

the AUCTIONEER



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NATIONAL AUCTIONEERS

CONVENTION

HOTEL OLDS, LANSING, MICH.

REMEMBER THE DATES . . .

JULY 18-19-20, 1957

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803 S. Columbia St. Frankfort
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Michigan...

Bigger Than Texas

Fourth of a series of six articles by Col. Wm. O. Coats which will appear in "The Auctioneer" to better acquaint you with the wonders and achievements of the host state of the 1957 National Auctioneers Convention.

Some people say that water is Michigan's greatest natural resource. Perhaps so. We sort of take our Water Wonderland for granted. But just for the record . . .

We are almost surrounded by the Great Lakes, which with their connecting rivers form the largest body of fresh water in the world.

No place in Michigan is more than 85 miles from one of the Great Lakes . . . The Detroit River is the busiest waterway in the world and the St. Mary's ship canal and the Soo locks handle more cargo tonnage than any other of the world's canals.

We have 3,121 miles of shoreline, longest of any state in the Union.

In Michigan we have 11,037 inland lakes, all 10 acres or more in size.

And in our Michigan waters we have 500 islands . . . many of them rapidly gaining fame as tourist centers.

With our Water Wonderland we in Michigan enjoy many advantages.

Winds tempered by the Great Lakes give us a more moderate climate than any other state in the same latitude . . . ideally invigorating for agriculture, industry and recreation.

The Great Lakes connect us with seven other states and provinces of Ontario, providing low-cost transportation routes for ships carrying vital cargoes.

Moreover the lakes support a great commercial fishing industry . . . with a total catch of more than 26 million lbs. per year. Our fishermen ship most of their catch of lake trout, white fish, smelt, herring and trout to most of the markets in the East and Midwest.

One of the most beautiful waterfalls anywhere in the world is Tahquamenon Falls—200 feet wide, with a drop of more than 50 feet. The Tahquamenon River of the famous "Golden Stream"

of Longfellow's "Song of Hiawatha."

Our Michigan waters also attract large flocks of migratory waterfowl and other wildlife, enhancing the state's reputation as a hunter's paradise.

We in Michigan have long known that we possess all the ingredients for vacationing at its best.

Many of our friends in other states know it too.

We stand unchallenged as the leading recreation area in the middle west.

To develop and promote our vacation trade we have the Michigan Tourists Council in Lansing, four regional tourists and resort associations, state highway department tourist lodge information centers and scores of local Chambers of Commerce and other booster organizations.

We are a great convention center—each year welcoming many thousands to enjoy the attractive accommodations of our major convention towns, Detroit, Lansing, Grand Rapids and Mackinac Island.

Our vast system of public parks account for much of Michigan's greatness as a tourist state.

We have 54 state parks, more than any other state . . .

More than 14,000,000 guests visit our state parks annually.

We have 83 roadside parks and 3,200 roadside picnic sites, maintained by the state highway department . . . first state in the nation to provide this type of service to its travelers.

Ever since 1947 we have sold more than 1,000,000 fishing licenses annually . . . ranking first in the nation in licensed anglers.

Our deer herd is the finest in the country. Its size over 1,000,000—allows us to report that we have more big game in Michigan than any other state. That, of course includes the black bear

of the Upper Peninsula and the protected moose on Isle Royale.

We also have the nation's largest bird sanctuary between Battle Creek and Kalamazoo.

Travelers from other states, visiting Michigan for the first time, find it hard to believe that with all our industrial greatness and our tremendous agricultural production we still have a vast acreage of majestic forests.

The figures, we must admit, are amazing.

Of our 36,500,000 acre land area, well over half of it—some 19,000,000 acres—is forested.

One researcher has reported that 85 varieties of trees grow in Michigan . . . more than can be found in any other state in the nation and more than can be found in all of Europe.

We also pioneered in the field of conservation education.

One of Michigan's foremost foresters predicts that within the next 100 years lumbering will again be one of our most important industries — perhaps the second most important one in the state.

An enlightened policy of tree cropping has replaced the ruthless slaughter of our forests in bygone days. New forests are coming up-and fast. They will be harvested . . . and profitably so . . . by the thinning process and for each tree felled a seedling will take its place.

We know that by preserving our forests we are maintaining our recreational attractions in Michigan.

Our first tourists were the Indians who lived in neighboring territories and made yearly trips to our state. We still retain our reputation as one of the leading sportsmen's states, just as the early Indians knew our territory long ago.

"Are you John Brown of Cleveland?" asked the timid man. "No, I'm not," answered the other. The first man said hesitantly, "Well, I am, and that's his coat you're putting on."

An examination question stated: "What was the greatest achievement of the Romans?" One student wrote, "They were able to learn Latin."

Reservations

Reports from members throughout the 48 states are indicative of the National Auctioneers Association having the largest registration at their national convention, Hotel Olds, Lansing, Michigan, July 18th to make the convention the most outstanding national convention.

Enthusiasm among the membership and the determination of the Michigan Auctioneers Association, to make the convention the most constructive, entertaining and largest in attendance and the expressed desire of the members to be present is being heard at all state conventions and the auction sales throughout the country. Many of the members have declined to book sales during the convention week in order to be on hand and many at this early date have made their hotel reservations. Many innovations have been arranged for by the Michigan Auctioneers Association, that will make this convention different and more constructive than any heretofore.

Every member bring a member and reap the benefits of many months of planning, all of which has been arranged for your pleasure and profit.

The first reservation to be received by the Hotel Olds was that of Col. and Mrs. B. G. Coats, of Long Branch, N. J. In anticipation of the largest attendance in the history of our Association, every member is urged to make reservations now and avoid last minute disappointments. Arrangements will be made to take care of the overflow in other hotels, but if you want to be in the convention hotel it is imperative that you make your reservations now.

IMPROVING ON GEORGE

George Washington could broad jump 23 feet, a record in those days. Today we have politicians who can sidestep farther than that.—Grit.

A 'Rebel' Reports

March 27, 1957

National Auctioneers Association
803 S. Columbia St.
Frankfort, Indiana

To All Members of National Auctioneers Association Via Its Publication "The Auctioneer":

I received a letter from our secretary, Bernie Hart, postmarked January 15, 1957. (What a late date for me to answer.) Being a director of NAA (this honor bestowed upon this rebel unworthily in Omaha at the National Convention) and entitled to receive a financial report of our association, which has come a long way since its inception, but still has only scratched the surface as far as potentiality is concerned. I studied the report in detail and congratulated myself for being a paid up life member. Attached to the report was a nice long interesting letter in which he made an appeal to all officers and directors to contribute something for "The Auctioneer." Following is a paragraph from his letter:

"Everything points to this being the greatest year in NAA history. How much greater it is than in past years depends in a good part upon the support of you individually. Part of you have sponsored new members. (Yep, I have). Part of you have contributed material to "The Auctioneer." (Not me.) Part of you have made no visible contribution. (My category.) It is very difficult for the membership to promote their association when part of the officers and directors fail to do so. (I hang my head in shame.) Since I have been secretary there have been those directors who have not contributed in any visible way to the welfare of the organization. (I have appeased my conscience just a wee bit for the members I have gotten to join our association, else I would have been in this last classification, saved as it were by "The Bell" even though it tinkled so slightly.) You

are all elected (ain't the way southerners are reputed to say it; southern version: You all are elected) to positions of responsibility and those who elected you expect you to fill that responsibility. (Rightly they should.) If you did not intend to do so you should have rejected the nomination at the time it was made." (End of paragraph by Bernie to officers and directors.)

When I received his (Bernie's) letter I thought it was edged in black but it was just scorched by the hot contents. The reason some of the other directors have not written for The Auctioneer is because when they received our secretary's letter it just disintegrated as remnants of burned paper will. I suggest, Bernie, you write THEM another letter this time on asbestos, enclose it in an aluminum foil envelope with printed instructions to handle with asbestos gloves.

And now, Bub, don't think you can get away with this kind of talk just because you are secretary living in Indiana and me, nearly NOTHING, living way down here on Anna Marie Island, Florida, "Where life is peaceful and fishing is good"—slogan of "The Islander," a commendable weekly tabloid newspaper devoted to the people of Anna Marie Island. The editor; Harry Varley. Mailing address: Anna Marie City, Florida. Subscription; \$2.50 per year. I recommend it to every one reading this letter. I think our island is unequalled anywhere in the world. (Of which my wife Ruby, son Ray and I are six months a year non-resident, residents. Address: 225 Pine Ave. Everest Cottage at the Gulf). It is a beautiful island paradise separated from the Florida mainland by beautiful Sarasota Bay, just west of Bradenton, Fla. Where the great ships of the Seven Seas enter the Tampa Bay and go under the twenty-two million dollar Sunshine Skyway Bridge before finally docking at the piers of Port Tampa.

Man, you'd think from my enthusiasm

IN UNITY THERE IS STRENGTH



Col. R. A. Waldrep

I was working for the chamber of commerce or was from Texas. I assure you right now I ain't either. I don't believe there is any son from Texas (that vast wasteland south of Arkansas and north of the Rio Grande) who are habitually given to Braggadocia could give justice to tropical Anna Maria Island. The palms, their fronds always rippling in the gulf breeze, Australian Pines towering towards the heavens as if trying to reach the sun, which is ever present daily, whispering always to those who will pause and listen. In fact they spoke distinctly to us in 1949. The question: Wouldn't you like to live and enjoy life here on Anna Maria? Our answer was in the affirmative so here we be, from mid-term until school is out in June. Then back to Birmingham till mid-January. All the time looking forward to the happy days spent each winter on lovely Anna Maria Island. About the flowers we have here: Hibiscus of various colors. Our Oleanders are just beginning to bloom, beautiful beyond description, white, pink and red.

Are my readers beginning to envision the tropical beauty of this Shangri-La? Have you ever smelled Gardenias? My wife pulled some blossoms this after-

noon from our garden. The fragrance of these lovely flowers are all through the house. Don't you smell them? Man I can (sniff-sniff) how exhilarating. Also the ever present Passion Vine, Flame Vine, Bouganville, the perennial beauty of the lowly petunia and their multi-colored varieties. Truly an island wonderland with three thousand happy people and a few sore heads, enshrouded with lush tropical vegetation the year around. Always a sea breeze, summer and winter. The beauty of a southern moon and stars, for which I have not adequate words to describe. A good hotel and motels to please every taste. Shopping center, airplane landing strip, commuter service to Tampa and St. Petersburg airports. A new school just a few years old. Childrens' playground (for which we held a benefit auction and raised over \$1,200.00 to help equip it.) The good people contributed miscellaneous articles. Merchants donated much merchandise. The automobile dealers of Bradenton (bless them) with exception of maybe a sore head or two, gave a clunker automobile. A fine group of public spirited citizens here. Also, churches, including Roser Memorial (non-denominational) community church, a Baptist, Episcopal and Catholic church. Oh yes—last but not least, white sand beaches without equal.

Now, my friends, these are by no means all the contributing factors that help to make our island worthy of the slogan "Where life is peaceful —" but they do help as you will agree. Now, the other part of our island slogan, "And fishing is good." The fishing bug left me over 10 years ago but I tell you for sure, "Thar's fish in them thar waters" and the big ones don't always get away. There's trout, sheephead, grouper, flounder, jack, snook, mullet, to name only a few, and at this time of the year I have friends that are from Missouri who want to be showed. We go out king fishing. We fill the fish ice box and then stack them on deck like cord wood. Ho hum, ain't fishing monotonous? Especially when they weigh 15 to 25 pounds and pull on a line like they weighed a hundred pounds each. Although I can truthfully say fishing doesn't appeal to me too much I shore do enjoy the ex-

IN UNITY THERE IS STRENGTH

pression on the face of some of my yankee friends who enjoy the southern way of life. Oh yeah, they have a big Tarpon Rodeo with thousands of dollars in prizes every year. So if you fish for fun or money I don't know a better place than Anna Maria island. So much for the "And the fishing is good" part of our slogan.

Pardon me while I snap out of it. I started out to pin the ears back on our secretary, Col. Bernard Hart. I am now in such a good mood because I have shared with you some of the blessings that are ours, I am now in a good humor all over. If it was left solely up to me I would double Bernie Hart's salary, bless him. If this letter gets past his censorship then I might try my hand at writing again.

Maybe some of you would like to know how the good Lord has blessed this auctioneer. I operate two of America's great wholesale automobile dealers auctions. "The Dixie Auto Auctions," Birmingham, Alabama every Monday — Atlanta, Georgia every Tuesday, with an average weekly listing of between 700 and 1,000 automobiles, making us one of, if not, the largest operators of this type of auctions in America. Our slogan is, "The Sales That Cover Dixie Like The Dew, Serving You Since '42."

If the Michigan brethren who wrote inviting me to speak at the national convention at Lansing in July for 20 minutes on a subject of my choice will reconfirm that invitation (I didn't put the first one in file 13 but I can't find it right now) I will accept. What auctioneer wouldn't! For it's doubtful whether I will be permitted to come your way via "The Auctioneer" anytime in the near future. Seriously fellow auctioneers, I am proud to be a member of our association. My hat is off to secretary Col. Bernard Hart, President Ernie Sherlock, immediate past secretary B. G. Coats and all those who have been so faithful to the NAA. Let's all of us resolve right now to support it in the future with all our being. We could begin by getting new members, also by making reservations for the annual convention to be held in Lansing, Michigan.

My family and I are going to be there, Lord willing. Last year we were not permitted to attend at Kansas City because "Gideons International" were holding their international convention at the same time in Atlanta, Georgia. As I am Alabama State President of this Christian Business Mens Association, you will understand my not being able to attend the NAA Convention, as much as I would have liked to.

I am looking forward to seeing each of you in Lansing at the Hotel Olds, July 18th, 19th and 20th.

The Ole Col.

R. A. (Dixie) Waldrep
624 Roebuck Drive
Birmingham, Alabama
235 Anna Maria, Fla.
Sez Y'ALL COME

P.S.: Dear Bernie, send me an extra dozen copies of "The Auctioneer." The magazine alone is worth the price of the annual dues to any wide awake auctioneer. When I show and give them a magazine all resistance if any) will have disappeared. Results: more new members. Also a dozen application blanks for membership in NAA. Please forward picture to program chairman at Lansing as per his request.

Also enclosed is a check for \$100.00 for Life membership in NAA for the following: Mr. Thomas C. (Cliff) Roberson, 2209 Hickory Valley Rd., Chattanooga, Tenn.

REAL PROOF THIS TIME

One overenthusiastic fisherman was hauled into court, charged with catching 18 more black bass than the law allows.

"Guilty or not guilty?" asked the judge.

"Guilty," the young man admitted.

"Ten dollars and costs," announced the judge.

The defendant paid the fine, then asked cheerfully, "And now, your Honor, may I have several typewritten copies of the court record made to take back and show to my friends?"

What It Takes To Get Ahead

By COL. B. G. COATS

When I left my office this morning for the airport in New York City, I brought with me a note pad, knowing that I would be in the air for several hours and that it would be an opportunity to write about something.

As I speed through the air at 349 miles per hour and at an altitude of 17,000 feet, I am observing 52 other passengers that are doing nothing except staring into space. Perhaps they are relaxed and do not want to do anything, but to me what a waste of time trying to see something other than clouds. In another few minutes most of the passengers will be relaxed, they will be taking a nap after becoming bored staring into space.

There are two things in this world that I will never cease to marvel at: they are television and flying. The latter intrigues me beyond words. There just isn't enough adjectives to describe this form of transportation. As I view the interior of the plane and look out upon the wings and giant engines, I can't help but feel indebted to all those that made flying possible. To all the trained crews that take us safely to our destination. That it takes brains, character and fiber. All those who had any part in this mode of transportation were born with these. But they had the ability to improve the quality of them . . . inside themselves. Sure, it takes education and training, college is a big benefit and it is desirable, but it is not essential, as many men have shown.

