horses to pure-bred cattle, and I've enjoyed every minute of it, especially my association with other auctioneers."

Obviously, it's a mutual feeling. The Ohio Association of Auctioneers com-

memorated Pop's 80th birthday with a plaque. The National Association honored the occasion by giving him and his wife an all-expense trip to its national convention in Louisville, where he picked up another plaque. And his page-and-a-half column has appeared every month for 15 years in THE AUCTIONEER, official publication of the National Association. The column carries the by-line, "By Col. Pop Hess." Colonel," Hess explains, is a title frequently accorded veteran auctioneers. "Pop" is a name given him by an orphaned neighbor girl and picked up so long ago by friends, family, and radio fans that it's surprise even to him when his wife calls him "Cliff" for the forgotten "Clifford."

When's Pop Hess going to retire as a writing, broadcasting auctioneer? Nobody asks him anymore. And they don't ask him when he's going to stop smoking cigars and driving a car either.

RHYMING OUR TIMES

Each day we find
more rules and laws
To which we must
agree.
And we are warned
that if we don't
We'll lose our
liberty(?)

TO ALL A VERY HAPPY, PROSPEROUS AND HEALTHY NEW YEAR

As we begin the new year of 1966, we look forward with confidence and enthusiasm for a better year than we have just experienced in 1965. We have all made our New Years resolutions, some of them or all already forgotten, others will be. But lets us all try to be better auctioneers by trying a little more to set a better image of our selves as auctioneers, and by so doing we will be helping ourselves, our profession, and the great Organization of which we are members, the N.A.A. We must keep our New Years resolution, to do this through the entire year. I am sure that we as good members will do this by practicing fair play in all of dealings with our clients, our associates, and fellow members. And again, most sincerely, Happy New Year.

John L. Cummins

Florida: Real Estate at Auction

By Col. John R. Fishdick

Bradenton, Fla. — The auctioneer's "chant" can be heard daily on the Florida "Suncoast" from Ft. Meyers to Tampa. The following dialogue may not cover all bases but if you have ever talked to auctioneers about their method of operation, you'll find it a little like pitching batting practice to the Los Angeles Dodgers. You throw a question and then duck. Their idea of give and take in talk is very simple—you give and they take.

Real Estate At auction is Big business and the bulk of the sales are conducted by men who specialize exclusive in the sale of real property at auction.

Col. Frank Stewart, St. Petersburg, who maintains branch offices in Sarasota and Tampa has one of the larger progressive organizations in the area with an experienced staff of about ten people. Col. Stuart, as he sat in his spacious office, appeared more like a large corporation executive than the usual run of the mill, Realtor/Auctioneer. In response to my query as to whether specialization was his key to success, he responded, with a twinkle in his eye, "Come up to Ruskin, Fla. next Monday and observe our selling of a parcel which will put us over the million mark in sales for 1965." In view of the fact that there are few or no industrial sales, this sales volume is unusual in that it is made up of residential sales, whose unit average is between \$6,000. and \$40,000.00. In addition to the auction business, real estate is also sold the conventional way. His day averages, then to twelve hours per day, 5 day week (no Saturday or Sunday sales) and in spite of a heavy work schedule he still devotes service to civic and community organizations. His parting words to this reporter were, "The auction business can only go up, the public regard and accept the auction method as a professional service and we with a strict office code of ethics provide that and only that kind of service."

Col. Luther Bynum, St. Petersburg, the Suncoast's oldest auctioneer in the point of service, a University of Alabama man, made some historical observations. He

said, "The auction business has come a long way from 30 years ago and I assure you that it has been good to me." He continued, "Years ago we had to have a brass band out on the street to drum up interest in an auction, but to-day with advertising, public address systems, signs, etc. the public is there and willing to bid. Yes, people in this area are convinced that they save time, get top performance with top dollar returns when they move property by auction.

Col. Charles Moyer, St. Petersburg, who offers state-wide service and in the million dollar a year class of sales is a student of the art, both on the block and in the organization he runs with a firm hand.

Saturation of the market with newspaper advertising is one key of his success and the crowds he draws at auction time prove the value of newspaper advertising as the best media. Coupled with a professional appearance, he uses all the known psychology in his selling procedure. This not only pays off in "top dollar" returns but is entertaining not only to bidders but to "lookers" alike. An elaborate public address system and sign manager are all part of the success story. His mobile office, with secretary in attendance, make for public confidence and bring the Buyer and Seller together on the spot without delay.

In talking with these leading auctioneers, certain fundamental facts become apparent to this reporter, namely:

1. Specialization in the real estate auction pays off. These men know their product and sell it.

2. Proper Listing. If experience proves that a property will not sell in a price range the Seller wants — then don't list it. Results of careful and prudent listing shows only about 5% "No Sale" at auction.

3. Preparation. Heavy newspaper advertising plus elaborate sign program. Signs erected well in advance of sale date.

4. Public property inspection, at least day prior to sale and up to sale time.

IN UNITY THERE IS STRENGTH

5. Sufficient number of experienced, alert neat ground men to cover sale with blanket coverage.

6. Start sales promptly. This area most suitable time for sales are at 11:00 A.M. and 2:00 P.M.

7. Florida, has no so-called auctioneers license law but there are restrictions. Like Wisconsin, and other states, Florida, requires that only a licensed Broker or his Salesman (licensed) may participate in any degree in the sale. Enforcement by the Florida Real Estate Commission is constant and as a result the so-called "fly by night" auctions are not tolerated. This vigilance in the public interest has had a favorable influence in raising the status of the real estate auctioneer in the eyes of the general public.

8. Sales commissions are quite uniformly adhered to but there is a minor variance on the guaranteed minimum fee paid by the Seller.

9. Interesting sales feature: Presentation of cash award or U. S. savings bond. This is given as a free gift to the person who fills out an attendance card and is present at the drawing at the conclusion of the sale. This has a two-fold purpose — holds the crowd and develops

a mailing list.

10. Real estate at auction used to be a seasonal business but to-day it is a full time twelve month operation. In the past auction was used mainly for distress selling (bankruptcy-foreclosure) but this has changed.

To-day, auction competes with the regular real estate broker for the sale of property. For the person who wants "out" in a hurry and to get "action cash", he turns to the auctioneer as he is assured his property will be sold at market value at a specified time and date. Florida's population growth produces certain conditions not so apparent in the northern tier of states. This migration of population is somewhat of a two-way street, Many who have been here only a comparative short time, because of loneliness, desire to be with old friends and relatives, death of a partner, serious illness, all of these may prompt a return to their original community. This situation, plus new construction, building obsolescence, over-building, easy mortgage money, trend toward high-rise rental apartments and condominiums, produces a large and continual turn-over in residential properties. The successful auc-



MICHIGAN AUCTIONEERS AT THE HELM — These smiles are radiating from the officers and members of the Board of Directors of the Michigan Association: (left to right) Garth Wilber, Bronson; Everett Miller, Rives Junction, 2nd vice-president; Neil Clever, Charlotte, 1st Vice-president; Wayne Feighner, Mason; Lester Johnson, Mason—**THE PRESIDENT**; William Stanton, Vermontville, Secretary-Treasurer, (that's in Eaton County for those of you who don't know where Vermontville is located); and Glenn "Curley" Casey, Williamston. All these auctioneers are smiling about Michigans winter weather — "no dust and no mosquitoes."

tioneers have used these factors to prove that the modern trend in Real Estate disposal is auction — a sound, fast, economical method of disposition, which creates competitive bidding and successfully determines the highest offer.

Florida, is on the move and in my judgment second only to California which is the auction capital. For the young man with auction school training or practical equivalent work experience, who is willing to work long hours, do "leg work" and motivation, fortune will smile on him if he is able to work under the guidance and supervision of one of these Bay Auctioneers. A word of caution: This work is salesmanship in a highly competitive market, it's brain to brain combat, and the casualty list is high and only the patient and knowledgeable will survive. As someone once said, "all the knowledge of economics in the auction business can be summed up in only "NINE WORDS". Here they are: "There is no such thing as a free lunch".

Editors Note: Col. John R. Fishdick, Real Estate Broker/Auctioneer, a Life member of the NAA and frequent contributor to the Auctioneer, is vacationing in Florida, and forwards this factual report on a most interesting subject. Reader comments most welcome.

Wooley To Speak At Mississippi Meeting

The Mississippi Auctioneers Association will hold their annual meeting on January 9, at the Ramada Inn, Meridian. The program committee in charge is as follows: Bill Tinnin, Bennie Blount and Ed Eden.

The Program will begin at 10:30 A.M. and continue through until 4:00 P.M. This meeting will include a luncheon and entertainment at noon. There will be a business meeting at 1:30 when the By-Laws will be adopted and regular business attended to.

Col. B. L. Wooley, First Vice-President of the N.A.A.; a resident of Little Rock, Arkansas; and a member in good standing in the Mississippi Auctioneers Association will be guest speaker.

Historic Wyoming Hotel At Auction

The historic Sheridan Inn, built in 1892, before the coming of the railroad to the City of Sheridan, Wyoming, has closed its doors. Operated by the W. F. (Buffalo Bill) Cody Hotel Company until 1902, it is one of the real historic sites of the Old West. It was designated as a National Historic Site by the Department of the Interior on January 24, 1965.

In the 1890's and early 1900's, Buffalo Bill auditioned cowboys for his famous Wild West Show from the porch of the Sheridan Inn.

Famous names on the Old Inn Registrars include such names as Calamity Jane; Dwight Morrow, father of Mrs. Charles Lindberg; Gen. John J. Pershing; Presidents William Taft; Herbert Hoover; Vice-President Charles Dawes, Will Rogers, Teddy Roosevelt and many others.

All of the dining room and kitchen equipment will go on sale at Auction on December 18, 1965. On January 17, 18, and 19, 1966, all of the furnishings of the famous Inn go on the Auction Block.

On January 31, 1966, the Original Buffalo Bill Bar, antique dressers, tables, desks, chairs, mirrors, halltrees, rockers, Buffalo Bill photographs, Indian photographs, brass hat racks, Charles Russel and Gollings pictures, and furniture from the Stockade Room, original inn counter and many other historical items will be sold at Auction. These items will be on display Jan. 20 and 30, 1966.

The auctioneers handling these sales are O. J. (Jim) Mader, Buffalo, Wyoming; and W. A. (Dick) Yager, Sheridan, Wyoming. Both of these men are members of the National Auctioneers Association.

DIRECTIONS

At a recent convention in town a sign had been erected near the speaker's platform for the benefit of press photographers: It read: "Do not photograph the speakers while they are addressing the audience. Shoot them as they approach the platform."

Tennessee Sounds Off

By Col. E. B. Fulkerson, Secretary

The Tennessee Auctioneers gathered for a rousing Fall Meeting, Monday, December 13, 1965 at 9:00 A.M. in Nashville, Tennessee. The program was planned for all members to be accompanied by their wives. The meeting was called to order at 9:30 A.M. by the European traveling Antique Buyer and Auctioneer, President, Col. C. B. Arnette of Murfreesboro, Tenn. Invocation was given by Col. G. S. Gordon, Shelbyville. Col. J. Robert Hood, Lawrenceburg, led the group in singing "America The Beautiful." Col. Billy H. Howell, Madison, was selected to serve as Chairman of the Meeting and did an outstanding job of keeping the program operating on schedule and with the proper and necessary procedures, which made the meeting more interesting with all members giving an attentive eye and ear to the lecturn.

Col. Beeler Thompson introduced all old members of the Association and at this time all the new members were recognized and were received into the Association with initiation affirmation being administered to them by Col. Jim Stevens. Following this the President, Col. C. B. Arnette, gave an address on "Ramrodding The Auction Sale." Next on the program was Col. Fred Ramsey, Madison, who gave an excellent address on, "Creating The Right Image." Immediately following Col. Ramsay's address Col. Robert Moore, a new member from Springfield, Tenn., substituting for his father, Col. G. S. Moore, made a talk on, "Successfully Selling the Farm at Auction."

At the conclusion of this talk, Chairman, Col. Billy Howell went directly into the Bid Calling Contest. The Contestants were: Col. Claude H. Coleman, Madison; Col. Bill Collier, Waverly; Col. John "Skeets" Eskridge, Lawrenceburg; Col. Clyde White, Murfreesboro; Col. Beeler Thompson, Knoxville; and Col. H. Jack Stewart, Mt. Juliet. The Judges were Col. Clive Anderson Sr., Nashville; Col. Fred Ramsay, Madison; and Col. C. B. Arnette, Murfreesboro. The contest

narrowed to Col. Thompson and Col. Eskridge who were called back to the lecturn the third time for a bid calling demonstration; with Col. Eskridge being the winner of the contest and a new Auctioneer's Hat.

At 11:45 A.M. Mr. William Stafford of Electra Distributing Co. demonstrated the wireless Mike which he graciously offered the use of the mike for the remainder of the meeting.

The morning session adjourned at 11:55 A.M. for lunch. The luncheon was served in Parlor No. 2 of the Holiday Inn to 45 Auctioneers and all the ladies who were in attendance.

The meeting reconvened at 1:00 P.M.; it was at this time the Guest Speaker, Mr. Tommy Martin of Murfreesboro, Tenn., a member of The Million Dollar Round Table Club, gave his speech, which evolved around how to be a good neighbor, the right attitude and to show appreciation. At the conclusion of his talk he was given a standing ovation.

A talk on, "The Most Unusual Auction Sale Ever Held," was given by Col. C. B. Arnette in which he told of the purchasing of 6 Steam Locomotives in Scotland, 1 Dutch Street Organ, 1 Fire Engine, 2 Rolls Royce and 6 other Antique Cars, also, many other related items. He narrated on some of these items from the time of purchase through the shipping and transportation from over seas until they were sold at his Auction House in Murfreesboro, Tennessee.

A capsule report from an over seas Correspondent was given by the Mystery Speaker, who was Col. Jim Stevens, Nashville. He gave a report on a two weeks tour of the countries of England, Holland and Scotland, with quite a bit of comment on the city of Amsterdam. He showed pictures of interesting scenes of these countries and some of the Ancient Castles.

At 2 P.M. a panel discussion with Col. Albert J. Durham, Murfreesboro, Tenn., acting as moderator got under way. The panelists were: Col. C. O. Rainwater,

Jefferson City, discussed "Pre-Auction Financing," Col. Bill Collier, Waverly, talked on "Advertising The Auction" and Col. Ralph Masengill, Morristown, Tenn., discussed "Pitfalls to Avoid in Conducting The Auction." This panel discussion was thoroughly enjoyed by all the Auctioneers present.

