

the AUCTIONEER



SEPTEMBER
VOL. IX

1958
NO. 9

**It's Denver
The
Mile High City
For
1959**

National Auctioneers Convention

Shirley-Savoy Hotel

Denver, Colo.

July 16-17-18

Don't Miss It!!

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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selling.

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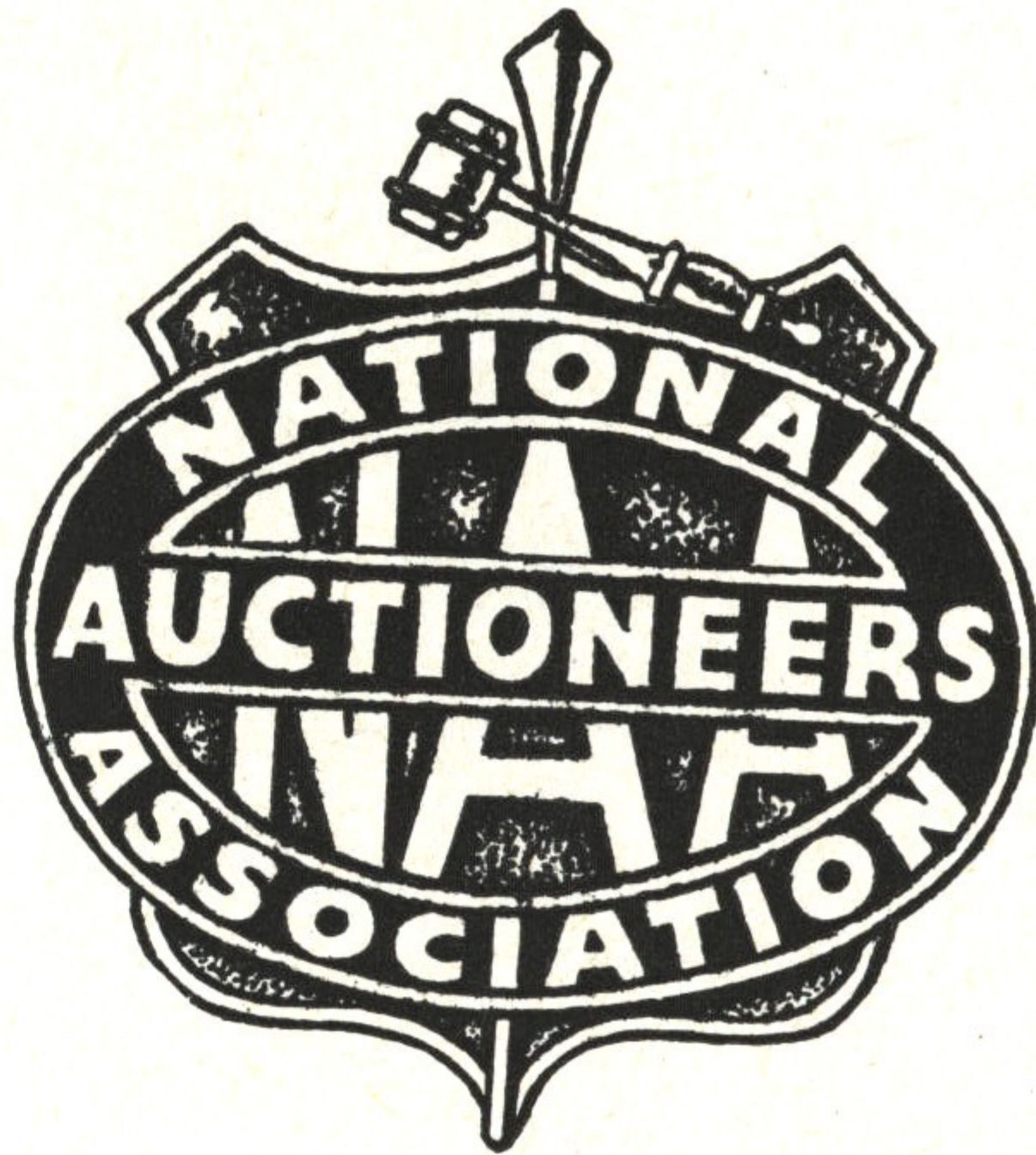
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Association**

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EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana



There is only one place in the world that this can happen and that is at a National Auctioneers Convention. Here are auctioneers and their wives from one side of the country to the other and not a one that is not enjoying every moment to the fullest. Resolve now to be a part of this progressive group next year in Denver. By the way, how many can you recognize in this picture?

Convention Registrants Came From All Over America

Thirty-two states, two Canadian Provinces and the Territory of Hawaii were represented by registrants at the Buffalo convention. Total registration figure was 334.

New York State had the most with 46 registrants but they were closely followed by Ohio with 42, Pennsylvania with 38 and Indiana with 32. Following is a list of registrants by states:

ALABAMA—4

Mr. and Mrs. Eugene Waldrep and two daughters, Birmingham

CONNECTICUT—2

Mr. and Mrs. Edward Jezierski, Eastford

GEORGIA—5

Mr. and Mrs. Lee Waldrep, Gainesville
Mr. and Mrs. R. A. Waldrep and Ray, Atlanta

ILLINOIS—14

Mr. and Mrs. T. F. Craner, Jacksonville
Mr. and Mrs. A. C. Dunning, Elgin
Jack Gordon, Chicago
Ray Hudson, Morrisonville
Mr. and Mrs. Lewis Marks, Sally and Nancy, Abingdon
Mr. and Mrs. Carman Potter, Janet and John, Jacksonville

INDIANA

Mr. and Mrs. Jim Buckley, Shelbyville
Mr. and Mrs. O. S. Clay, Shelbyville
Mr. and Mrs. Roy Crume and three children, Kokomo
Mrs. Leona Drake, Indianapolis
Bernard Hart, Frankfort
Mr. and Mrs. Russell Kruse, Dean and Linda, Auburn
Mr. and Mrs. Maynard Lehman, Berne
Mr. and Mrs. James Liechty, Berne
Mr. and Mrs. Curran Miller, Wanda, Hugh and Karen, Evansville
Mr. and Mrs. Ernest Niemeyer, Doyle, Ricky and Pamela, Crown Point
Mrs. Jennie Payne, Indianapolis
Roland Reppert, Decatur
Kenneth Sherbahn, South Whitley

IOWA—20

Mr. and Mrs. Al Boss, Carroll
Mr. and Mrs. Warren Collins and Clarke, Jesup
Mr. and Mrs. Leland Dudley and Linda, Chapin
Howard B. Johnson, Story City
Leon E. Joy, Ames
Mr. and Mrs. Hugh McGuire, Holstein
Mr. and Mrs. James McGuire, Holstein
Mr. and Mrs. Clinton Peterson, Fort Dodge
Mr. and Mrs. Wendell Ritchie, Marathon
Mr. and Mrs. Carl Setterburg, Burlington

KANSAS—2

Mr. and Mrs. Carson Hansen, Beloit

KENTUCKY—8

Joe Brown, Louisville
John L. Cummins, Cynthiana
Mr. and Mrs. John Maloney, Louisville
Orville R. Moore, Anchorage
W. L. Renaker, Cynthiana
Gerald M. Whalen, Cynthiana
Josephine Young, Louisville

OUR COVER

Selling the top article of the Fun Auction at the 1958 National Convention was Mrs. Mary Cole, Mt. Morris, Mich., the only auctioneer in the crowd representing the fair sex. She is shown here presenting a fine Hamilton watch to the purchaser, another Michigander, Stanley Bates, Whitmore Lake. The handsome gentleman at the microphone is Don Maloney, Secretary of the New York State Auctioneers Association who served so capably as MC during the entire Convention.



The 1958 National Convention is under way with the Thursday noon Luncheon. Seated, left to right, Mrs. David Tracy, David Tracy, Edward Kavinocky, Harris Wilcox, Ralph Rosen, Don Maloney and Mrs. Harris Wilcox. Standing, Mrs. C. B. Smith, C. B. Smith, Bernard Hart and Dittmann Mitchell.

IN UNITY THERE IS STRENGTH

MARYLAND—3

Mr. and Mrs. E. J. Steiner and George,
Silver Spring

MASSACHUSETTS—5

Mr. and Mrs. Phil Goldstein, Boston
Mr. and Mrs. Abe Levin, Fitchburg
A. L. Tremblay, North Attleboro

MICHIGAN—19

Mr. and Mrs. W. C. Adams, Dundee
Mr. and Mrs. Stanley Bates, Whitmore
Lake
Mr. and Mrs. Vernon I. Cole, Mt. Morris
Mr. and Mrs. John Glassman, Dowagiac
Mr. and Mrs. Charles Kinsey, Detroit
Fred W. Smiley, Saginaw
Mr. and Mrs. C. B. Smith, Williamston
Kenneth Travis, Lansing
Raymond F. Utter, Grand Rapids
Mr. and Mrs. Garth Wilber, Bronson
Mr. and Mrs. Henry Wilber, Bronson

MINNESOTA—1

Frank A. Sloan, Minneapolis

MISSOURI—7

Mr. and Mrs. H. Willard Arnaman,
Unionville
Mr. and Mrs. Ken Barnicle, Rock Hill
C. C. John, Kansas City
Dittmann Mitchell, Kansas City
Tony Thornton, Springfield

NEBRASKA—4

Mr. and Mrs. W. V. Emrich, Norfolk
Mr. and Mrs. Dan J. Fuller, Albion

NEW HAMPSHIRE—1

Harry E. Blair, Milton

NEW JERSEY—8

B. G. Coats, Long Branch
Winfred Hinkley, Ogdensburg
Mr. and Mrs. Frank W. Mountain,
Jersey City
Mr. and Mrs. William Parr, Newton
John R. Potts, Neshanic Station
Herbert Van Pelt, Whitehouse Station

NEW MEXICO—2

Mr. and Mrs. John A. Overton,
Albuquerque

NEW YORK—46

Mr. and Mrs. Tim Anspach, Albany
R. Charles Backus, Mexico
Clarence Bontrager, Darien Center
Lewis Bronstein, Buffalo
Paul W. Calkins, Peru

Mr. and Mrs. Arnold Ford, Constableville
Duane E. Gansz, Lyons
Val F. Herrmann, Hamburg
Mr. and Mrs. Howard Hovey,
Schenectady
Mr. and Mrs. Harry Hoynacki, Sauquoit
Russell Hurlburt, Bliss
Mr. and Mrs. Victor Kent, Hinsdale
William Kent, Franklinville
Clifford W. King, Clay
Mr. and Mrs. James Landen, James, Jr.,
George and Robert, Lockport
Donald W. Maloney, Syracuse
Maurice Mix, Bergen
Mr. and Mrs. Irwin Murray, Ballston
Lake
Mr. and Mrs. George J. Nichols,
Canastota
Mr. and Mrs. Norman Prior, Phoenix
Kenneth Rice, Hamburg
Mr. and Mrs. Ralph Rosen, Buffalo
Mr. and Mrs. H. Clinton Searls, Elba
Frank O. Seymour, Mayville
I. Schoolman, Rochester
Harold Spoor, Baldwinsville
Harvey Stace, Camden
Mr. and Mrs. David Tracy, Pavilion
Morris Weinstein, Middletown
Mr. and Mrs. Harris Wilcox, Bergen
Herbert Wilson, Buffalo

NORTH CAROLINA—2

Forest A. Mendenhall, High Point
Robert Mendenhall, High Point

NORTH DAKOTA—1

F. E. Fitzgerald, Bismarck

OHIO—42

Mr. and Mrs. Herb Bambeck, Dover
Mr. and Mrs. James Braddock, Granville
Cloyce C. and A. C. Bradford, Racine
Mr. and Mrs. J. M. Darbyshire,
Wilmington
Mr. and Mrs. Albert Frauhiger,
Port Clinton
Mr. and Mrs. R. E. Featheringham,
Ashville
Mr. and Mrs. Don E. Fisher, Delaware
Paul Good, Van Wert
Mr. and Mrs. Owen Hall, Celina
Mr. and Mrs. Russell Kiko, Canton
Merl Knittle, Van Wert
Clem Long, Dayton
Mr. and Mrs. Dick Morrow, Canton
Mr. and Mrs. Homer Pollock, Delphos
Mr. and Mrs. Albert Rankin, Alger

IN UNITY THERE IS STRENGTH

Mr. and Mrs. E. M. Rickey, Decatur
Mr. and Mrs. Gene Slagle, Marion
Mr. and Mrs. Don W. Standen, Elyria
Mr. and Mrs. Furman Tinon, Newark
Mr. and Mrs. Jim Wagner, Amherst
Mr. and Mrs. John Watson, Pataskala
Mr. and Mrs. Clyde Wilson, Marion
Jim Wilson, Youngstown

OREGON—2

Mr. and Mrs. C. A. Morrison,
Grants Pass

PENNSYLVANIA—38

Chas. H. Bachman, Bareville
Mr. and Mrs. Tom D. Berry, West
Newton
John H. Breidigan, Bethel
Henry Brooks-Wilkes-Barre
C. Morrell Brown, Doylestown
Kenyon B. Brown, Doylestown
Ralph D. Burkett, Ford City
Mr. and Mrs. Ken Burrows, New
Wilmington
Mr. and Mrs. Q. R. Chaffee and Ronald,
Towanda
John Crawford, Hanover
A. W. Diffenbach, Lancaster
William P. Guthrie, West Chester

Ralph W. Horst, Marion
Mr. and Mrs. Sam Lyons and Sarah,
Indiana
Lee Pillsbury, Bethlehem
Wayne R. Posten, East Stroudsburg
John D. Reimold, Transfer
R. W. Riggs, Greenville
Mr. and Mrs. Wylie Rittenhouse,
Vanderbilt
Mr. and Mrs. Woodrow Roth, Emmaus
Robert Shaylor, Troy
Stewart Smith, Chapman Lake
Homer H. Sparks, Sharon
Mr. and Mrs. R. M. Stewart, Armagh
Jack Unger, East Greenville
Edward Van Bergen, Chinchilla
Mr. and Mrs. George Wilson,
Chester Heights
Oliver M. Wright, Wexford

SOUTH CAROLINA—1

C. E. Cunningham, Greenwood

SOUTH DAKOTA—2

Mr. and Mrs. Bob Penfield, Lemmon

TENNESSEE—11

Mr. and Mrs. Howard Jeffers, Limestone
Wayne Jeffers, Limestone
C. B. McCarter and Edd, Sevierville

July 30, 1958

Bernard Hart, Secretary
National Auctioneers Association
803 South Columbia Street
Frankfort, Indiana

Dear Friend Bernie:

On behalf of the New York State Auctioneers Association, Inc., I wish to express our whole-hearted sincere gratitude for the (above and beyond the call of duty) cooperation you extended to us at the 1958 National Convention.