Sitting in this comfortable seat scribbling these few notes my mind is directed to Auctioneers and what it takes for them to get ahead. It takes brains, character and fiber, just the same for Auctioneers as it does for those that built this plane and those that fly it over the country. It takes experience. This comes with age and with kicking around. Pilots are not made overnight. Planes are not built overnight. It takes years of training and experience. Now almost every young Auc-

tioneer, up to middle age, often thinks that he is lacking in experience and may feel frustrated. Even older Auctioneers who are near-top do some sighing over what they might have done if they had only known.

There is no substitute for experience. Everyone would prefer to travel on a plane with an experienced pilot at the controls. An Auctioneer without experience has the advantage of the pilot because there are aids on the side of which he can take advantage of. They have something to do with alertness, with understanding of problems that float around in every auction sale every day of the week. Such as changes needed to fit the circumstances, looking ahead and seeing the trends. These are the keys to getting ahead and apply whether you are already at the top or still coming up.

Now most all the passengers have fallen asleep. Little do they realize that they sleep half their lives away. When the gentleman across from me awakens I will endeavor to engage him in conversation, just to see what he is interested in, what makes him tick . . . partly for curiosity and partly as a lesson of guidance on what I need to know in order to climb and be capable of taking on more responsibility.

He has awakened and in a few moments I will engage him and then resume my few words to you.

We have had a very interesting conversation. He is an executive of a steel company enroute to Los Angeles. I knew nothing about steel and he knew nothing about the auctioneering profession. We exchanged ideas. I know that I profited by his experience far more than he benefitted from relating my knowledge of auctioneering as I extended him the courtesy of talking most of the time.

Dinner is about to be served, after which I will try again to bring this message to a close. Dinner over and it has just been announced that we will arrive in Denver in about 15 minutes,

my destination. During the past few hours this plane has been constantly forging ahead and I am reminded that we as Auctioneers must at all times strive to get ahead.

What I have said perhaps is of interest to you and perhaps it isn't, but there is one thing certain if you want to get ahead as an Auctioneer, you must improve inside yourself brains, character and fiber. You can be a pilot of the auctioneering profession just as this man is the pilot of this giant plane. As he guides the ship to its destination, you can guide your ambitions to the top of the ladder. You have no giant engines to push you up, you have no pilot to guide you. You must set your own course and in climbing remember there are others that would like your help in climbing up that ladder of success.

Government Surplus

By Bernard Hart

Our trip to Washington (reported in the March, 1957 "THE AUCTIONEER") has aroused considerable interest, both within and outside our own membership. I am happy to report that we have been receiving regular correspondence from members of Congress with regard to the disposal of Government owned surplus as well as Mr. Robert McCormick, Research Consultant of the Citizens Committee for the Hoover Report.

Since our trip to Washington, bills have been introduced with respect to Surplus Property in both the Senate and the House of Representatives. These are identified as S.1540 in the Senate and H.R.5789 and H.R.5812 in the House.

If you have not already written your Congressman and Senators, we urge you to do so at once. If you are sold on your own profession you can certainly convince them that this surplus can be sold to a much greater advantage by the Auction method as compared to the out-dated and unsatisfactory sealed bid method.

"He was nervous as a long-tailed cat in a roomful of rocking chairs."

New Sale Series By NAA Officer

The Harris Wilcox Sales Organization has inaugurated a new Holstein Sales Series at Canandaigua, New York. The first sale was held November 24, 1956 with succeeding sales having been held January 31 and March 28, 1957. All three sales have been very successful with good quality consigned and excellent buyer participation. All cattle for these sales are selected by the Wilcox Organization.

For several years there has been a strong felt need for such a sale series in Western New York. Early in 1956 the Ontario County Fair Association proposed that an exhibition and sale barn be built with purebred Holstein Sales in mind. The Wilcox Organization cooperated closely in the planning and development. When completed the barns will be in the form of an H. Each holding barn being 42 x 200 ft. with the sale area being 60 x 80 ft.

It is estimated that when completed these barns will hold approximately 180 head of cattle in elevated stalls. The sales area provides two offices, lunch service, rest room facilities and is very adequately heated and lighted. Easy access from each holding area is provided to the sales arena through enclosed alley ways. The grounds provide unlimited parking area. The location which is just off Route 5 and 20 and only 5 miles from a New York Thruway Exit provides easy access.

At the present time one wing which holds 90 head and the sales arena are completed.

The Wilcox Organization cordially invites any auctioneers visiting New York State to visit one of the Sales which are held the second Thursday of May, September, November, January and March. Dairy dispersals and Club sales are also held at the facilities throughout the year.

Be sure to take an interest in the future. That's where you'll spend the rest of your life.

Auction Markets Show Increase

The following is a reprint of an Editorial in the Western Livestock Reporter, published by NAA member, Col. Norman Warsinske, Billings, Mont.

Progressiveness of Montana auction markets and their substantial increase in volume indicates that the cattle producer of Montana has found the local auction market to fit his needs in service and sales to the best advantage for his cattle and his operational income.

The 14 auction markets in Montana last year sold 783,750 cattle and horses as compared to 621,518 head in 1955 or an increase of 162,232 head.

It is evident from the above figures that the cattle grower is becoming more aware that the primary purpose of the auction market operator is to bring together the sellers and buyers at the local auction market. This in turn brings to the auction a concentration of cattle that can be properly sorted and classified for sale, to the highest bidder, among a heavy concentration of buyers.

All auction markets furnish trucking services for the consignors of cattle, and at the time they are unloaded they are placed in pens with automatic water tanks and the best of hay. Just previous to the time the cattle are sold they are sorted and classified by experienced livestock men. At the time of entering the auction ring the auction market operator further takes the responsibility to see that the seller's cattle bring their full market value. The operator maintains orders for all classes of cattle and he is continually bidding on every consignor's cattle, in order that their cattle do bring their full market value.

The ultimate aim of the auction is service to the seller and the buyer. Neither party must worry about the handling of his cattle. The seller can unload his cattle for the sale, and within minutes after they have gone through the ring, he can receive his check at the office. The purchaser can go to the office after making his buy and give his instructions and they will be handled for him.

Many stockgrowers are discovering

that selling through their local auction market is not considered an expense, but rather his best yearly investment, as the convenience of the local auction allows him the advantage of gathering his cattle for sale, at any given week, so that they can be sold in their finest condition, both as to weight and appearance, by competitive auction bidding, which sets the highest prices. This market is protected, at all times, as the local auction market operator is bidding to insure the customer the full market value.

The Montana Livestock Auction association as well as each individual local auction market operator is continually working in cooperation with the Montana Beef Council, the Stockgrowers association, the Montana Livestock Commission and the Livestock Sanitary Board in order to improve marketing conditions and promote the consumption of beef and are endeavoring to make the cattle industry a more profitable business for the producer.

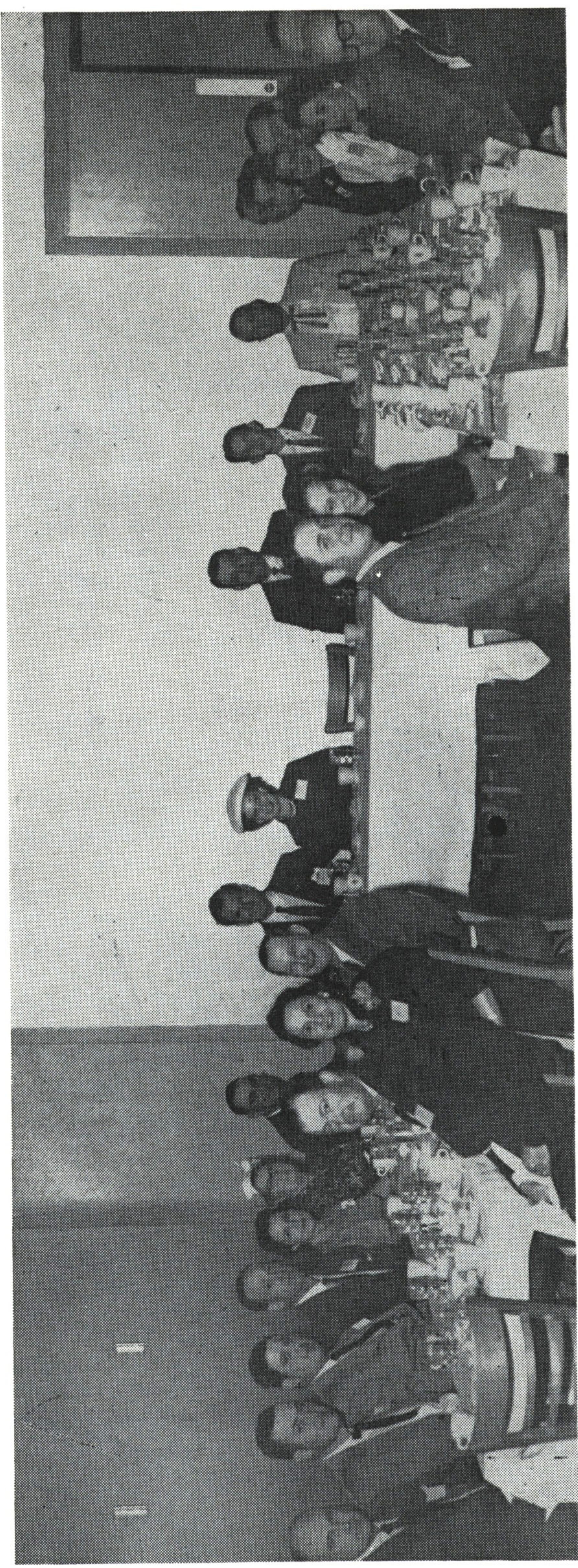
Most of the local auction markets are under the supervision of the United States Department of Agriculture which requires that the local auction markets be bonded for the protection of customers. Among the many requirements they must give is a true and full accounting of all market transactions. In addition, they are also members of the American National Livestock Auction association, with executive offices in Kansas City, which in turn is working each day with all Cattlemen's associations and member markets to insure better marketing conditions for all cattle growers, no matter how large or how small.

McKee New President Of Dairy Group

Lyman B. McKee, a dairy farmer from Madison, Wis., was elected president of the American Dairy Assn., and William Hintz, a Polk City, Iowa, milk producer, was named vice-president.

The ADA at its annual convention Wednesday also approved a \$6,250,000 budget for sales promotion of milk and dairy foods for the coming year.

FIRST TEXAS CONVENTION



Attending the first Convention of the Texas Auctioneers Association were: Col. Walter Britten; Col. and Mrs. Lyle Sweet; Col. and Mrs. E. T. Sherlock; Col Charles Harris; Mr. Cayce Moore; Col. and Mrs. Bill Wendelin; Col. J. C. Harper; Col. and Mrs. W. R. Houck; Col. Dwayne Edington; Col. Jerome Powers; Col. and Mrs. Hal Thomas; Col. E. J. McDougal; Col. and Mrs. Fred Barker; Col. Lamar McCamy; Col. and Mrs. Ray Sealy, Col. W. H. Hogg; Miss June Prichard; and Col. and Mrs. Sam Speight and son.



NAA President, Col. Ernie Sherlock becomes an Honorary Texan as he receives a new hat from Col. Bill Wendelin, President of the Texas Auctioneers Association during the First State Convention of the latter group in Austin, last February.

Texans Hold First State Convention

Members of the Texas Auctioneer's Association and their wives gathered at the Commadore Perry Hotel in Austin Sunday, March 17, for their first convention. Many who had planned to attend were forced to cancel plans because of bad weather and distance of travel involved.

The meeting was called to order following a noon luncheon by the president, Col. Bill Wendelin. A financial report and the minutes of the organizational meeting were read by the Secretary-Treasurer Col. Charles Harris. He reported that there 185 licensed Auctioneers in the state of Texas and of that number 68 had already joined in the association's five months of existence.

Col. Sherlock, a man of integrity and proven ability who has been instrumental in the organizing of the Nebraska and Kansas associations and is now the present President of the National Auctioneer's Association, was guest speaker for the afternoon. Col. Sherlock in his capable manner spoke of the benefits to the Auctioneer in belonging to their state and national associations. Of the proven power of Auctioneers who were organized, in states where the legislation of laws that were harmful and in no way beneficial, took strong action and in many cases kept them from becoming laws. He also explained how several states were combining relationship between State and National associations by enlistment of membership in both for one fee. In that way all would be readers of "The Auctioneer" which is the instrument of in-

fluence that preserves that unity and perpetuates the progress and well being of our state and national associations.

Col. Walter Britten also spoke of his feeling for a sound and strong organization, that through organization it would afford and protect both the Auctioneer and the public.

The afternoon was brought to a close after the viewing of the film showing the highlights of the National Auctioneer's Convention in Kansas City.

Wisconsin Colonels Plan Good Meeting

The Annual Meeting of the Association of Wisconsin Auctioneers will be held at Lake Delton, Wisconsin (near beautiful Wisconsin Dells), Wednesday, June 5 at the Lake Delton Hotel.

The directors and officers of the Association of Wisconsin Auctioneers extend to all Auctioneers of Wisconsin and surrounding states an invitation to attend this first day long meeting. At a mid-winter meeting the officers planned this meeting to be filled with speakers who have specialized in their own field and in addition will be several round table discussions during the afternoon pertaining to various fields of auctioneering.

It was the hope of the Wisconsin Association to build this meeting along the informational and educational lines that would be of interest to all Auctioneers.

Do try to be on hand for registration at 9:30 A.M. with call to meeting at 10 o'clock by our State President. A noon luncheon will be followed by a talk by a National Auctioneers Association officer. The meeting will close with a banquet at 6:30.

Speakers will talk on the following subjects: Furniture, Purebred Cattle Auctions, Real Estate, How to Conduct a Successful Sale, Improving the Profession, Auction Fees and many others. You are surely interested in some of these subjects and come just to exchange ideas with fellow workers.

Association of Wisconsin Auctioneers officers are as follows: President, Vince Hanson, Manitowoc; Vice-Pres., W. R.

Ingraham, Beaver Dam; Secretary-Treasurer, Ernest C. Freund, Fond du Lac; Directors, Earl Clauer, Mineral Point; Don Lloyd, Oshkosh; Rudly Doman, Brookfield.

See the Wisconsinites at the State meeting on June 5th and let's all start working on just one friend who has never attended a National Meeting and take him with you this year. Take your wives along and you'll make it an annual affair. The Auxiliary will see that they are royally entertained and all will go back home vowing to come next year. Let's back our neighbors across Lake Michigan 100%.

All Set for Grand Meeting In Kansas

By Col. C. E. Sandeffer

Kansas Auctioneers are planning for their second Annual Convention to be held at the Parrish Hotel in Great Bend, Sunday, June 2. Great Bend is a wonderful convention city and is located near the center of the state. Auctioneers from all over Kansas as well as all adjoining states are expected to attend.

Several outstanding speakers have already been engaged including a representative the National Auctioneers Association, National Livestock and Meat Board, American National Livestock Auction Association and others. A full day's program is on the agenda.

Every auctioneer and his family is welcome to attend and a special invitation is extended to non-members of the Kansas Auctioneers Association.

A banquet will be held in the evening with President Jim Kirkenminde awarding a Stetson hat to the auctioneer who enrolls the most members in addition to other top flight entertainers.

A meddling old English woman accused one of the villagers of having reverted to drink, because, "with her own eyes," she had seen his wheelbarrow standing outside the tavern. The accused man made no verbal defense but the same evening, he placed his wheelbarrow outside her door and left it there all evening.

THE LADIES AUXILIARY

Amendment To Constitution

Following is a proposed Amendment to the Constitution and By-Laws of the "LADIES AUXILIARY to the NATIONAL AUCTIONEERS ASSOCIATION":

"The word 'Auxiliary' be added to the official emblem pin or a guard be added carrying the word, 'Auxiliary'."

The above Amendment applies to ARTICLE X which now reads: The official emblem of this Auxiliary, denoting membership, shall be the same as that of the National Auctioneers Association but in pin form.

Publication in this issue of "The Auctioneer" conforms with ARTICLE VIII of our Constitution and adoption of the above published proposal will be voted upon at our next Annual Meeting, July 19, 1957, at Hotel Olds, Lansing, Mich. Two-thirds vote of all members present and voting is required for its adoption.