The 1966 Location Committee gave their report and it was decided that the 1966 Tennessee Auctioneers Association's Annual Convention will be in Gatlinburg, Tenn. in the month of June.

Some time was devoted to new business discussion. Just before the meeting adjourned a drawing for the door prize was held and Col. Kenneth Robertson, Morristown was the recipient of a nice country ham.

Col. Cecil Hurst of Knoxville conveyed his regards by phone to all the Auctioneers of the Association and expressed his regrets for not attending, which was due to sickness.

The Tennessee Auctioneers Association would like to thank two Auctioneers, Col. J. P. King and Col. Duke Wellingham of Gadsden, Alabama for showing interest in our state Association and taking time out from their busy schedule to attend our meeting. We will welcome them back anytime.

Some closing remarks were made by the President, Col. C. B. Arnette, after which the meeting was adjourned at 3:45 P.M. After the meeting comments were heard to the effect that this meeting was one of the most interesting and best planned programs that the Association had presented.

Lobbiest Appointed

The Michigan Auctioneers Association (M.A.A.) has selected a registered representative to be the association's on-the-scene spokesman in the state capitol for the proposed state auctioneer's license law. Neil Clever, Charlotte, is also a member of the M. A.A. and the organization's present first vice president. He is also a registered representative for a number of other prominent state associations and organizations. He will be a strong right hand in behalf of the M.A.A. in this legislative effort.

Arkansas Auctioneers Report Best Meeting

By B. R. Tucker

Members of the Arkansas Auctioneers Association held their quarterly meeting December 5, at the Coachman's Inn in Little Rock. Ten new members were reported as to have been added to the association's membership roles since the September meeting.

Featured speaker was David Whittington, prosecuting attorney of Garland County. He spoke on "The Importance of an Auctioneers License Law in Arkansas." Entertainment was furnished by the James Family Gospel Singers, one of the best trained groups of their type in the state. Two members of the troupe, Johnny and Danny, are auctioneers and members of the Arkansas and National Auctioneers Association. Mrs. C. L. Frost recited a poem, "The Auctioneer."

It was felt by those in attendance that this was one of the most enjoyable meetings since the forming of the organization.

Next meeting will be held March 6, 1966, at the Majestic Hotel in Hot Springs. All Auctioneers, members and non-members, are urged to attend. The program committee reports some outstanding entertainment lined up for this next meet.

READ AND REMEMBER

By A. J. Prentiss

It is difficult to realize that there are many people in the world who have never seen the ocean—especially since more than 70 per cent of the earth's surface is covered by oceans.

For his discovery of Newfoundland in 1497, the great English navigator, John Cabot received a sum of money equivalent to about \$40.

A man's heart is about the size of a closed fist, and weighs from eight to twelve ounces.

The average person uses about four times as much energy while he is bending over as while he is standing.

THE LADIES AUXILIARY

• • • • •

Convention Memoirs

It is indeed a pleasure to visit with you again here on the pages of "The Auctioneer".

All of us that were fortunate enough to have attended the convention in Spokane will long remember what a really splendid convention it was. Many sincere thanks and appreciation to the ones who made it so successful.

The convention was jam packed with business and entertainment and everything clicked. It was an enthusiastic group. There is a wealth of "know-how" in this Auxiliary group of ours. It was pointed out in so many ways that we should keep in mind the fact we are the auxiliary of the "Auctioneers" and our purpose is to assist in promoting the welfare of the National Auctioneers Association.

Many states have since had their annual meetings with the election of new officers, as did the state of Washington, and I am turning my gavel over to a new Preseident. In doing so I know that what-

ever success we have achieved this year is due to the efforts of every individual member. As we look ahead this new year to Philadelphia in July, lets have the effort of every member keyed to cooperation in making this convention another BIG.

My sincere thanks go to everyone; there's a very special pleasure in hoping you will find the kind of wishes that linger as the bells of '66 ring in Happy New Year to all.

Delia Williams
Walla Walla, Wn.

Planning for July

As I write this letter a New Year is upon us. I wonder if the officers of the Auxiliary are alreday planning and working for our next convention. I bet that they are. I wish them much luck. If nothing happens we will see you all in July. As I was thinking back through the years we have been going to conventions I wondered how many states we have been through. I didn't stop to count them

Special Announcement

The 1966 Chairman for the Ladies Auxiliary to the National Auctioneers Association will be Mrs. Harold Keller of Mount Joy, Pennsylvania.

As Helen replied, "The job is a big one but I will try and serve well. I am sure with the help of the ladies in our state, as well as the national ladies, we will have a successful Convention in Philadelphia."

With the capable leadership of Helen along with the cooperation and assistance of all auxiliary members, our National Auxiliary can look forward to a greater annual meeting and activities than ever planned before. If we all "try and serve well," we must give much of ourselves to do this, by doing so, the forthcoming Convention must and will be profitable in our accomplishments as well as our efforts.

As president, I am anticipating a most constructive and fruitful Convention in our host state. With the talent available from our experienced members in Pennsylvania, we are surely to have an incomparable Convention next July in the Keystone State.

Pearl Britten

but I imagine it's at least half of them.

We usually drive to the conventions. Last year, however, we went on a plane. This year we are thinking of coming on a train. There's nothing like changing things around once in a while.

Ken and I are looking forward to 1966 for a very special reason. I cannot say now what it is, but will tell all of you when I see you.

We were surprised by a visit from Col. and Mrs. Cunningham from South Carolina. They got here just in time for breakfast. We were sure glad to see them as they didn't get to the Convention in Washington.

Having just come through the Christmas rush once more, I wonder if we all stop to realize what we are celebrating. I think the main reason for Christmas, "The Birth of Christ" is somehow lost in the shuffle. Someone asked in our Sunday School class, "What would happen to the economy of our Century if we cut down on buying so many expensive gifts?" We talked about it for a while but no one came up with a solution. Somehow something seems wrong somewhere.

Well, Ladies the best to all of you for the New Year. We hope to see you in Pennsylvania.

Sincerely,

Marian Barnicle
Ellisville, Mo.

Helena Rubinstein Auction Dates Set

The extensive and varied art collections of Madame Helena Rubinstein, to be removed from her Paris, London and New York residences, will be offered in a series of sales at Parke-Bernet Galleries starting on Wednesday, April 20 and extending through the first week in May. At least eight sales will be required to disperse the treasures left by Madame Rubinstein at her death in April, 1965. Her celebrated collection of Impressionist and modern paintings (many acquired from the artists themselves) include examples from Brazil, Argentina, Mexico, England, Germany, and works of most of the important ar-

tists working in France during this century. The sales at Parke-Bernet will also offer the large collection of furniture and glass which reflects her highly individual taste and personality, a distinguished group of prints and drawings, and probably the finest collection of African art in private hands.

At the time of her death, Madame Rubinstein owned a house in Greenwich, Connecticut, and maintained apartments on the Quai de Bethune in Paris, in Knightsbridge in London, and on Park Avenue in New York. The collections from these houses will provide a fascinating glimpse of another and relatively little-known aspect of this remarkable woman.

In view of the wide interest in the sale of a selection of Madame Rubinstein's jewelry at Parke-Bernet on October 12, it is expected that the dispersal of her magnificent collections of fine art, furniture and decorations will arouse the liveliest response among collectors and dealers both in America and in Europe. With this in mind, Parke-Bernet envisages the possibility of providing for simultaneous transatlantic bidding.

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Montana Auctioneers Aid In "Parade of Roses" Float

By E. V. "Dusty" Dustin,
Billings, Montana

Montana was one of the ten states invited to participate in the Parade of Roses with a float entry on New Years Day. Montana has had some problems in acquiring the necessary funds for construction materials, labor and travel expenses. As there are no state funds available for this expense, the Montana Auctioneers Association, with the thought in mind to promote their image in the public's eye, undertook the task of setting up community auctions to raise some part of the approximately \$15,000.00 necessary for this project. Each member of the Association is supposed to sponsor an auction in his area, with donations of merchandise, gift certificates, etc., from the local merchants and citizens.

This campaign was spearheaded by the members of the Association in the Billings area, with some of the advertising provided by the Montana Broadcasters Association, at the request of Orvin Fjare, State Advertising Director. News releases were also published in the local newspapers, and some of the Independent Radio and Television stations also carried the project as part of their news programs.

The committee in charge of this local operation was composed of R. J. "Bob" Thomas, W. J. "Bill" Hagen, with E. V. "Dusty" Dustin as Chairman. All of these men are members of the National Auctioneers Association.

After the smoke had cleared, and final tabulation of the sale, which was held on Friday, December 10, was made, there was well over \$500.00 to be turned over to Mr. Fjare from just this one community.

Some 68 merchants and private citizens contributed just less than \$1,000.00 worth of salable items, with the highest bid being received for an enrollment, complete with board and room, donated by the Western College of Auctioneering.

As the Montana Auctioneers had don-

ated much time and personal expense to this project, the cost of the advertising and some local labor expense was deducted from the sale proceeds, rather than being absorbed by the State Association treasury.

After each local state association member had sold three or four items, the thirty students at the Western College of Auctioneering sold the balance of the sale.

As you can readily tell by the foregoing, the Auctioneers in the State of Montana are promoting their chosen profession at every possible opportunity.

Your Competitor

The following observation from the Quarter Horse Journal should be studied carefully by everybody. There's a lot of meat in it.

A competitor sometimes does more for us than a friend. A friend is too polite to point out our weaknesses, but a competitor will take the trouble to advertise them.

A competitor is never too far away to affect our jobs. If the quality of our work decreases, or the alertness of our service falters, he will prosper . . . and we will all feel the effect.

A competitor's ability should never be underestimated. The business graveyard is full of companies who figured competition was stupid, short-sighted or just plain lazy.

A competitor makes life worth living; he keeps us alert and in peak condition. Without his rivalry we should find the race less interesting. A competitor is hard to live with, but harder to live without.



Graduating Class, Mendenhall School of Auctioneering, High Point, N. C., November 27, 1965. Seated, left to right: Robert "Red" Mendenhall, Forrest Mendenhall, Herman Crawford and James Mattocks, Instructors.

Standing, left to right: Marty Miro, Dorval, Quebec; C. D. Walters, Orlando, Fla.; Jimmy Wofford, Boaz, Ala.; J. W. Bryan, Dudley, N. C.; Gene Bruce, Greer, S. C.; R. E. Lyda, Inman, S. C.; Thelma Jarvis, Trinity, N. C.; John E. Larick, Columbia, S. C.

Eight Tips for Today

"As a man thinks, so is he," wrote an ancient philosopher and his advice has been paraphrased over and over again, used in many contexts and expanded into articles and volumes. They all boil down to this: a man can change and brighten his life by altering his attitude . . . from wrong to right, from negative to positive. Hence these eight BE-attitudes:

BE CHEERFUL. Never look back regretfully. Let Nature heal the wounds of the spirit with the joy from happy memories.

BE INDEPENDENT. Cast aside time-worn precepts, disproved conventions. Govern your life for yourself and those dear to you. Think for yourself. Be yourself.

BE GENEROUS. Hold neither grudges nor peevess; do not indulge in envies or jealousies.

BE RELAXED. Whenever the grind seems too exhausting, shift your gears into low. Speeding is not necessary in order to reach your goal on time and in peace.

BE HONEST. This holds not only in the open, but also around the corner and in the dark. And be honest with yourself, as well as with others.

BE HAPPY. The things that make you glad to be alive are bound to multiply . . if you share them with others.

BE KIND. This is the essence of courtesy, the well-spring of good will. Everyone you meet bears a burden. A smile and a friendly greeting will help him carry it. Then your own will be lighter, too.

**TODAY IS MY DAY —
ABSOLUTELY MY DAY**

Then why should I borrow the troubles
That may or may not come tomorrow?



Promotional Items

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

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **\$2.50 each**

DECALS — 3 color, reversible, new supply @ **25c each.**

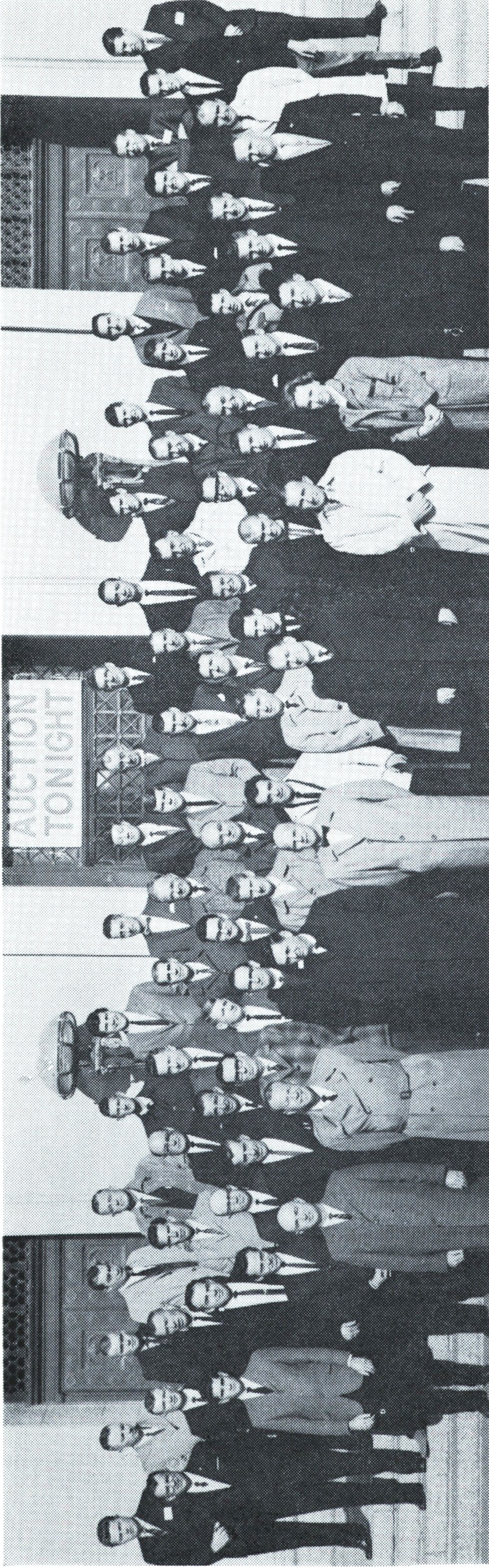
BUMPER STRIPS — Advertising the Auction method of selling. **25c each; 4 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana 46041



MISSOURI AUCTION SCHOOL, KANSAS CITY, MO., CLASS OF DECEMBER 1965 — FRONT ROW, left to right: Verlin Green, Instructor; Bob Flynn, Calif., Class President; Bill Halbert, Instructor; Boyd Michael, Registrar; Richard W. Dewees, President; Dean Cates, Instructor; Ann Shelton, School Secretary; Sam Munn, Okla., Class Secretary.