We members of the N.A.A. should count our blessings for having you as our faithful and devoted Secretary. May God give you a continued abundance of health and happiness.

With kind personal regards and many thanks for all your fast favors and courtesies, I am,

Very truly yours,

Donald W. Maloney
Secretary New York State
Auctioneers Association, Inc.

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Fred Ramsey, Gene, Sara
Lynn and Rebecca, Madison
Jim Stevens, Nashville

TEXAS—2

Keyes Carson, Cuero
Edward T. Welsh, Dallas

VERMONT—2

Mr. and Mrs. Tom Whittaker, Brandon

VIRGINIA—8

Mrs. Mildred Glenn, Roanoke
Mr. and Mrs. Harry L. Hoffman, Norfolk
Johnnie Midgette, Norfolk
Mr. and Mrs. Foster Sheets, Glenn and
Susan, Roanoke

WASHINGTON—1

Wes Wendt, Granger

WEST VIRGINIA—1

Roy F. Crosser, St. Marys

WISCONSIN—26

Mr. and Mrs. Joe Donahoe, Darlington
Mr. and Mrs. Ernest Freund, Fon du Lac
Mr. and Mrs. John Freund, Omro
Mr. and Mrs. Jim Gavin, Reedsburg
Mr. and Mrs. Ray Gevlinger, Dodgeville
Mr. and Mrs. Vince Hanson, Manitowoc
Mr. and Mrs. Walter Heise, Oconto
Mr. and Mrs. Bill Jones, Pickett
Mr. and Mrs. Arnold Kohlmetz,
Watertown
Mr. and Mrs. Don Lloyd, Oshkosh
Mr. and Mrs. Earl Skinner, Reedsburg
Mr. and Mrs. Douglas Steltz, Milwaukee
Mr. and Mrs. Peter Van Veghel, De Pere

TERRITORY OF HAWAII—4

Mr. and Mrs. Louis Stambler, Shayne
and Miss Emley, Honolulu

ONTARIO—2

W. D. Atkinson, Stouffville
Tom E. Hays, Oakville

QUEBEC—6

Mr. and Mrs. Arthur Bennett, Bruce and
Murray, Sawyerville
Mr. and Mrs. Earl Wells, Lennoxville

“I wouldn’t be without the magazine,
in fact I look forward to receiving it
more than the daily newspaper.”—Merl
Van Winkle, Argonia, Kas.

In Appreciation

Dear Ladies of the Auxiliary:

We, of New York State, certainly hope that you ladies enjoyed your visit to Buffalo as much as we enjoyed entertaining you. As always, we missed seeing several of our old friends but enjoyed meeting many new ones.

As your former president, I want to again thank my officers and directors for the splendid help given me during the past year, and a special thanks goes to all ladies who were so cooperative and helpful during the convention.

I shall always treasure the lovely jewelry which was presented to me at the luncheon. I am enjoying wearing it, too!

Best wishes to Mrs. Smith and to the other new officers and directors for a very successful year.

Sincerely,
Wanda Wilcox

Convention Bouquet

Those who stay away from the National Convention are the losers. Below is a quote from a recent letter from one who attended to prove this often repeated statement:

Dear Bernie:

Just out of a big car sale here I sit, thinking of you and what a big time we will have in Denver, Colo., next July 16-17-18. We hope the whole C. B. McCarter family can attend. There is not an auctioneer anywhere busier than C. B. McCarter, but we owe it to our great profession to know what is going on.

Buffalo was our first convention. My son, Edd, has taken much more interest in auction work since attending. He was thrilled to pieces with the educational value to an auctioneer . . .

The above was written by C. B. McCarter, Sevierville, Tenn., who also enclosed a clipping from his home newspaper telling of his experiences at the National Convention of HIS professional organization. We wonder how many others came home and publicized the event?

Minutes-Annual Business Meeting-July 19, 1958

MINUTES—ANNUAL BUSINESS—2-24 .

President Harris Wilcox, presiding

The Secretary's report was read by Bernard Hart. Motion for approval was made by L. L. Stambler, Hawaii, and seconded by O. S. Clay, Indiana. Carried.

The Treasurer's report was read by the Secretary in the absence of the Treasurer. It showed a gain in bank balance of approximately \$800 over last year. Motion for approval was by L. L. Stambler, Hawaii, and seconded by Paul Calkins, New York. Carried.

Report of the Nominating Committee was given by the Chairman, Tom Berry of Pennsylvania. All present officers were placed in nomination for re-election with the following men recommended for three year terms on the Board of Directors: Owen Hall of Ohio; Orville Moore of Kentucky; C. E. Cunningham of South Carolina; Tony Thornton of Missouri; and Carman Potter of Illinois.

At this point President Wilcox appointed Donald Maloney of New York as temporary Chairman and addressed the convention as a member. He withdrew his name from nomination, recommended that the present Vice-Presidents be advanced to President and 1st Vice-President and placed in nomination the name of Carman Potter for 2nd Vice-President. There was considerable comment from the floor but Mr. Wilcox held fast to his decision to not serve as President another year.

With Mr. Wilcox again presiding, C. B. Smith of Michigan was nominated for President by Charles Kinsey of Michigan. Motion was made and seconded that nominations be closed and the unanimous ballot be cast for Mr. Smith. Carried.

Ernest Freund of Wisconsin was nominated by John Maloney of Kentucky for the office of 1st Vice-President. Motion was made and seconded that nominations be closed and the unanimous ballot be cast for Mr. Freund. Carried.

Since Carman Potter had previously been placed in nomination for 2nd Vice-President by Mr. Wilcox, motion was made and seconded that the nominations

be closed and the unanimous ballot be cast for Mr. Potter. Carried.

It was then pointed out that the retiring President automatically becomes a Director for three years and that Mr. Potter had been elected to another office so motion was made by Foster Sheets of Virginia that the remaining four gentlemen recommended by the nominating committee be made Directors for a term of three years and that the unanimous ballot be cast for Messrs. Hall, Moore, Cunningham and Thornton. Motion was seconded by George Nichols of New York. Carried.

Henry Rasmussen and Bernard Hart had been nominated by the Nominating Committee for the offices of Treasurer and Secretary, respectively. Motions were properly made and seconded that nominations be closed and that the unanimous ballot be cast for both of these men. Motion carried.

Election carried.

REPORT OF RESOLUTIONS COMMITTEE

R. A. Waldrep of Georgia, served as chairman of this Committee in the absence of E. T. Sherlock of Kansas.

Resolution No. 1—Be it hereby resolved that the title "Col." be deleted from the masthead of our Official publication, THE AUCTIONEER, and from the letter-heads of the National Auctioneers Association.

This resolution created considerable discussion and was voted upon by ballot. Resolution approved by large majority of those present and voting.

Resolution No. 2—Be it hereby resolved that the week commencing with the third Monday in April be designated as NATIONAL AUCTION WEEK by the National Auctioneers Association, coinciding with National Auto Auction Week and that a Committee appointed by the President work in cooperation with a similar committee from the National Auto Auction Association in the Publicizing, promoting and carrying out of this project. Resolution approved.

(Tim Anspach of New York, Harris

Wilcox of New York and B. G. Coats of New Jersey, were later appointed as the committee to carry out this resolution.)

Resolution No. 3—Whereas we desire our National Convention to be a family convention be it hereby resolved that entertainment be provided for children of the various age levels at future conventions, and that the Ladies Auxiliary assist with or take charge of this responsibility. Resolution approved.

CONVENTION SITE COMMITTEE

C. B. Smith, Chairman, announced that this committee recommended that the membership accept the invitation of the Colorado Auctioneers Association and hold the 1959 National Convention in Denver, Colo. Recommendation was seconded and approved by the membership.

Invitations were made from the floor by Louisville, Ky., and Milwaukee, Wis., for the 1960 National Convention and by Yakima, Wash., for the 1961 National Convention. No official action was taken.

AUDITING COMMITTEE

Carman Potter, Chairman, reported that his committee had examined the records of the Secretary and Treasurer and found them to be in order. Motion was made by Jim Liechty of Indiana, and seconded by C. E. Cunningham, South Carolina, that the report be accepted and approved. Motion carried.

NEW BUSINESS

Frank Sloan of Minnesota moved that a committee be appointed to make available to members of the NAA the states that now require auctioneers to be licensed. Motion seconded by Carl Setterburg of Iowa. Motion carried.

Motion was made by John Maloney of Kentucky, that the President and Executive Committee appoint a delegate or representative to attend the National convention of Referees in Bankruptcy at the earliest possible meeting of that group. Motion duly seconded and carried. Meeting adjourned.

Secretary's Report

The year ending July 1, 1958, marked a continued advance in the affairs of the National Auctioneers Association. As your Secretary for the fourth consec-

utive year I must say that it has been a very busy one for me.

At our last National Convention the membership voted that Certificates of Membership be provided. This project has been carried out and Certificates have been supplied all members and new Certificates are furnished upon renewal of expired memberships. These certificates carry the date of expiration which we hope will be a reminder to the members to renew promptly.

Since the close of the last National Convention, through June 30, we processed 1,045 new and renewal memberships which is an all-time high for a similar period. This figure does not include those memberships received at the last National Convention.

As of June 30, 1958, Indiana continued to lead all other states in memberships with 101; Nebraska moved to second place with 99; Ohio dropped to third with 98; and Illinois and Pennsylvania held 4th and 5th positions with 88 and 78, respectively.

During the past year we lost five members by death, namely, Russell A. Tinsman, Hackettstown, N. J.; Maxwell L. Kallor, New York City; Paul F. Bockelman, Sr., Sioux City, Iowa; Edwin A. Boyer, Bowmanstown, Pa., and Herman F. Schilling, Sr., Norfolk, Nebraska.

During the past year I have assisted with the founding of four new State Auctioneers Associations — Kentucky, South Carolina, Tennessee and Virginia. I have also attended and taken part in Annual Meetings or Conventions of the following State Auctioneers Associations: New York, Texas, Indiana (2), Kentucky, Wisconsin, Minnesota, Kansas and Missouri. I have also attended a Board of Directors meeting of the Kentucky Auctioneers Association; a special meeting of the Colorado Auctioneers Association and two convention planning meetings with the various committees of the New York State Auctioneers Association.

Exclusive of "The Auctioneer", 5,866 pieces of mail have been sent from the Executive offices, which is an average of about 20 per day, excluding Sundays and Holidays. There were 2,572 pieces of mail received in this same period.

Mrs. E. T. Sherlock Dies After A Long Illness

Mrs. Edith Sherlock, wife of E. T. Sherlock, Past-President of the National Auctioneers Association, passed away the evening of June 27 at St. Luke's Hospital in Denver, Colo.

Mrs. Sherlock had been in ill health for several months but excepting for a stay in the local hospital for surgery, several weeks before her death, she had been at her home until the morning of her death.

Born near Pickering, Mo., December 10, 1897, Mrs. Sherlock spent the first 20 years of her life in Nodaway County Missouri. She moved, with her parents, Mr. and Mrs. Joseph Pfeiffer, to Eastern Colorado in 1918 and she and Mrs. Sherlock were married on December 21, 1920. They have lived in St. Francis, Kas., since 1926.

Surviving in addition to her husband are three sons, Frederick and Phil of St. Francis, and Charles of Castle Rock, Colo., one daughter, Mrs. Frank Magley of Loveland, Colo., and 12 grandchildren.

Mrs. Sherlock will long be missed by her many friends in the auction fraternity. During the year that Mr. Sherlock served as President of the NAA, she accompanied him in his travels to auctioneers meetings over a wide area. She was keenly interested in the National Auctioneers Association and was a behind the scenes contributor to the editorial columns of THE AUCTIONEER.

Marketing Congress Deemed A Success

KANSAS CITY, Mo.—The first national Livestock Marketing Congress, held in New Orleans the second week in June, consisting of a three-day program of industry forums on timely subjects, several major addresses, and industry-wide discussion on many phases and aspects of livestock marketing, was judged an outstanding success, it was announced here by J. W. Marvel, Webster City, Iowa, newly-elected president of the Na-

tional Association of Livestock Auction Markets. The Association's national offices are in Kansas City.

The Louisiana Department of Agriculture & Immigration, Louisiana State University, Louisiana Extension Service and Experiment Station joined with NALAM in sponsoring the event, the first of its kind ever attempted in livestock circles on a national scope.

The Congress got under way with a noon luncheon featuring some 17 state secretaries or commissioners of agriculture from that many states. Commissioner S. J. McCrory, Louisiana, presided. Dr. C. W. Upp, director, LSU Experiment Station and George Robertson, head, LSU's animal husbandry department, were principal speakers.

This was followed by five industry forums. "The Meat Packing Industry in Relation to Livestock Markets"; "Marketing Purebred Livestock"; "The Point of View of the Livestock Press"; "Coordination of Livestock Marketing Research"; and "Livestock Market Services Across the Nation."

Congressman Harold D. Cooley (D-N.C.) made the principal address of the Congress, calling upon those present to assume the leadership in assuring a program of stabilized prices for livestock with adequate return to the livestock producers.

Cedar Rapids, Iowa, has been selected for the 1959 Congress next June, it was announced. Even wider participation will be sought from livestock and feeder organizations.

Auction Brings City \$16,900 For Surplus

SAGINAW, Mich.—The City took in \$16,900 Saturday at its auction of surplus City-owned vehicles, according to Motor Equipment Director Tunney. Included in the sale were 25 automobiles and various types of trucks.