A Lesson on Values

By Mary Vandegrift

We do not like to be didactic, which is akin to being dismal, but we are always willing to explain in simple language the darker mysteries of this business.

You are all familiar with the earnest countryman who believes that everything antique is worth its weight in silver. Today we have to discuss the cognate fallacy that every genuine work by a painter bearing a great name is not only a masterpiece, but is endowed with enormous value in the market place.

Why must we editorialize on the self-evident? Well, some weeks ago we were shown a rather silly article written by a young woman for a popular magazine, in which, among other pronouncements, she said, referring to a painting by an

old master which sold at auction for \$950: "A leading Park Avenue dealer who attended this sale . . . stated that it would be worth \$35,000 to \$40,000 if its origin were not so dubious." This lesson is therefore necessarily addressed not only to the uninformed layman, but also to at least one uniformed dealer, who may be, for all we know (although we doubt it), one of our best friends.

Now, in brief, a painting by Titian, Rubens, Gainsborough, Goya, Toulouse-Lautrec—or whom you will—can, though perfectly authentic, sell at public auction for a relatively small sum for any of these reasons: it may be (i) a youthful, i.e. a very early work, and hence a typical; (ii) in poor condition, due to damage or restoration; (iii) an extremely large canvas, too large for most private collectors to hang in their homes; (iv) excessively dark in tone, to eyes attuned for so long to the high key of modern painting; (v) a representation of what is generally considered a disagreeable or unpleasant subject—a fat and ugly old boor, an over-realistic martyrdom, or even a carcass of beef; (vi) a free copy by the master of the work of an older master, as Manet copied Velasquez and Fantin-Latour copied everybody; or (vii) an unfinished work or hasty study never meant for the market at all.

As for the canvas that was the fons et origo of this discussion, suffice it to say that it was a very early and atypical work, not in the least like the more familiar paintings of G----; it was not in very good condition; it was one of a number of known replicas of the subject by him; and finally, the picture had been studied by one of the best of the contemporary Italian scholars, who had put his name to the attribution. It was worth, at a fair estimate, as a document or historical study-piece, about \$2,500; and the buyer may be said to have acquired a bargain, if he was unconcerned with Park Avenue notions of 'value'.

Wisconsin Observations

By COL. ERNEST C. FREUND, Fond du Lac, Wis.
Secretary, Association of Wisconsin Auctioneers
Director, National Auctioneers Association

I know you have been looking forward to receiving an article from me here in Wisconsin for some time. As I am not the literary type, but very interested in Auctioneering in Wisconsin will attempt to let you know how things look in Wisconsin for 1957.

From what contacts I have made with members of the Association of Wisconsin Auctioneers and from the advertising in the paper, it seems to me that the Auction method of selling is becoming much more popular. This proves the point that business built on good solid foundations is being accepted by the buying public as the best possible method to buy as well as the best method for the owner to sell his products and property.

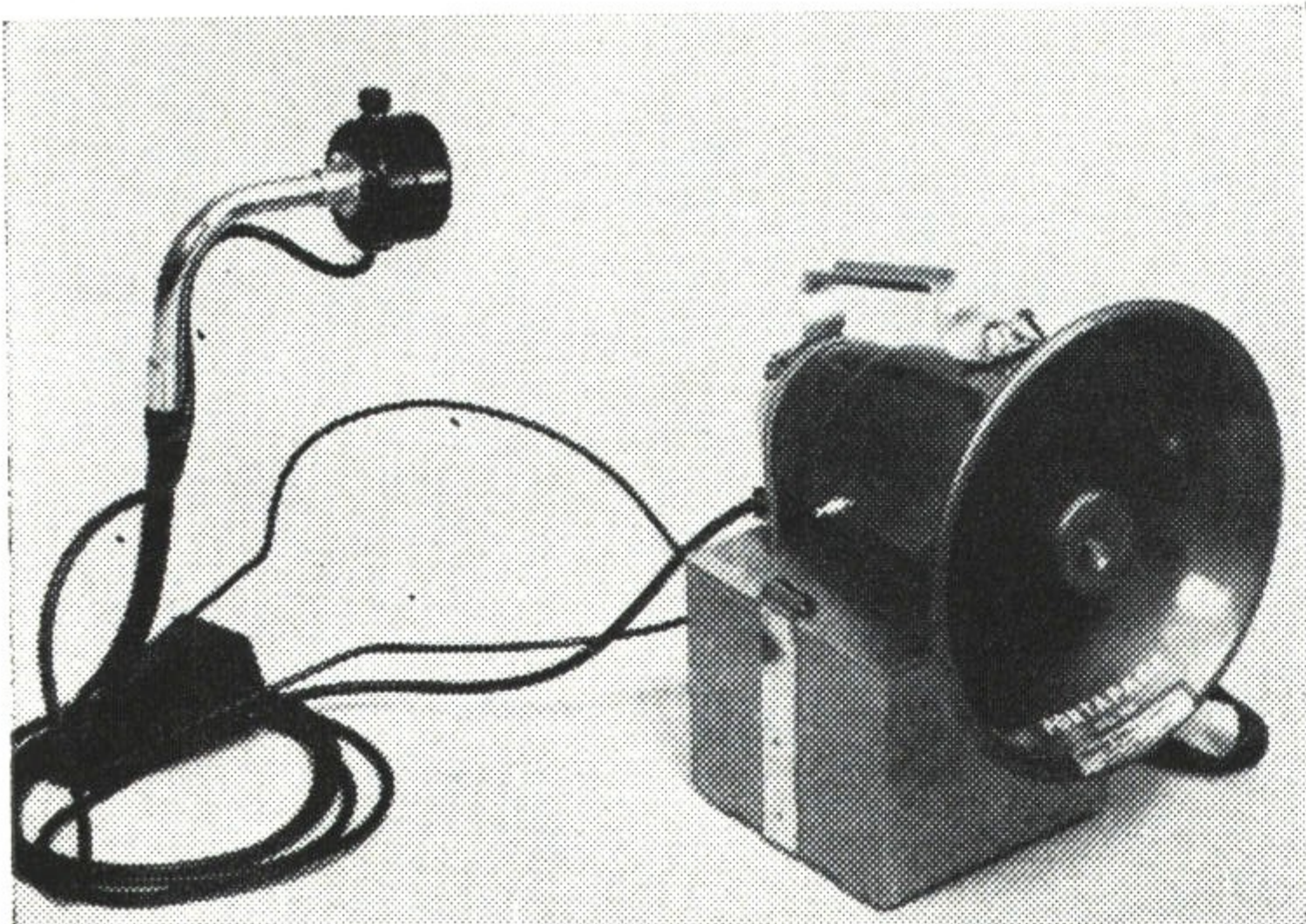
Therefore I think it behooves each and every Auctioneer in the profession to maintain and build the trust placed in men in our profession by raising our standards of education and to place good qualified men in the field of Auctioneering.

It is my opinion that the program of

the National Convention should include seminars or round table discussions of various forms of auctioneering and have leaders in each field direct the discussions for the different groups which, for instance, could be set up in one hour groups as follows: Purebred livestock, purebred hogs, farm machinery, general farm auctions, household, antique and various other fields. I feel that when we have a round table group it gives all members an opportunity to ask questions that they may have and thereby stimulate good active discussions and exchange of ideas. I have participated in several of these at Real Estate meetings and they certainly have stimulated a great deal of interest. I feel it is surely worth a try.

Trip to Auction

REESE, Mich.—Reese Future Farmers of America, both juniors and seniors, accompanied by their instructor, Earl French, spent a day at Archbold, Ohio, visiting a machinery auction yards.



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The Sale I Asked For

By COL. POP HESS



APRIL 10th—The time does fly, and we are passing through this year of 1957 very fast. No doubt no faster than any other year, but it just seems to be, as this year has been a very busy one from the very start back on January 1 to April 15. Ohio has had a big run in auction sales right up to the date of this writing and we have a long line-up of sales to talk about the rest of this month and the month of May. Prices are good, farm machinery sells very high and the attendance in both livestock and general farm sales has been tops each day. The weather here in March and the month of April to date has had about everything in the book, in rain storms—cold—wet—warm—some ice—etc. Farm work is being held up to some extent, as of this writing.

I want to thank all the Auctioneers throughout the land who took time out to mail me cards, letters, and what have you, asking me to continue what I can dig up from my Sale Book of records over the past fifty years. They have come from as far west as Utah, as far east as New York, all down the east into the deep South, and I think from all the Central states. Many wrote very interesting letters — some postal cards, some business cards—and all are on file, for future reference.

Two of the letters asked who finally did get the Old Black Mare. Well, as you will recall just before Trial Day, she kicked the bucket and wound up in the Soap Factory and the trial was never held.

One Auctioneer commented in his letter as far as I had gone the stories were good for the young and new beginners, and very amusing for the older

fellows who had gone through the mill.

This was also my viewpoint when I took off on this line of writing. My answer is somewhat like the story of the Protestant fellow who had never attended the services of a Catholic church with his friend Pat. This fellow had held out on Pat about his kind of religion in the Catholic Faith and Pat invited him to just go once and see for himself, and he did. As they entered the Church, Pat told his friend to do whatever he did throughout the service and he would know more about their Faith and the fellow did just that. After it was all over and on the way home, Pat says, "Well what do you think?" Answer: "I think it beats the Devil." Pat's answer: "Faith and that's the Entint." So is my answer to the suggestion regarding the results, "Faith and it is the Entint."

In this, do not misconstrue my thinking on denominations of religion. I have always looked upon this subject with a very open mind, have during my life time attended services in about all denominations of Churches. In each I can say they do serve a great purpose to prepare one for the future life with our Maker. What would our world be today without our many churches and the fine folks who support them?

My story for this month comes out of my early years in trying to become an Auctioneer with less than twenty sales to my credit. In my early years I had some contact with older Auctioneers. One of the things in advice that hit me between the eyes was on such conduct one should follow to get sales as a new beginner.

The trend was—from general conver-

IN UNITY THERE IS STRENGTH

sation with Auctioneers—"NEVER ASK ANYONE DIRECT TO GET THEIR SALE." That was held out to me as one of Auctioneers' greatest Sin to Commit, and when in my new location where I had fully decided I would try to be an Auctioneer, I had a long hand to hand talk with what would be my strongest local competitor. He took me to town on this subject, and when he got done telling me about this great Sin I was convinced. When it was all over I would want to go to the same Heaven all good Auctioneers were going to and would guard that awful sin or crime as presented.

So as the days went by I was a good straight narrow path little boy. Once in a while I would get a little sale. The better ones my good advisor competitor would get them and rumors would come back to me that at some of the sales held the owners had remarked if that boy, Hess, would have felt around us a little they would have had him on their sales. But that did not change my program of not to become an Auctioneer sinner.

In the local community I was in we had many fine folks. Many were Welsh descent and a great people to stick close to each other. I had two for very close neighbors and one of them was the best neighbor any fellow ever had. The other one, we will distinguish him by the name of W. T. Jones and he was only one of some hundred Jones in that neck of the woods so they all just called him "Old W.T." He had a big farm, was getting old and had a good lot of livestock and as a true Welshman, all was very good in quality. My good neighbor Welshman come to me and said listen to me, "Old W.T." over here has sold his farm and is going to have a big sale. He tells me if you will come over and talk to him he will give you his sale. My reply was, well, W. T. knows me and where I am, why doesn't he ask me? But my Welsh neighbor insisted I go see him.

For some days I still stood my ground thinking "Old W.T." would drop over or call me but no call. Finally this other neighbor Welshman come to me and you go see "Old W.T." right now. He says you have never been over nor near

him and he is not going to wait much longer, but he thinks you could do a good job for him. I decided just once I would commit one little sin—and go to see "Old W.T." It was muddy and I drove over to see him in a two wheel cart, with my best mare hitched to it. He was happy to see me and we visited for a long time, thinking W.T. would bring up the subject if I would conduct his sale. He did not. However, we discussed his sale far and wide. Finally I said, "W. T. do you want me to conduct your sale?" I can see him yet. He had long red whiskers. He grabbed his whiskers and said, "Hell, that is what you came for, didn't you?" I told that Welsh neighbor of yours for you to get over here and I began to think you did did not want my sale." Well, we set the date and wrote the Sale Bill.

W. T. lived well back from the main highway and there was a long lane from his buildings to the road gate that had to be opened and shut. As I arrived at the gate turning in was another person with a very good looking horse and buggy, and what do you know, it was my competitor, the non-sinful local auctioneer. He was about as much dumbfounded to see me as I was him. We visited a while and finally he asked: "Is Old W. T. around home today?" I advised him he was and I took up the road. The cart wheels were showering me with old white clay, but I had Old W. T.'s Sale Bill in my pocket and on the way to see the printer.

To make a long story short, the man who told me how sinful it was to ask a man for his sale had also on the same day I did commit one. He decided to do so himself, the only difference was I committed my sin a few hours earlier in the day than he did—and here was the aftermath—coming from the opposition—talked over on the Corner Store liars bench and Cross Roads — "That darned boy, Hess, was so hard up for a sale he went over and pressured old innocent W. T. Jones into letting him have his sale for experience and was selling it for nothing to get it and when our good local sinless Auctioneer heard about it. He said I am sorry to note that that kid, Hess, has become a beggar and a disgrace to all auctioneers. How-

IN UNITY THERE IS STRENGTH

ever, the sale was held and it was a ringer all the way and it was the one general farm sale that put the finger on me and brought in many other such sales.

The sale clerk in that community at that time was really a good Sale Clerk all the way and he had one failing, **he knew all and told all.** A regular sitter on the Cross Road general Country Store's Liars Bench, and for weeks each loafing day he refigured up for the loafing gang, who loved gossip, just what old W. T.'s sale totaled and the big fat wad of money that Hess took home with him for his day's work. Old W. T. was a man of few words—but proclaimed to the clerk he was more than satisfied with his Auctioneer. Long after that sales would creep in from suggestions made by Old W. T. He not only gave me my advance step into the work as an Auctioneer, he became very fruitful in sending others to me.

That is my story for this issue. I will have one coming up soon that will be as much against me as this one was for me, as auctioneers are human and can make mistakes. One of those things where it was sweet as honey in my mouth but was very bitter in my belly.

In conclusion I want to comment to some extent on Auctioneers asking for sales direct. For many years I have

attended Auctioneers meetings, visited with auctioneers of all walks of life and often get a little worried and restless when listening to long talks by Auctioneers who claim they never did in all their life ask a man for a sale. I always feel relieved when the talk is over or the subject changed. From what I found out with my early experience on Old W. T. and the local Auctioneer of that time, and a long chain of Auctioneers I have known down through the fifty years where I can count over 90% of them as good friends at all times—yet on this subject of asking for getting sales I still use what is printed in the good book, "Let He That Is WITHOUT SIN Cast The First Stone."

Detroit Firm Sold

All of the equipment of the Federal Lithograph Co., Detroit, Mich., was sold at auction, April 25. Included were single color and two-color offset printing presses, cameras, temperature controlled sinks, lithograph plates and all the necessary equipment used in offset printing. Also included in the auction was the office furniture and unused paper stock.

Col. Sid White, NAA member of New York City, who specializes in liquidations pertaining to the Graphic Arts industry, was in charge of the auction.

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FIRST GRADUATING CLASS — BLACK HILLS AUCTION SCHOOL, STURGIS, S. D.

Standing (left to right): Dale Harris, Wyoming (Class Treasurer); Maurice Uhlenhopp, Iowa; Fred McFarland South Dakota (Class Secretary); Ray Uhlenhopp, Iowa; John Colvin, South Dakota; Vincent Dahlgren, South Dakota; John L. Simons, South Dakota a.

Seated (Middle Row): R. L. Cundy, South Dakota; William Covell, South Dakota; Nels Seim, South Dakota; James F. Soulek, South Dakota; Duane Keffeler, South Dakota.

Seated (Front Row): Lee Wright, Nevada (Class President.); Ray Schnell, North Dakota (Instructor); J. M. Madden, South Dakota (Instructor); Harley Roth, South Dakota (Instructor); Jim Roth, South Dakota (Instructor); Jim Humphrey, South Dakota (Class Vice-President).