SECOND ROW: Larry L. Lax, Ky.; Thomas Mitchell, Ohio; William Hall, Mo.; John Chapman, Calif.; Ronald Hewitt, Kans.; Jimmy Galante, Jr., N. Y.; Walter R. Schoellman, Ohio; Jimmie E. Foust, Kans.; Bob L. Griffith, Ind.; Gene Gray, Ala.; Clark G. Hunter, Mo.; John G. Fonnesbeck, Ida.; Granville W. Kirby, N. J.

THIRD ROW: Richard P. Enloe, Mo.; Vernal M. Davidson, Ida.; Everett L. Holland, Kans.; Richard R. Siebert, Calif.; Arlin E. Wright, Ohio; Gordon Kerr, British Columbia; Noble Ratts, Ind.; Noel Aemisegger, Kans.; Coy H. Williams, Mo.; Melvin A. Lindauer, Ill.; James Blonigen, Wyo.; Gary Meier, Alberta; Robert Frakes, Mo.; Ronald E. Shackelford, Mo.

FOURTH ROW: Earl W. Conner, Calif.; David Njos, N. D.; Douglas W. Collins, Colo.; Richard Crites, Colo.; E. J. Criswell, N.M.; Dean Ellner, Kans.; James Martin, Mass.; James W. Ames, Mo.; Richard J. Freund, Wis.; Joseph I. Gist, Mo.; Ken Burge, Ill.; Robert Jacobson, Mich.; Donald W. Shaffer, Ill.; Russell Carter, Kans.; Pete Brandsma, British Columbia; Robert Johnson, Ind.; Edward Gehm, N. Y.

FIFTH ROW: Jim Criswell, N. M.; Tom Coyne, N. Y.; James W. Longpine, Mo.; Billy W. Bradley, Ill.; Fred R. Corse, Mo.; Edward Harris, Fla.; Gail A. Pickworth, Ohio; Gene Klinect, Ohio; David F. Downing, Ohio; Ed Phillips, Kans.; Roy L. Slayton, Mo.; Arch Lemert, Kans.; Dan E. Bruce, S. C.; Mike McLaughlin, Mo.; Willis Lane, Ohio; Donald L. Stacy, Ohio; Glen Maddox, Kans.; Steve L. Clark, Kans.

Marketmen Strengthen Competitive Structure

KANSAS CITY, MO. — Installation of business trade association officers; expansion of an active committee structure; implementation of an adopted proclamation of competitive livestock marketing; initiation of an industry-wide credit and exchange procedure; and expressed enthusiasm over livestock industry unity in value-producing marketing services, were highlights of the annual Trade Association Assembly of the Certified Livestock Markets Association.

The meeting of officers, councilmen and directors was held December 11 and 12 in Kansas City following a two-day trade practice conference between the trade association's Livestock Market Council and officials from the U.S. Department of Agriculture's Packers and Stockyards Division headed by Director Donald A. Campbell. Officials of the trade association and the P & S Division voiced confidence in the constructive results gained from the conference.

Installed as trade body officers were President W. V. Emrich, Norfolk Livestock Sales Co., Norfolk, Nebraska; Vice President Ingvard Svarre, Sidney Livestock Market Center, Sidney, Montana; Treasurer Kenneth E. Woods, Henderson Sale Co., Henderson, Tennessee; and Secretary H. V. Rockhill, Eureka Auction Sale, Eureka, Kansas.

W. H. Hodges, Alexandria, Louisiana, as outgoing president, voiced strong confidence in the livestock economy and growth of competitive marketing volume to maintain rising price levels.

President Emrich stressed the value to all elements of the livestock industry in a prevailing spirit of unity and enterprise in livestock merchandising under an accepted free choice of the means employed.

He said, "The vast amount of statistics in relation to livestock in every respect fail to present the scope of the industry in terms of people and economic importance. Figures and comparisons in

numbers, prices and trends fall short of the mark. We cannot escape the conclusion that industry strength and stability rest in the many people engaged in it, applying themselves with initiative and enterprise. We must develop and apply our thinking as competitive marketmen in industry terms equal to the extent and potential of the business in which we are engaged."

Addressing the Board of Directors at a featured luncheon, J. S. 'Jack' Perry, San Francisco, assistant vice president of Fireman's Fund American Insurance Company, outlined the importance of the independent businessman in providing merchandising services on a basis of competitive returns to the persons served and benefited.

Councilman Morgan Beck, Ontario, Oregon, and Hodges were named co-chairmen of a Livestock Board of Trade Development Committee to implement the study results of the association in payment procedures, credit and exchange involved in the business.

A Research and Education Relations Committee under the chairmanship of Jay Taylor, councilman, Amarillo, Texas, and vice chairman Lester Kelly, Jr., Hersman, Illinois, was named to strengthen lines of communication with universities, colleges and other organizations on the basis of values involved in competitive marketing services contrasted to non-market channels.

An industry-wide undertaking was detailed jointly by the Livestock Industry Relations and the Business Standards & Promotion Committees to advance the business position and "service-mark" of the CERTIFIED LIVESTOCK MARKETS. Vice President Svarre and Secretary Rockhill are Chairmen of those committees. Councilmen L. H. Thompson, Gainesville, Florida, and William Mace, Washington Court House, Ohio, are vice chairmen respectively.

Raymond Schnell, Dickinson, North

Dakota, Chairman of the Certified Livestock Markets Foundation, was named head of a special review committee to initiate a study and formulate a report of the business trade association structure for its expanded basis of representation and effectiveness in advancement of common objectives of its marketmen.

The Board of Directors extended an invitation to all organizations of the livestock industry to attend and take part in the annual Livestock Marketing Congress to be staged at Mackinac Island, Michigan, June 10 to 14, 1966. The event combines the annual trade association convention and program features that focus attention on new trends and developments in competitive livestock marketing.

The body of association executive officers were detailed to work actively with the new committee structure and commended for their effectiveness in the conduct of extensive business activities of the organization.

C. T. 'Tad' Sanders is general manager and counsel, and W. L. Thompson is operations manager, heading up the office in Kansas City. Markets representatives are Warren R. Cook, Norfolk, Nebraska; David G. Daniel and William J. Bell, Kansas City; Ben L. Noel, Lexington, Kentucky; Bruce J. Johnson, Atlanta, Georgia; and Clifford R. Boucher, Austin, Texas.

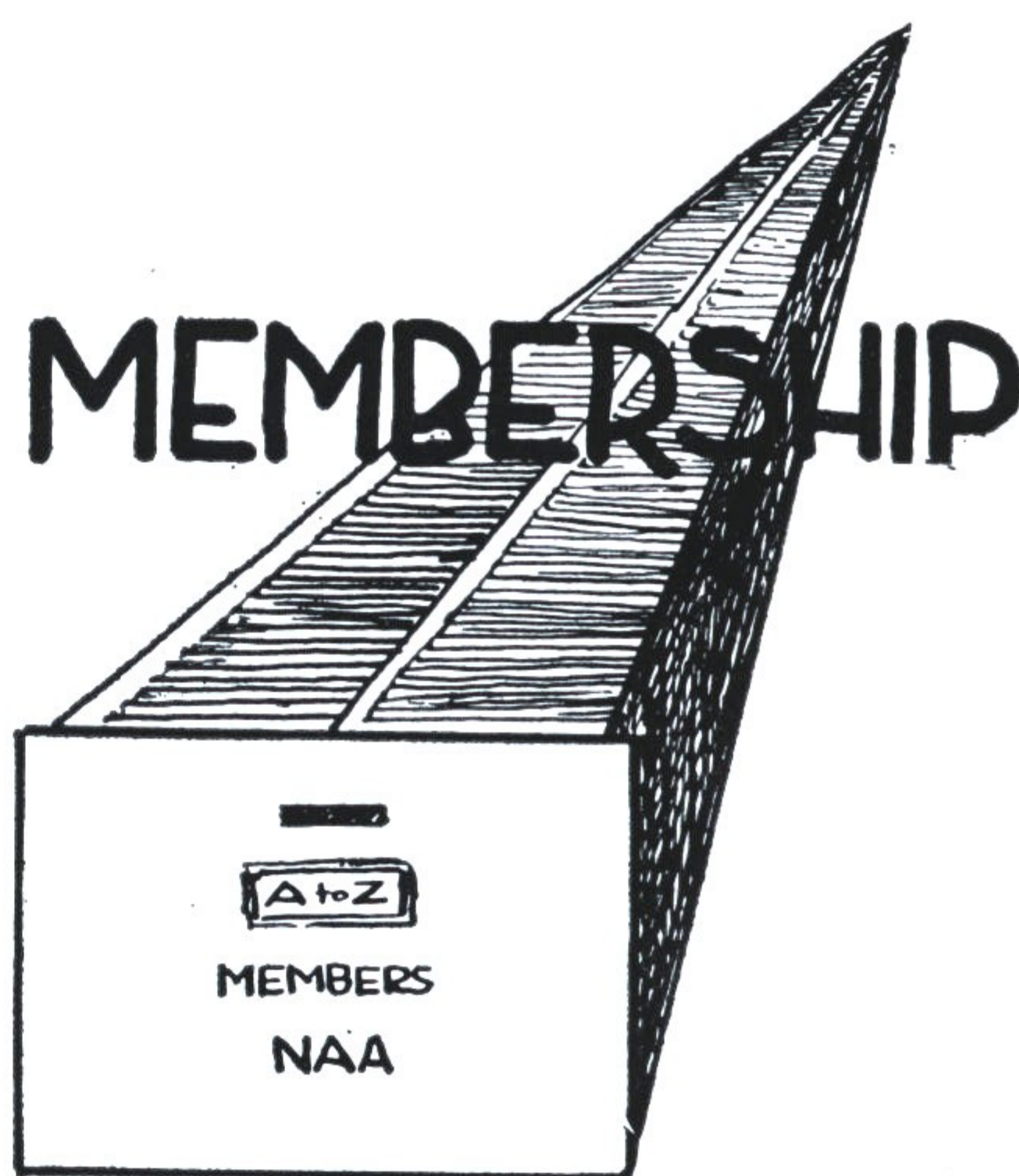
Alabama Member Dies

William M. Preston, Trussville, Ala., passed away November 29, in a Birmingham hospital.

Mr. Preston graduated from the Reppert Auction School in the summer of 1962 and had been a member of the National Auctioneers Association since that time. He was intensely interested in his profession and proud of his NAA membership as evidenced by his several letters published in "The Auctioneer" under the heading, "The Members Say."

He is survived by his widow, four daughters, two sons, 15 grand children and a host of other relatives.

One of the benefits of inflation is that kids can no longer get sick on a nickel's worth of candy.



Memberships processed Nov. 16 through Dec. 15

*indicates a new member

- Abe Goldstein, Massachusetts
- *Jim Rich, Colorado
- Vic C. Schoenberger, Kansas
- George E. Collins, Georgia
- B. F. Hayes, New York
- *Larry W. McConnell, Kansas
- Ronald J. Scott, Kansas
- William E. Sprockett, Ohio
- Clarence Shields, Nebraska
- Chester N. Fiscus, Illinois
- *Jack Turner, Jr., Texas
- LeRoy D. Grace, Illinois
- M. M. Mobley, Illinois
- Emil Iwanski, Illinois
- *Bernard R. Rhodes, Maryland
- James W. Martin, Nebraska
- Al Cunningham, Nebraska
- *W. Roy Shooler, Michigan
- *James E. Jones, North Carolina
- George A. Warren, Kansas
- Paul J. Doss, Kansas
- Thomas J. Robbins, Ohio
- Charles Kinsey, Michigan
- *Charles W. Huffstatler, Alabama
- Daniel E. Baker, Ohio
- *Raymond J. Tucker, North Carolina
- *Dewey G. Hurley, Tennessee
- *Charles J. Hinton, Tennessee
- *Duane V. Wilder, Tennessee
- *Dennis Wilson, Kansas
- *J. Hardy Ward, Idaho
- Clayton Tschirigi, Idaho
- V. R. Shimerka, Nebraska

*Richard D. Meyers, Indiana
 *Marshall W. Lashway, New York
 Dale McPherson, South Dakota
 Theodore J. Kues, Illinois
 William F. Moon, Massachusetts
 *Raymond L. Carroll, Jr., Indiana
 Amon H. Miller, Indiana
 *Darrel Thedford, Oklahoma
 Kenneth Gravlin, Illinois
 John H. Shibley, Massachusetts
 Jame F. Williams, Michigan
 Stanley Solon, New York
 Max E. Kolp, Indiana
 C. E. Cunningham, South Carolina
 Stanley E. Stout, Texas
 Faye S. Fisher, Indiana
 *G. R. Durnic, Florida
 Harold P. Higgins, Ontario
 Harold P. Entsminger, Virginia
 *Clifford Kountz, Ohio
 *Robert M. Finch, Kansas
 David L. Sawyer, California
 M. S. Pennington, Alabama
 Glenn T. Powers, Iowa
 Robert F. Losey, Sr., Washington
 Joe Yates, Washington
 *Noble Ratts, Indiana
 *Gail A. Pickworth, Ohio
 *Vernal M. Davidson, Idaho
 *Ann Shelton, Missouri
 *Sally Connors, Kansas
 *Richard R. Seibert, California
 Harold Henry, California
 *Bernie Dworkin, Louisiana
 *John E. Larick, South Carolina
 J. T. Albritton, Kentucky
 Linville Burleson, California
 *Francis S. Laffitte, Louisiana
 Robert Keith Hall, Arizona
 Argel McDowell, Indiana
 A. T. Morris, North Carolina
 Jim Reed, Missouri
 C. L. Kelly, Illinois
 *J. B. Driver, Indiana
 *Charles Hechter, Maryland
 *Raymond Brachfeld, New York
 *Joseph H. Barnett, Ohio
 *Donald Toll, Illinois
 *John Shelton, Indiana
 *Richard Byer, Ohio

CHECK SIGNALS

Fred: "She said she'd be faithful to the end."

Joe: "That sounds good."

Fred: "You think so? I'm the quarterback!"

Michigan Convention

Michigan Auctioneers State Convention and annual meeting will be held Thursday and Friday, January 21 and 22, 1966 at the Jack Tar Hotel in Lansing.

Chairman of the planning committee is auctioneer Art Good of Mason. We call him "Slim" for short. He and his helpers, Garth Wilber, Bronson, and Glenn Casey, Williamston, are developing a program hot enough to drive all Michigan auctioneers out of their igloos and head for the capitol city.