Fred Smiley, President of the Michigan Auctioneers Association, was the auctioneer.

Nothing can be so deceptive as statistics, except figures.

Mrs. Rogers Winner Of Coveted Award

HOLDREGE, Nebr.—A mother of two children has been selected as the 1958 winner of the KHOL-TV Outstanding Young Businessman's contest. She is Mrs. Elaine R. Rogers, owner of the Rogers Agency, Realtors and Auctioneers of North Platte.

Director of Public Affairs, Art Eckdahl, awarded Mrs. Rogers a large name-inscribed plaque and a certificate entitling her to \$525 worth of free advertising on Channels 13-6.



Mrs. Rogers' secretary - bookkeeper, Mrs. Virginia J. Baker of North Platte, submitted the winning entry and earned herself a \$50 United States Savings Bond.

In her descriptive letter, Mrs. Baker stated Mrs. Rogers is a devoted mother to daughter Lynda, 12, and a son, Bruce, 9. She maintains a real estate broker's license in several midwestern states. She is a member of the National and State Association of Real Estate Boards. She is a member of the National Auctioneers Association. She is active in the North Platte Opportunity Center for

handicapped children. She sponsors a Midget "A" League baseball team. She is also a member of the Business and Professional Women's Club, American Legion Auxiliary, Rebekah Lodge and the Methodist Church.

Fire Nearly Fatal For Mrs. C. B. Drake

On June 27, Mrs. C. B. Drake, Decatur, Ill., narrowly escaped burning to death in an accidental fire at her home. She suffered third degree burns on 70% of her body.

After several weeks in the hospital she underwent the first skin grafting process on August 1 and a second on August 12. It was hoped at that time it would not be necessary for any more graftings. However, as of that date, several smaller burns had not closed.

Col. Drake is a Director and Past-President of the NAA. He and Mrs. Drake have three daughters, Diane Dee, born in March, 1954; Richelle Suzanne, born in March, 1957; and Cindy Eileen, born in March, 1958.

Tennessee Meeting

By Bill Core

The first general meeting of the recently formed Tennessee Auctioneers Association was held July 7 at the Noel Hotel in Nashville. It was well attended as 40 members had been enrolled up to that date.

Chas. O. Rainwater, President, called the meeting to order and he in turn introduced the principal speaker, Col. Jim McCord, former Governor of Tennessee. Col. McCord was presented an Honorary membership in the Association.

Other business included the appointment of Cols. Bill Core and Fred Walker to serve as a Public Relations Committee and establishing Nov. 10 as the date for the next meeting of the group, to be held at the same location.

IN UNITY THERE IS STRENGTH



Mrs. C. B. Smith, Williamston, Mich., newley elected President of the Ladies Auxiliary to the NAA.

Diploma An Asset But Self Application Needed

By COL. POP HESS



Greetings to our many auctioneers throughout the land. I was very happy to receive a nice letter for our Col. Bernie Hart, the returned, elected, Secretary of the National Auctioneers Association and Editor of this publication, advising the writer a column for the monthly run until next convention time in 1959 should be forthcoming and it is my pleasure all the way.

These monthly writings are my contribution to the NAA and the auctioneers to help promote the cause of a top National and many top State Associations. How well we have succeeded is for you to judge. However, if you do or if you don't like the columns **THEY WILL BE THERE REGARDLESS**. For this season's run I shall do my best to interest the readers by putting in writing material for you to digest.

Through my contact with Col. Hart and the President and Secretary of the Ohio Auctioneers Association I have received rather a complete report of the Buffalo convention and extend my congratulations to our Ohio auctioneers in being second high state in attendance. Also to my good friend, Col. C. B. Smith, the NAA President for the next 12 months and we can rest assured the NAA is in good hands from the President on down to the last man in the National set-up.

No doubt, from this past convention many new items of thinking came into action, discussed and maybe cussed, yet from it all better programming as well as better auctions.

Since my last column not many letters have come to me. There is generally a lull from July until we come out again in September and I do not have one letter that would cause me to elaborate on any subject. So I will dig down

into past records and see if I can come up with some kind of a suggestion that will stir the boys and letters will start coming again.

The various Auction Schools throughout the U. S. will, this fall, send into the auction field many new recruits and these are the boys who ask many questions. And in this column I want to come out and endorse these many good Auction Schools we have throughout the country and will say to any man or woman, if interested in becoming an auctioneer they should attend some one of these good schools.

Back in 1900 when I was trying to make the grade as an auctioneer there were two different Schools of Auctioneering in existence. I considered them but at that time 200 bucks or even 100 bucks was as scarce with me as teeth on the upper jaw of a cow. I got my schooling on my customers who employed me and no doubt I cost them plenty. But in this modern day and age the public expects you to have a Diploma and as I think in a column some years back, in talking about diplomas, the thought came back to me as not so many months back I received a letter from a young man and he was complaining because he had diplomas from two Auction Schools but was not getting much business.

I answered this letter with the story of a young doctor who tried to break in on the business of an old doctor who had served the community for many years.

This young doctor was campaigning for business, he too had attended two colleges of Medicine and had two diplomas. He contacted an old Dutch farmer who had a large family and he felt a good prospect for business. In

presenting his qualifications he said, "Mr., I want you to know I have two diplomas." The Dutchman grinned and replied, "That is very fine but I had a calf once that sucked two cows but he only made a common steer."

So you young boys, take this into consideration, your auction school can give you the low down on action and how to act. They teach you how to not depend upon your customers for your education as an aucitoneer, in other words, they give you proper tools to work with but it is up to you, young man, to apply what you bought and paid for in auction school in such a way as to become an auctioneer in demand. It does have an influence upon John Q. Public when he knows his auctioneer is a graduate from an Auction School.

While on this subject I can also drop a word of advice to all Auction School managers. Do not let these students leave your School fully impressed that all they have to do when they get home is hang up their shingle and say they are a graduate of such and such and they will be run over with John Q. Public wanting to hire them to conduct their auctions. Through the past 50 years I have had many students come to me in diapers with the impression that just because they had a diploma from an Auction School the public should take them regardless. It just doesn't happen that way.

I am sure the management of our better schools have sensed this matter and should, in cases where the student shows he will not classify as an auctioneer, send him home and keep him out of misery. Nothing will reflect more unfavorable toward the reputation of an Auction School than to have one of their students introduced at an auction and have him make a flop of the situation. The teaching and the school would not be to blame, it would just be the fact that the student either was not cut out to be an auctioneer or he did not get his proper home work soaked while in school.

To bring to a close this subject I advise the student to make sure you can become an auctioneer if properly taught and to the Auction School, be sure the

student will be worthy of his diploma which he carries home from your school. These two suggestions to the student and to the school should for all time cure further discussion on Auction Schools and their students.

Here in Ohio, our many auctioneers are advising us that they are booking sales far and wide and expect a very busy season. Our Farm and Livestock Sale Program here with me on WRFD has the support of about all our leading Ohio auctioneers and our Sale Calendar is filling up fast for late August on through to December. I know of nothing better in retirement for an auctioneer who they say is soon to start getting old to have the privilege to tell some 400,000 farm minded folks about the great auction sales to be held here in our Ohio, and some outside Ohio. On the radio, we always give the name and address of the auctioneer conducting the sale and John Q. Public will hire the busy auctioneer if at all possible.

I wish you all a great auction sale season in all branches of the auction field as never in history of our nation has the auction way of selling become so strong and so widely used.

Young Stevenson An Auction Purchaser

CHICAGO — Adlai E. Stevenson Jr. bought some kitchenware for \$7 at an auction of furnishings in a lavish cultural haven created by his mother, Mrs. Ellen Borden Stevenson, divorced wife of the two-time Democratic presidential.

The sale was a bitter pill for Mrs. Stevenson, but her son was delighted with his purchase of three small wicker baskets, containing assorted kitchenware, for \$3, and 68 stainless steel knives for \$4.

"My wife can use them," he said, adding that he couldn't afford to buy anything else among the furnishings on which his mother had spent some \$50,000 since opening the art center three years ago in the family mansion.

Parke-Bernet 1957-58 Sales Bring All-Time Record Total

Despite the economic recession existing throughout the United States, art and rare book auctions held at the Parke-Bernet Galleries (New York), from September 1957 to June 1958, reached an all-time record high of \$7,244,547 with the Lurcy paintings, sold early in November when the stock market had registered its lowest point, bringing the highest amount ever realized for a single session of sale.

Leslie A. Hyam, president of the Galleries, stated: "It was not by chance that the largest total ever realized for a single session of sale occurred on the evening of November 7, when sixty-five modern French paintings from the Georges Lurcy collection brought \$1,708,500. For the past ten years, works by the Impressionists and post-Impressionists have steadily climbed in value. Major examples by leading masters are no longer easily procurable and are becoming more and more scarce. When a collection as notable as the Lurcy came before a group of international collectors and dealers with an aggregate buying power probably unequalled in any place of its kind in the world, it was almost a foregone conclusion that most previous auction prices for individual artists represented would be surpassed and that the total would set a world record."

"As to other distinguishing characteristics of the season, French XVIII century cabinetwork, European and Chinese porcelains, early silver, and American continued in high favor, much the same during the past decade. Competition was keenest for examples of highest quality, with prices in general showing an upward direction. No new trends in collecting were discernible except for the revival of interest in Japanese prints as evidenced by the unusual response to the sale of the Charles J. Morse collection held in December."

Leading Art Sales and Highest Prices

Part two of the Lurcy collection, French XVIII century furniture, objects of art decorative paintings, realized \$515,855, which, with part one (the important French paintings), brought the grand total for the collection to \$2,221,355. Other prominent sales included modern paintings, drawings and sculptures from Mrs. Henry John Heinz II and others, \$353,625; French and German modern paintings from the collections of Hume Cronyn and Jessica Tandy and others, \$208,400; Oriental rugs, French furniture and decorations from the Nanna Rasmussen Lothe estate, \$137,527; English and other furniture and decorations from the May McShane Jenkins estate, \$118,050; American furniture, pewter and prints from the Robert T. Vanderbilt and Mrs. Gale H. Carter collections, \$114,427; French XVIII century art from the Ella Morris de Peyster estate, \$111,372; and Oriental art from Mrs. Allen J. Mercher and other owners, \$106,635.

Highest individual prices paid in the Parke-Bernet Galleries salesroom during the past were for modern paintings: \$200,000 for Renoir's "La Serre"; \$180,000 for Gauguin's Tahitian work, "Mau Taporo"; \$95,000 for Lautrec's "Aux Ambassadeurs, Gens Chic"; \$92,000 for Monet's "Femme dans un Jardin"; \$70,000 each for Vuillard's "Aux Tuileries" and "Still Life with Cat" by Bonnard; and \$62,000 for the painting by Toulouse-Lautrec for his famous poster "Aristide Bruant aux Ambassadeurs."

Jewelry

Dispersal of precious-stone jewelry, together with two groups of furs, realized nearly a million dollars during the 1957-58 season and, after modern paintings, was the source of highest prices attained. The two top sales in this category comprised jewelry from the Aimee S. Guggenheim estate and others, \$348,935; and from the May McShane Jenkins



Being far away from her Honolulu home did not prevent Shayne Stambler from celebrating her birthday, during the National Convention in Buffalo. Guests at her party were children of auctioneers from all over the U. S. and Canada. We'll be expecting many more of the young set in Denver next year as official action was taken in regard to entertainment for these important people at future national gatherings.

and another Baltimore estate, \$279,415. Stellar items were a 22-carat diamond ring, \$95,000; a diamond and emerald brooch, \$50,000; a diamond necklace, \$42,000; a diamond tiara, \$40,000; and an Oriental pearl necklace, \$35,500.

Antique Furniture, Rugs and Objects of Art

More than three million dollars of the season's total resulted from sales of antique furniture and decorations, Oriental rugs, and objects of art. The diversification of property in this largest group of sales, the bulk of Parke-Bernet's auctions, was immense and ranged from the choicest of XVIII century cabinetwork and objects of art, as found in single owner collections like the Lurcy, Lothe and de Peyster, to select but not necessarily rare furniture and decorations exemplified in sales from various sources.

More than 14,500 lots of furniture and decorations, silver, rugs, objects of art and the like, presented in about 40 catalogues, brought prices as widely separated as five figures for items in the upper echelons to \$125 for a Sheraton sofa table; \$185 for a Louis XV fruitwood buffet bas; \$85 for a Crown Derby white and gold punch bowl; \$225 for a semi-antique Fereghan carpet and \$50 for a pair of Dresden porcelain urns.

The continuing demand for the finest of French XVIII century cabinetwork and objects d'art was affirmed by the following outstanding prices:

A Louis XV Sevres decorated rose Pompadour porcelain soupier	\$29,000
A pair of Louis XV carved, painted and parcel - gilded serpentine-front commodes, designed by Francois de Cuvilles	28,000
A suite of three Louis XVI carved mahogany cabinets by Adam Weisweiler (M.E. 1778)	25,000
A Louis XV kingwood and amaranth table a ecrire	20,000
A Louis XV inlaid palissandre and tulipwood commode, by Leonard Boudin (M.E. 1761)	17,000
A pair of Meissen reticulated porcelain ewers mounted in bronze dore	16,000

A Louis XVI ebony and black leather bureau plat by Philippe Montigny (M.E. 1766), mounted in bronze dore by Gouthiere	11,500
A pair of Louis XV carved and painted bergeres	5,600

Collectors of English antiques were afforded many opportunities for important acquisitions this season. Leading prices were:

Three groups of twelve George III gilded silver dessert plates by Paul Storr, London, 1798	\$ 7,100
A George I Scottish silver octagonal coffee service by Wm. Aytoun, Edinburgh, 1718-20	6,000
A Chinese Chippendale carved mahogany break-front bookcase	4,000
An Adam satinwood and tulipwood marquetry demilune commode	3,500

Fine American furnishings from several important collections appeared during the season and surpassed in supply and interest the Americana available during the preceding year. Among the outstanding items were: an engraved silver fluted sugar urn by Paul Revere, which brought \$5,400; a Massachusetts Chippendale mahogany kettlebase chest of drawers, \$4,500; Queen Anne inlaid walnut companion highboy and lowboy, \$4,500; a William and Mary turned walnut lowboy or dressing table; \$4,400; and a Queen Anne fan-carved mahogany lowboy, \$3,200.