Not present for the picture were students Oliver Karrels, South Dakota; William E. Winchell, South Dakota; and Instructors Ernie Weller, Nebraska; R. A. Mader, Wyoming; Charles Corkle, Nebraska; and Jerry Keffeler, Colorado.

South Dakota School Holds First Term

The first term of the new Black Hills Auction School opened Feb. 10, 1957 at Sturgis, South Dakota. Students from six states made up the first class which was limited to 20 enrollees. The school specializes in livestock auctioneering and farm sales. Livestock is furnished for instruction and student practice.

Instructors included: Ray Schnell of Dickinson, N. D.; Ernie Weller of Atkinson, Nebraska; Dick Mader of Gillette, Wyoming; Charley Corkle of Norfolk, Nebraska; Jim Madden, Harley Roth and Jim Roth of Sturgis, South Dakota.

Many of the classes were held in the ring of the Sturgis Livestock Exchange, South Dakota's largest livestock auction market. The term lasted two weeks with classes held both during the day and at night. Another term will begin June 10, 1957.

Charges Dropped In Wisconsin Incident

By Bernard Hart

We hope that every member of the National Auctioneers Association read the article on Page 4 of the last (April) issue of this publication. This article described a situation that confronts every auctioneer in America although it seems only a few realize this fact.

It was reported in this story that the auctioneer in the case was to be tried on March 25. As soon as this office was informed of what was taking place we immediately dispatched letters of protest to the City Attorney and one of the members of the Common Council of Wisconsin Rapids, Wis.

The next development was a continuance of the case to April 8, giving time for a special meeting of the Common Council. At this meeting the ordinance in question was revised and the case against Col. Gevelinger was dropped. However, while the auctioneer in the case was cleared, the City continues to discourage auctions since they

have adopted a plan for annual licenses to be required for auctioneers and the fee is \$300.

We feel this fee to be excessive and again we ask, "How does this help the auctioneer or his profession?"

Following is a reprint of a portion of Col. Gevelinger's letter to this office with reference to the Wisconsin Rapids incident:

I would emphatically urge every auctioneer confronted with a similar case to fight for his rights even though at the time it may seem more practical and convenient not to do so.

"I would like to thank you personally for the very fine and well composed letters you wrote to City officials of Wisconsin Rapids. I am sure it made them realize they had an organization to contend with and could have a real problem on their hands."

Livestock Auctions Take Step Forward

By the end of June more than 500 livestock auctions will be subject to the Packers' and Stockyards act assuring livestock producers of more open competitive markets free from unfair trade practices.

Administered by the USDA, additional appropriations are making it possible to post 200 auction markets during the current year. Most of these markets coming under the act are in Texas, Colorado, Louisiana, Arkansas, Missouri, and Iowa. If the progress continues nearly a third of all livestock auctions in the U. S. should be posting official government notices by the end of next year.

To come under the act these individual auction yards must have at least 20,000 square feet of holding space and they must be involved in interstate commerce. All scales used in weighing must be tested twice a year and the auction must be registered and bonded and a schedule of tariffs or charges filed with USDA.

The Auction Sale

By BEN KIZER

Yessir, this is the place all right. Cars parked on both sides of the street, all the way back to the highway. Lookit the stuff stacked on the lawn, and the people milling around looking at it.

This fellow with me, now, he wanted to see the pine table. Okay, so he sees it, but he shakes his head. Not this one, he says, but he makes no move to leave.

On he goes, past the spool bed (stained pine, he says), and the mesh springs, and a cylinder thing with a long metal handle. What is it? Corn popper? Maybe.

And over here, arrowback chairs, and a Boston rocker, but old Pine Table is heading through a door into the basement. People, people, people, crowding around tables piled with cooking ware and china.

Also, there is the head-jerking odor of burning charcoal. It comes from that door over there. Oh, sure, there's a sign. Lunch, it says. Church women are ladling out the food. Sawhorse tables. Sizzling hamburgers, potato salad, baked beans, coffee. All this for 55 cents?

Who's that? Oh, the auctioneer. Sale starting right now, he says. Well, let it start. Finish this salad. This is salad like you used to find at picnics, at parent-teacher luncheons. What ever happened to this sort of food — huh? Okay. Let's go.

Back into the crowd. The auctioneer is starting on the china, and when he fails to get what he wants as a starting bid you can tell he is saddened right down to his gizzard.

"PEE-pul," he says reproachfully.

Then he spots a dealer.

"You can buy it at that," he says, "and make money on it, and you know it."

There goes the Gaudy Dutch cup and saucer. One cup and one saucer, \$52.50.

And what's happened to ol' Pine Table? There he is, scouting the books on the book tables.

Now he moves on to a bookcase. In

the case is a set of books. This, he has just got to have. Another fellow leans to examine the same set. Pine Table gets worried.

Are we, he says, going to have trouble about this, and the other fellow says, but of course not. He's a Phillipsburg dealer, he says smoothly, and once he saw a dish go for \$6,000.

Maybe this will distract ol' Pine Table. He's getting out of hand. He's standing beside that set of books, like a pointer bird dog. That's no way to act at an auction. He ought to look indifferent — hey, what's that? That thick book on the top of the bookcase. Now there's a book that's probably worth —

But I didn't come here to buy anything. The thing to do is watch the people who get steamed up about this sort of thing, who think they just have to have something.

The auctioneer wraps up the utensil sales. Now he wants to move outdoors, but Pine Table says, how about the books.

That's wrong, too. That lets the auctioneer know he's a red-hot prospect.

Okay, says the auctioneer, and he comes over and sells the small bundles of books, and then he offers the set and Pine Table stands there panting until he gets it.

Then, there's the thick book, but the auctioneer calls for a starting bid which is about what the book is really worth. Oh, well —

But nobody makes that bid. The auctioneer drops down half, then down to one-fourth. Listen to that hoarse voice okaying that bid. How could anybody get that excited —

But why doesn't the auctioneer do something? He just stands there waiting. But there are no more bids. Sold, he says, and the teller comes around to get the money, from ME.

It's my book, with all those color plates, at one-fourth —

"You moved a little fast on that one," the dealer at my left says gently. "You

could have started lower."

But I say fiercely, it's WORTH it.

Okay, okay, he says, soothingly. Wonderful complacency, these dealers have, and this one moves away, and on the way out, ol' Pine Table doesn't even see the pine table he came to look at, but he gets snagged on a jug about two feet high and gets it by paying twice as much as I paid for that wonderful thick book with the color plates.

Imagine, a goofy jug, two feet high.

Editor's Note: The foregoing feature story was reprinted from the Easton (N.J.) Express. The sale took place on Tiggett Blvd., Phillipsburg, N.J., and the auctioneer was Col. Elwood G. Heller, NAA member of Somerville, N. J.

Goya Lithograph Is Found In Attic

Submitted By COL. B. G. COATS

The likelihood of discovering a treasure in a university attic may appear remote, but that is what happened recently at Wesleyan, in Middletown, Conn.

The "find," which may have been at Wesleyan for decades, was a lithograph, a portrait by the Spanish master Francisco Goya. It was executed in about 1825 in Bordeaux, France, during the artist's four-year period of exile that ended in 1828 with his death.

Goya's subject was his lithographer, Cyprien - Charles - Marie - Nicolas Goulon, one of the pioneers in that art of reproduction and the first to practice it in Bordeaux.

The Goulon portrait is among only twenty-one lithographs created by Goya. It was found by Dr. Heinrich Schwarz, curator of Wesleyan's Davison Art Center collection and Professor of Art, as he was leafing through old books and papers.

Its hiding place was a scrap book that had been stored in the university's Olin Library attic. An inscription in the book identifies the original owner as Nicolas-Toussaint Charlet, a contemporary of Goya and a well-known French lithographer.

Ohio Auctioneers Will Meet In June

By Gene Slagle

The semi-annual meeting of the Ohio Auctioneers' Association will be held in the Seneca Hotel in Columbus, Ohio, on Sunday, June 16, 1957.

Promptly at 10 a.m. John Andrews, president of the Ohio Association, will conduct the usual business meeting. At noon a banquet style luncheon is planned. Scheduled on afternoon program is Mr. Glenn Isenbarger, widely known humorist, educator, and philosopher of Springfield, Ohio. Also scheduled is Curly Morrison of Promotions and Public Relations Department of the Columbus Dispatch. His topic will be Advertising. In addition, he will tell us some of the highlights of his experience while a star member of the Cleveland Browns football team.

All auctioneers and their wives are invited to attend. The wives will also meet at the same time as Ohio Auctioneers' Ladies Auxiliary.

Stamp Brings \$11,000

A 2-cent carrier postage stamp of 1860 brought \$11,000 at auction.

The stamp had been issued by Beckman's city post in Charleston, S. C. Carrier stamps were used by private concerns that conducted local posts, offering faster service than the United States mails.

The stamp was part of the collection of the late Alfred H. Caspary, a New York stockbroker. The auction was held at the Harmer Galleries, 6 West Forty-sixth Street. A total of \$85,453 was realized in sales Monday and Tuesday.

Earlier sales brought total receipts of \$1,503,734. Eight additional sales are scheduled, with the complete disposal of the collection slated for November, 1958.

Learned Too Late

Fred—"How is that second-hand car you bought?"

Ted—"I've just realized how hard it is to drive a bargain!"

Year Of Progress

We can well point to the present fiscal year as the year of progress of the National Auctioneers Association. Already we have issued more membership cards than in the previous fiscal year with almost three months to go. We call your attention to the many applications for new membership that have been processed during the last month.

Also, Life Memberships are still available. In the April issue you noticed where Col. Dean S. Bullard of Ohio, celebrated his 74th birthday by becoming a Life Member of the NAA. This is the age when many choose to drop out of the NAA but not Col. Bullard. He hopes to leave the profession in a better condition than he found it. This month we have another Life Member from Tennessee. His membership was sponsored by Col. R. A. Waldrep.

Following is a list of those to whom Membership Cards were issued during the 30 day period from March 16 through April 15. The asterisk indicates renewal.

- *Col. Joe A. Davenport, Kansas
- Col. Floyd C. Persails, Michigan
- Col. Burnell Scharp, Michigan
- *Col. Sidney White New York
- Col. Edward G. Dean, New Hampshire
- *Col. William A. Porter, Illinois
- *Col. Joe E. Gingerich, Kansas
- *Col. A. F. Smith, Texas
- *Col. George Jacobs, Missouri
- Col. Merlin Kamla, Colorado
- *Col. Paul G. Hillman, Michigan
- Col. Gary D. Ridgway Ohio
- Col. Kenneth Travis, Michigan
- Col. Sydney H. Anderson, Kentucky
- Col. Edwin L. Small, Kansas
- Col. Alfred H. Brenner, Michigan
- Col. Wes Libby, Missouri
- Col. Lawrence Reed, Nevada
- *Col. Emmett Mateer, Pennsylvania
- *Col. C. C. Blackson Pennsylvania
- *Col. Gene Peters, Indiana
- Col. Fred Barker, Texas
- Col. Don E. Fisher, Ohio
- *Col. Abe Levin, Massachusetts
- *Col. Wes Wendt, Washington

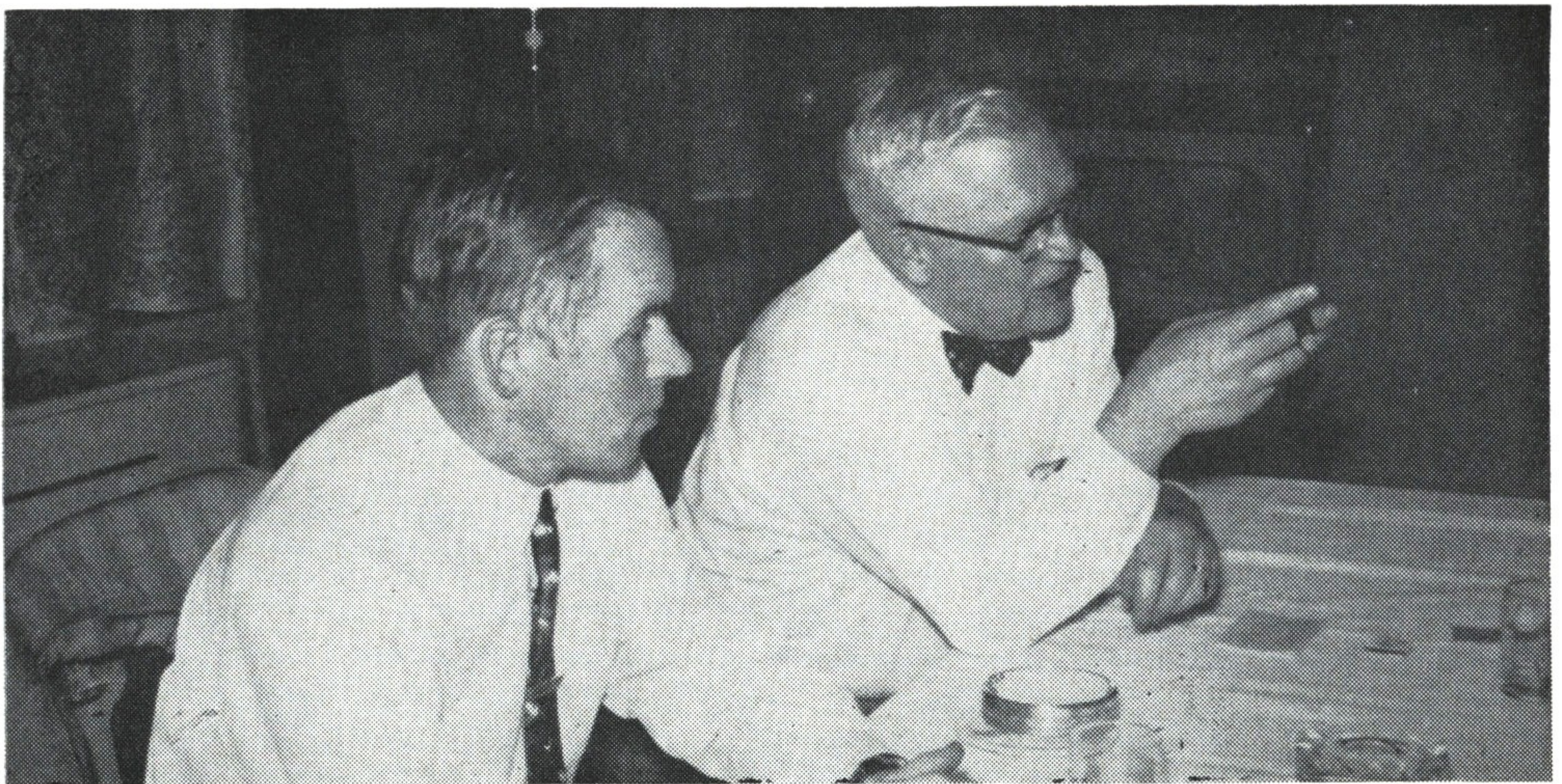
- *Col. John Clauss, Jr., New Jersey
- *Col. Frank Stellar Pennsylvania
- *Col. Loyal K. Smeltzer, Indiana
- *Col. Harold W. Hershberger, Indiana
- *Col. Lee Clingan, Indiana
- *Col. William P. Parr, New Jersey
- *Col. G. C. Walters, Jr., Georgia
- *Col. Louis A. Cook, Massachusetts
- *Col. Kenneth M. Rice New York
- *Col. Joe Madden, Wyoming
- *Col. William H. Hogg, Texas
- Col. Phil Sanders, Mississippi
- *Col. Joseph D. Miller, Tennessee
- Col. Leonard Rudd, Indiana
- Col. William F. Shepherd, Indiana
- *Col. Thomas L. Pearch, Colorado
- Col. Milton J. Dance Jr., Maryland
- *Col. William D. Longo, Rhode Island
- *Col. Pierce Smith, Georgia
- *Col. Turner Kees, North Carolina
- Col. Louis J. Marion, New York
- *Col. R. Wayne Flick, Iowa
- *Col. Arnold H. Hexom, Iowa
- Col. Joseph A. Furman, Indiana
- Col. Thomas C. Roberson, Tenn. (Life)
- *Col. C. William Cubberly, New Jersey
- Col. Ralph L. Schuchart, Maryland
- *Col. Lowell Buck, Illinois
- *Col. John W. Becker, Pennsylvania
- Col. Ray Clark, Illinois
- Col. Frank Correnti, Illinois
- *Col. Phil Lambert, New Hampshire

New Pavilion Opened

LA GRANDE, Ore. — The La Grande Livestock Auction Co. resumed business March 21, after losing their plant by fire in January. A huge crowd jammed the modern sale pavilion as 1,200 head of fat and feeder cattle were sold at strong prices.