Old Farmers Almanac In 174th Printing

The 174th edition of the Old Farmers Almanac (k) is now available on newsstands. This original almanac has been a favorite of people down through the years since 1792, when it was first published by Robert B. Thomas. Since then it has retained the original format and name.

The Old Farmers Almanac is best noted for the weather forecasts and is used in every walk of life for every reason imaginable. Political observers used it in 1964 to predict the outcome of the presidential election.

For whatever use the reader might have for it, the Old Farmers Almanac still enjoys a tremendous following and can be bought for 35c at most newsstands. It's a darn cheap way to become a self-styled weather expert.

Longhorn Records

FORT WORTH — Highlight of the recent Texas Longhorn Breeders Association sale of registered animals, held October 30 in Fort Worth, was the auctioning off of a four-year-old highly-colored bull which sold for the record-breaking price of \$1,950.

This broke the previous record of \$1,850 paid last May for another registered Texas Longhorn bull. The B and R Ranch of Marionville, Miss., was the buyer. The top-selling cow brought \$530.

Philadelphia- The Cradle Of Liberty

Quickly we will tell you the story of the founding of the State of Pennsylvania. William Penn was the son of a distinguished English Admiral who was a friend of the royal family. Very much to the disgust of his family, young William became a Quaker, and sometimes wandered over the country preaching to all who would listen to him.

The Quakers at this time were very much despised. They believed that it was wrong to show special respect to a person because of his rank or position, and therefore they would not take off their hats before rulers, or address people by any title, not even Mister. Instead they addressed everyone as "friend." They believed it was wrong to wear jewelry or fine clothes, or to follow the fashions. They did not believe in bishops or priests. You can readily see that to most people the Quakers must have seemed very peculiar indeed. Some people even thought them dangerous.

King Charles II liked William Penn in spite of the fact that he was a Quaker. It is said that the King had owed Penn's father a large amount of money, and that he decided to pay the debt in land. In 1681, the King gave Penn a large tract of land lying west of the Delaware River. He and his descendants were to own it, just as the Calvert family owned the state of Maryland. It is said that the King himself chose the name Pennsylvania which means Penn's Forest.

William Penn gave a great deal of thought to the sort of colonists he wanted. Many English Quakers came, as well as Scotch, Irish and Welsh, but Penn especially encouraged farmers and craftsmen from the Rhine Valley, Switzerland and Sweden. Many people poured into the colony, which did not suffer the terrible hardships that most of the early colonies had endured. The reason was that Penn managed the colonization so well. He made friends with the Indians, he encouraged the more useful kind of

settlers, and he made wise laws for the colony.

The laws that Penn made were very liberal. No one was to be troubled for any matter of religion, the punishments for crime were not so harsh as they were elsewhere.

In 1683 the City of Philadelphia, which means "Brotherly Love," was laid out and soon grew to be a handsome town with broad streets and brick houses.

Pennsylvania, like New York, combined the industrial development of the North with the agricultural development of the South, yet it was different from either.

Philadelphia, the largest city in the colonies, was mainly a Quaker City, though before the Revolution it contained many people of all the nationalities. The Quakers were sober and industrious and became prosperous merchants and bankers. The other colonists brought with them many arts and crafts from their European homes including printing and type-founding, bronzeworking, silver-smithing and the making of fine optical work and watches. Fine furniture and silver made in Philadelphia before the Revolution is to be seen in our great museums today; and at the period of which we write, the city was quite as beautiful as any other colonial city, and far cleaner than most of them.

It was to Philadelphia that young Benjamin Franklin went from Boston to make his fortune as a printer. It was as a Philadelphian that, in 1753, he was made joint postmaster-general for the colonies, with William Hunter of Williamsburg, Virginia.

Outside the Philadelphia region, the Pennsylvania colony was settled as far as the Susquehanna Valley, and beyond as far as Pittsburgh. The German farmers cultivated the rich farms around Lancaster and York; and the Scotch-Irish in the West went their independent way, helping greatly to push the colony into the Revolution when that time came. One

thing that we must tell you about the Swiss colonists is that they were the makers of those fine rifles which were called Kentucky rifles because they were used by the men who opened up the "West," the unsettled hinterland.

From the date of the Stamp Act in 1765, the colonists had been actively resisting King and Parliament. They had met in two Continental Congresses in defiance of British rule; blood had been shed at Lexington and Concord, Moore's Creek and Bunker Hill. Ticonderoga and Montreal had been captured, Quebec had been attacked and Boston had been besieged.

In spite of all these events the colonists had been slow to move for absolute independence, but during these ten years of dispute the belief that separation was necessary had been growing. On June 7, 1776, Richard Henry Lee, of Virginia, offered a resolution in Congress, "that these Colonies are, and of right ought to be free and independent states." After voting and revoting and delegates returning to their home states, the final vote was made on July 2, 1776. The next day the Continental Congress met in regular session and voting was tallied with nine in favor of the resolution declaring the United States independent.

On June 11, 1776, a committee consisting of Thomas Jefferson, John Adams, Benjamin Franklin, Roger Sherman and Robert Livingston had been appointed to draw up a declaration of the reasons for separation. This committee reported on June 28. The document was mainly the work of Jefferson, although there were a few corrections made by other members of the committee. On July 4, 1776, the corrected Declaration was adopted by vote of the twelve states, but it was signed on that day by John Hancock, the president of Congress.

As we start this new year it might be well for all of us to take a look at a copy of the Declaration of Independence. It states as we all well know, "When in the Course of human events, it becomes necessary for one people to dissolve the political bands which have connected them with another, and to assume among the Powers of the earth, the separate and equal station to which the Laws of Nature and of Nature's God entitle them, a de-

cent respect to the opinions of mankind requires that they should declare the causes which impel them to separation."

Further on it says "We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the Pursuit of Happiness."

After the Declaration of Independence it was determined to frame a written agreement among the states, which was called The Articles of Confederation, adopted and ratified in November, 1777. They were finally signed and ratified by the State of Maryland, the last state to sign, in 1781. The Articles were immediately put into effect.

Constant disputes among the states, however, led to Virginia asking them to send delegates to a meeting in Annapolis. Only five states were represented but a resolution was drawn up that all the states send representatives to Philadelphia in May, 1787.

Therefore, on May 25, the Convention was called to order in Independence Hall. George Washington was chosen President, and it was voted to hold this meeting behind closed doors. Historians tell us that at this meeting, the guards were instructed to sprinkle sand on the steps of Independence Hall so that "snooping" would be discouraged.

Fifty-five delegates from twelve states were present at some time or other during the convention although not all of them took an active part. Rhode Island sent no delegates. Many things were discussed, the "Virginia Plan," the "New Jersey Plan," the "Connecticut Compromise" and Slavery.

The delegates finally had a new finished Constitution by September 17, 1787, to send to the thirteen states to accept or reject. It was necessary for three fourths of the states to ratify the new Constitution to make it the law of our land. Delaware was the first state to ratify the Constitution; Rhode Island the thirteenth, but the vote of New Hampshire, the ninth state made the New Constitution the law of the United States of America.

Painting Collection Will Be Auctioned

Parke-Bernet Galleries announce that they have been entrusted by his Executors with the sale of the highly important collection of 20th Century paintings and sculpture formed by the late Mr. G. David Thompson who died in June, 1965.

The majority of Mr. Thompson's famous collection of works by Paul Klee were sold in 1960 to the West German state of North Rhine-Westphalia and shortly afterwards a further group of paintings and sculpture, including an important series of early sculptures by Giacometti, were also sold privately. The main collection which will be sold at Parke-Bernet includes major examples of works by virtually all the greatest artists working in France between 1908 and 1960, and is beyond question the most important collection of 20th Century art ever to be offered at auction at one time.

The first two sales will be held at Parke-Bernet on the evenings of March 23rd and 24th, 1966.

Virginia Meeting

The Virginia Auctioneers met at the Holiday Inn in Harrisburg, Va.; in December.

The guest speaker, A. Grant Moffett, Assistant Director for Market Development, from Richmond, Va., told this group of veteran auctioneers "the auction system of marketing for Virginia producers challenges the members to more forward thinking, revised methods and adaptation to changing times".

President Martin Strate, presided at the meeting and the election which followed. The newly elected officers are: J. C. Horney, Wytheville, President; Earl Bland, Roanoke, Vice-President; J. Dennis Ownby, Richmond, Secretary-Treasurer.

The following directors elected were: David Leonard, Charlottesville; and H. M. Laws, Manassas. George Gartner, Mt. Sidney was elected Director of Publicity.

Enthusiastic Group Assembles In Indiana

ENTHUSIASM would be the one word that could best describe the spirits and feelings of those attending the first convention of the Association of Indiana Auctioneers. Although lacking five days of being ten months old at the time of the Convention, this new organization had upwards of 75 members at the convention's opening.

This convention was held December 5 at the Sheraton-Lincoln Hotel in Indianapolis.

President Harold Asbury, Marshall, called the meeting to order at 10:30 A.M. and introduced Raymond L. Carroll, Jr., Frankfort, who in turn led the group in a devotional period. Mr. Carroll received many well deserved compliments on this phase of the program as those in attendance had missed services in their own places of worship.

Edward Wimmer, Covington, Kentucky, delivered the key-note address of the Convention. He is Vice-President of the National Federation of Independent Business and the founder of the Forward America Publishing Guild, Inc. He is a champion of free enterprise, the family farm, local bank and all those things that are the basis of our economic system. Mr. Wimmer was one of the speakers at the 1965 National Auctioneers Convention in Spokane. His address stressed the importance of the Independent Business Man and the Family Farm.

Other speakers included Ralph Waltz, Hagerstown, Indiana, veteran legislator and former Secretary of the National Tamworth Swine Association; and Lowell Kemper, Indianapolis, insurance man, who explained the new retirement plan now available to members of the National Auctioneers Association.

A question box-panel discussion proved to be a most interesting part of the program. So many questions were dropped in the box that more than an hour was consumed in providing the answers.

Climax of the convention was reached following the Banquet when the group heard an outstanding address by Brad



These four persons had time for felowship at the recent convention of the Association of Indiana Auctioneers. On the left is Brad Wooley, 1st Vice President of the NAA; center, Fran Hamilton, Secretary of the AIA; right, Bernard Hart, Secretary of the NAA; and in front is Brad L. Wooley II.

Wooley, First Vice-President of the N.A.A. Wooley told of some of his disappointments in trying to get established as an auctioneer, pointed out the challenges offered by the profession of auctioneering and advised on how to overcome some of the stumbling blocks.

Other features were musical numbers sponsored by Jess Murfin, Pendleton, and a Fun Auction.

Victor Carpenter, Ladoga, was elected as the new President, succeeding Harold Asbury; Charles Swanson, Williamsport was named Vice-President and Fran Hamilton, Rossville, was re-elected Secretary-Treasurer.

Raymond L. Carroll, Jr., Jess Murfin, Donald Porter, Morocco; and Walter Price, Indianapolis, were elected to the Board of Directors.

Automatic clothes dryers enable some people to keep a few secrets from their neighbors.

BENEFIT AUCTION ARTICLE IS "GO"

Col. John R. Fishdick, Eagle River, Wisconsin, advises the "Auctioneer," from his winter headquarters in Bradenton, Fla. that the response to his offer to write an article on Benefit Auctions, as outlined in the November issue of the Auctioneer, has been terrific. He will proceed with editing the manuscript and should be ready for publication in the "Auctioneer" early in 1966. Incidentally, he also reports from his observations Florida is an area where real estate auctions have attained a professional status, with the good auctioneers turning an excellent volume of frozen assets into "action money" via the auction method.



Being a wife of a dentist, mother of three fine sons and a registered nurse is just a part of the busy life of Mrs. Thelma Jarvis, Trinity, N. C. Here she is taking a turn at selling automobiles at High Point Auto Auction. This was a part of her training at the Mendenhall School of Auctioneering and her second day at School. Mrs. Jarvis says auctioneering has always been a challenge to her and she accepted the opportunity to attend an Auction School. School officials report her to be one of their most outstanding students.



New Year A Time For Refreshed Outlook

By COL. POP HESS

Welcome to all, as we begin our work and way of living for this, the new year of 1966. Here I am in the last part of the old year, still recovering from turkey and all the trimmings of Thanksgiving; trying to get in the spirit of Christmas; preparing to bring in the New Year; and trying to write a column for the New Year. Bear with me this month.

The writer is happy to report that the past year was a good year for me personally and hope this can be said by all. The passing year closes out my first year of trying to live in total retirement, as much that is, as anyone can do and do anything. On February 6, 1966 I will reach the age of 86. As I look back to my boyhood days on the farm I remember that our goal was to have all the crops harvested and stored and/or ready for market by no later than Thanksgiving Day. We seldom missed that goal and I will assure you that it was all done the hard way and much differently from the way the farmer now does his harvesting. Our many acres of corn was harvested by hand cutting, husking and scoop shovel to the crib storage. Our hogs had to be fed to 350 to 400 lbs. in weight to find a buying market. Nowadays if you are much over 200 lbs. you get docked on the buying price.

We now plow the land with three to five bottom plows pulled by motor power, we cultivate by motor power, etc. This is a far cry from the old horse pulling power, when if you failed to cultivate not less than four times, you were a poor kind of farmer. This was true in all kinds of crop production. Silo filling was the hardest job on the farm, now with motor power it presents no problems. I well remember all of the hard work and problems that went with farming as this is what I did from 1880 to 1920. However, it didn't take me too long to dis-

cover, that as a farmer, I was most too light for heavy work, and too heavy for light work, and the best way out was my long "bugged" idea to become an Auctioneer. From the early 1900's through to date being an auctioneer worked and, through careful management, it has paid off with many years of profit and pleasure.

I have received many letters through the years that I have written this column asking why I devote so much on General Farm and Livestock Sales, and overlook the other divisions of Auction Sales that are so very numerous. The only answer I can give for this comment is, it was my experience in being a farmer from birth with much interest in better livestock, that started me in the Farm and Livestock Auctions. It was in this field that I could face John Q. Public with a Sales Service that I knew. I found that I did know more about livestock and farms than anything else. Through the fifty years of active Auctioneering I have sold many farms, real estate, a few industrial equipment auctions, stores and household goods, etc. The auctioneer of today is somewhat like an M.D. He treats all kinds of ailments, but usually specializes in a certain type of ailment. So now after many years in the Auction field I find that I do specialize in a certain type of Auction. We are seeing today this trend of specialization in Auctioneers. They can sell anything that is salable but some things a little better than others. From a certain type of sale he is able to meet the public, confident that he knows even more about what he is selling than the buyer knows about what he is buying. He does better because he knows better.