Paintings

Almost 2,000 paintings were sold during the season. Of these, more than 700 were offered in nine evening sessions, alone or with small selections of drawings or sculptures, and fetched a total of \$2,604,190. The remainder were included in afternoon sessions in combination with furniture and decorations. Exclusive of the Lurcy collection, top prices for modern works were, \$25,000 for "Le Moulin," by Signac; \$21,00 for "Femme aux Bas Bleus," by Picasso; \$16,000 for "L'Acteur Gaston Modot," by Modigliani; \$14,200 for "Paysage Biblique," by Rouauls.

Three sales of Old Master and XIX century works took place and were led in price by four Corot canvases: "Ital-

ienne de Profil," which brought \$16,000, "Les Contrebandiers," \$11,500, "Trois Baigneuses aupres d'une Pointe Baisee," \$8,750, and "Brounoy: Allee Verte pres de la Ferme," \$5,250. Also notable were an historic series of Three Seasons by David Teniers the Younger, which brought \$8,000; and Francesco Guiridi's "Campo Santa Marie Forms, Venice," which fetched \$6,000.

Unusual painting sales included a two-part one-man sale of the sensitive water-colors of Charles Demuth, which realized \$82,135. Among the numerous attractive examples were "Eggplants and Tomatoes," which went at \$3,000 and "Apples and Tomatoes," at \$2,600. Another interesting painting sale was thirty-five examples by the American Impressionist, Childe Hassam, featuring one of his typical oils, "Central Park, New York, from the Plaza," which realized \$4,250.

Oriental Art, Antiquities, Etc.

Four sales of Oriental art occurred during the season and realized a total of \$317,727. A wide range of Eastern art was highlighted by a rare Japanese bronze statuette of Locana, which brought \$3,600; a unique Imperial emerald and moss green jade bowl with cover, one of the finest specimens of fei-ts'ui jade in existence, \$3,500; a carved fei-ts'ui jade tripod koro with loose-ring handles, of the Chia Ch'ing period, \$3,250. An important Chinese decorated black coromandel lacquer twelve-fold screen of the Chi'ien Lung period, brought \$5,700. The first auction of Japanese prints in a number of years, the collection of the late Charles J. Morse and other owners, brought a total of \$33,000. Among the rarities were two 'primitive' courtesan prints which demonstrate the incomparable decorative effects of Kwaigetsudo Norishige and which brought \$3,000 and \$3,100 respectively.

Two sales of interest to connoisseurs of Egyptian and classical antiquities included material from a Midwestern Museum and other collections. Features in the sales were a Greco-Roman sculptured statue of Aphrodite sold for \$3,000; a bronze statuette of a cat, of the XXV-XXVI dynasty, \$1,40; and a VI century,

B.C. Attic black-figured amphora, \$2,000.

Autographs, Books and Prints

Eleven sales of autographs, books, manuscripts and prints held this season totaled \$335,317. An important and unusual group of manuscripts and autograph letters by Thoreau brought \$32,295 with \$12,750 for his unpublished journal in holograph, in which the great transcendentalist entered notes on the primeval forest, religion, philosophy and poetry. It is interesting to note that this Thoreau collection, including the Journal was sold previously, in 1924, for \$1,195.

Top prices for a variety of other literary material included \$5,500 for an important Aztec manuscript; \$3,000 for a major letter from Washington to Franklin, thanking him for his services; \$3,600 for the first copy ever offered at public sale of the original edition of "The Star Spangled Banner" set to music; \$2,800 for a 1772 petition to King George III to stop the importation of African slaves into the colonies; and \$2,600 for a superb copy of the exceedingly rare first edition of Hawthorne's "Fanshawe."

Other book sales of special interest included material from The Library Company of Philadelphia, who, through bequests and other gifts, found numbers of valuable duplicates on their shelves. Mainly Americana, these included books, manuscripts and early newspapers. Among these a collection of "The New York Gazette," 1745-1762, brought \$4,090. Modern French illustrated books, posters and color prints, from a New England collector, offered numerous fine examples of French graphic art, "Les Reincarnations du Pere Ubu," illustrated by Rouault, bringing \$550.

In addition to important collectors' material offered during the season and sold at top prices, hundreds of literary items found a ready market at moderate figures. Among this class were:

The Connoisseur's Library,
 16 vols.\$120.
 "La Morte d'Arthur," with illustrations by Russell Flint 85.
 "The Sphinx" by Oscar Wilde—
 London 1894, First Edition 250.

IN UNITY THERE IS STRENGTH

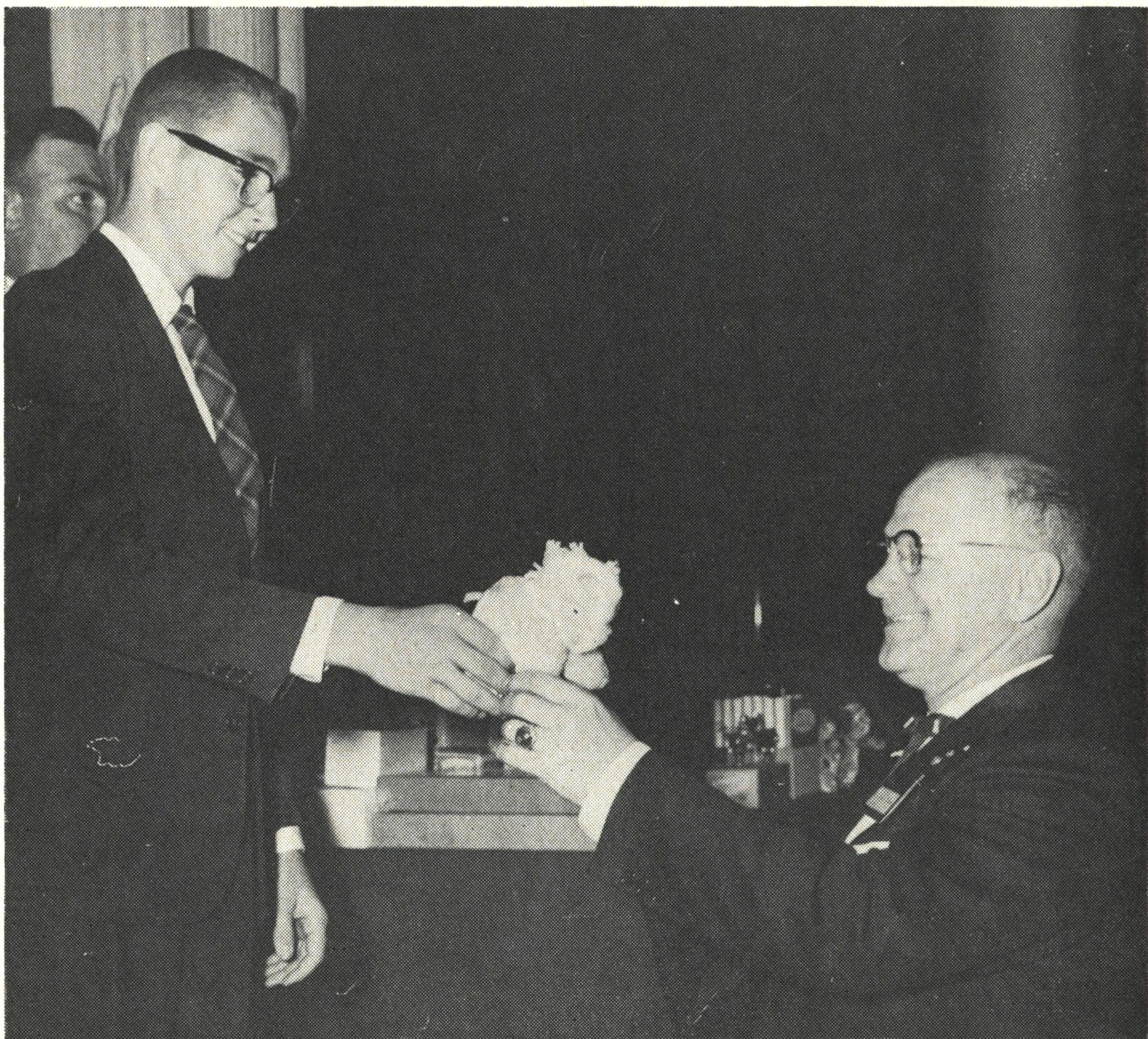
"A Dictionary of the English Language" by Samuel Johnson, London, 1755, First Edition 110.
"A Midsummer's Night's Dream" by Shakespeare; illustrated by Rackman, London, 1908 35.
Letter to Miss Clairmont by Shelley 270.
Carver's "Travels in America," 1778 60.

Other Events

Parke-Bernet's facilities have provided a lucrative season of fund-raising for several organizations, notably Irvington House who have had four such

sales here, the first in 1950, with a total of \$4,355, and the most recent in December 1957, with \$35,792; also UJA who have had five such sales, the first in 1953, with \$10,785, and the last in June 1958, which raised \$29,742.

The bridegroom was in a poetic frenzy as he strolled along the seashore. "Roll on, thou deep and dark blue sea, roll on, he recited to his bride. "Oh Gerald," she exclaimed, "how wonderful you are, it's doing it."



Young Edd McCarter, Sevierville, Tenn., receives his article to sell in the Fun Auction from Jim Landen, Lockport, N. Y. The Fun Auction, as usual, provided some good entertainment and helped in getting folks acquainted with each other. However, there were the usual purchasers of articles they didn't want — but some one has to pay.

Virginia Organizes

Auctioneers representing the various geographical areas of Virginia were present at the Roanoke Hotel in Roanoke at an organizational meeting of the Virginia Auctioneers Association. The meeting was held Saturday, June 28.

H. L. Hoffman, Norfolk, was elected to the Presidency of the new organization; Morris Fannon, Pennington Gap, Vice-President; and Earl Bland, Roanoke, Secretary-Treasurer.

It was voted to have a second meeting at Virginia Beach, August 16, at which time by-laws would be discussed as well as plans for the growth of the new organization. Bernard Hart, Secretary of the NAA, assisted with the initial meeting.

GSA Establishes New Auction Standards

The General Services Administration has announced the application of new high standards for the certification of auctioneers wishing to sell personal property for the Federal Government.

The use of these standards, which were developed with the assistance of representative independent auctioneers and principal auctioneer associations throughout the country, is explained in a recently issued GSA Administrative Order. Auctioneers, to qualify, must demonstrate financial responsibility and a suitable record of auctioneering experience.

The instruction explains how to apply for certification under the new program and what criteria GSA will apply in determining an auctioneer's qualifications.

Prior to the issuance of the new instruction, each Federal agency holding disposal sales was required to make its own search for qualified auctioneers to bid on each project. Under the new procedure, any agency which decides to sell by auction will be able to select competent auctioneers simply by referring to GSA's approved list. The existence of such a list, based on uniformly high standards of professional performance, is expected to encourage more extensive Federal use of the auction, as recommended by Congress.

In announcing the new procedure, Franklin Floete, Administrator of General Services said, "GSA has assumed responsibility for providing both civilian and military agencies with a list of auctioneers well qualified on the basis of both general and specialized experience to conduct sales for the Government. With the new standards, there should be an appreciable increase in the number of auctions held and in the returns realized from Federal auction sales."

Whether or not they previously provided Federal auction service, auctioneers must apply to GSA if they are to be included on the list. Standard application forms are available at GSA Business Service Centers located at GSA regional offices.

State Of Kentucky Holds Large Auction

The State of Kentucky realized \$389,146 from an auction of surplus farm land at Central State Hospital at Lakeland, in a sale held last June. The real estate was sold in small tracts and prices paid were considerably above previous appraisals.

The real estate firm of Barnard and Walker, Bowling Green, Ky., had charge of the sale with one of the partners, Col. Edgar Walker, conducting the auction. According to The Louisville (Ky.) Times, the auction fee amounted to \$15,800.

Col. Walker is a Director of the Kentucky Auctioneers Association. He was assisted in the ring by Col. Orville Moore, President of the Kentucky Auctioneers Association and by Col. Adrian Atherton, also a member of the KAA. Since membership in the KAA requires membership in the National Auctioneers Association, these gentlemen are all NAA members, too.

A patron, one movie man says, telephoned the manager of a Broadway theater and asked what time the feature picture would start.

The manager eagerly asked: "What time can you get here?"

'Spirits' Attract Spirited Bidding

ST. LOUIS, Mo. — Bidding for spirits was spirited at an auction held here by the United States Customs Service. Five cases of scotch whisky valued by the federal agency at \$200 sold for a total of \$234.50.

The whisky was one of the few items of abandoned and forfeited merchandise offered for sale that brought higher prices than their estimated value. Total value of all the merchandise had been estimated at \$2875. Total receipts were \$915.

Largest factor in the decline was the sale of three large oil paintings valued at \$1050 for just \$130. On the other hand, a box of 1956 calendars valued at \$5 brought \$9.50. "Good rathskeller stuff," said one connoisseur, examining art work on the calendars.

Thirty-three lots of merchandise, all from foreign countries, was sold by the Government for various reasons, including inability to locate consignees or their failure to pay duties. About 150 persons attended the auction, held in the Federal Building. One of the more unusual lots sold consisted of 2000 sets of wooden checkers. They brought \$3.

Nebraska Livestock Auction Is Largest

KANSAS CITY, Mo.—Norfolk Livestock Sales Co., Norfolk, Nebr., the nation's largest auction market, paid to livestock consignors a record dollar volume of \$31,914,982.66 from sales of livestock in the fiscal year July 1, 1957, to June 30, 1958, it was announced here from the offices of the National Association of Livestock Auction Markets.

A total of 136,679 cattle and calves, 224,619 hogs and 733 horses were sold for consignors by the market during the fiscal year just closed. This compares with 109,080 cattle and calves, 224,868 hogs and 707 horses sold during the same period the year previous when \$20,949,742.89 was paid to consignors.