The yards are owned and managed by Barney Stephens and Bob Green. Sales are held each Thursday.

“Enclosed find check for my membership in the NAA. I would sure miss ‘The Auctioneer’ if it quit coming.” R. Wayne Flick, Atlantic, Iowa.



Perley I. Fitts, Commissioner of Agriculture for the State of New Hampshire, discusses the relationship of the farmer and the auctioneer at the Spring meeting of the NH Auctioneers Association. Seated in the foreground is Merle D. Straw, Jr., reelected President of the group for 1957.

Spring Meeting Held In New Hampshire

Guest of the New Hampshire Auctioneers Association at its Spring Meeting, Monday, April 1st, was Perley I. Fitts, Commissioner of Agriculture for the State of New Hampshire. At the gathering in the Eagle Hotel in Concord, he discussed the relationship of the auctioneer and the farmer and held an open discussion with the members of the association on a wide range of topics related to New Hampshire farm activities. Commissioner Fitts stressed the importance of the auctioneer to the farmer in times of need and noted that much farm produce has been and is still being sold by auction throughout the state and country.

An election of officers was held and the incumbents all reelected to serve the coming year. They include, President Merle D. Straw, Jr., of Seabrook; Vice President Ray Houle of North Conway; Treasurer, John Zyla of Manchester; Secretary George Michael of Rochester, and directors George Clement of Landaff, Harold Buckman

of Ashland, and Eddie Morrill of Charlestown.

It was voted to create another brochure to send to all banks and lawyers in the State, and also to place advertising in the newspapers promoting the members of the Association. The Legislative committee reported that no bills had come before this session of the NH General Court which would affect the auction profession directly. However, the possibility of a sales tax being passed in the state raised questions as to how it would affect auctions. It is hoped that some Secretary of an Auctioneers Association in a state with sales taxes might inform the NH secretary as to how such a tax affects members in his group. The Fall meeting will be held the first Monday night in November at the same location.

The Riangs, gentle and polite tribesmen of southeast East Pakistan, have a strange way of expressing apology: sticking out their tongues. When they accidentally bump into a stranger they show their tongues as a means of saying "I have no words in my mouth which can say how sorry I am."

Forward We Move!

By COL. E. T. SHERLOCK

The NAA is in the position of the householder who finds he must provide many things for his house.

The NAA is also in the position of this householder when he must determine what he has to provide and how to provide it.

We know full well there is only one way for the NAA to go, and that is forward, and every move must be a definite dynamic approach to the future. We must determine to fulfill the high destiny of our organization lest we fumble opportunity by ignoring the basic fundamentals of organization.

We cannot dare to allow the physical facilities of the NAA to become outmoded and dormant. We must be concerned and direct greater effort for the future in order to bring realization of the manifest destiny of our organization.

We must determine what we shall provide for continued and speedier growth and development. We must also determine the means, the extent, and the method.

Nobody cares to assume the diplomatic responsibility of rejuvenation or such would have been done. Nevertheless, we should look forward to shifting our organization into the proper gear. Of course we must live within our means and the fact that finance will not build or stabilize the NAA is consoling because raising special funds would be an added problem, however system, supervision and cooperative effort, can, and will perpetuate appreciative progress and stability.

It is obvious when we consider annual gain and total membership of the NAA over the years, that plans in specific detail and vigorous action must be taken if the NAA is to be a progressive, beneficial organization of tomorrow.

We must promote impressive publicity, universal influence and establish a binding joint relationship between National and State Auctioneers Associations in order to maintain a sound status



of real value to members and the auction profession.

The NAA has enough capable auctioneers as members who have pride enough in their profession and interest enough in their organization to accomplish the objectives which will revive momentum, increase membership, establish greater stability and add greatly to the pride we have in our organization today.

* * *

Our National Secretary Col. Hart attended a very successful convention of the Michigan Auctioneers on March 17th. He reports plans made by the Michigan Auctioneers for the 1957 National Convention in Lansing July 18, 19, and 20th up to the minute.

On the same date Mrs. Sherlock and I attended the first annual convention of the Association of Texas Auctioneers at Austin where attendance was reduced somewhat due to inclement weather and unfavorable weather reports. We enjoyed every minute of the meeting and the warm hospitality of the Texas Auc-

tioneers intensified for me by being presented with a brand new custom made western hat exactly my style and fit (thanks to those who gave them the information) with golden indenture of their association's name and mine in the band.

* * *

The Rocky Mountain and great plains area has weathered two first class blizzards since April 1st which stopped traffic and communications for several days and obliged auctioneers all over the area, including yours truly, to postpone and rearrange sale dates and cancel other appointments for some time. This will run the spring sale season a little late, however, we will be on time for the National Convention and look forward with pleasure to seeing you and yours there, including the guest auctioneer whom you encouraged to attend.

Help Fill This Page

Dear Fellow Auctioneers:

How many of you fellows read these four words at the bottom of the Booster Page in the April issue of "The Auctioneer," **Help Fill This Page?**

Every month when "The Auctioneer" arrives I turn to the Booster Page to see how many names have been added to the Nebraska Colonels and to my great disappointment it is none. Nine names in March and nine names in April. Just a tie with our friends from Illinois, Indiana and New York.

Nebraska auctioneers, I challenge you. Let's start a rally and see how many Nebraska auctioneers can get their names on the Booster Page for the July issue. **Let's make the month of July Nebraska Booster Page month.**

Where on earth can you get more for your money than in the monthly issue of "The Auctioneer?" I wouldn't miss a single copy even if the rate was three times as much. Many of us spend \$5.00 a week or a month for a fifth or a quart and think nothing of it. Boys, let's get on the ball and show Col. Bernard Hart and his associate editors how much we appreciate their efforts in sending

us such a newsy and spicey piece of literature every month.

Just send in five bucks and say, "Put my name on the Booster Page." I want to boost "The Auctioneer" and boost my home state, **Nebraska**. Then watch the other states follow.

Happy Auctioneering
John W. Heist
Beatrice Nebraska

Livestock Auction Meeting In June

Members of the American National Livestock Auction Association will meet at Excelsior Springs, Mo., June 20-21-22 for their Annual Convention. Representatives from most of the livestock producer organizations in the country are expected to attend as well as representatives from national and independent packers.

A forum discussion of pertinent questions confronting the livestock industry with special emphasis on marketing will be included in the program.

C. T. 'Tad' Sanders is Executive Secretary of this organization with offices at Broadway and 34th in Kansas City, Missouri.

Raise \$1,400 For Youth

FAIR HAVEN, N. J.—A record \$1,400 was returned in an "Auction Galore" held Saturday night by the Dads of Fair Haven, Inc., at the Knollwood School on Hance Rd. The money will be used to finance youth activities in the borough.

The Cellar Inn, a catering firm, here, donated a buffet supper for 20 persons which received the highest bid of \$80 among all articles auctioned. Two bicycles which went for \$50 apiece received next highest bids.

It was estimated by Louis E. Connor, Poplar Ave., chairman of the affair, that approximately 500 persons attended the auction. B. G. Coats, Long Branch auctioneer, conducted the sale.

Army's Pigeon Sale Attracts People From Several States

FORT MONMOUTH, N. J. — The last Signal Corps homing pigeon was sold marking the end of military use of the couriers by the United States Army.

Hundreds of homing pigeon fanciers from many distant states including the Midwest, the south and New England, as well as many from nearby Pennsylvania, New York, Delaware and Maryland, along with Jerseyites, were on line at the pigeon breeding and training center here well before 8 a.m., when the sale started.

Despite their early arrival, nearly 200 persons who had hoped to buy the birds, left with their empty crates when all of the 1,018 pigeons were sold out before they could be reached on the long line.

10-Year-Old First

Many young enthusiasts were among the earliest arrivals. First on line was ten-year old Robert Cardin of New Bedford, Mass. Starting from home Friday with his father, Edwin, they arrived at the lofts at 2 a.m. Saturday, and young Cardin held his No. 1 position steadfastly.

Weary, but happy on seeing his 20 new winged friends, the young pigeoneer, who has been training birds for three years, exclaimed, "I have been dreaming about this since last December!" It was then that the Army first announced its decision to inactivate the pigeon training program.

Another youngster, on line since shortly after 6:30 a.m., however, was "sweating" it out as news was circulating that the stock was diminishing. He was Peter Jachera of Somerville, who recently started his own loft. Luck was with him — he was the last customer reached, and he became the proud owner of six females, the very last of the Army pigeons to be sold.

War Heroes Left

Driving since 7 p.m. Thursday from the Midwest were Anthony Palfi of

Hammond, Ind., and Frank Teumer of Calumet City, Ill., racing team of the Pulaski racing club, Calumet City, Ill. They arrived at 10 p.m. Friday but were not permitted to remain on the post. When they returned to the lofts at 6 a.m., they found about 50 persons already on line, but were easily reached for their hard-earned purchase of 10 pair.

The pigeons, averaging two to three years in age, were sold on a first-come first-serve basis, each purchaser being permitted to buy from one to ten pair. In all, there were 82 purchasers for the birds sold.

After the sale, excepting for the 15 heroes of World War II, the expanse of the Army pigeon center here were emptied and silenced. The honored group will shortly be presented to various public zoos throughout the United States.

Most famed of the hero birds are "GI Joe," "Caesar" and "Tank," who have been viewed by thousands of visitors to the pigeon lofts at Fort Monmouth.

The use of pigeons by the Army was started in the Dakota Territory in 1878. Since then, they have written their own chapter in American history, and they were used in all of the nation's crises, including the Korean conflict. They were at their peak in World War II, when the Army had 56,000 pigeons trained for war missions in all theaters. Rapid advances in electronics are the cause of the Army's pigeon training inactivation.

FOR SAFETY'S SAKE

With so much publicity these days about inadequate highways and increased traffic accidents . . . I can't understand the competition of manufacturers to get more horsepower under one automobile hood. Seems like we need less horsepower under the hood of the car . . . and more horse sense under the hat of the driver.

Cavalcade Bargain: \$5 Bill for \$1 Bill

ASBURY PARK, N. J. — Would you like to buy a \$5 bill for just a dollar?

Well, you might have been able to if you attended the 1957 Cavalcade of Progress, which opened April 1 at the Convention Hall on the boardwalk for a one-week run.

According to Jack McKenzie, general chairman for the big business show which is sponsored by the Chamber of Commerce and the city of Asbury Park every year, there will be 20 \$5 bills sold for one dollar each, every night of the show.

Here is the way you can be eligible:

Just be found by a member of the show committee talking to one of the exhibitors about his merchandise. The show official will come up to you and offer you a \$5 bill for \$1. But be sure you have the dollar ready because the committee member is not authorized to make change. That's it.

Nightly Auction

Another attraction at the big show will be the nightly auction conducted in the big room on the mezzanine by B. G. Coats and a staff of auctioneers, all members of the New Jersey Auctioneers Association. Each night the exhibitors will stock the auction with fresh, new merchandise which will be auctioned off to the highest bidders.

And if you see something in a booth that you want to buy you may be able to talk the exhibitor into putting it up at the auction if it is regularly more than you want to pay.

Many new and unusual products will be on display at the show. There will be a new mentholized woman's stocking which is guaranteed to keep the legs cool during hot summer days. There will be a new aluminum carport which can be erected by the buyer.

There will be a new Italian scooter which gives fantastic gasoline mileage. And one exhibitor will display a new ironing machine which his laundry uses to iron shirts in one operation.

Direct Sales

This year the exhibitors will sell their

merchandise directly from the booth. So if you see something you want, just pay for it, and take it home.

The show will open every night at 7:30 p.m. and stay open until 11 p.m. There will be a Sunday matinee from 2 to 5 p.m., but there will be no sales on that day.

Tickets will cost 75 cents at the door. But tickets are available at Chamber members' places of business which will admit you with 25 cents.

As in past years, there will be a large number of educational exhibits on the mezzanine. There will be many "do-it-yourself" exhibits, where you may be able to get the answers to your problems.

Both Parties Held Liable In Cow Sale

ITHACA, Mich.—Circuit Judge Paul R. Cash, in an opinion filed here, has ruled both parties involved in a civil suit were liable. The suit started more than six years ago with the sale of 11 dairy cows for \$2,125. The cows were found to have been diseased.

Elmer Caywood of rural St. Louis was the seller. Judge Cash ruled that as he did not comply with the law in supplying a certificate showing the animals were free from brucellosis, the note and unsigned chattel mortgage given for the stock could not be ruled a legal sale. But Clair and Marjorie Gallant, as buyers, also violated their agreement in not returning the cattle as demanded in November of 1955 and thus lost their rights, Judge Cash held.

Caywood got the \$627.49 the cows brought when ordered sold for beef by the state of Michigan in its fight to eradicate Bang's disease and was allowed to keep the \$350 paid on the note and mortgage by Gallant. As both parties were ruled equally guilty, Judge Cash ordered no costs taxed to the case.

"My wife and I surely enjoy reading the news in 'The Auctioneer.' We hope to be seeing all of you folks in Michigan this July." Victor L. Kent, Cuba, N.Y.

Bits Of Thought

R. C. FOLAND, NOBLESVILLE, INDIANA

“Nonsense Fund”

About 30 years ago the author of this sketch started a savings account with what he termed a “tobacco fund.” Something like \$200 was saved from money, which might have been spent for tobacco. The fund was then changed to “nonsense fund.” The account then increased much more rapidly. What might have been spent for, not only tobacco, but liquor, chewing gum, soft drinks, shows and in fact about everything which an average person would spend for non essentials was added to this fund. From time to time the money, so accumulated, was invested and re-invested until the savings account became great enough to purchase and pay for a well improved farm.

The value of the amount saved was not as important as the lesson learned in the art of saving. At least the depositor attributes part of his success to the “urge” for saving, motivated by such a procedure.

It is the author’s belief that the general public is too much debt conscious. It seems all too easy to go into debt and pay finance fees, interest and other expenses. It is little wonder that the “poor get poorer” and the “rich get richer.”

It is hoped that some of those inclined to go overboard in debt may be stimulated by this article to start savings accounts and label them “foolishness money”, “nonsense”, or some significant title. If a normal person will do this, enough can be saved to purchase a nice home and perhaps in less time than you think. The enormous money spent for cigarettes alone would likely build all the new Churches now being promoted, if channeled in this direction. Imagine you are just a moderate drinker, smoker, and indulge in other non essentials, then channel the funds into your nonsense fund and really get some satisfaction out of living.



Col. R. C. Foland

Polled Herefords Set \$905 Average

ARLINGTON, Tenn. — Gatesford Gold Mine, championship siring son of Gold Mine, topped the Gatesford Place Polled Hereford dispersion March 29-30 at \$15,000. Buyer was Mettler Hereford Ranch, East Millstone, N. J. His selling led the way to a sensational \$905 average on the 248-lot dispersion. Top female brought \$5,500.

Sale Summary

38 bulls\$ 68,275; avg. \$1,797
210 females 156,086; avg. 743
248 lots 224,360; avg. 905

NAA members who were a major portion of the selling force included Cols. Jewett Fulkerson, Walter Britten, Phil Sanders and “Bo” Swilley.”

“My family and myself certainly enjoy reading ‘The Auctioneer’.” Col. Arthur L. Garber, Washburn, Ill.

Letters To "The Auctioneer"

By COL. B. G. COATS

During the past ten years it has always been thrilling to me to read the many letters to the Editor sent in by the membership. For the two years that I was Editor of "The Auctioneer" the letters always were given priority, because then as now "The Auctioneer" is proud of its many letters to the Editor.