The writer was interested in the report of the recent Iowa State Convention where they did sponsor and select a

IN UNITY THERE IS STRENGTH

State Champion Auctioneer. This made for an interesting get together and the thought struck me, why not have all of our State Associations choose a State Champion and at the National Convention choose THE GRAND NATIONAL CHAMPION. My hunch is that maybe this would bring some new faces into our State and National Conventions, and some new members into our State and National Associations. Some of our states are in need of THE AUCTIONEERS OF THE HOUR IN FELLOWSHIP AND UNITY. How about some comments on this suggestion? If you think it is nutty, say so. My aim is for a more united field of Auctioneering. Yes, lets show for Grand Champion and Reserve Champion both in State and National with a panel of judges.

As I look forward with much interest to the National Convention in July, I wonder, if, of the area we cover with this National Publication, our NAA membership could be up to 15,000 or over. Only each of you individually can add to our membership. Enlist fellow auctioneers and each one will add to our total and bring it nearer that goal.

I had a letter from an auctioneer in Delaware and it was sure interesting. He advised me that he reads my writings, likes them, but that they are sometimes over his head, but he is sure I am a wonderful person. This is certainly a twist from some of the letters I get and I sure take this as a fine compliment but I am afraid that sometimes I quit in the middle of something so I don't tramp on toes and maybe this is why he doesn't understand me.

I am going to try and tell you this month about a letter I received and the problem the auctioneer was facing and see if I can solve his problem for him.

This young man was farm born, bred and became a very successful farmer himself. The Auctioneer of this community was old Col. Joe So & So who sold practically all of the General Farm Sales in this wide spread community of his. His performance and reputation were good and everybody respected his judgment and what he said, went. The young man being a thinker decided the community

needed a change and as he didn't want to hurt Col. Joe So & So's feelings he quietly slipped away to attend an Auction School. He got his diploma and came home ready to be the kind of auctioneer that he felt the community needed. He had a write up in the newspaper all about himself and headed the item, "A New Auctioneer Much Needed in our Area." He had cards printed with information to the tune of "We now have a Much Needed Auctioneer in Our Community, Etc."

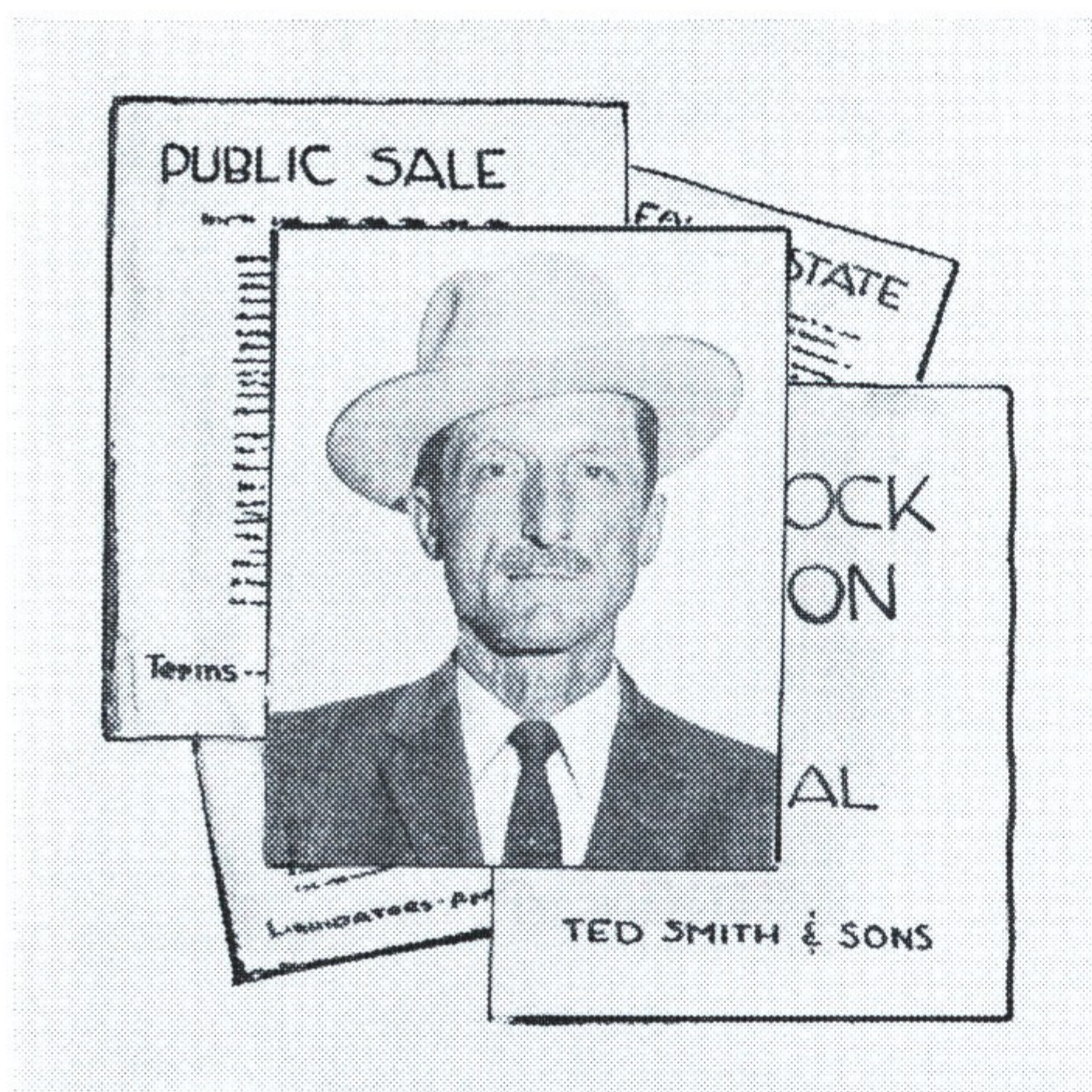
This was a big surprise to Col. Joe of course and to many people through this area. His next move was to move in on some sales. He sold one farmer on the point that he would bring into the sale a man who was busy but a strong Auctioneer to assist him. His efforts were successful and the man he secured sold the bulk of the sale and the Native new auctioneer was just the helper. The results: The imported auctioneer made such a good impression that he came back time and again to sell this kind of sale. Now this young auctioneer wants somebody to tell him why his home folks will not let him have their sales and the joke of it is that he wants to lay the blame on Col. Joe who just sat on the side lines and watched the action.

If this nice young man had consulted with Col. Joe who would probably have been happy to have this young man in the field, they could have made a workable agreement as to sales, etc. There is little doubt that in time this young man could have worked with Col. Joe. As time passed and Col. Joe retired the young hopeful would have been the auctioneer he had dreamed of becoming.

The truth of it all is that when anyone in this work or profession wants to get a background for becoming the Auctioneer In Demand, he has to build a foundation in his home area. He must grow wings before he can fly over territory of competition.

Well boys, both young, middle-aged and old, we are now in a New Year, 1966. Let's make it the very best yet and pull for the great National Convention that comes in July, in Philadelphia, Pa.

Auction Shorts



What I am about to write for a January issue of "The Auctioneer" will probably seem somewhat late in coming.

The idea came about as I attended Church service on Thanksgiving Day.

The pastor, in his sermon, pointed out that Thanksgiving Day is an American holiday. That no other country or continent has anything like it. It was established by Americans on American soil, the date being designated by proclamation by President of the United States.

From Thanksgiving Day until the time this is printed many thousands of American families will have had gatherings. Sons and daughters, brothers and sisters will have traveled many miles in order to share the holiday festivities with loved ones. Among them, also, many auctioneers and their families.

Now we have crossed the threshold of 1966 and thinking back as to what has taken place in 1965. We just can't help but Give Thanks to our Creator and Giver of all good things, for permitting us to live in this Christian nation, a nation which is blessed with bounty and luxury for everyone and beyond that of any other nation on earth. Let's all put forth every effort to uphold what is stated in our constitution, that we maintain to be the nation under God. Our coins bear the inscription, "In God we trust."

I am wondering how many countries there are in the world today where auc-

tioners are permitted to conduct auctions as we do. Also, where the public is permitted to attend auctions and bid if they see fit to bid and buy if they see fit to buy.

So, Auctioneers of America, let's all put forth every effort possible to keep our profession honorable and always strive to make it more so. When we do that it can result in only one thing: MORE AUCTIONS.

Henry Buss

Old Cars Rival "Old Masters"

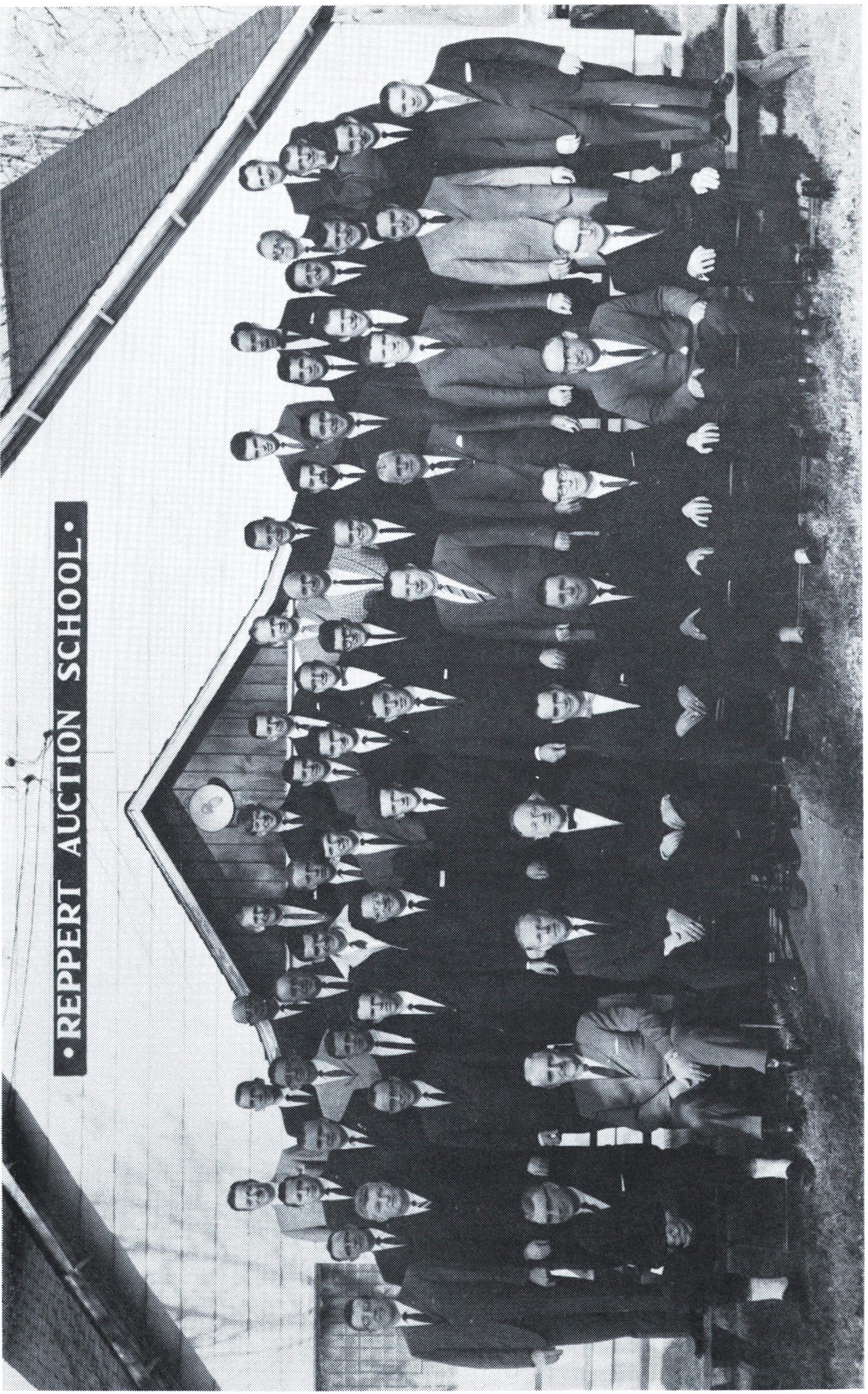
At auction, cars can now fetch prices comparable with the finest works of art. This was demonstrated recently by the English auctioneers, Sotheby's, who have been established since the 18th century but only went into the car business last November 5 at Earls Court, more familiar as the scene of the annual London motor show. Sotheby's, an aggressive company, that recently took over America's top auction house, Parke-Bernet of New York, offered 109 vehicles for sale dating from early 19th century bicycles to vintage machines of the Thirties.

One dyed-in-the-wool vintage car buff, James Leake, owner of three television stations from Muskogee, Oklahoma, flew over for the occasion and paid the record price of \$22,740 for a 1911 Rolls-Royce Silver Ghost, originally built for a maharajah. Among the good prices, two other Silver Ghosts at over \$14,000; a 1937 Bentley at \$12,300; and a 1903 Sunbeam 2-seater tourer at \$8,500.

BE HAPPY

I used to think the sun must shine,
To make a happy day;
But I know the rule that works
Is just the other way —
Be Happy and your sun WILL shine.
I used to think I should be blue,
Because the skies were not;
It seemed the normal thing to do,
But here's a better plot —
Be happy and your skies ARE blue.

• REPPERT AUCTION SCHOOL •



Reppert School Of Auctioneering

Pictured on the opposite page are the members of the Reppert School of Auctioneering, Decatur, Ind., class of November 29 to December 17, 1965. Identification follows, reading from left to right in each instance.

TOP ROW: Joseph H. Barnett, Bowling green, Ohio; John Shelton, Churubusco, Ind.; Joel Sullivan, Benton, Kentucky; Warren C. McElfresh, Clarksburg, West Virginia; David A. Rankin, Hopewell, Ohio; W. C. Durham, Danville, Kentucky; Joseph H. Corl, East Freedom, Pennsylvania; Bill Nelms, Murfreesboro, Tennessee; Thomas K. Girvin, Pequuea, Pennsylvania; Harold S. Mishler, Lakeview, Michigan; Charles McCauley, Hickory Flat, Mississippi; John J. Stewart, Washington Courthouse, O.

THIRD ROW: Ernie D. Hill, Nashville, Tennessee; C. Edward Roehl, Maysville, Kentucky; Elgin W. Peterson, Lapeer, Michigan; Wayne L. Fiedler, Seward, Nebraska; John A. Whalen, Whitehouse, Ohio; William H. Patterson, Leesburg, Ohio; Dwight Miller, Goshen, Indiana; Raymond M. Brachfeld, Rosedale, New York; Milton A. Cully, Jr., Des Plaines, Indiana; Keith M. Stroud, Milwaukee, Wisconsin; Kenneth W. Leidigh, Bryan Ohio.