This represents a 52% gain in dollar income to livestock consignors reflecting a substantial increase in the value of livestock sold during the fiscal year.

In numbers of head, cattle volume increased 26%, while hogs remained the same. Hog volume is expected to increase this year along with cattle, it was reported.

C. O. (Ces) Emrich and W. V. (Bus) Emrich are general managers of the Norfolk market, which is a member of the national trade association of the industry.

The National Association verifies all figures released in respect to its markets that cover volume sold on an annual basis. On the basis of such verification the Norfolk market maintained its number one position in total number of livestock sold and in total amount paid to consignors.

Auctions Successful On Government Land

Proving for the 'zillionth' time that the auction method is the best way to dispose of property were three auctions held in Ohio, last June.

A piece of vacant land, 6.58 acres at Dayton, appraised at \$16,500 sold for \$63,000. An 11.58 acre tract at Chillicothe, Ohio, brought \$6,800. Its appraised value was \$1,000. Another 45 acre tract, appraised at \$6,800 sold for \$12,800.

All three pieces of property were owned by the United States Government and classified as surplus. The auctions were under the jurisdiction of the Government Services Administration.

Col. Clyde M. Wilson, Marion, Ohio, past-President of the National Auctioneers Association, conducted all three sales.

The only regrettable portion of the above report is that these sales did not get the front page publicity which was received by the so-called public auction in Indiana, where a \$10,000 piece of property sold for \$150. Just another reason why auctioneers and auctioneers only should be permitted to conduct auctions.



GRADUATES OF THE WESTERN COLLEGE OF AUCTIONEERING, CLASS OF JUNE, 1958

Bottom row, left to right: R. J. "Bob" Thomas, Instructor; W. J. "Bill" Hagen, Instructor; Nick Nichols, Oregon; George W. Brown, Montana; Fred F. Wood, Washington; Tony Perlich, Alberta; Don Patterson, Idaho; Bob Musser, Instructor. CENTER ROW: Ken Conzelman, Instructor. William E. Brummit, Idaho; Lloyd Riek, Wisconsin; Gordon E. Smith, British Columbia; Bob Musser, Jr.; Ted MacDonald, Saskatchewan; Jim Bell, Idaho; Aldo Andreatta, Oregon; R. E. Connealy, Nebraska; Ken Thompson, Instructor; Gilbert Wood, South Dakota. TOP ROW: Lynn Donaldson, Alberta; William Flack, Utah; Thomas Kyle, Wyoming; Glenn Hanson, Wyoming; Bert Riveland, North Dakota; James Taylor, Montana; Rushmore Hall, Montana; Larry Rezac, Montana.

Iowa Auction Marts Lead In Membership

KANSAS CITY, Mo.—Iowa livestock auction markets lead all other states in their state and national trade association participation and membership, according to the National Association of Livestock Auction Markets with offices in Kansas City.

The Iowa Livestock Auction Markets Association lists 127 active member markets in that association's industry program to improve the competitive position of its markets, and to develop and promote their market services. It is one of 35 state associations affiliated with the National Association, in which 43 of its markets also hold membership.

Iowa is followed closely by Nebraska, Kansas and Texas in number of active state and national members. More than 1,400 livestock auction markets are actively engaged in industry service programs through their state associations as affiliated with the National Associations.

The first forerunner of the present-day Iowa livestock auction market was founded in Union, Iowa, in 1904 by A. P. Mason. He later moved to Marshalltown where he established the present Marshalltown Livestock Auction, Inc., now operated by his son and grandson.

J. W. Marvel, Webster City, a former Iowa Association president, is currently president of the National Association. The 1959 industry convention and national Livestock Marketing Congress sponsored by the livestock auction markets, will be held in Cedar Rapids on June 25-26-27. A feature highlight of the joint affair will be the "Continental Cattle Sale" of carload consignments of fat and feeder cattle through the auction markets from all parts of the country. Consignments are also expected from Canada and Mexico, it was stated.

The Iowa Association will be entertainment hosts to the national affair. Current Iowa officers are: Joe Collins, Oxford, president; Russell Tubaugh, Belle Plaine, vice president; and Steve Jacobs, Sigourney, secretary. Tubaugh heads the committee in charge of the "Continental

Cattle Sale" and entertainment.

Early establishment of a commercial teletype circuit to tie the Iowa markets in to the national network of the U. S. Market News Service, jointly sponsored by the Iowa and national associations, is planned. This will be the fourth such trade association-sponsored commercial circuit to give wider dissemination to livestock market price information.

Stockmen To Finance New Auction Market

RED BLUFF, Calif. — Approximately \$40,000 in 6% Red Bluff Livestock Auction Yard debentures have been purchased by 63 livestock producers in northern California in amounts ranging from \$100 to \$5,000 each. Donald M. Smith, chairman of the General Committee of the yards, states.

In addition, he says, other ranchers have promised to purchase another \$20,000 worth.

Construction of the \$179,000 plant which is slated to be the most modern in California will begin Sept. 1, he states, providing an additional \$25,000 in debentures are purchased by that date.

Specifications for leveling, packing and surfacing the grounds, yards for 2,000 cattle, pens for sheep and hogs, and buildings are now being completed and should be ready for bids by Sept. 1, he adds.

Smith was informed by Valley Livestock Marketing Assn. officials that debentures will be issued to all purchasers as of Aug. 1 and will bear interest at 6% from that date. Subsequent purchases will bear interest as of date of purchase.

Auction Chief Named

CLOVIS, N. M.—Lloyd Otten NAA member was named director of District IV in the National Assn. of Livestock Auction Markets late last month. The district includes New Mexico, Utah and Arizona.

IN UNITY THERE IS STRENGTH

Memberships have been received from the following auctioneers in the period from June 16 through August 15, the asterick indicating renewal:

- Rex Goss, Virginia
- *Fred Barker, Texas
- *E. R. Tom, Ohio
- Oris Reynolds, Texas
- Cecil Faircloth, Texas
- William F. Sutton, Georgia
- *Bill Shackelford, Tennessee
- *William H. Hogg, Texas
- *Virgil F. Scarbrough, Illinois
- Winfred Hinkley, New Jersey
- *George H. Wilson, Pennsylvania
- Nettie H. Weddington, Indiana
- *James H. Stickle, New Jersey
- *Marian Stickle, New Jersey
- *Carl W. Setterburg, Iowa
- *Bernard Hart, Indiana
- Howard W. Roberson, Tennessee
- *Robert M. Shaylor, Pennsylvania
- Stuart Smith, Pennsylvania
- Jack Bunnell, Pennsylvania
- *Billy Hazelwood, Tennessee
- W. T. Nagy, Michigan
- Leo R. Merritt, Michigan
- *Thomas F. Wakefield, Indiana
- *Irving H. Fingerhut, New York
- *R. C. Foland, Indiana
- *Betty J. Johnson, Indiana
- *Robert B. Johnson, Indiana
- *John S. Kasten, Illinois
- *W. B. Williams, Illinois
- *J. F. Sanmann, Indiana
- *J. G. Tullis, Iowa
- *Roy I. Ebersole, Pennsylvania
- Perry W. Williford, Tennessee
- J. R. Rutledge, Tennessee
- Clive Anderson, Jr., Tennessee
- *Loren Albrecht, Iowa
- *Bruce Mancher, Ohio
- *Harry W. Kerns, Ohio
- *Norman Kirkbride, New Jersey
- *Harold Asbury, Indiana
- *Frank O. Seymour, New York
- *O. V. Scheer, Nebraska
- *Donald Mox, Ohio
- *Nick Beute, Michigan
- *Tom P. Whittaker, Vermont
- *H. Orville Davis, Massachusetts
- *J. M. Hoffer, Pennsylvania
- *P. L. Keenan, Kansas
- *James J. McGuire, Iowa
- *Hugh E. McGuire, Iowa
- Robert Totten, New York
- *Herman L. Hart, Ohio
- *Merl Van Winkle, Kansas
- *Michael M. Gordon, Illinois
- *Harold Parker, Indiana
- *Robert J. Thomas, Montana
- *Thomas J. Matthews, Maryland
- *Dittmann Mitchell, Arkansas
- Ray Reams, Kentucky
- *Ira Potter, Kentucky
- *Dean George, Wisconsin
- *H. J. Jennerjohn, Wisconsin
- *Clarence Rhyner, Wisconsin
- *Leonard Yoap, Wisconsin
- *Willis O. Hanson, South Dakota
- *Thomas R. Lawrence, Rhode Island
- *Robert LeRoy, Pennsylvania
- *C. O. Hancock, Massachusetts
- *William Podell, Michigan
- *Ralph W. Riggs, Pennsylvania
- *Oscar Tostlebe, Iowa
- *Charles F. Knapp, Illinois
- *Joseph F. Sedmera, Florida
- *Lou H. Skokut, Pennsylvania
- *Frank K. Taylor, New York
- *Harry Van Buskirk, Ohio
- *Dick Herm, Illinois
- *I. Taylor, Pennsylvania
- *Albert J. Lucas, Sr., New Jersey
- *Arthur G. Porter, Minnesota
- *O. S. Clay, Indiana
- *H. W. Sigrist, Indiana
- *Gene A. Saine, North Carolina
- *Donald D. Presl, Wisconsin
- *William S. Day, New Jersey
- *James Webb, Nebraska
- *Kenneth Erickson, Iowa
- *Lyle Erickson, Iowa
- *Ralph D. Zimmerman, Maryland
- *John L. Friedersdorf, Indiana
- *Pete Schwartz, Nebraska
- *Clay C. Hess, Pennsylvania
- *W. O. Christie, Oklahoma
- *G. T. Gilbert, North Carolina
- *Duncan A. Johnston, Illinois
- *Paul E. Baker, Georgia
- *C. Morell Brown, Pennsylvania
- *V. K. Crowell, Oklahoma
- Roy Longberry, Ohio
- *Laird N. Glover, Indiana
- *E. R. Burgess, Texas
- *Jewett M. Fulkerson, Missouri
- *F. T. Mathews, North Carolina
- *J. S. Hush, Kansas
- *Rufus K. Geib, Pennsylvania

*Lyle Sweet, Georgia
*Adam G. Payne, Tennessee
*Harry J. Hoynacki, New York
*J. L. Judy, Missouri
*J. Lloyd Eaton, Michigan
*Charles W. Taylor, Nebraska
*John R. Martin, Nebraska
*John R. Martin, Nebraska
*Ronald Woodward, Nebraska
*Dale E. Rawdin, Illinois
*Vernon McCracken, Missouri
*Joseph Thatcher, New Jersey
*George W. Lockridge, Missouri
*Earl S. Bliss, Illinois
H. M. Maddox, Jr., Indiana
Edwin B. Fulkerson, Tennessee
Odell Sampson, Tennessee
Bill Hall, Tennessee
Beeler Thompson, Tennessee
*G. S. Gordon, Tennessee
Guy E. Freeman, Tennessee
Tom H. Chumm, Tennessee
Duke Ray, Tennessee
Ed L. Jenkins, Tennessee
Max Rouse, California
Wilbur Eattinger, Indiana
*Paul L. Crosser, West Virginia
*E. J. McNamara, Wisconsin
*Douglas Steltz, Wisconsin

*Arnold H. Johanson, New York
*Dick Lenox, South Carolina
*K. R. Atkinson, Oklahoma
*Fred Jaeger, New Jersey
*Richard K. Mather, Connecticut
*Robert E. Musser, Wyoming
Frank Onischuk, Massachusetts
Charles Peri, Massachusetts
Lester Kommit, New York
Nathan Alfred, New York
*J. A. Tompkins, Oklahoma
*James A. Strange, Florida
*John W. Strange, Florida
*Jimmie Skirvin, Missouri
*Fred H. Benjamin, Illinois
*Robert Pilcher, Kansas
Norman E. Faulner, Ontario
*Melvin Penning, Illinois
*Charles E. Adams, California
*Tom Caldwell, California
*Harry W. Hays, Alberta
*W. C. Adams, Michigan
*Jim Buckley, Indiana
Lee Pillsbury, Pennsylvania
*Al Boss, Iowa
*A. C. Dunning, Illinois
*Arnold Ford, New York (LIFE)
*William P. Guthrie, Pennsylvania
*John A. Overton, New Mexico

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*Don Hutchinson, Vermont
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R. C. Riek, Wisconsin
A. J. Thiel, Wisconsin
*John D. Westra, Wisconsin
*R. K. Pattin, Ohio
John K. Carey, Tennessee
Bill Smith, Tennessee
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*James F. Rife, Illinois
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*Floyd Persails, Michigan
*Everett E. Corn, Indiana
*Norman Geolat, Illinois
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*Roy D. Gottshall, Pennsylvania
*George A. Martin, Maine
*Homer B. Henderson, Oregon
*Orville M. Schroder, Minnesota
*Elwood G. Heller, New Jersey
Richard G. Bagley, Ohio
*Charles C. Hansbrough, Kentucky
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Noted Hollywood Night Club Auctioned

HOLLYWOOD — Ciro's is no more.

The night club, a favorite of Hollywood movie personalities for 16 years, was auctioned off for \$296,000 because of debts. The purchaser, Mannie Feigenbaum, an auctioneer, said the Sunset Boulevard night spot would be ideal for apartments or business.

Surprises Abound In Antique Shops

What Makes the Collectors 'Tick' Is Subject of Washington Study

We know a man who will take off and travel several hundred miles if he hears a good nineteenth century swing-dingle is available.

A swingdingle, in case you didn't know, is a sort of a yoke once used by farmers to carry two heavy pails. My friend bought one for \$3 in a Maine rummage sale. He's since turned down an offer of \$30.

The swingdingle fancier, like several million other Americans, is an "antique hound," a growing breed according to people who keep track of these things.

Antique hounds come with many tastes, some natural, some carefully cultivated.

One thing most have in common is that they do a lot of traveling, which is why the National Association of Travel Organizations, voice of the American travel industry, has recently completed an unofficial study of the breed.

Your antique collector might be a millionairess interested only in Chippendale cabinets or lustreware commodes.