Month after month communications are received by the Editor from readers and members who do an excellent job of commenting, favorably and unfavorably. That is good. It is perceptible that the readers do more than talk about the many problems and issues. They want to be heard and the only way is to write a letter to the Editor to make your feelings and opinions known. I am sure the Editor would welcome a letter from every member every month and the membership would enjoy reading the many opinions. In a national organization letters are the only means of the officers and directors feeling the pulse of the membership. Lets have more of

them. After all the letters serve as a valid indication of the formation of the opinion of the membership. The officers and directors that you elected to guide and administer the affairs of your association for the current year will take note of your opinions and act accordingly. If you do not give an expression of your opinion, then you have no right to criticize the officers for whatever action they may take. "THE AUCTIONEER" serves as a public forum for the entire membership. Think of our business as a public service, like a professional career. Serve each other's needs, do it better. Get a letter off to the Editor today. He will welcome it and we the members will enjoy reading it.

Fast

Neighbor: "Where is your brother, Freddie?"

Freddie: "He's in the house playing a duet. I finished first."

IT PAYS TO ADVERTISE IN The Auctioneer

BECAUSE—

It reaches into every state, Canada and Mexico. Because "THE AUCTIONEER" is owned by the men who read it. Because they believe what they read in "THE AUCTIONEER." Because "THE AUCTIONEER" accepts advertising from only reliable concerns.

If you want to join the "Preferred" class of dealers advertise in "THE AUCTIONEER."

Why Promote Meat?

By JIM KIRKEMINDE

Concerning this subject of promoting meat I imagine it could easily strain things to the limit for me to be classified as an authority. And I imagine also, that you could find, without too much strenuous searching, someone who would wonder if I could be classified as an authority on anything.

However, if I were an authority on this subject of promoting meat, it is doubtful if I'd be writing this article. Too, since most of what few books I have read seemed to be written by people who lacked some of being authorities on their subjects, I'm assuming that this gives me a legal license to write about the promotion of meat.

I don't recall having read any articles in "The Auctioneer" touching on publicity for meat. It may be that some have had the urge to write about it but find themselves in the same situation that some sellers do at a consignment auction when there are several sellers. No one wants their property to be sold first. Perhaps some don't want their ideas on publicity for meat to be the first to be printed here.

My belief doesn't subscribe to this theory exactly one hundred per cent. So if these remarks concerning meat publicity should happen to be the first opinions printed in "The Auctioneer," if they are printed, I will strive to refrain from letting my superstitions trip me up.

Whether we consider it "good" or "otherwise", publicizing meat is an increasingly frequent subject of conversation whenever aggressive minded livestock men meet.

Probably as many auctioneers were inspired to choose their present profession by watching some favorite livestock auctioneer go through his paces as any other one thing. And also many successful real estate, merchandise and automobile auctioneers received much of their early training in livestock auction markets.

Because a large percentage of auctioneers today still put the bread and

butter and meat and potatoes on their family table largely with commissions received from selling livestock, it seems rather apparent that the price of livestock and meat should rate high priority in their thinking.

If livestock interested people should want to help increase or maintain the price of livestock and meat, chances are that they will choose to abide by the law of supply and demand.

With this as a starting place, before we can increase the price of livestock, we must first increase the demand for meat. Demand is nothing more than the sum total of individual desires on the part of a vast number of prospective customers. If we can increase the desire we are going to increase the demand, and if the demand for meat is increased the price of livestock will have to go up. Which probably wouldn't encounter much opposition on the part of many livestock men.

The big question is: "How are you going to increase that desire?" Some people employ what they call "public information," and others use what they call "advertising." If there is a difference, it is only in degree. From where I sit it doesn't appear to make much difference which method is used as long as the food eating public gets to know more about meat and what can be done with it.

After World War II nearly everyone who owned an automobile was a prospect for a new one. The reason? The one they had was much past being worn out. They "needed" a new one. Today, the situation is a little different. The person today who is thinking of trading automobiles is, in most cases, already driving a car that is good enough to meet his "needs," however, it is not good enough to satisfy his "wants" and his "desires." As a result of this simple trait of human beings, the automobile industry today is the top ranking industry in the U.S. in dollar volume of business.

Now getting back to the meat business. A good many people who buy meat today buy it just to be buying meat. They understand that meat is nutritious and consequently they logically conclude that they should buy some for the family meal. They are buying meat because they think they need it; which they do. Now if something can be figured out whereby people will buy meat because they "want" it, like they buy automobiles, and not necessarily just because they need it, there will likely be a drastic change in the livestock business to meet the increased demand for meat.

Pitchforks, scoop shovels and belt feed conveyors will have to give way to high speed suction feed ducts; cows will have to bear their young in litters instead of singles; and cow ponies will have to have ball bearing roller skates built in to their horse-shoes.

If these changes don't take place to meet the increased demand for meat, you can expect the housewives to be calling on congress to send some of those seventeen cent Argentine sirloin steaks up here by express.

If there must be a reason for this article, and some are of the opinion that there must be a reason for everything, then it is none other than the mere fact that we as livestock auctioneers and managers and operators of livestock auction markets are employees of the livestock producers of this country. If he decides that he wants to follow a program of helping all the members of the American families to better understand meat and what can be done with it, I feel we are obligated to cooperate with him. If, on the other hand, he should decide to the contrary, we as his employees are still obligated to cooperate.

A stranger stopped a small boy on the street and said, "Say, Joe, could you tell me where the post office is?"

The little boy in astonishment said, "How did you know my name was Joe?"

The stranger replied, "I'm a mind reader, son. I guessed it right didn't I?"

The boy turned around and started walking away and said, "Guess where the postoffice is then."

Illinois Auctioneers In Spring Meeting

One hundred seventeen auctioneers in Illinois had become members of the Illinois State Auctioneers Association at the time of the Annual Spring Meeting of that group, April 7 at the Leland Hotel in Springfield. As has been the case in a good many similar meetings in other states during the winter and spring, the weather man again refused to cooperate and the snow and rain over the entire state held down attendance.

However, there was an interested group of auctioneers and their wives present and they enjoyed a turkey dinner at noon, followed by a musical program by "Dick and Ronnie." Speaker of the afternoon was Mr. William Skadden and his subject was mechanical transportation, from the earliest days to the jet age of the present.

Any Illinois auctioneer desiring information or wishing to become a member is urged to write the secretary, Col. Virgil F. Scarbrough, 613 Washington St., Quincy, Ill. The Fall Meeting will be held September 29.

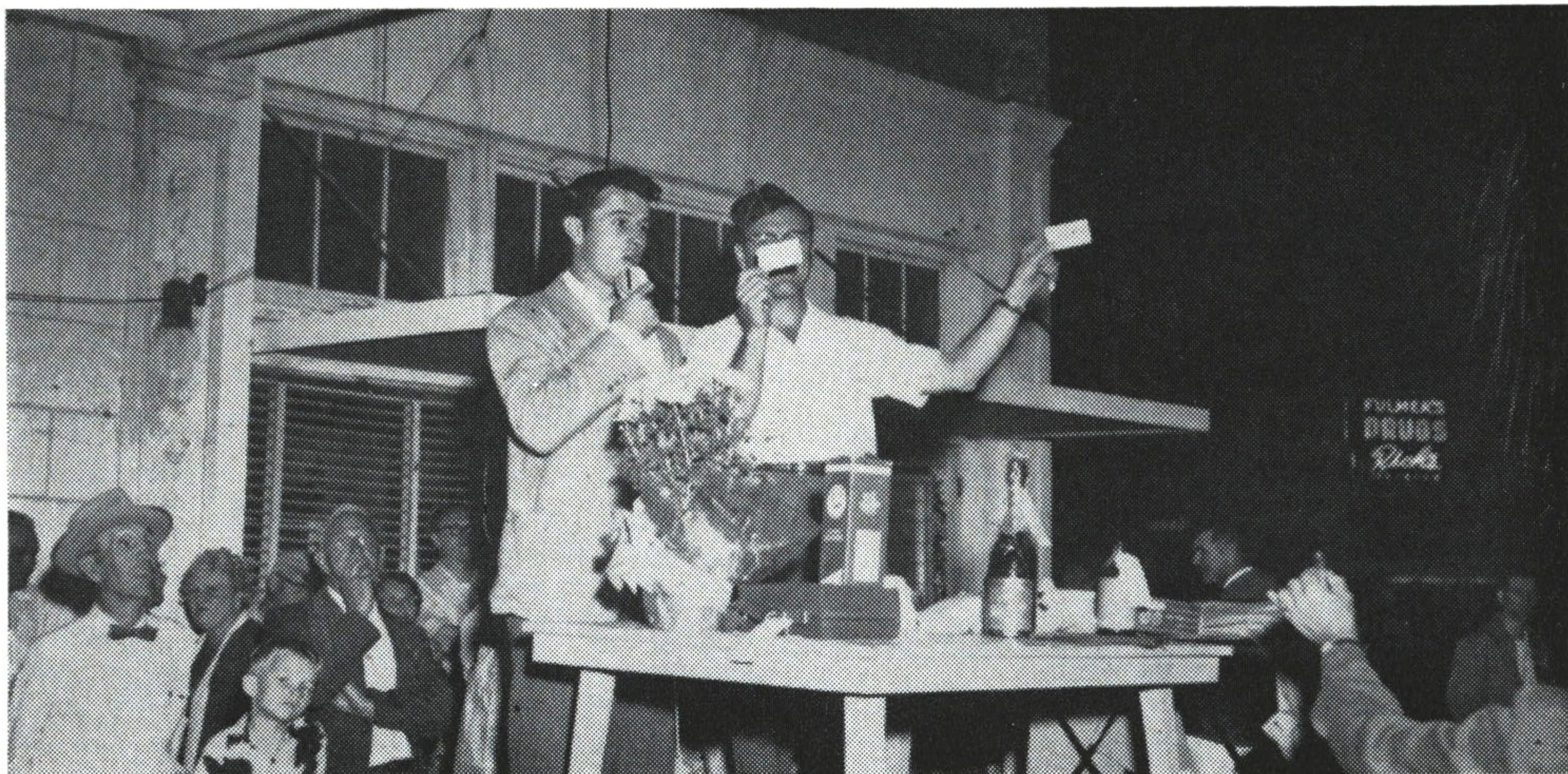
25 YEARS AGO

(From the Drovers Journal Files)

A team of bay mares, nine-years-old and weighing 2,700 pounds, sold for \$180 at the D. F. Smith sale on the F. M. Smith farm near Crawfordsville, Iowa. Milk cows brought from \$18 to \$40; 20 calves sold \$20 a head. Brood sows with litters brought \$14 to \$16 and gilts from \$8 to \$10. Two thousand bushels of corn sold at 24½c and 25½c; 2,000 bushels of oats at 20 and 21 cents, and 25 tons of alfalfa hay at \$5 a ton.

Three farms of the B. M. Kuhn estate near Annawan, Ill., were sold at auction, with more than 800 acres of land going for a total of more than \$100,000.

A span of mules, 6 and 7 years old, weighing 2,600 pounds, sold for \$195 at the dissolution sale of W. B. Miller and Charles Jones on the Miller farm near Winthrop, Iowa. Top cow brought \$31.50.



Col. Johnny Koske, NAA member from Palm Bay, Florida, conducts the Lions Club Benefit Auction at nearby Melbourne. Mr. Floyd Rinehart, Vice-President of the Melbourne Lions Club is with him, holding some of the many trade certificates that were furnished for the Auction by the merchants.

Florida Lions Club Sale Nets \$1,000

With items consigned, ranging from trade certificates for steak dinners to jewelry and 1957 automobiles, the Lions Club of Melbourne, Florida, realized something like \$1,000 for its Blind Benefit Fund in their annual auction. Other items in the sale included bottles of Champagne, aged whiskey, TV sets, radios and used automobiles. On the two 1957 model automobiles, the amount over dealer's cost was turned over to the Lions Club.

Money derived from this auction is used to help blind children and for the purchase of eye testing equipment for the local schools. The auction was conducted by Col. Johnny Koske, a member of the NAA from Palm Bay, Fla. The crowd was entertained before the start of the sale, which was held in the center of town, by various recordings closing with Leroy Van Dyke's famous "Auctioneer" record.

How much gun powder does a guy have to eat before he can "blow his top?"

Arms and Armor

By Mary Vandegrift

Of the many and varied fields which attract collectors, that of arms and armor lays just claim to a highly specialized but avid group of enthusiasts for whom the storied weapons of the past hold a special fascination. Over the years there have been noticeable trends, such as the interest in the Oriental around the beginning of this century and subsequently in European swords, pole arms and complete suits. In recent years there has been a continuous, ever-increasing demand for pistols of all types. Indications are that the number of collectors of firearms is larger than ever, and in view of the limited quantity of items available, the competition keener than ever.

SPORTS LINGO

In a woman's pre-school class at Sunday school was the 3-year-old son of Homer, the high school coach.

One Sunday, after Sunday school, the teacher asked him if he was going to stay for church.

"No," he replied. "We're going home at the half."

IN UNITY THERE IS STRENGTH



Here are two views of the large crowd that attended the Melbourne (Fla.) Lions Club Sale described on the opposite page. Note the beautiful setting beneath the palms.

New Jersey Farm Has Largest Herd Of Sardinian Donkeys In U.S.

ASBURY, N. J.—A farm along the Musconetcong east of here has, since last spring, been the location of what is believed to be the nation's largest herd of Sardinian donkeys. The diminutive animals, seldom over 36 inches in height, are being raised by Elliot D. Fox, Jr., a New York stock broker, who maintains part-time residence with his brother-in-law and sister, Mr. and Mrs. Richard C. Flourney, of Asbury.

Mr. Fox, who has raised Sardinian donkeys for about eight years as a hobby and now has a herd of 30 at the Asbury farm, sells most of his foals as pets for children, a purpose to which they are eminently suited. Either brown or grey in color, members of this particular breed, relatively rare in this country, are exceptionally friendly and gentle-natured animals which can be saddled like a pony, or hitched to a cart or sleigh.

Not to be confused with Sicilian donkeys or Mexican burros, their body structure makes them easier to ride than other similar animals, the raiser observes, and are smaller. A hardy breed, they require little maintenance, and subsist on a diet of hay and water. Fox leaves his herd in pasture most of the year with simple shelters to protect them from inclement weather, and houses them in a barn only during the worst part of winter. Though inclined to be lazy, they are not stubborn by nature, he comments.

Beasts of Burden

Mr. Fox relates that this breed of donkey is used as a beast of burden in its native Sardinia, where it is used for a variety of purposes and sturdy enough to carry immense weight. Their small size has been the result of inbreeding over the centuries, Fox explains. The ancestry of the Sardinian donkey is a long one. According to legend, Mary rode one to Bethlehem and the "cross" of darker hair that marks their backs, is supposedly the re-

sult of this journey by an ancestor nearly 2,000 years ago.

A newly-born Sardinian donkey, incidentally, has a coat of unusually soft hair and, while young, has prominent bangs across its forehead. The hair becomes somewhat harsher and the bangs disappear with age. They are long-lived animals, surviving 25 or 30 years, and do not lose their gentleness.

The strain was first brought to this country in 1924 by Robert Green and John Cunningham, each of whom brought a dozen from Sardinia to start herds here. Mr. Fox's herd was started from animals descended from these original imports. He bought a male and female, jack and jenny in the parlance of breeders, to raise as a hobby at this family's farm in Maine.

Has Largest Herd

By breeding them and purchasing others, he has developed what is believed to be the largest herd in the United States. Of the 30 he has at present, there are two jacks (including Ulysses, original male of the herd), 20 breeding jennies and two geldings (one of them, Benny, is 15 years old and as "serviceable" as a pet as any of the younger ones). He has sold 10 or 12 young donkeys this year and has six at present, some of which have already been spoken for.

Mr. Fox discloses that a large number of the young animals, sold at four to six months, are purchased as children's pets by grandparents. The trade immediately before Christmas is brisk, he relates. Because of their hardiness, the donkeys often pass from one family to another as the children for whom they were bought grow up and they become pets for younger children. Mr. Fox sells them for \$200 to \$300 each, the greatest demand being for jennies, although the ratio of births is three jennies to four jacks.