SECOND ROW: J. B. Woodin, Nashville, Tenn.; Richard Byer, Willshire, O.; Clarence L. Wills, Westport, Ind.; J. B. Driver, Indianapolis, Ind.; James Taylor Bayless, Jr., Bruceton, Tenn.; Miles R. Bradshaw, New Washington, O.; Phillip Wulliman, Berne, Ind.; John Wayne Patterson, New Castle, Penn.; Charles B. Bradley, Albuquerque, New Mexico; Howe F. Moneypenny, Greeley, Colo.; Gerald D. Aaron, Bagley, Ala.; Kenneth R. Greene, Sugar Grove, N. C..

FIRST ROW: Leo C. Hamand, Cedar Falls, Ia.; Yvon Bordeleau, Duberger, Quebec, Can.; Donald Toll, West Chicago, Ill.; Grant A. Helton, Arlington, Va.; Robert B. Stahl, Somerset, Penn.; Halbert Wilson, Jr., Moorefield, West Va.; Jack Dykxhoorn, Aylmer, Ontario, Can.; James D. Robertson, Sr., Aliquippa, Pa.; Alexander MacDonald, Paris, Tennessee; John M. Church, Columbia, Tennes-

see; Charles Hechter, Monkton, Md.; Terry L. Woodruff, Edon, O.

INSTRUCTORS: Robert Anderson, Attorney-at-law, Decatur, Indiana; Homer Pollock, Delphos, Ohio; Roland Reppert, M. D., Owner and President; Q. R. Chaffee, dean, Towanda, Penn.; Clyde Wilson, Marion, Ohio; Phil Neuenschwander, Berne, Indiana; Ned Johnson, Decatur, Ind.; Henry Darnell, Cynthiana, Ky.; Walter Carlson, Trimont, Minnesota.

Bill Johnson Elected In Washington State

Bill Johnson, Seattle, was elected to head the Washington State Auctioneers Association for the coming year, thus becoming the second leader of this newer state organization. He had served as Vice President during the first year.

Robert Losey, Renton, was named Vice President, and Bob Berger, Pasco, was re-elected to the office of Secretary-Treasurer. Meeting was held at the Chinook Hotel in Yakima, December 12.

A plan to promote more interest in the association and its members was adopted and we hope to have more to report on this as the program progresses.

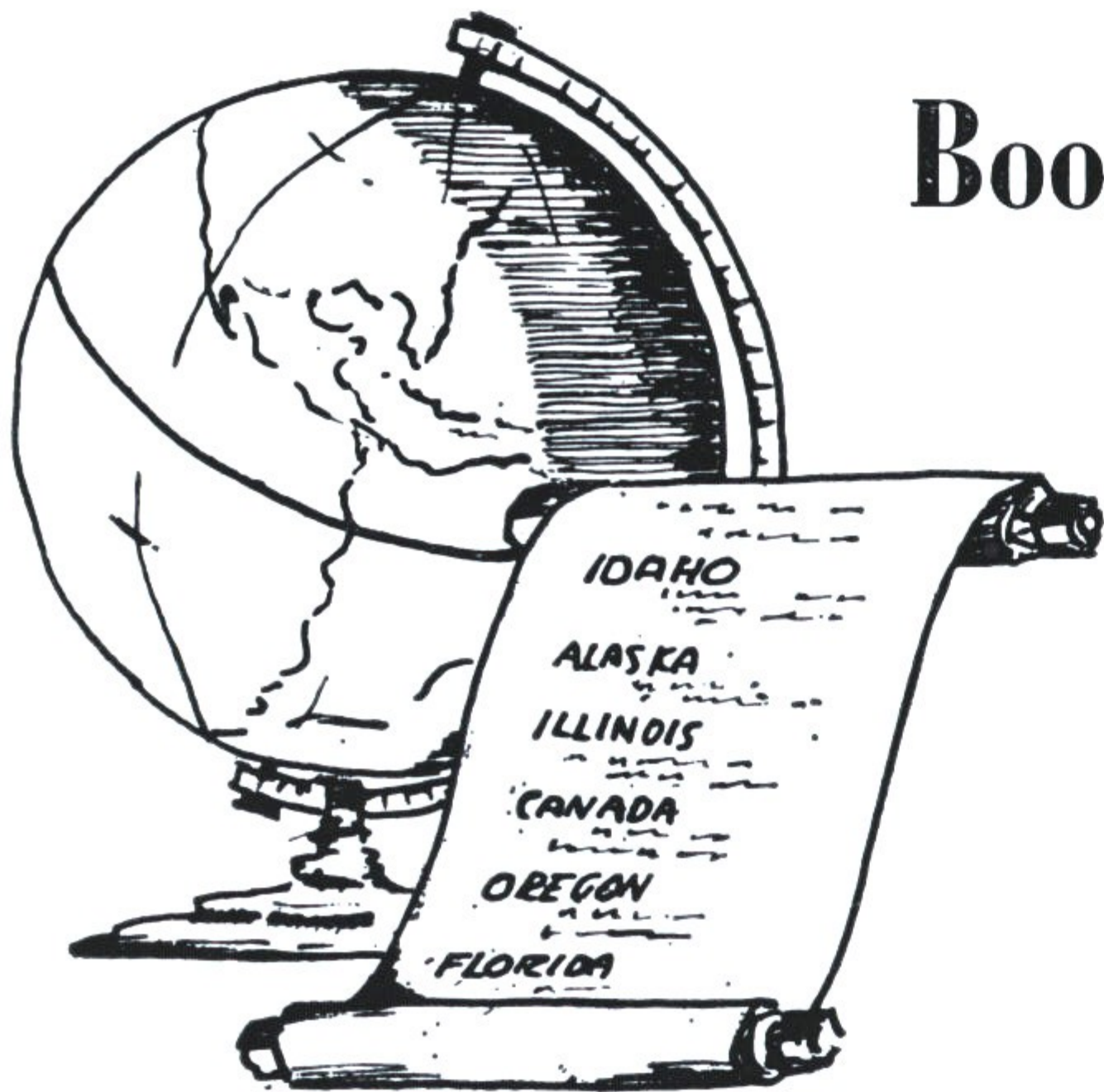
Bernard Hart, Frankfort, Ind., and Secretary of the National Auctioneers Association, was a guest at the meeting.

Michigan Picnic

A few weeks ago, a small group of Michigan auctioneers braved a cool, windy, but sunny day to attend the association's fall picnic.

President Lester Johnson and Alice hosted the gathering at their new farm near Mason. Their farmstead and home are spotless and neat with lots of white paint. The machine shed proved to be an excellent place for the clan to huddle around tables loaded with good food. The president's boss, Alice, who is also president of the ladies auxiliary did a fine job with all the arrangements for the picnic.

After stuffing themselves, the members moved inside the house near the fire. The men swapped "tall tales and long stories"—all true, of course.



Boosters for 'The Auctioneer'

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

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The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Mr. Hart:

Will you please let us know the amount required to renew my membership of your Association and Subscription to your magazine for the forthcoming year, and I will send remittance.

Our staff is very interested in reading the magazine, and speak very highly of it.

We understand a new bill dealing with auctioneering and similar activities is coming before our Parliament in the near future, and we are anxiously awaiting to see what alterations are made.

Also, we change over to dollars and cents February next. It will be very confusing for a while. You can imagine how it will be with buyers and their trading until they get accustomed to the calling of bids in dollars and cents. There will certainly be a slowing up of the selling rate of each lot. However, we think it will eventually be simpler, quicker and more economical. Our Australian dollar will buy approximately 85c USA.

I wish you and members the compliments of the forthcoming Festive Season.

Yours faithfully,
Richard E. A. Gray
Sydney, Australia

* * * *

Dear Sir:

Enclosed is my check for my dues and four N.A.A. decals. As you can see from my check we have moved again

and would appreciate your changing our address again.

I also have entered into a new business and wish to state at this time I would appreciate hearing from any association member that would be interested in using my service. I own and operate a catering truck and would be an asset to any large sale needing such facilities as coffee and hot or cold drinks and sandwiches.

Sincerely,
David L. Sawyer
5623 Elmer
North Hollywood, Calif.

* * * *

Dear Mr. Hart:

My subscription to "The Auctioneer" is out Jan. 1st. Please find enclosed a Money order for fifteen dollars. Ten dollars to "The Auctioneer" and five dollars for the Booster Page.

I look forward to "The Auctioneer" each month. I always look forward to "Pop Hess" message. He sure has some good judgment about the Auction Business. I am sure looking forward to seeing you folks in Philadelphia in July.

We are closing out a good year and have no regrets.

Yours truly,
A. T. Morris
Durham, North Car.

* * * *

Dear Mr. Hart:

Enclosed check for \$15.00 for dues and booster page for 1966. Many thanks for the splendid accomplishments of your organization and the dandy informative publication, "The Auctioneer".

Amon H. Miller
Evansville, Ind.

* * *

Dear Bernie:

As a couple of the articles in the November issue were quite inspiring, I thought you would enjoy knowing that your efforts in the publication are not in vain. I would like to add my thanks to you and the fine slate of officers recently elected, for not only "The Auctioneer", but also the opportunity for a compara-

To my way of thinking the representation of the ranks as far as the letters actively new member to be affiliated with such a fine sound organization.

and articles in "The Auctioneer", are concerned is concentrated fairly well in the Eastern and Mid-western portion of the United States. I would surely like to encourage the members located in the Western States to put a little more effort into keeping the others more informed on the Western aspects of our profession, and to contribute more letters and articles dealing with some of our situations and circumstances in this area that would be of interest to our neighbors to the East of us, as well as the rest of the Western element.

Although I have been active in auctioneering for two years, and a member of the N.A.A. for over a year, I am still batting my head against the proverbial "stone wall", as far as really getting a foothold in my chosen career. I realize there is a great opportunity in this field in the future, and you can be sure that my lack of progress so far is neither disheartening nor discouraging. With what I have been repaid in understanding people and enjoying my work for the first time in my life, from the little effort put forth, you can just bet it is an incentive to put forth more effort to obtain greater benefits.

I didn't mean for this to run into book form, but as you can no doubt tell, this is just part of my enthusiasm spilling over. "The Auctioneer" is read and re-read many times and thoroughly enjoyed by all in my household. I just hope this letter will be a small inspiration to some of the other members to keep the rest of us better posted on their activities.

Another big thanks to you and all the officers for a fine job and wishing one and all a very successful new year.

Sincerely,
E. V. "Dusty" Dustin
Billings, Montana

ONE WORRY ELIMINATED

A fast-driving motorist lost control of his car and ran into a telephone pole, knocking it down.

When he came to his senses, he was clutching telephone wires.

"Thank goodness," he said, "It's a harp!"

Why English Puzzles Many New Americans

Perhaps some of us to whom English is the mother tongue do not realize just how difficult it is for an alien, who begins to learn our language, to try to apply an logical rules to the pronunciation and spelling of our words. We spell many words the same and pronounce them the same.

The following poem gives a good example of many words which bewilder the man who is learning the English tongue:

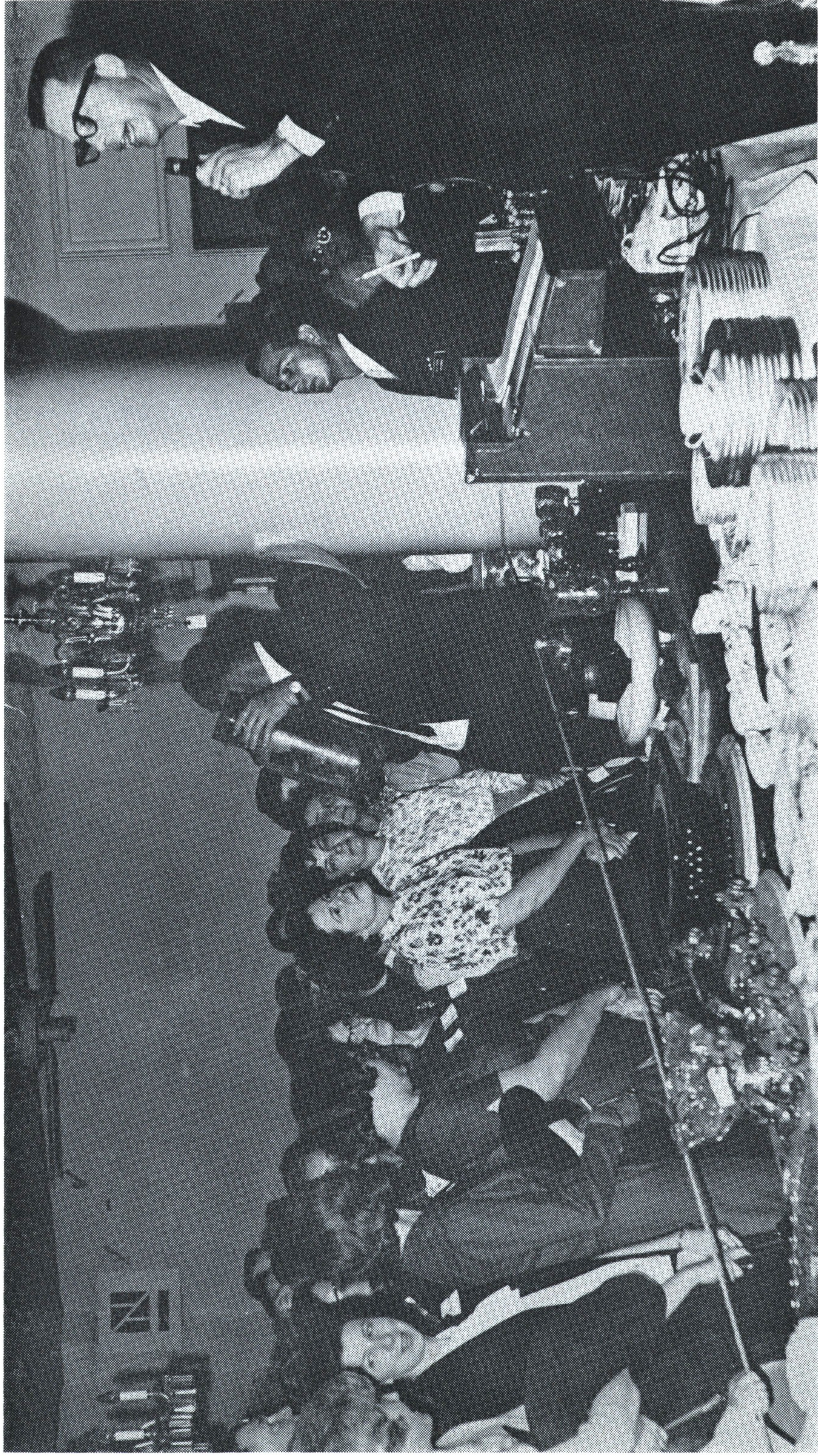
"It's rough," she said with a cough,
as she sat on a bough.
When the English tongue we speak,
Why is break not rhymed with freak?
Will you tell me why it's true
We say sew, but likewise few.
And the maker of a verse
Cannot cap his horse with worse.
Beard sounds not the same as heard.
Cord is different from word.
Cow is cow, but low is low
Shoe is never rhymed with foe.
Think of hose and dose and lose,
And of goose, and yet of choose;
Think of home, and come, and bomb.
Doll and roll, and home and some.
And since pay is rhymed with say,
Why not paid with said, I pray?
We have blood, and food and good,
Mould is not pronounced like could:
Wherefore done and gone and lone?
Is there any reason known?
And in short it seems to me
Sounds and letters disagree.