Can Be Profitable Hobby

Or it might be a drug store clerk with a passion for old patent medicine bottles, or leeching cups.

Antique collecting can be a very expensive hobby, but it also can be a most profitable sideline.

One man with a passion for old duck decoys rents his collection for a whopping sum to exhibitors in sporting shows.

A collector of Currier and Ives prints paid \$1,000 for a collection now worth many times that. And he figures he would have spent more money if he'd had a week-end hobby like golf—or even going to the movies.

The older sections of America are naturally those most favored by antique collectors.

Antique shops in such cities as Boston and Philadelphia do a considerable business.

The biggest thrill to an antique collec-

tor, however, is in acquiring an item in an auction, or a rummage sale, or by spotting it otherwise before the "professionals" move in.

One of the biggest antique finds of the century was when Florida vacationists discovered farmers along the St. John's River were using centuries-old furniture shipped down long ago in wholesale lots by some of New England's finest cabinet makers.

Study Is Necessary

In collecting some "antiques" — like whisky bottles or shaving mugs—there are not many standards of judgment. In case you decide to go in for colonial furniture, pewter or china, however, it is well to educate yourself before you start buying. That means visits to museums and some background reading.

Perhaps the most famous collection of classic American antiques are in New York's Metropolitan Museum of Art and the Henry Francis du Pont Winterthur Museum, near Wilmington, Del. Here you will see great—and absolutely authentic—examples of American furniture, silver, pewter, glass and pottery covering the 1640-1840 period most cherished by collectors.

Every area has its museum of local antiques. In the Far West, collections of tools used by miners are cherished; in the Southwest, Spanish colonial furniture and other mementoes; in the Northwest, loggers' tools.

Many national and state parks have set up museums in connection with visitor orientation centers. In North Carolina, for instance, you can see good examples of furniture and tools used by the mountain folk of several centuries ago in the Pioneer Museum of the Great Smoky Mountains National Park or in the Brinegar Cabin on the Blue Ridge Parkway.

Wall Telephones, Too

People are becoming increasingly in-



The Fun Auction held Thursday evening at the Convention uncovered many talents among the auctioneers. Here we have James Landen, Leroy Van Dyke's, "The Auctioneer". Notice the room full of people present the first night of the Convention.

terested in such items of Americana as apothecary jars, coffee grinders, wall telephones, primitive victrolas, railway excursion posters, sleighs, old baby buggies, political campaign buttons, high button shoes, and even copies of "The Literary Digest."

It has been said that today's treasures are tomorrow's junk. But it is equally true that tomorrow's junk may then become day-after-tomorrow's treasures again.

Sometimes an old item picked up on a trip to an out-of-the-way spot will double in value. Or you might enjoy the luck of the man who bought a crate of ragged old books for 25 cents and then found \$500 in banknotes stuck between the leaves of one book.

There's another quite recent story of a youth who bought an antique musket and discovered a map of buried treasure under the corroded iron butt plate. He hasn't found the treasure yet, but on the strength of the map, he financed a winter expedition to go skin-diving in Caribbean waters.

That's the stuff dreams are made of.

A Poet In Our Ranks

It is nothing unusual for auctioneers to possess unusual talents along several lines. Col. Irving H. Fingerhut, Brooklyn, New York, appears to be quite a gifted poet from the example shown below. Needless to say, we like the subject covered by the poem.

I see that it's time once again
To take check book and pen
And write a check for a little ten.

Truly a very small sum for the pride
And the prestige you provide
When the NAA emblem is at your side.

So here is dues for another year,
Good health, good business and good cheer
To you and my brethren, far and near.

Thanks for our wonderful publication
And your efforts in our organizations
In your area and throughout our Nation.

How Old Are You?

"I am young enough to dread sorrow. I am young enough to have joys and sorrows, deep longing and high dreams, and many, many problems; and old enough to know that there is a cause for every joy, a cure for every sorrow, a solution for every problem, and fulfillment for every aspiration.

I am young enough to desire success, and old enough to know that it can never be attained at the cost of health or character.

I am young enough to love to play, and old enough to have learned that most fun is having a hard task and seeing it bravely through. I am young enough to want to be good to look upon, and old enough to know that true beauty is from within.

I am young enough to seek far and wide for truth, and old enough to know that I most often find it in being faithful to the task at hand. I am young enough to know and learn the lesson—forget the experience and pass on to better things.

I am young enough to dread sorrow, pain, and misfortune, and old enough to be grateful for their chastening, mellowing influence. I am young enough to long for happiness, and old enough to know that it tarries longest with us when we seek it least."

Police Auction Produces \$244

LAFAYETTE, Ind.—Lafayette's police pension fund was \$244.75 richer Friday following an auction sale of accumulated unclaimed articles at the police station, city hall.

Elton V. McQueen, city clerk, said 14 bicycles and 15 other articles including men's clothing, fender skirts, tires, a baby stroller, a crosscut saw, two suitcases, wheel rings and 11 hubcaps were sold to the highest bidders.

The best price of the day was \$30 paid for one of the bicycles, McQueen said.

The Art of Art Restoring

Not many steps behind the departing fire fighters at the recent Museum of Modern Art fire came fighters of a different stamp: fighters whose arms range from the colorimeter to the infra-red ray, from the hypodermic needle to the brush and palette. These fighters are the conservators whose job it is to preserve and restore the great — and not-so-great — paintings of the world.

Rarely is their enemy the violent, searing flame. More frequently it is the invisible fire of oxidation; it is the very moisture in the air or some other of the unending corrosive processes of aging. Frequently it is the carelessness of man.

In the case of the damage done at the Museum of Modern Art, the cure—where cure is possible — is relatively simple, if painstaking. For the loan collections of Gris and Seurat paintings on exhibition at the time of the fire, as well as for most of the permanent collection of the museum, it has been simply a matter of washing with distilled water to remove the deposits left by the billowing smoke. Of the two Monets damaged in the fire, one is totally lost and the other appears to be, but tests are continuing, and a European expert is sending over records of restoration experience with paintings burned in World War II.

Public Enemy No. 1 of the conservator is humidity—more specifically, constant variations in relative humidity. Be the paintings primitives, old masters or yesterday's abstractions, all are prey to the ever-changing humidity. Their very construction makes them so.

Most paintings consist of three main strata. First, there is the support, usually wood or canvas. Then comes the ground, applied to the support to provide a smooth surface for painting.

It is usually a whitish substance—often made with chalk or a white powder bound by an adhesive which becomes quite hard. And finally, of course, there is the paint. Frequently varnish is applied to the paint for protection.

Each of these strata is affected by changes in humidity, each working one

upon the other, often resulting in damage to the painting. Wood expands or contracts, sometimes warping or splitting. Fibers of canvas swell, shrink or twist. These movements react upon the more brittle ground, causing it, in turn, to crack or buckle, with the result that the paint itself splits, cracks or flakes. Or sometimes the humidity can cause the paint itself to pull apart under the stresses of shrinking and expanding, depending on its thickness and composition.

The methods of treating such damage vary with the extent. They range from a simple job of setting a flaking chip of paint by applying an adhesive, sometimes with a hypodermic needle when the surrounding cracks are very fine, to the most major operation in conservation—transfer.

In transfer the very paint itself is removed from the surface upon which it was painted twenty, two hundred or five hundred years ago, and is put upon an altogether new surface. This major challenge in conservation work, accompanied by multiple risks, is faced only in extreme cases where the wood is so rotted, worm-eaten or split, or the canvas so destroyed by mold or other damage, that repair is impossible.

The first step in transferring a painting is, in a manner of speaking, to change its support from its back to its face. This is done by building a support on its face of layers of cloth bound by a glue or other adhesive. When this new support hardens, the support at the back can be removed, a job of great delicacy and precision. Once it is removed, perhaps by chiseling in the case of wood or using solvents for canvas and ground, an entirely new support is applied. When this is set, the temporary support on the face of the painting can be removed by solvents.

One of the most frequently performed conservation operations is a simple cleaning, by removing with a solvent the old varnish which has become dark or opaque and applying a new coat. While the dramatic discoveries of tones revived or details brought to life are usually welcome today, it was not so long ago that the restorer was obliged to tint his

varnish to retain the dulled "old glow" that was so fashionable it endowed a painting with a certain added value.

Every conservator, too, must be a painter—a good one, but not a genius. Where paint is actually missing he must be able to make such restorations as will return the work to an understandable and satisfying state. But the minute a spark of creativity overcomes purest faithfulness to the style and intent of the original artist, only a distortion can result in the eyes of good conservators. It is a matter of judgment, too, the extent to which a great work of art should be restored, and in most cases decisions are made by the conservator in consultation with the curator.

Paintings have, in addition to their esthetic value, a market value, and from time to time there has been a good deal of secrecy about just how much "in-painting" has been done and what methods were used, for fear that the market value might be lowered. Enlightened conservators, however, consider such secrecy needless and dangerous. They insist on keeping complete and open records of all the work they do, recognizing that, once the aim becomes to fool, conservation loses its integrity, but that conservation with integrity is a vital support of great art.

Science has done much to bolster the skills of the conservator. The use of X-ray, infra-red ray and ultra-violet ray is common in determining underlying weaknesses or overpainting not perceived by the naked eye. And chemistry is constantly called upon in all phases of conservation work. For instance, in transfer the conservator must be sure that the adhesive he uses in building the new support on the face of the painting will have a different solubility from the paint underneath lest, when the time comes for removing the temporary support, the paint be removed as well. Science, too, plays a part in stabilizing the relative humidity in many galleries and contributes to countless other phases of conservation work.

Sheldon and Caroline Keck, consultants for a number of collectors and museums, and, with Jean Volkmer, in charge of conservation work at the Museum of

Modern Art, feel that we are still on the threshold of scientific discoveries which will bring great advances in the preservation of paintings and provide dramatic new methods of restoration. But these discoveries, they say, are slowed by a lack of research and university facilities for training. Furthermore, the Kecks see an urgency in establishing more widespread and better conservation methods lest our heritage of great paintings be imperiled. More museums need to attune their budgets and efforts to conservation as well as acquisition and exhibition. There is a suspicion among some conservators that the average living room rug with its mothproofing and shampooing gets more attention than many of our presumably prized works of art.

Works of Blake Sold

LONDON—An American collection of illustrated books and pictures by William Blake, eighteen-century poet, artist and mystic, was sold at Sotheby's here for \$124,090.

Americans among the bidders bought some of the most valuable items. John Fleming of New York paid the equivalent of \$64,000 for one volume containing a first edition of "Visions of the Daughters of Albion," printed by Blake in 1783, a first edition of "Europe: a Prophecy," printed by Blake the following year, and "The Song of Los" (1795).

The books were sold by the executors of the estate of Mrs. William Pherson of Cambridge, Mass.

An Accident

RACINE, Wis.—The "Wisconsin Agriculturist" revealed that American brick cheese was strictly an accident.

The publication reported that a Wisconsin cheesemaker somehow made a mistake in 1876 and came up with brick.

"Oh, my. Der limburger schmell iss lost," was his only comment, according to the publication.

"THE AUCTIONEER is getting better by the month."—Roy I. Ebersole, Lebanon, Pa.



This group that attended the Annual Spring meeting of the Illinois State Auctioneers Association, May 25. Activities included a business session, chicken dinner, entertainment by a group of girls and a white elephant auction.

THE MEMBERS SAY . . .

Dear Colonel:

Your reminder received a few days ago,
"Of the saddest words that 'ere were rit,
Mr., will you please remit!"

So am enclosing \$10 for membership dues and \$5 for the Booster Page. Am sorry that I will not be able to attend the convention at Buffalo, as it will undoubtedly be three days of new experiences and pleasure.

This, my fifty-second year of auctioneering, was very successful. Hoping continued success for you and your staff for ably conducting the affairs of this worthy Association.

Truly yours,
Oscar Tostlebe
Cedar Falls, Ia.

* * *

Dear Bernard:

Enclosed find \$15.00 for membership dues and Booster Page.

I had planned to attend the convention at Buffalo, N. Y., but find it impossible at this time, so am sending my dues by mail as I don't want to miss "The Auctioneer." My wife and boys read it like I do, from cover to cover. I also think it is very helpful in business. By reading "The Auctioneer" we learn from men who have had actual experience in the field of auctioneering. I don't think there is a teacher in any business as good as actual experience.

My wife and I enjoyed the convention at Lansing very much, last year, and hope we can attend again.

Sincerely yours,
Charles F. Knapp
Cissna Park, Ill.

* * *

Dear Col. Hart:

Enclosed find check for \$15.00 which will cover the National and State membership dues. I want to be a member of both as long as I live. I think we have a wonderful organization and it takes all of we auctioneers to back it up. Keep up the good work and good luck for many years to come.

Pete Schwartz
Bayard, Nebraska

Dear Col. Bernard:

I am enclosing my check for State and National dues of fifteen dollars. I know at this writing that you are in the midst of a good convention. I wish I could be there but it was impossible.

I agree with 'Bits of Thought,' by R. C. Foland. He is so right.

Yours truly,
J. E. Hodge
Oxford, Nebr.

* * *

Dear Bernard:

Just received my July issue of "The Auctioneer" today and have already read it cover to cover. I sure enjoy every article in it—the only thing wrong is that it isn't big enough. Was glad to see the letter from my friend in Porterville, Calif., Ray Holloway. Also the new memberships of some of our recent graduates at the Western College of Auctioneering in Billings, Mont.

Congratulations to every auctioneer able to attend the National convention. We, out here in Montana and Wyoming, aren't all cowboys and Indians, some of us are auctioneers and we sure would like to attend the convention knowing that it would be an inspiration to us. We hope it will be closer sometime in the future and other things working out we will plan to be there.

We hope to have an active state group before long. It would be small but I'm sure a help to each of us.

Keep up the good work, this is the greatest business in the world. Let's keep it that way.

Sincerely,
R. E. "Bob" Musser
Cody, Wyoming

* * *

Dear Col. Hart:

I have enjoyed "The Auctioneer" very much during the past year. Enclosed is check renewing my membership.

I regret not being able to attend the National Convention in Buffalo, this year.