Mr. Fox breeds his herd the year-round. It takes a jenny 12 months to foal.

Births are invariably single ones and Mr. Fox said he has never heard of twin Sardinian donkeys. For some unexplained reason, he comments, a large number of his foals have been born between 6 and 6:30 Sunday mornings.

Make Stable Pet

In addition to being sold as children's pets, Mr. Fox says that some of his donkeys are purchased as stable pets to tone down high strung race horses. He reports that they also make excellent watchdogs, braying at any intruder with a voice unique to the breed. The Asbury herd is cared for during the owner's absence by Joseph Raberburg of Asbury.

Mr. Fox, a member of the New York Stock Exchange, is associated with E. D. Fox & Co., stock brokers, at 61 Broadway, New York. He has legal residence in Maine, but often spends his week-ends during the winter months with his sister and brother-in-law. Mr. Flournoy is a pilot for Trans-World Airlines.

The Sardinian donkey herd, raised by Mr. Fox for a number of years at the family farm in Maine, where Mr. Fox, Sr., raises sheep, was moved to the Asbury farm last spring and will be kept here permanently, the breeder reveals.

Auctions Wanted

With games of chance banned by State Law in New Jersey, owners of boardwalk locations are seeking to lure auction centers to their now vacant real estate. Before World War II, auction houses were quite prevalent along the boardwalk but local auction restrictions and the more lucrative industry of games of chance forced them to move elsewhere or find other means of livelihood. Now, those same cities indicate they would like to have the auctions return.

A JOKE

When an Englishman is told a joke he laughs three times, first to be polite; second when the joke is explained, and third, when he catches on.

When a German is told a joke he laughs twice, first to be polite and second when the joke is explained he doesn't catch on.

When a Frenchman is told a joke he laughs once — he catches on immediately.

When an American is told a joke he doesn't laugh at all — he's heard it before.

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

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HELP FILL THIS PAGE

100 Percent Good Design Predicted For Furniture

CHICAGO — One designer says that only 30 to 40 percent of the furniture made today is of good design. But he predicts that in five years the consumer will demand and get "100 percent good design."

The forecast comes from Sanford Wallach, designer for Basic Witz, Waynesboro, Va., who said the furniture industry is undergoing sweeping changes.

Wallach said the size of the task is as great as if the auto makers completely restyled car motors and bodies in one year.

"Of course, it's a slower process in the furniture business," Wallach said. "But I predict that in five years the furniture industry as a whole won't be talking about basic design, but merely about refinements and trim."

"Just two years ago we were talking about curves and bows. Now we're talking about simplicity and wood grains."

He said that only in the last year has the bulk of the furniture industry produced models that "lived up to the expectations of the happy band who launched modern furniture at the Paris exposition in 1925."

"I'm talking now about the mass producers, not the pacesetters," Wallach explained.

He believes that only about 30 to 40 percent of the present furniture output is "good design." The rest he calls "cleaned-up borax or present-day commercial." But he predicted that in five years the public will demand and get "100 percent good design."

"Right now, we mass producers are in a transitional stage," he said. "We're educating people to accept the new trend toward 'off-the-floor,' smaller-scaled pieces which emphasize the natural grain of the wood."

"We make the new simplicity more palatable by producing, for instance, a chest that is large but simply designed," he explained. "This satisfies the people who still think that a piece of furniture has to be bulky and substantial looking to be good."

Wallach, who attended the winter furniture market here, predicted the entire buying public soon will realize that large and bulky furniture doesn't fit in with today's smaller-scaled, "open-plan" houses.

Broken Bow Wooden Indian Blows Top, Now Conforms

By Don Muhm

BROKEN BOW, Neb.—Wooden Indians are not really wooden Indians unless they have holes in their heads.

That cigar store stand-by, long since replaced by parking meters and loading zone signs, is pretty hard to come by.

But Henry Haeberle of the Pioneer Drug Store here believes he has the genuine article.

His Indian is a lady with a hole in her head.

Placed in the July sun too long last year as part of Broken Bow's seventy-fifth birthday celebration, the squaw literally blew her top.

The cork plug was erupted after the sun heated the linseed oil, which is poured into the hole to preserve the wood.

Mr. Haeberle has given his wooden lady "Pocahontas" a beauty treatment from the tip of her sandals to the top of her headgear.

IN UNITY THERE IS STRENGTH

Few wooden Indians have had it so good.

That July appearance was Pocahontas's first since she was dragged from the summit of a Broken Bow building where for 20 years she served as a police "trouble-light."

Pocahontas moved from an unknown hunting ground to Kearney, Neb., in 1886, Mr. Haeberle said.

She became a tool of the police light after her career as a cigar store marker ended.

Mr. Haeberle bought her before World War II. Now Pocahontas occupies a niche in the rear of the drug store. She is surrounded by buffalo busts, stuffed pheasants and fierce-looking animals that once roamed Nebraska.

Her future is uncertain. Mr. Haeberle read a column by Phyllis Batelle in The World-Herald that the going price on wooden Indians is roughly \$1,500 a head.

But is that also for squaws?

Mr. Haeberle said chances are he will

keep Pocahontas. It is nice to have a woman about the drug store, he added.

Asked how he knew wooden Indians were pumped full of linseed oil (to preserve their wooden qualities), Mr. Haeberle said:

"I saw the hole in her head, and I knew she should be full of something."

A red-faced man was struggling to change a tire while a woman looked on. The kindhearted motorist drew up behind the stalled car, dismounted, and said, "Pardon me, but can I be of any assistance?"

The man laid down his tire tool and taking the new arrival by the arm, he walked him out of earshot of the woman.

"You certainly can help me, friend," he replied thankfully. "My wife here has a very decided view as to how this job should be done. If you will just talk to her and divert her attention until I get this tire changed, I shall be eternally grateful."

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The Gyppo

By COL. PAUL L. OWENS
Boise, Idaho

For several years I have been turning this article over in my mind. I feel it is time a few words were written favorably, for that large segment of society, the Gyppos.

Largely this article will be descriptive of the word gyppo. Primarily it applies to a person or operator who is trying to fill his place in society without sufficient capital. When he learns the rules of financing sufficiently to become solvent, or is successful enough to establish his operating plateau with a degree of security he at once emerges from the ranks of the gyppo.

While the term Gyppo is used more generally among auction traders it is also used locally in the contracting field to designate a small operator, generally sub-contractor who plays the game with meagre backing and equipment hoping to draw a lucky contract that will enable him to pull a bracket higher up the ladder. It can describe a one truck gravel hauler or an operator with considerable equipment but generally applies to one operating beyond the plateau his facilities and backing would justify.

Away down the Commercial ladder is the man who I have intended to describe in this article. When I was a kid breaking into the auction field in Nebraska, these folks were called traders or dealers. The fellow who drove an old pickup and could buy up to ten head of mixed cattle was a trader. When he got up to the car-load status he might be deemed a dealer. Like in all society there are levels a man aspires to reach up to. Certain qualities tend to elevate some rapidly and to keep others down. The greatest factor in all trading is finance. However much available money a man might have at his disposal to begin with he will sooner or later find his place. Finances will get away and the small operator gravitates back to his own category after Grandpa's estate runs out.

By the same token, the man with the

ability to accumulate will progress however humble his beginning. Many of the Greats in the packing business began as small traders. It is not to establish a rule of thumb classifying the process by which a gyppo becomes a trader or dealer or even a Big Time Operator that I write, but rather to portray his importance in the scheme of trade. Hardly can a junkie be classed as a gyppo. I am thinking of the junkie as a man with a gunny sack gathering up stray bits of metal wherever available. Even this fellow has a place in society and many such a one has climbed the ladder to financial success.

A few years ago our city experienced a rash of two wheeled cart operators who made the alleys early in the morning to beat the trash haulers to bottles, rags and other valuable items from the garbage cans. Between them and the out of season hunting dogs our alleys got to looking too messy so that our community was forced to take trash collecting under the process of government. Of course to the elimination of trash cart junkies.

One such, however, was a source of wonder to us. His cart was always clean and in good repair. He was clean shaven and wore clean and good fitting clothes. His character set him apart from others of his trade but the fact that he had a flair of marketing as well as collecting brought him to our attention. He brought good clothing on hangers, clean hair brushes when they were at a premium, razors and other items still at a premium following the 2nd World War. He was a first World War pensioner and supplanted his pension in that way. While his was not the most honorable endeavor in the community, he did draw considerable satisfaction from the fact that he was king among junkies.

Since he operated with money in his pockets he might well have been classed an operator. Seldom does the community miss these fellows when they move on but this man has been the subject of much discussion and we feel

IN UNITY THERE IS STRENGTH

we lost something when he stopped working his routes.

Next jump up the ladder, at least in the thinking of one Gyppo is the man who drives an automobile and buys and sells. During the depression when I first became acquainted with these fellows it was common for as many as a dozen or more to be in attendance at one of our community sales. Many did not have the price of a trailer load of junk, and quite often their old car and trailer were their chief articles of trade.

I have known many such fellows in twenty years I have been in the sale business and can say truthfully that those of questionable character have been in the minority. It is this fact alone that has put the word Gyppo into good repute. Many of us have come up from the 25 cent basket of junk and are proud to be called Gyppos.

To illustrate the evolution of the word in the past twenty years, I have a humorous true story. It all came out of one family association.

A certain lady rode her collecting hobby into a small business and as so many folks with a new toy she wished to avail herself of the benefits of auction buying without spending the time away from her home such activity requires. The items she wished to purchase often showed up at the sale yard before auction day and one unscrupulous operator spoiled her by selling ahead of the auctions. I was building up my post-war reputation then and leaned over backward in making folks wait until auction day. Because of this policy we became unpopular at her house.

Her husband came home often to find her away attending auctions, waiting for some, to him worthless, item to come up for sale. She alleviated this condition in a degree by training an overgrown son to pinch hit as buyer. The climax of the situation came however on a day when we called a special sale of dishes and glassware. It happened to fall on a day which her husband's relation chose for a visit in force. As she could not afford to miss the bargains she sold the in-laws on accompanying her to our sale. Some item especially

desirable to her came up and her boy bid for her, was successful and as I sold it I said, "Sold to Gyppo Smith."

That was a mistake on my part. It did build the boy up to issue him a buyer's as well as a man's status, but some of the well meaning relatives took the word for all its most sordid meaning. After a restless night friend husband arrived at my house early in the morning to demand an apology for the insult to his son, his wife and all his clan including especially himself. He was a big fellow, and as I in my bath robe, let him into my living room he looked like a big bull, red to the back of his neck. He was just plain and justly indignant, infuriated and bent to avenge the family reputation.

I remembered something about a soft answer turning away wrath, but regretted my inadequate vocabulary. However, after considerable stuttering I did manage to summons a learned recital on the evolution of the word Gyppo, winding up with an exalted tone and a depth of meaning. Perhaps the result of that morning's persuasion inspired me to write this article.

As an auctioneer I have a list in my mind of fellows, dealers, traders, gyppos who buy one class or another of merchandise. As I go down the selling platform I place in my mind certain buyers as the merchandise is handed to me. There is Bill who will buy dishes, Tom antiques, a second hand man who specializes in small tools, another motors, another machinery and so on. These are the fellows who constitute the solid part of the market. Those whose established values bring other merchandise to our platforms each week. They are the market. Of course we like to sell to consumers, farmers, tradesmen, mechanics, the folks who will use the articles. These can pay us more profit than the dealer, but we depend on the gyppo to maintain the price level.

I have always felt that the buyer and seller at whatever trade level he operates has a service to the community worthy of receiving a living. He is entitled to the esteem of his community and because he merits this esteem he

has built the name Gyppo into into one of good repute.

Many folks still look down upon the second hand dealer as something akin to buzzards or coyotes, scavengers not worthy of a living. Here, as in all walks of life, there are individuals who concentrate mal-attention to their segment of society by their unscrupulous operations, but by and large the men who operate our Home finding and Aid Societies for second hand items deliver a service of extreme value to their communities.

Early in the second World War this fact was very pertinent, so pertinent that our government moved whole hog into the control of prices on items which our manufacturers could no longer supply to meet the civilian demands. I could write a long chapter on the inequity of these controls and their role in creating black markets. However it was done in good faith by those in control realizing the importance of the movement of used merchandise. Many a Gyppo deserves his E for Essential services rendered and especially for his enforced role as a supporter of the regulation. It was far more general to find opportunists moving into black market operations than by old time traders who lived by barter as a regular business.

Personal experiences again enter into this position of opinion. When the controls went into effect in 1942 I was appointed as leader to help work out used merchandise controls and prices in our community. One day when I plead with the administrator that the controls defeated themselves by forcing marchandise to move outside the regular channels, his council was that if it became too hard to make a living as a dealer I might get into something "essential."

It was my stand then and still is, that the lowly Gyppo dealer who seeks, finds and distributes anything of value from rare antiques to shovels and axes is serving his community and his God; and whether or not he receives his fair approbation from his fellow men — his can be a calling of dignity.

As you move up the ladder boys, and get your financial houses in order re-

member to keep it humble. The man you can depend on every day of the year is the lowly Gyppo. Because he is in there fighting. You have a market, whether it is for livestock, antiques or just plain junk; and when you are called to act as pallbearer at his funeral you are being honored that he has counted you a friend.

Broad Demand Marks First Yuma Auction

YUMA, Ariz.—A crowd of about 500 cattlemen showed up to bid and buy at the first sale of the Yuma Valley Livestock Auction. Despite a few delays approximately 1,000 cattle were sold through the ring in a relatively short time.

The bulk of the cattle offered was stockers and feeders, mostly crossbreds. Demand was extremely keen for both thin and fleshy offerings with most steers and heifers going at \$16.50-\$17.50. One bunch of crossbred yearling heifers scored \$17.40 and some comparable grade steers went at \$18. Most cows sold from \$9.50-\$14.

Sales will be conducted each Thursday, according to Manager Jack Ross. Selling starts at 10 a.m. MST or 9 a.m. PST.

Peccaries, Dingo Go on the Block

MILWAUKEE—Did you ever have a penchant to get a peccary, or put on the dog with a dingo? To baby a water buffalo or shelter a snowy owl?

Movement of the Washington Park Zoo to new quarters is opening wide the door for Milwaukee residents with yearnings for startling pets. Animals on the surplus list up for sale include the dingo, which is an Australian wild dog; several peccaries, which are a kind of South American wild hog; four Sika deer; two buffalos; the owls; a litter of coyotes; two European wild boars; assorted wolves, badgers, skunks, foxes and exotic rodents.

Plan Ahead

By COL. B. G. COATS

There comes a time when every Auctioneer thinks he can't get away for one reason or another. That he is indispensable. If you would sum up your position and station in life you would find that it amounted to just about as much as a rain drop in the middle of the Atlantic ocean. If you have not made your plans to attend the National Convention in Lansing, Michigan, July 18, 19 and 20th, it is time you started doing so, that is if you are the kind of person that puts off things until the last minute. You should make your reservations now at the Hotel Olds, Lansing, Michigan.

Everyone knows the value of organization and if you should have a client that would like to have a sale during the week of the convention, you think you have a valid reason for not attending. But if you explained to your client that your organization was having their national convention at that time, he would only be too happy to cooperate with you. He respects you for trying to improve yourself. He knows that if he has an Auctioneer interested in organization he is going to get a better job done. Just make that week a vacation. All your expenses in connection with your pres-

ence at the convention can be deducted from your income tax return. It will do you good to get away for a few days. Good for you mentally and physically. It will enable you to perform your work with greater efficiency. The Michigan Auctioneers Association are doing their best to make this convention the greatest of all, so the least we can do is to show our appreciation by making plans now to attend.

Our national association is growing in membership. It is now the largest in its history and continues to grow. We can all look forward to the largest attendance of any previous convention and a convention program that will make every Auctioneer in the United States feel that he must be present. There has been Auctioneers before us and there will be Auctioneers after we are no more, so one week vacation will do all of us much benefit and our profession will profit in far reaching influence and prestige.