The Yale Panel

P.S. The salesman finds that his work is full of many contradictions and inconsistencies. Unlike men in many other lines of work, the salesman never stops learning and growing. Sales work broadens a man's viewpoint, gives him poise and polish, develops his courage, character and independence, and makes him the most valuable member of any business organization.

WORD MAGIC

Pest Control: "Don't kill a beetle (it may have talent); Call Us."



B. L. Wocley (with microphone), 1st Vice President of the National Auctioneers Association, sells antiques from two estates, in the ballroom of the Pines Hotel in Pine Bluff, Ark. This picture originally appeared in a four column width on the front cover of THE PINE BLUFF COMMERCIAL.

Auction Of Antiques

Attracts Many Buyers

Pine Bluff, Ark. — Crowds thronged to the Pines Hotel ballroom for the opening of the auction of nearly 1,300 articles from two Pine Bluff estates.

The collection to be sold—the estates of the late Mrs. Bess D. Jenkins and the late Mrs. Ella G. Mills—including fine china, silver crystal, furniture, glass and just about every household article imaginable.

When the auction opened at 10 a.m., the crowd was tightly packed in the wide aisle dividing the auction items in the ballroom and it overflowed into the hall. Later in the morning and during the afternoon, the gathering thinned to about 200 persons.

Auctioneer B. L. Wooley of Little Rock explained that any movement above the waist could be considered as a bid. The bidders also could call out their offers. Each article for sale was numbered, and Wooley cautioned the bidders to know the number of the item they wanted to bid on. For example, if a bid was high for article 256, and the bidder actually wanted the article numbered 255, he would be stuck with 256.

One woman inadvertently raised the bidding on an early article by waving to a friend who came in the door. Fortunately for her, a real bidder went above what she had waved the price to.

The dealers in the crowd displayed professional coolness — using only a wiggle of the finger or a nod of the head to indicate that they were still in the bidding.

The bidders came from all over the state and from out of the state. Many in the crowd were Pine Bluff matrons—both bidders and onlookers. The people came in furs, in slacks, in suits, in work-clothes—motivated by curiosity or acquisitiveness.

Those bidding stood directly in front of the auctioneer. Others could stand or sit in folding chairs in the aisle.

Wooley and another auctioneer, Ray

Tucker, kept the bidding moving at a rapid pace. Sometimes the noise of the crowd interfered with the bidding and the auctioneers had to plead for quiet.

Some observers complained that the bidding was too high. Others remarked that some of the finer articles were going for a song.

A set of china appraised at \$650 reportedly went for \$385. One woman displayed astonishment that carnival glass was selling for \$10 apiece and recalled the time when it could be bought from door-to-door salesmen for a fraction of that.

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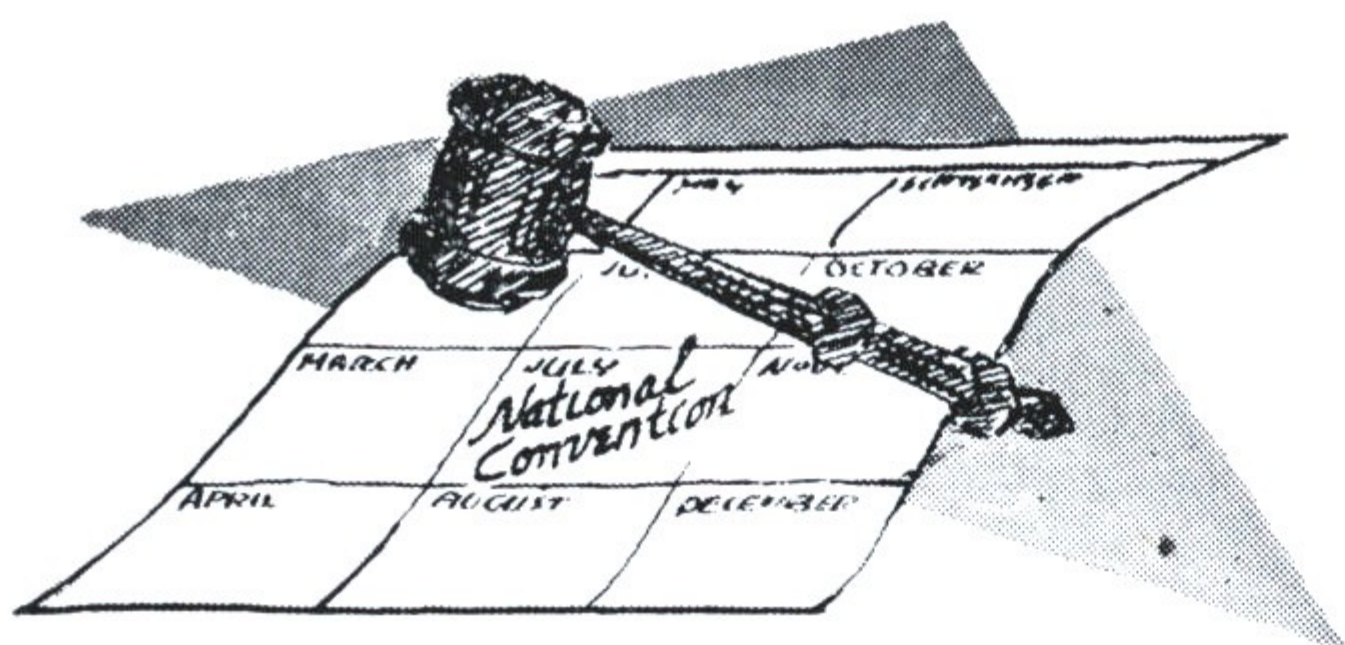


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Convention Dates



January 8-9 — Pennsylvania Auctioneers Association, Holiday Inn (Downtown) Harrisburg.

January 8-9 — Ohio Auctioneers Association, The Neil House, Colubbus.

January 9 — Mississippi Auctioneers Association, Ramada Inn, Meridian.

January 21-22 — Michigan Auctioneers Association, Jack Tar Hotel, Lansing.

January 28 — Colorado Auctioneers Association, The Red Slipper, Denver.

May 1 — Missouri Auctioneers Association, Missouri Hotel, Jefferson City.

July 14-15-16 — National Auctioneers Convention, Bellevue Stratford Hotel, Philadelphia, Pa.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

"The Old Violin"

By RUSSELL H. HOY

When I was pastor of the Trinity Methodist Church in McConnellsville, from 1935-1938, one of the members, a Mr. Duvall, loved to quote poetry. One of his favorites was "The Old Violin." I heard him give it several times and always got a real message from it and him. Here it is:

"Twas battered and scarred, and the auctioneer thought it scarcely worth his while, to waste much time on the old violin. But he held it up with a smile.

"What am I bidden, good people?" he cried. "Who'll start the bidding for me? A dollar, a dollar, now two, only two? Two dollars, and who'll make it three?

Three dollars once, three dollars twice, going for three?" said he. But no!

From the far back a gray-haired man came forth and picked up the bow. Then wiping the dust from the old violin, and tightening up a string, he played a melody pure and sweet, as sweet as the angels sing.

The music ceased, and the auctioneer, with a voice that was quiet and low, said, "What am I bid for the old violin?" And he held it up with the bow. A thousand dollars! And who'll make it two? Two thousand and who'll make it three? Three thousand once, three thousand twice. And going — gone!" said he.

The people cheered. But someone cried, "We do not quite understand — what changed its worth?" Swift came the reply, "The touch of the master's hand!"

And many a man with life out of tune, and battered and scarred with sin, is auctioned cheap to a thoughtless crowd, much like the old violin. A mess of pottage, a glass of wine; a game, and he travels on. He is "going" once, and "going" twice; and he is "going," almost gone.

But the Master comes, and the foolish crowd never can quite understand the worth of a soul and the change that's wrought by the touch of the Master's hand."

(Reprinted from THE OHIO FARMER).

Eugene Derr Heads Pennsylvania Area

Eugene Derr, Bloomsburg, Pa., was re-elected President of the Auctioneers Association of Northeastern Pennsylvania, at that group's annual meeting at the Berwick Hotel.

Quentin Chaffee, Towanda, and Dean of the Reppert School of Auctioneering, was elected Vice President. Jacob Spencer, also of Towanda, was elected to the office of Secretary-Treasurer.

The area group will be represented at the State Convention in Harrisburg, January 7-8. Plans will be made there for the National Auctioneers Convention to be held in Philadelphia, in July.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: B. R. Tucker, 9307 Sunset Lane,
Little Rock
Secretary: Milo Beck, 110 W. Walnut, Rogers

Colorado Auctioneers Association

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

Idaho Auctioneers Association

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

Illinois State Auctioneers Association

President: Dwight Knollenberg, Mason City
Secretary: George W. Cravens, Box 187,
Williamsville

Association of Indiana Auctioneers

President: Victor Carpenter, Ladoga
Secretary: Fran Hamilton, Rossville

Indiana Auctioneers Association

President: Egbert M. Hood, 1505 Poplar St.,
Anderson
Secretary: Everett E. Corn, 119 N. Main St.,
Fairmount

Iowa State Auctioneers Association

President: Lynn Byerly, Glidden
Secretary: Lennis W. Bloomquist, R. R. 2,
Pocahontas

Kansas Auctioneers Association

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St., Junction City
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

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

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

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President: Sam W. Pattison Rae, 407 N.
Howard St., Baltimore
Secretary: Jack F. Billig, 16 E. Fayette, St.,
Baltimore 21202

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Norton
Secretary: John Hilditch, Box 52, Southville

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Secretary: Alvin Payne, De Graff

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President: Lester Johnson,
417 N. Edgar Rd., Mason
Secretary: William Stanton,
144 S. Main St., Vermontville

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Secretary: Bennie J. Blount, Box 847,
Meridian

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

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

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Secretary: Henry Rasmussen, St. Paul

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Secretary: George E. Michael,
78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

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

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President: Lewis Bronstein, 35 Niagra,
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Secretary: Donald W. Maloney,
518 University Bldg., Syracuse 2

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Secretary: Bob Steffes, Arthur

Ohio Auctioneers Association

President: L. Howard Jewell, 194 Union St.,
Mt. Gilead
Secretary: Newton E. Dilgard, Room 9,
Farmers Bank Bldg., Ashland

Oklahoma State Auctioneers Association

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Secretary: V. K. Crowell, P. O. Box 8776,
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Road, Dallas

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Washington State Auctioneers Association

President: Bill Johnson, 330 West Roy,
Seattle

Association of Wisconsin Auctioneers

President: James Heike, Mondovi
Secretary: LeRoy Teske, 110 N. Pearl St.,
Berlin

THE LIGHTER SIDE . . .

WELL MATCHED

MacLeish saw Mr. Ginsberg sitting alone on the first tee. "How about a two-some?" he suggested.

"What's the use of my playing with you?" said Mr. Ginsberg. "I have only played golf twice in my life and I would not be able to give you much of a game."

"I am no good myself," declared MacLeish. "I just play for the exercise. Let's have a friendly little match for \$50 on the side."

Three hours later Mr. Ginsberg sat slumped over a gin rickey in the locker room. "I shouda known he was leading me on," he moaned. "He tells me he hardly ever plays the game, and then he does the eighteen holes in 69."

"How badly did he beat you?" asked a friend.

"One up," said Ginsberg.

ANY SUGGESTIONS

"Doc, I get awful pains when I bend over, put my hands below my knees, straighten up, and bring them above the waist."

"Well, why make such silly movements, then?"

"Silly, my eye! How else do you think I can get my pants on?"

GOOD MANAGEMENT

"Please, sir, will you help me," implored the beggar, "will you give me a dollar?"

"A dollar!" exclaimed the prosperous looking gentleman. "That's a lot of money."

"Well," explained the beggar, "Im putting all my begs in one askit."

TRAPPED

"I can't take it any more," a husband complained to the marriage counselor. "My mother-in-law runs the house; she tells us what we'll eat, what furniture to buy!"

"Assert yourself," advised the counselor. "Tell her to move out."

"I can't do that," the husband replied. "It's her house."

A SIMPLE MATTER

"So you uncle passed away. Did he leave anything?"

"Only an old clock."

"Well, there shouldn't be any problem about winding up his estate, should there?"

MINDING ONE'S BUSINESS

"Willie," said his mother, "will you please run across the street and see how old Mrs. Brown is this morning?"

"O. K., Mom," replied Willie, and darted off on his mission. A few minutes later he returned.

"Mrs. Brown says it's none of your business how old she is!"

PROBLEMS

"My son," complained the irate father, "is a lazy, good-for-nothing fellow. He won't work, he won't help around the house, and he won't get up until the first rays of the sun hit his window."

"Isn't that rather early for him to get up?"

"You don't understand. His room faces west."

ROOKIE

The new recruit didn't salute the Colonel. "Do you realize who I am?" asked the officer. "I run this entire camp. I'm in charge of 25,000 soldiers."

"You got a good job," said the private, "don't louse it up."

RESULTS

Last summer, in Florida, a tourist overtook a young man running rapidly along the road. He stopped and invited the perspiring runner to get in.

"An emergency, I suppose?" the driver asked.

"No," puffed the young man, "I always run like this whenever I want a ride. It seldom fails."

TIMELY PURCHASE

The chair that we purchased
Is colored light brown,
The cushion's foam rubber,
The payment is down.

BOSSY'S LOST WEEKEND

A high school teacher thought he would give his students some understanding of country life by posing a problem involving cows and milk production. If a cow gave so many quarts of milk a day, weighing so many pounds and averaging X per cent of butterfat, how many pounds of butterfat would she produce in a week?