Sincerely,
Fred H. Benjamin
Chicago, Ill.

Hello Bernie:

Fully intended to pay these dues at Buffalo, but I know now that I can't make it and am very, very sorry. I know you all will have a great and interesting session.

Am enclosing ten dollars for dues and five for the Booster Page. Looking forward to the next issue of "The Auctioneer" to see what happened.

Sincerely yours,
M. R. Penning
Forrester, Ill.

* * *

Dear Sir:

Enclosed is my check for NAA dues and Booster Page. I would have liked to attend the convention this year but just couldn't make it. Hope to do so next year though.

This past winter and spring sale season was very good. Seems the summer slow down was shorter this year. My fall sale line-up has shaped up fast just the last few days.

Enclosed you will find a bill showing how I have been listing the NAA on my advertising the past few months. I firmly believe if our members would all do likewise it would bring a lot of new members and add prestige to the Association and its members at the same time.

Yours truly,
Harold Hilliard
Greenville, Ill.

* * *

Gentlemen:

I am very glad to enclose a check in the amount of \$15.00 of which \$10.00 is for my annual dues to the Association and an additional \$5.00 for listing on the Booster Page of THE AUCTIONEER.

I would like to state how much I enjoy the publication. I have found it invaluable in my work and hope to continue to participate in your fine organization for many years to come.

With every good wish, I am,

Sincerely,
Kenneth W. Teague
Burlington, N. C.

* * *

Dear Mr. Hart:

I would like to say that we enjoyed the recent convention in Buffalo very much.

Perhaps this is because we were close to home, but I believe everyone was satisfied on the whole.

Yours very truly,
Arnold Ford
Constableville, N.Y.

* * *

Dear Mr. Hart:

Here is that letter we all have been wanting to write to "The Auctioneer" but just never seem to find time.

Being one of the youngest auctioneers at our National Convention in Buffalo and one of the newest members of the NAA, I felt it a special privilege to be a part of such a great and fast moving organization as the National Auctioneers Association. I was truly amazed at the unity and the fellowship which was so plainly expressed.

I would like to extend an invitation to all auctioneers to try their best to gain new and competent members. Of course there can always be some work done in the department of 'inactive membership' too. I feel very strongly that if we continue to cooperate in a brotherhood-like manner that our organization will continue to grow.

With much continued success in your work, Mr. Hart, I remain,

Very truly yours,
Duane E. Gansz
Lyons, New York

\$200 Watermelon

The 15th Annual Stockdale Watermelon Jubilee Auction at Stockdale, Texas, in June, was a record breaker all the way. The Grand Champion melon, a Charleston Gray, sold for \$200, highest price ever paid for a melon in this sale.

The nine prize winning melons, three from each of the three varieties entered, sold for an average of \$76.50. This figure was also a new record average for the annual event. Purchasers were business men in the Stockdale area, the Floresvill Livestock Commission Co., being the buyer of the Champion.

Bernard Dermody, Jr., NAA member from Kenedy, Texas, was the auctioneer.

Now It's Christmas Trees At Auction

GRAND HAVEN, Mich.—Directors of the new Michigan West Shore Nursery Association Friday announced the first United States public auction of grower Christmas trees will be held in August. The association has members in Muskegon, Ottawa and Allegan counties.

William Osner, auction plans chairman, said members seek a minimum sign-up of 150,000 marketable trees to attract bidding. He said the only other grower Christmas tree auction is held in Canada.

Dukes Wine Brings \$9,700 At Auction

LONDON — British wine lovers paid more than \$9,700 for 675 bottles of the Duke of Edinburgh's port wine.

The wine was auctioned off for the duke's favorite charity, the National Playing Fields Association. The port was presented to Prince Philip by wine shippers of Oporto to mark the occasion of his state visit to Portugal with Queen Elizabeth last year. Wine experts estimated its normal value at less than \$5.60 a bottle.

Painting Sells For \$61,740 At Auction

LONDON—A portrait by the 18th century English painter Thomas Gainsborough was auctioned for 21,000 guineas (\$61,740) in the Christies showrooms.

The picture of William Henry, duke of Gloucester, was described by a dealer as one of the most important English pictures in the world. It was bought by a gallery on behalf of an anonymous client.

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SO MUCH**

*When You Are
on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

Livestock Auctions

By WILL McCracken

Western Livestock Journal Staff Writer

Reprinted by permission of Western Livestock Journal, Los Angeles, Calif.

Their Growth . . .

"What am I bid for this fine"

The question is as old as the livestock industry itself. It was chanted out over pens of animals ever since the earliest stages of development of the livestock industry in the west.

The chant that followed with the pioneers stayed on with the developers of the west and became the call that brought folks together. Sale day in the west became the day for "socializin'." Everybody came to town to meet their neighbors and sit a spell, talk over common problems and just "jaw" with the neighbors.

"Going for the third and last time . . ."

Weaker

But the chant began to get weaker. Fewer listened. Fewer came to sell or buy. Somehow, over the years, the country auction fell into disrepute as auctioneers and auction management began to be looked on as "bunch of sharpies." When auctions and auctioneers lost the confidence of the public, they began to die, and eventually all that remained was the echo of the last . . .

" Gone"

But the last 20 years have seen a remarkable change in the history of the auction. Tremendous growth in both the number of auction markets and the volume of trade in livestock has marked this change. The number of auction markets in the United States grew from less than 300 in the early 30's, to 2,500 in 1952.

Reason

What made the regrowth possible? Auctioneers put integrity back into their operations. The auction ring and its management began to be looked on as a place where a producer would get a "square deal."

With this came public confidence, which is the single most necessary ingredient to make an auction successful. The days of the "bunch of sharpies" were

gone, and the chant began to be heard again.

"What am I bid for this fine . . ."

Today there are characteristics which mark successful auctions and which are contributing to their growth and importance in the marketing of livestock. They are:

Characteristics

1. Integrity of the auctioneer and management of the auction. This of course, is the vital factor.

2. Showmanship. The auctioneer is dramatizing the business of selling cattle, and this seems to stimulate business.

3. Cleanliness. There must be clean seats for the buyers and sellers, clean rest rooms, clean lunchrooms, and an emphasis on convenience for spectators as well as buyers and sellers.

4. Locations. The most successful auctions are invariably in locations convenient to a good number of small operators and where many can be attracted.

Facilities

5. Proper weighing facilities, accurate scales, weighing by a neutral or disinterested party. An opportunity for both buyer and seller to witness the weighing contributes to the confidence of the public.

6. Adequate facilities for unloading and loading stock, sanitary pens, alleys and working areas.

7. Finally, auction markets are specializing and, actually, sticking to what they are supposed to be—livestock auctions.

By 1957, there were 2,350 country livestock auctions in the United States. Some 33 million head of cattle, 16 million hogs and 6 million sheep passed through these auctions. The total volume of livestock represented 53% of all livestock traded at all markets. And USDA figures reveal that slightly over 50% of all livestock sold through these auctions went to slaughter.

Varied Reasons

The factors that brought on the phe-

nomenal growth of livestock auction markets are as varied as the communities they serve. Most auction market operators cite the considerable savings in transportation costs as the biggest factor.

"Why shouldn't a feedlot operator or a rancher looking for stockers buy near his home location?" asks Harry T. Hardy. "Country auctions save time and shipping costs, save shrink and offer the time-honored auction method of buying and selling."

Hardy, operator of the Bakersfield Livestock Auction Co. at Bakersfield, Calif., believes that a properly conducted auction market offers a true yardstick of actual market value of the livestock involved.

Riley Kothman of Frio Livestock Co., Pearsall, Texas, believes that community spirit also has played a big role in the development of community auctions. According to him, the idea of trading with neighbors is one which appeals to everyone associated with auctions and, to a certain degree, has stimulated their growth. When the rancher, buyer, butcher and auctioneer all pay taxes to the same school district, town and country, everyone seems to like the idea of keeping the money in the home town.

Intangible

This has been a vital, if intangible, factor in the development of country auctions.

Most observers of the development of livestock auctions believe that, so far as number of markets is concerned, they have already reached their maximum growth. This would be borne out by statistics that show a steady increase in the number of auctions from the 1930s until 1952 when there were slightly over 2,500 auctions in the nation. The number declined to 2,322 in 1955 before starting a slight climb to the present 2,350, which seems to be the number that can operate economically.

In the west, there is an average of one auction for every 1½ counties. This statistic is the most important in determining how widespread auctions have grown in this region, since the heaviest concentration of auction yards is in the mid-west, and the 2,350 figure does not give an accurate over-all picture.

Weeding Process

The decline in the number of auction yards is a reflection of the "weeding out" of small yards that had small volumes and therefore high per unit costs.

But as important as the number of auctions, perhaps more so is the volume of business conducted through auctions. It has not declined in the last few years. On the contrary, volume of cattle traded is continually climbing. Volume at the Cornelius Livestock Auction Co., Phoenix, Ariz., is currently running 37.4% above last year—and last year was 10.8% above 1956. It's the same story at the Hardy auction in Bakersfield, Calif. Hardy is now doing about \$1 million business per month. Ten years ago when he started, his yard did \$1 million business in a whole year.

That is the story of the growth of country livestock auctions. What is their effect on the livestock industry, their function

Their Function . . .

Function of the country auction is to supplement other marketing methods — not to substitute for them. While volume of livestock trade conducted in auction yards is ever increasing and ever more important, auction yards have not taken over the entire marketing function.

The auction market has a specific place in the total picture for a specific group of ranchers with specific marketing problems.

The small operator actually represents the vast majority of cattle growers in the west. Surveys reveal that approximately 70% of the growers in the 17 western states who report cattle and calves on their ranches have inventories of less than 25 head. The marketings from such small herds would probably range from one to 15 head per year.

Space Economy

For the small operator, special arrangements had to be made for most economic use of space in shipping cattle. Combining shipments with neighbors often proved unsatisfactory. Only limited use was made of local livestock shipping associations.

USDA Livestock Marketing Research Coordinator Harold Abel says:

"For the small producer, the problem became one of disposing of his livestock on the farm by direct sales. As livestock in many cases was not his principal source of income, his maximum income might actually be jeopardized if other jobs were neglected in order to obtain a somewhat higher price for his livestock. From the standpoint of convenience, it was easier to sell at the ranch to the country dealer.

Before Auctions

"Before auctions were established, the gap between local sellers and buyers was bridged largely by country dealers. These buyers performed the function of concentrating and sorting animals as to age, sex and weight classes for resale. They had sufficient numbers to make up shipments to terminal markets.

"But this was an unhappy situation for the producer because the dealer, with better price information and more experience in judging weight and quality, had a decided advantage over the producer."

This was the producer that country auctions seemed to have been created for.

Represent Producers

Auctions perform all the functions the dealer performed but represent the producer while doing so. The privilege of by-bidding made the producer feel that he still had a hold on his animals.

About four years ago, the total volume of livestock marketed through auctions exceeded all markets except direct country sales. In 1955, about four times as many calves were sold at Auction as were sold at terminal markets. If cattle and calves were added together, more than one-third more cattle and calves were sold through the 2,322 auctions in operation in 1955 than at the 64 terminal markets.

More Hogs, Lambs

In the same year, two-thirds as many hogs were sold at auction as were sold at terminal markets, and nearly four-fifths as many sheep and lambs were sold through auctions as were sold at terminal markets.

But even more surprising is the destination of animals that go through auctions. The same year, 1955, represented

a milestone in the nature of trading at auction, as slightly over 50% of the animals of all species were purchased for slaughter. USDA data indicates that packer buyers and order buyers for packer accounts were the most important buyers at auctions. Livestock producers and feeders were the most important buyers of non-slaughter stock.

Separate

But terminal markets and auctions must be considered separately from direct sales to packers, local butchers, dealers and ranchers. In the west, this is especially important, accounting for fully 50% of all livestock transactions.

In the west, auctions do not have as large a share of this remaining half as they do in other areas. Specifically, again in 1955, the last year for which figures are available, auctions got 15.5% of the total trade in livestock while the terminal markets got 28.2%.

But the increase volume of business conducted today through auctions leads most observers to conclude that they are increasing their share — and, thereby, increasing the importance of their function.

Their Future . . .

Now that country auctions are so well established, what is their future? Most evidence indicates a levelling-off period for auctions so far as numbers are concerned and development of existing auction markets to handle a larger volume.

Figures citing the slight decline in total number of auctions during the last six years indicates a "weeding out" of the smallest, uneconomical or poorly managed yards. Integrity of the operator is the most important factor in whether or not an auction market continues in business.

In the 10 years that Harry Hardy has been running his auction at Bakersfield, Calif., his facilities have expanded to 10 times the original size. Currently, he is building a new amphitheater and arena. At present, he has 20 acres of corrals but says he is barely able to handle his current trade in these facilities because his trade is expanding, now running some 2,000 cattle per week.

Expansion

The Dixon, Calif., auction yard, in operation since 1954 as a producer-owned cooperative, has been expanding, is expanding and will expand still more, says manager "Flaco" Feldmiller, discussing a continual expansion program he declares is necessary to accommodate the continuing increase in business. In fiscal 1957, the yard did \$3½ million worth of business, handled 17,168 cattle and calves, some 12,000 hogs and 126,000 sheep.

Paul Cornelius has doubled his facilities at Phoenix, Ariz., since he launched the operation three years ago. He now has room for 5,000 head on his 15-acre operation and has bought another 10 acres to expand. Recently, the volume of business reached a point where the Southern Pacific Railroad Co., whose main line runs past the Cornelius yards, designated the yards as a regular station and named it "Auction, Ariz."

Volume

Paul Cornelius' present volume is running 37.4% above 1957 when his total volume, 158,646 head of cattle, represented a 10.8% increase over 1956. In 1957, he received cattle from 10 states, some as far away as Louisiana and Arkansas, and shipped cattle to 10 states, Iowa being the furthest from Phoenix.

How far this growth in volume will continue is a matter of personal opinion

and varies with every person interviewed.

Feldmiller believes there will be greater volume of cattle trading through auction markets but still fewer auction markets.