I don't happen to be one of those fellows that waits until the last minute to do something. Yesterday I made my reservations for Mrs. Coats and myself. Sale or no sale, nothing will stop me from meeting and visiting with my fellow Auctioneers from all parts of the

HOW TO GET TO LANSING, MICHIGAN

From Chicago—Grand Trunk Railroad; Capital Airlines; Greyhound Bus.

From Detroit—Pere Marquette Railroad; Capital Airlines, North Central Airlines; Greyhound Bus.

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Any airline, railroad or bus will connect in Chicago or Detroit with one of the above listed transportation facilities. As both Chicago and Detroit are transportation hubs, train and plane service into either city is available on a number of different lines.

country. It is from each other that we get new ideas, and from the innovations that will be in our convention program this year, it is inevitable that we will all derive more knowledge and pleasure than any convention heretofore.

May I reiterate? **MAKE YOUR RESERVATIONS NOW.**

Honesty In Selling— Need Of Contracts

By Col. Lou Winters
Toledo, Ohio

I am referring here to Auctioneers who operate in the City, as people in the rural areas seem to be more reliable insofar as verbal agreements go than people in the City—and which is quite natural as Rural Auctions gather together generally a community of people who know each other and are bound closer in human relationships than people attending Sales in the City. However we demand our contract be signed when we do operate in the rural areas as well as in the City, as we could not afford to operate a sale on anybody's say so as we are in constant fear of liens, encumbrances and mortgages of every nature popping up at the last moment. Therefore it becomes necessary for us to operate with a good tight legal contract and again I am sending one to Col. Hart for publication as some of the Auction contracts I have read would not even hold water in any court. After the contract is signed then it becomes necessary to list all articles of any value on yellow legal paper and call it exhibit B and have the owners sign it also and at that point it becomes part of the contract exhibit A.

Outside of District Court sales and factories or anything we may offer in bulk, we have to collect after every sale is made or our cashiers would not have enough money to correspond with the Clerk's record. We also use the system of totalling folling the price of every article so we know at all times just what the sale amounts to at any time.

We make sure the owners signing the yellow sheet understands that nothing

is to be removed from the premises as the yellow sheet is our advertising medium and all advertised articles must be there day of sale.

No one hesitates to sign our contract providing they are honest and sincere in engaging us to hold their sale. If they hesitate to sign then we are reasonably sure that some of the things they want to offer are not paid for and at that point we caution the owner gently that if he has an article or two that is not paid for we would be glad to clear it for him and take our money out of the sale. This method helps to keep people honest and also creates sales for us that we would otherwise have to pass up.

Any Auctioneer working for me who sells to the highest bidder an article that is proven to be cracked, broken or will not operate (providing they do not leave the premises) we put it up again and sell it cheap, as any auctioneer who tries to put something over on his crowd is only kidding himself.

Early Burns Bought

HANOVER, N. H.—A first edition of Robert Burns' first book of poems has been acquired by the Baker Library at Dartmouth College, the college announced.

The first edition of 621 copies was published in Kilmarnock, Scotland, in 1786, under the title, "Poems, Chiefly in the Scottish Dialect." It is now widely known as the "Kilmarnock Burns."

The book was purchased from a London book dealer, Charles Sawyer. Edward C. Lathem, director of the special collections for the library, now on a leave of absence in England, arranged the purchase. Mr. Sawyer was said to have bought the book at a London auction of the library of Hungerford. The volume was apparently at Crewe Hall, in Cheshire, during preceding years. The copy has been rebound in modern red morocco.

ALL TOO TRUE

When a fellow gets married, his spooning days are over — from then on, he has to fork it out.—P-K Sideliner.

Lamb Stocker-Feeder Sales Dates Named

SAN ANTONIO, Texas—The first of two lamb stocker-feeder sales for 1957 will be held at the Union Stock Yards here June 20. The second will be held Sept. 12. These sales are sponsored jointly by the stockyards and commission companies.

Purpose of these sales is to provide a better market by bringing a large number of stocker-feeder lambs together in one place and at one time. Producers can display and sell uniform lots of lambs. Order buyers, with nationwide connections, packer buyers, farmers, ranchers and feeders will be on hand to insure full market value.

Biggest Real Estate Operator Uncle Sam

WASHINGTON — The federal government is the country's largest real estate operator — it owns 774.6 million acres of land, or an area equivalent to all states east of the Mississippi with Louisi-

ana, Texas and Arkansas tossed in.

These figures are supplied today by the Senate Appropriations committee which had the General Services Administration tote up the government's massive land holdings.

Total value of the land added up to a staggering \$40.3 billion, what with improvements and everything.

The inventory report showed that nearly 53 per cent of the land lies within the United States and 47 per cent in United States territories. Another 5,000 acres is scattered around the world in some 100 foreign countries.

He: "Well, I suppose you're plenty angry because I came home with this black eye last night."

She: "Not at all, dear. You may not remember it, but when you came home, you didn't have that black eye."

No use borrowing trouble . . . there are always people willing to give it to you.

A pharmacist is a man in a white coat who stands behind a soda fountain selling dollar watches in a drug store.

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THE LIGHTER SIDE . . .

SCIENTIFIC

A modern business firm hired a psychologist as personnel manager who began by hiring a new secretary. The boss was looking on while the expert gave a psychological quiz to three feminine applicants.

"Two and two," said the psychologist.

"Four," replied the girl promptly.

To the same key words, the second girl said, "It might be 22."

The third girl answered, "It might be four and it might be 22."

After the last girl left, the expert turned to the boss. "There you have the perfect example of the efficient psychological way of hiring people. The first girl said the obvious thing. The second was suspicious. The third was cagey and wasn't going to get caught. Which do you prefer?"

The boss didn't hesitate. "I'll take the slick looking blonde with blue eyes."

REASON

Coroner: "Were there any powder marks on the body of your husband?"

Wife: "Certainly, that's why I shot him!"

COUNTING NOSES

"We're planning to discover how many relatives we have."

"How?"

"We've rented a cottage at the lake this summer."

HELPLESS

He: "I know a man who has been married forty years and spends every evening at home."

She: "That's what I call love."

He: "The doctor calls it paralysis."

USEFUL

Gas Station Attendant (pointing to choke lever): "You say your car uses too much gasoline? Know what this is for?"

Woman (airily): "Oh, that! I never use it, so I keep it pulled out to hang my handbag on."

GOOD MEDICINE

Joe was having trouble getting up in the mornings, so his doctor prescribed some pills. Joe took them, slept well and was awake before he heard the alarm. He took his time getting to the office, strolled in and said to the boss: "I didn't have a bit of trouble getting up this morning."

"That's fine," replied the boss, "but where were you yesterday?"

REMINDER

New Clerk: "What do you do when a person forgets his change?"

Boss: "You tap lightly on the counter with a dollar bill."

LAND LOVER

The Chicago Daily Drivers Journal carried this story. The novice was not enjoying his first trip through the air, and his more experienced companion regarded him with amusement.

"I say, Bill, what's on your mind?" he demanded.

"I was just thinking about Abraham Lincoln," replied Bill.

"Abraham Lincoln?"

"Yes, I was thinking how truthful he spoke when he said a man's legs ought to be just long enough to reach the ground."

CLEAN SWEEP

Home from college for summer vacation, one young miss enthusiastic about physical culture said to her father: "Just watch this exercise. To develop the arms I grip the rod by one end and move it slowly from left to right."

"Well, well," exclaimed the father. "What won't science discover next! If that rod had straw on the other end, you'd be sweeping."

GET THEE BEHIND ME

Mother: Jimmy, what's all that racket in the kitchen?

Jimmy: I'm fighting temptation, Mother.

IN UNITY THERE IS STRENGTH

GOING TOO FAR

A young Negro girl entered the Harlem registration booth. "Ah wants to vote," she giggled.

"What party do you affiliate with?" she was asked.

"Suh?"

"What party do you affiliate with?"

"Does ah have to answer dat?"

"Of course."

"Den a's a-goin' home—and, a'hs a-not goin' to vote! The party ah affiliates with ain't even divorced yet."

GOOD PUPPY!

Dad had agreed to buy his young son a puppy . . . and they were looking at a number in the pet shop window. "which one do you want?" asked dad.

"I'll take that one," exclaimed the boy . . . pointing to a puppy which was wagging his tail vigorously . . . "the one with the happy ending!"

THRIFTY CLOTHIER

The man indicated he wanted to buy a suit. While trying on a coat for size he suddenly dashed out the door and ran down the street. The salesman followed in hot pursuit. A policeman joined in the race. As the salesman saw the officer draw his gun, he shouted . . . "Don't shoot da coat . . . don't shoot da coat . . . shoot for da pants!"

DO-IT-YOURSELF JOB

Rastus—What fo' you all got yo' pants on wrong side out, man?

Sambo—'Cause ah's gwine to de ball tonight an' I wants to get de bag outer de knees.

LOVE IS LIKE A . . .

The old gentleman seated on the porch steps had been doing his best to explain the meaning of love. But the freckled, wild-haired lad, apparently bored by the utter impracticality of the concept, squirmed, cracked his knuckles, scraped his shoe in the dust.

"So you see, Sonny," the old man finished, "love makes the world go around."

Quoth the practical lad, "So does a good swallow of tobacco juice."

PREDICAMENT

A man pinned underneath his car after an auto accident was being questioned by a policeman.

"Married?"

"No," said the man, "this is the worst fix I was ever in."

SLIGHT ERROR

Wife to husband: "You swore terribly at me last night in your sleep."

Husband: "Who was asleep?"

HONOR SYSTEM

Professor: "This exam will be conducted on the honor system. Please take seats three spaces apart in alternate rows."

RESTLESS

The elderly hillbilly was in for a check-up. "Do you sleep ok?" asked the doctor.

"Wal," the hillbilly replied, "I sleep good nights and I sleep good mornings but afternoons I just seem to twist and turn."

HAPPY THOUGHT

Cheerful wife to seasick husband: "Never mind, dear, you're beginning to look like your passport photo."

IMPROVEMENT

Willie: "Did Edison make the first talking machine, Pa?"

Pa: "Yes, son, God made the first one, but Edison made the first one that could be shut off."

TIT FOR TAT

A gentleman living in a hotel noticed that the contents of a bottle of his fine bourbon were dropping at a rapid rate. So he made a tiny pencil mark on the label opposite the current level. Returning home that night he found a note from the chambermaid. "Please don't put a pencil mark on the bottle because I don't want to put water in such good whiskey."

PROBLEM

"Not guilty of bigamy," said the judge. "You may go home."

"Thanks, judge. Which one?"

New Jersey's Former Prexy In Hospital

Col. Russell A. Tinsman, Past-President and a Director of the New Jersey State Society of Auctioneers, suffered a severe heart attack late in March. First information received by this publication was that his condition was very serious with nurses round the clock and no visitors permitted. He is confined to Newton Memorial Hospital, Newton, N. J.

A special auction honoring Col. Tinsman was held on April 7 at Col. Tinsman's "Schooley's Mountain Auction." It was sponsored by the New Jersey State Society of Auctioneers for the purpose of expressing the appreciation of that group for Col. Tinsman's faithful service to that organization and the auction profession in general.

Kansans Plan For Great Convention

Great Bend, Kansas, and the Hotel Parrish will be the meeting place of Auctioneers throughout the State of Kansas as well as some from neighboring states on Sunday, June 2. The Kansas Auctioneers Association is holding its Annual Convention for that day at the above named location.

A full day's program of entertainment and education has been planned by President Jim Kirkeminde and the other officers and directors of the group. Col. Kirkeminde is also awarding a Stetson Twenty-five to the auctioneer who brings in the most members for the year and a pair of goatskin gloves to the one who does the next best job.

Dinner guest: Will you please pass the nuts, Professor?

Professor (absent mindedly): Yes I suppose so, but most of them deserve flunking.

Memories: Little boys like soldiers, little girls like painted dolls. But when they grow up, it's funny how things reverse.

"I wouldn't want to be without 'The Auctioneer.' It is a great paper for our profession. Sale Pavilion and outside sales have been quite good in this area. Expect to attend the Convention in Lansing." Ken Rice, Hamburg, N. Y.

Mr. Auctioneer!

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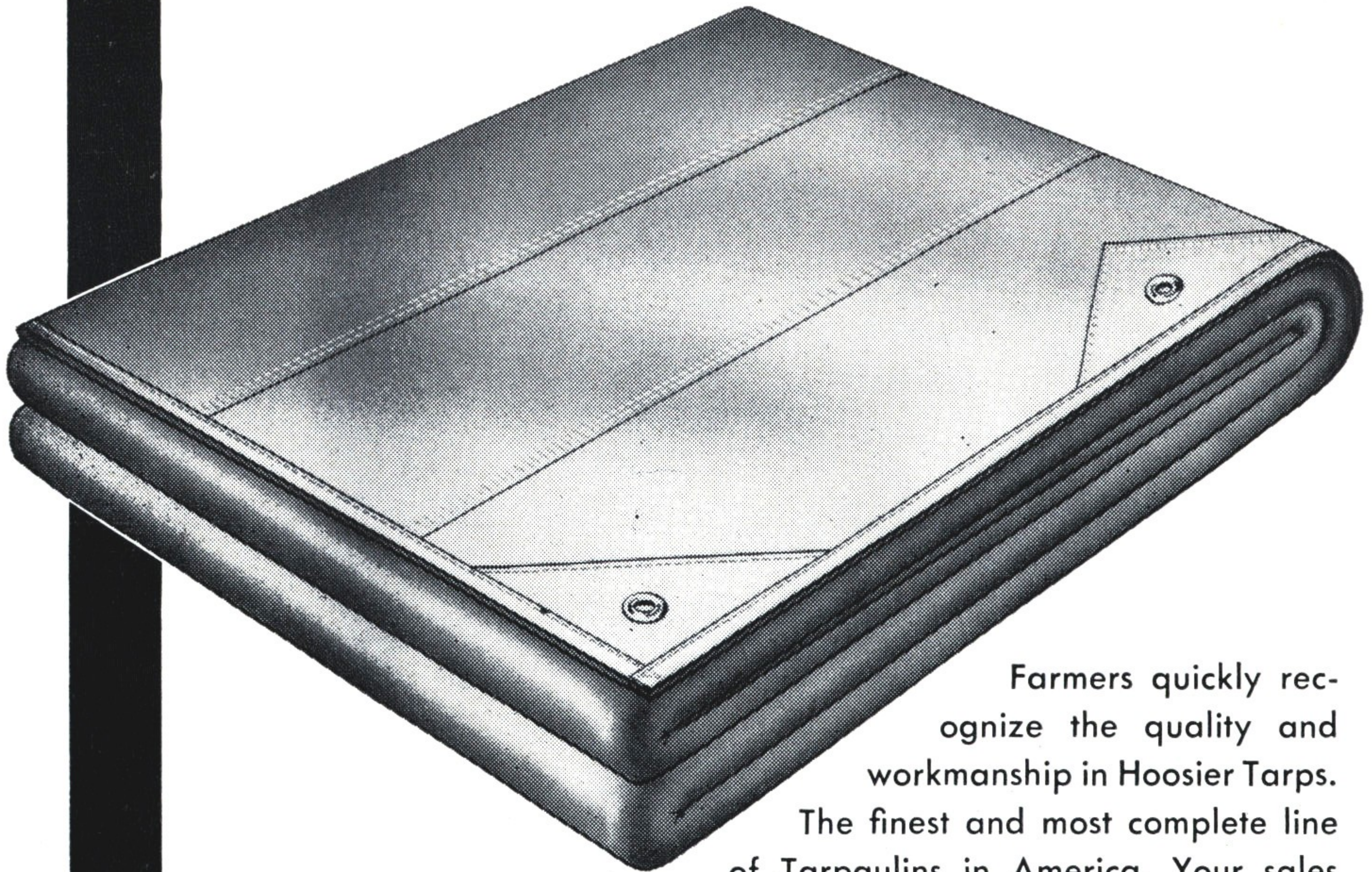
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