There were some correct answers and some incorrect ones, but the teacher was puzzled about seven papers with the identical wrong answer. There could have been no opportunity for the kids to crib figures from one another, he knew, and he spent part of an evening trying to figure how so many had come up with the same wrong answer. Finally he figured it out: Those city kids had figured a 5-day week for the cows!

AND NOW — OUR SPEAKER!

A guest of honour is a man who eats a meal he doesn't want so that he can get up and tell a lot of stories he doesn't remember to people who've already heard them.

THE LAST WORD

All too often a clear conscience is merely the result of a bad memory.

NO TIME TO BE GONE

Aunt Tillie: "Won't you walk as far as the bus with me, Billy?"

Billy: "No, I can't."

Aunt Tillie: "Why not?"

Billy: "Because we're going to eat as soon as you're gone."

LOOKING AHEAD

A little five-year-old boy fell and cut his upper lip so badly he had to be taken to the doctor to have some stitches taken. His mother was very distressed and could not refrain from saying, "Oh, Doctor, I'm afraid it will leave a disfiguring scar."

The little boy looked up into his mother's tear filled eyes and said, "Never mind, Mother, my mustache will cover it."

WOULD "HERDING" BE BETTER

Traffic cop to violator: How long have you been driving . . . if you'll forgive my complete misuse of the word?"

QUITE A CHALLENGE

Responding to a knock at the door a housewife found a man standing before her.

"I just ran over your cat," he explained apologetically, and I'd like to replace her."

"Well, you'd better get busy," snapped the housewife. "It's almost feeding time for the kittens!"

LITTLE GEMS OF WISDOM

Another reason for unhappy marriages is that men can't fool their wives like they could their mothers.

* * * *

There might be something to reincarnation, judging by the way some people come back to life at quitting time.

FIRST THINGS FIRST!

In a manufacturing plant the management offered \$25 cash to employees whose suggestions on how the company could save money were accepted.

One of the first awards was paid to a canny Scotsman whose suggestion was: "Cut the economy award to \$10.00!" They did!

TROUBLE WITH JUNIORS

If newborn cats are kittens,
Are baby bats called bittens?
If mamma dogs have puppies,
Does Mrs. Frog have fruppies?
If baby cows are calves,
Young sows, of course, are salves;
If baby geese are goslings,
Are baby mooses moslings?
Such lingual stumbling blocks
Would stop the smartest fox.
And I am just a mule
Who'll never grasp the rule.

LIVING IN THE PAST

An Indignant lady barged up to the host of a formal dinner party and said, "I will never enter your house again, sir. Your wife has just grossly insulted me."
"I'm sure there must be some mistake," soothed the host. "What did she say?"

"She said I was a woman of the streets," shrilled the woman.

"That's just her way," said the host. "I have been out of the Army for thirty years and she still calls me Colonel."

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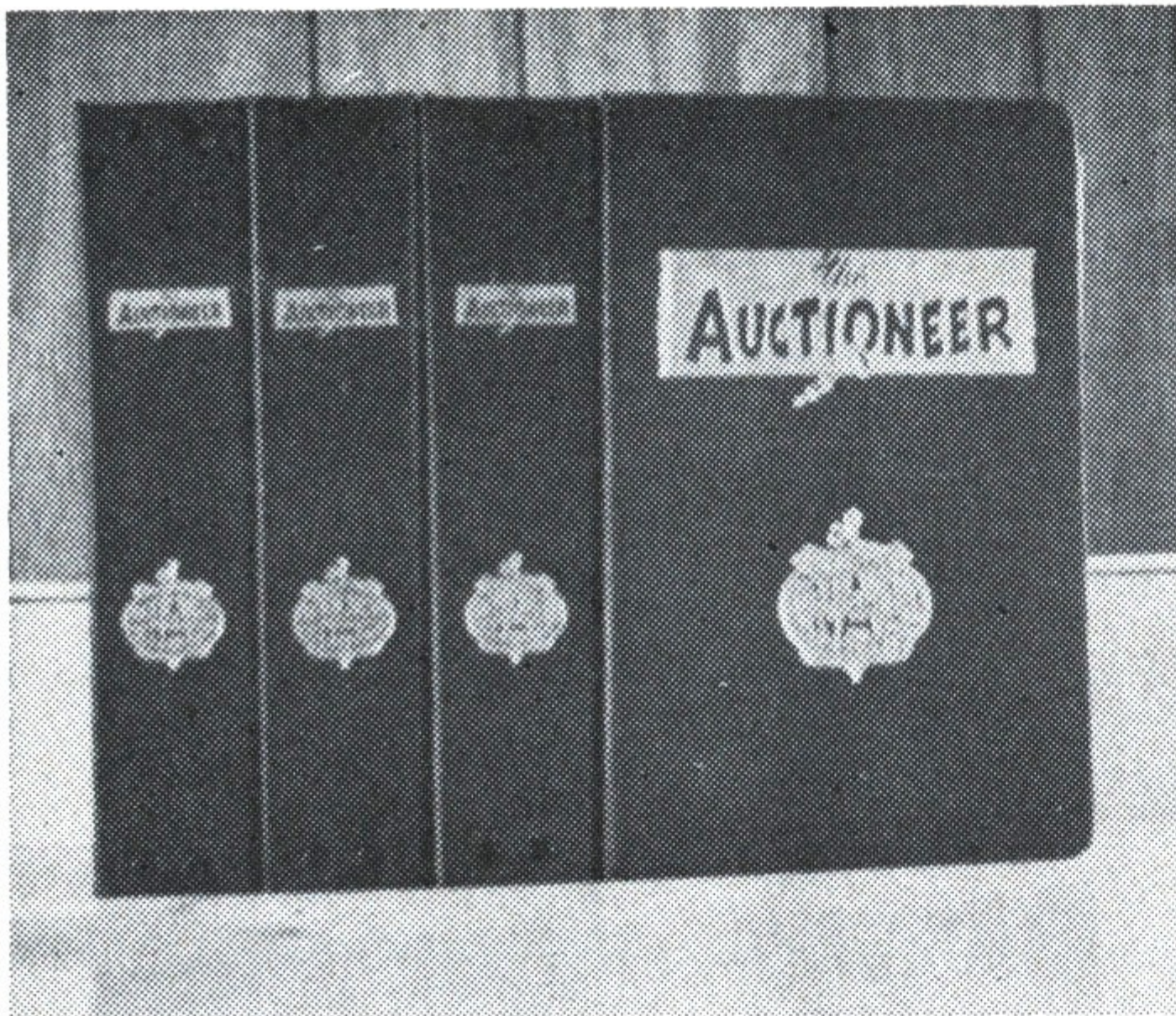
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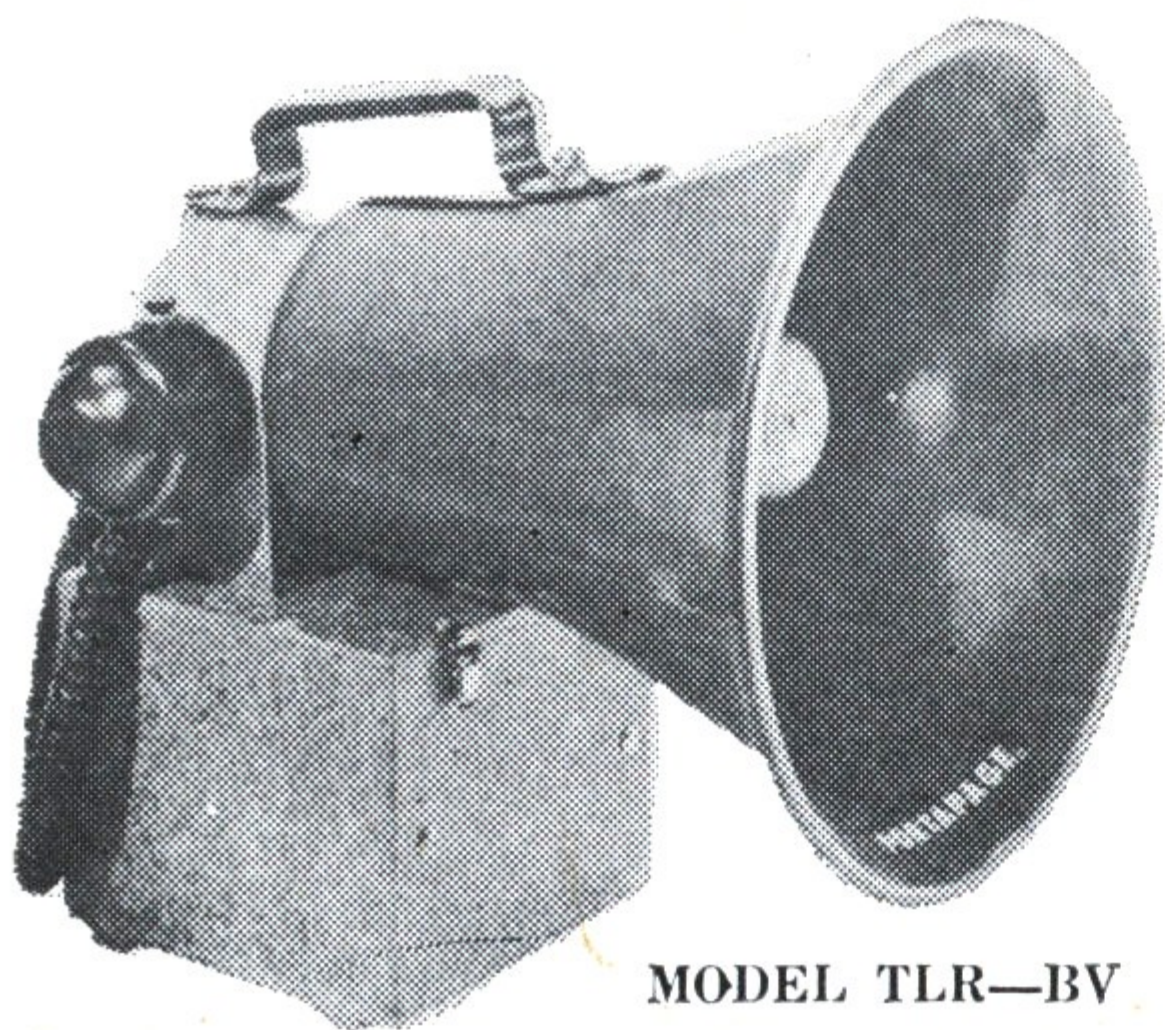
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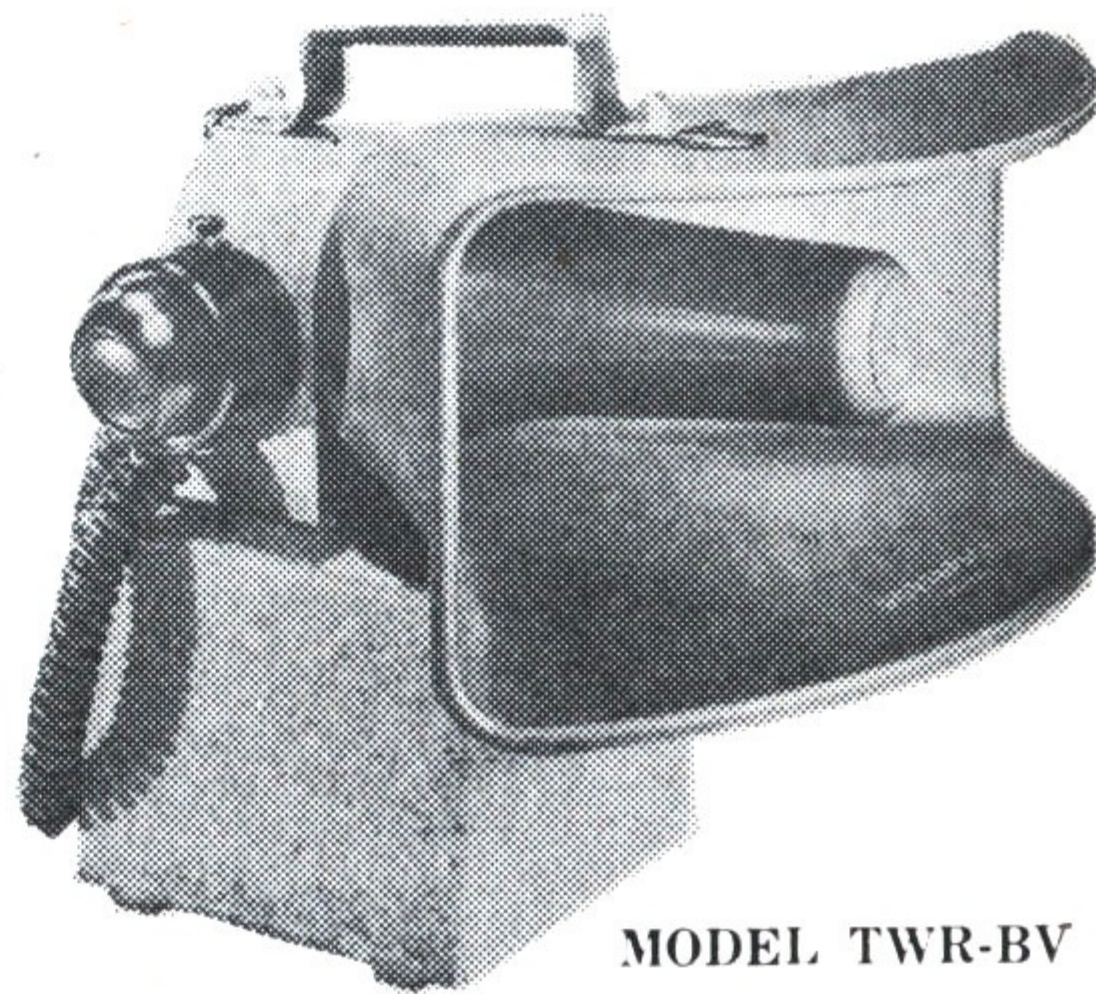
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MODEL TWR-BV

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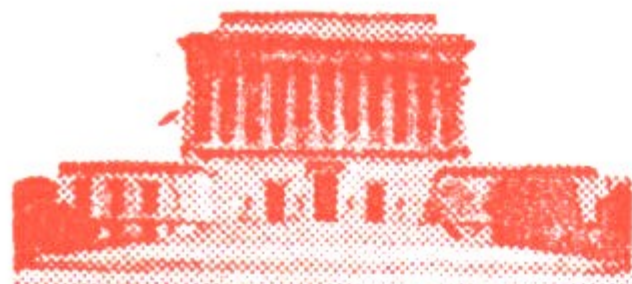
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