"Livestock marketing will continue to follow the decentralization of the slaughtering and packing industry," he says. "But we see no trend toward establishment of more auction markets. If Packers and Stockyards Act administrators get around to posting auction markets, many will disappear.

Fewer in California

"There are fewer auction markets in California now than there were 10 years ago."

Extension of Packers and Stockyards Act posting of auction markets is, according to Supervisor Ben Platt at Los Angeles, a matter of sufficient funds to pay the personnel necessary to post more yards. "Gradually, we have been posting yards further west," he says, "but we still don't have them all posted. In California, only a few of the largest yards are posted."

Most operators in the Pacific Coast states whose auctions are not posted look forward to the day when they will be. The reason: They say they are operating according to the highest standards now;

(Continued on Page 42)

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being posted would necessitate no changes in their operations, but it would help to substantiate their claims of proper operation.

Public Utilities

In Montana, the state's 11 auction markets are regulated by the Montana Market Law which, in effect, provides that the markets are public utilities. They are licensed and must prove to the licensing officials that they are "necessary and convenient" before a license will be granted by the Livestock Commission. Some seven or eight other states are currently copying the pattern established by the Montana law, feeling it is far superior to the regulations in other states and offers the most protection to the livestock industry.

The recent development of auctions has brought with it the establishment of their own association. This is the American National Livestock Auction Assn., set up to raise the ethical standards of auctions. In keeping with this, the association has set down a code of business standards which both explains the services member auction yards offer and, more important, establishes the standards every ethical auction must adhere to.

Code

The code sets forth the following "stockyard services" rendered:

1. Proper receiving of all livestock at a place of unloading, with due and proper credit receipt furnished the consignor or his representative.

2. Penning of livestock by class and ownership.

3. Furnishing feed and water to penned livestock.

4. Weighing of livestock when sold and furnishing of scale tickets showing actual weight and other pertinent information concerning livestock weighed.

5. Removal of livestock sold from scales to pens for holding, subject to buyer instructions.

6. Procuring proper receipts for delivery of livestock sold to buyer.

7. Providing facilities for branding, de-horning, vaccinating, testing and otherwise caring for livestock consigned for sale.

Selling

The "selling services" set forth are:

1. Assembling livestock by class and species for sale in volume.

2. Safeguarding against disease and injury in movement.

3. Attracting buying power to assure competitive bidding.

4. Safeguarding against collusion and conspiracy that seeks to nullify competitive bidding.

5. Presenting livestock under favorable conditions by sorting and grading to assembled competitive bidders in sales arena.

6. Concluding actual sale to highest competitive bidder at auction.

7. Paying consignor-owner proceeds of sale, less schedule of charges and directed disbursements from proceeds, upon sale.

8. Furnishing to the consignor an accurate written account of sale, showing the number, weight and price of each animal sold, the name of the purchaser, the date of the sale and the charges for all services rendered.

Big Rattlesnake Sale Is a Success

OKEENE, Okla.—The 19th annual Okeene rattlesnake roundup was termed a success yesterday by the chief rattler of the International Association of Rattlesnake Hunters.

A total of 3,924 rattlers weighing 4,476 pounds were sold at auction. The reptiles were purchased by zoos, pharmaceutical houses and persons wanting them for their hides and their edible meats.

There were 940 registered hunters scouring the hills around Okeene seeking the deadly snakes. Bob Jenni, curator of reptiles at Oklahoma City's Lincoln Park Zoo, captured the longest, 6 feet 1¼ inches.

Predict 50% Gain In Auction Markets

COLLEGE STATION, Texas — "The confidence of the livestock producers and feeders in the market services of the nation's livestock auction markets in their trade areas, as shown in recent years, will result in a 50% increase in newly constructed market facilities and capital improvements by the end of 1960," J. W. Marvel, president of the National Association of Livestock Auction Markets, predicted in a major address of the program of the Second Annual Conference for Texas Livestock Auction Market Operators sponsored by A & M College of Texas.

Pointing to the development of the livestock auction markets industry and the increased services being rendered in providing a basic public livestock market by each such market, the head of the industry's national trade association urged his audience to apply their experience through the most modern facilities to effectively and best serve their consignors and patrons.

"Our markets as an integral part of the livestock industry today fill a real need . . . a need that gives satisfaction in fulfilling," Marvel said. "We have neither individually nor collectively realized our potential in market services

or volume of business done in providing those things that constitute a basic market that is the key to the livestock business continuing to provide the principal source of income in the agriculture economy."

The livestock auction market industry has taken on special characteristics identifying it firmly as a service industry, with each market serving its trade area but doing so in relation to other trade areas through similar markets there, according to Marvel. He emphasized that this brought into play those factors providing the best possible return to the livestock grower and feeder through the use of the market services available to him.

Theatre Auction Fails to Attract

ROCHESTER, N. Y.—The Schine theatre chain put fourteen movie houses up for auction but there were no buyers.

Frank G. Raichle, attorney for the Schine chain, said the auction was an attempt to show good faith by trying to comply with a Federal Court order directing the sale of thirty-nine theatres in an anti-monopoly action.

Mr. Raichle said in Buffalo that the absence of bids "confirms our claim that in view of the presently prevailing industry conditions it is impossible to sell any of these theatres to persons who will use them as motion-picture theatres." The nine-year-old court order directs that the purchasers must agree to use the theatres as movie houses. The Schine interests contend there is no market for them.

Nine of the houses are in Rochester and its suburbs. The others are in Cortland, Geneva and Lockport in New York and Ravenna, Ohio, and Cumberland, Md. None is currently operating.

Pre-Fab

"Hey you, why are you throwing all those nails away?"

"Why, they all have the heads on the wrong end."

"You darned fool, we'll need them on the other side of the house."



You met him at the Convention in Buffalo, some were privileged to ride to Niagara Falls and back with this talented Tennessean, still others have met him in other places, it is none other than C. B. McCarter, Sevierville, Tenn. Here he is on a hot day since the Convention "putting in the bank" a piece of Tennessee real state. Also, since returning from Buffalo, Col. McCarter has purchased the Dixie Lee Auto Auction near Knoxville, Tenn.

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THE LIGHTER SIDE . . .

DEFINITIONS

Old-Timer—Someone who remembers back to when a baby-sitter was called Mother.

Girdle—An ingenuous device invented to keep an unfortunate situation from spreading.

Lie Detector—What a man confronts when he comes home too late.

Junk—The stuff you saved ever since you moved into the new house in 1927 and threw away yesterday just before you needed it today.

Green Light—Signal for the motorist behind you to blow his horn.

Peeping Tom—A guy too lazy to walk to the beaches.

Curiosity—A slick device Nature invented to teach children how little their parents really know.

Career Girls—Gals who are more interested in plots and plans than they are in pots and pans.

Gentleman—A guy who, when his wife drops something, kicks it to where she can pick it up more easily.

CRAZY

The two traveling bopsters while in Russia saw a guy being flogged in a public square. "I don't dig the beat," said one cat, "but that sure is a crazy drum."

DIFFERENCE

A teacher asked her class the difference between a primitive man and a modern man. Johnny answered: "When his wife talks too much a modern man goes to his club. A primitive man just reached for it."

FAMILY TREE

Most children are descended from a long line . . . their mothers once listened to.

MOMENTO

Wife to husband: "I scratched the front fender a little, dear. If you want to look at it, it's in the back seat."

REASON

"My good man, did you lose something?" asked the gentleman of a man on his hands and knees poking around in the mud under a street light.

"Yash, I lost my watch."

After helping him look the gentleman asked, "Are you sure you lost it here?"

"No," he said in a thick voice. "I lashed it up on the oser corner, but there ain't no light up there."

RELIEF

A police car stopped a motorist and informed the driver that his wife fell out of the car a mile back. "Thank Heaven!" exclaimed the motorist. "I thought I'd turned deaf."

BEST AVAILABLE

"There's a man making a study of perpetual motion."

"What does he use for a subject?"

"His wife's tongue."

TOO MUCH

Nurse: "Congratulations! You are the father of triplets."

Building Contractor: "Good gosh, I've exceeded my estimate again!"

ENTERTAINMENT

One snowy morning prior to his father's departure: "Mommy, can Freddie and I go out and listen to Daddy put on the tire chains?"

REAL COOL

"How did you spend this hot weekend?"

"Fishing through the ice."

"Fishing through the ice? For what?"

"Olives."

ANYTHING TO PLEASE

When one of its dealers sold a furnace to a man in Hell, Michigan, Lennox Industries quickly got off a press release demonstrating just where they'd go to please a customer.

IN UNITY THERE IS STRENGTH

THE DOC HELPS

A doctor who was teaching a Sunday school class asked one of the boys, "Willie, what must we do before we get to heaven?"

"We must die," answered Willie.

"Very true," replied the doctor, but what must we do before that?"

"We must get sick, and send for you."

WHAM!

The man asked a woman driver if she would push his car to start it. "With this newfangled transmission, it won't start unless you're going 30 miles an hour," he explained, and hopped in behind his steering wheel. It was raining, foggy, and dark; and after he'd waited a minute or two, he stuck his head out and looked back—sure enough, there she was . . . almost up to his car, and coming 30 miles an hour."

UNIDENTIFIED

City Girl: "What is that animal over there?"

Farmer: "That's a Jersey Cow."

City Girl: "How can you tell when it has no license plate?"

ALARM

Neighbor: "Is your son hard to get out of bed in the morning?"

Student's Mother: "No. I just open the door and throw the cat on his bed."

Neighbor: "How does that waken him?"

Student's Mother: "He sleeps with the dog."

TEXAS AGAIN!

Texas housewife to husband: "Will you get the car out, dear, and drive the youngsters to the backyard so they can play?"

ALAS!

Hear about the octopus who fell into a cement mixer? Just a crazy mixed up squid.

ANNOUNCEMENT

Papa Gnu came home and Mama Gnu looked at him shyly and said, "I've got gnus for you."

HERE'S WHY . . .

One of the reasons trains have fewer accidents than automobiles is that the engineer doesn't drive with his arm around the fireman.

IN THE FULLNESS OF TIME . . .

One morning last week a small snail started to climb a cherry tree. A smart-aleck beetle stuck his head out of a crack in the tree and said:

"Hey, you dopey snail, you're knocking yourself out for nothing. There ain't no cherries up there."

"Don't let it worry you, bub," snapped the snail. "There will be when I get up there!"

RACKET

"Well, you can't say I made any noise coming in last night."

"No, but the men carrying you did."

NO WORRY ON THAT SCORE

This nagging, sour-pussed wife was a hypochondriac as well—often convinced that she was a very sick woman on the verge of death. During one of these dreary episodes she called her husband to her bedside. "Promise me," she said piteously. "If you ever remarry you won't let your new wife wear any of my clothes."

"Sure, sure, my dear," the husband answered briskly, "your clothes wouldn't fit Eloise anyhow!"

HUSBANDLY KINDNESS

Wife: "How do you like my new gown? I got it for a ridiculous price."

Husband: "You mean you got it for an absurd figure."

Recently a single girl came into her office and began passing out cigars and candy, both with blue ribbons. Somewhat puzzled and most surprised her co-workers asked the occasion. Proudly she displayed a solitaire on her left hand and announced: "It's a boy—6 feet tall and 185 pounds."

Housewife to vacuum salesman: "No, we don't want one but you might try the people next door. We use theirs, and it's terrible!"

Volume Increase At Arizona Auction

KANSAS CITY, Mo. — Continuing its rapid growth, Cornelius Livestock Co., located on the southeastern edge of Phoenix at the Southern Pacific's shipping point of Auction, Ariz., had a 20% increase in cattle sales at its livestock auction market the first six months of 1958 as compared to the same period last year, it was announced here from the office of the National Association of Livestock Auction Markets.

A total of 81,334 head of cattle were sold in that period compared to 67,913 head the first six months of 1957. Arizona feed lot and Arizona order buyers bought 49,529 head; Arizona range and pasture buyers bought 8,884 head; and western meat packers bought 10,925 head; with the balance being purchased by feeder and stocker buyers from California, Nevada, New Mexico, Colorado, and others from out of state.

The Cornelius Livestock Co. construct-

ed its present market facilities in 1954 and has sold 515,462 head of cattle for its consignors since opening in that year. It reached a record volume of 158,646 head of cattle sold in 1957.

The National Association of Livestock Auction Markets, after checking volume figures, estimates that, based on the rate of growth since 1954, the Cornelius market will likely reach a total volume of 200,000 head of cattle sold in 1958. It has become the largest market for feeder and stocker cattle in the far west in a short space of four years, the Association states.

The market operation is a partnership of Paul Cornelius and his two sons, Melvin and Bob. Melvin assumes responsibilities in the management of the stockyard operations in proper care and feed of the cattle consigned for sale. Bob is in charge of the office operations, accounting for sales and making payment to consignors. Lloyd Otten and Bud Whitney are the auctioneers on each of the two days of sale, Tuesday and Friday of each week.

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Men's Leather Wallets—Individually Boxed50	each	12
29 Pc. Drill Bit Set in Stand Up Index	4.25	each	single
¼ Inch Speedway Electric Drill	7.95	each	8
Men's Norelco Razor	12.57	each	12
Heavy Weight Rubber Car Rug Sets			
Assorted Colors	1.70	each	6
15 Foot Trouble Lite with Cage85	each	30
25 Foot Trouble Lite with Cage98	each	25
50 Foot Trouble Lite with Cage	1.44	each	20
100 Foot Trouble Lite with Care	2.19	each	10
9 x 12 Foot, Single Sheet Clear Plastic, Tarpaulin	.50	each	25
100 Foot Plastic Covered Wire, Clothes Line ..	.69	each	25
4 Paint Brush, Packaged69	each	25
3 Extension Cords—			
Packaged One Each—6, 9, and 12 Foot69	each	25
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1. Added Membership will make your Association a stronger influence in your community.
2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.
3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally — Example, licensing.
4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.
5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.
6. Added Membership in your Association will enlarge your circle of friends and business contacts.
7. Added Membership in your Association will give you greater personal security in the protective support of the Association.
8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.
9. Added Membership in your Association will assist you in any part of the country that your profession may take you.
10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.