

the AUCTIONEER

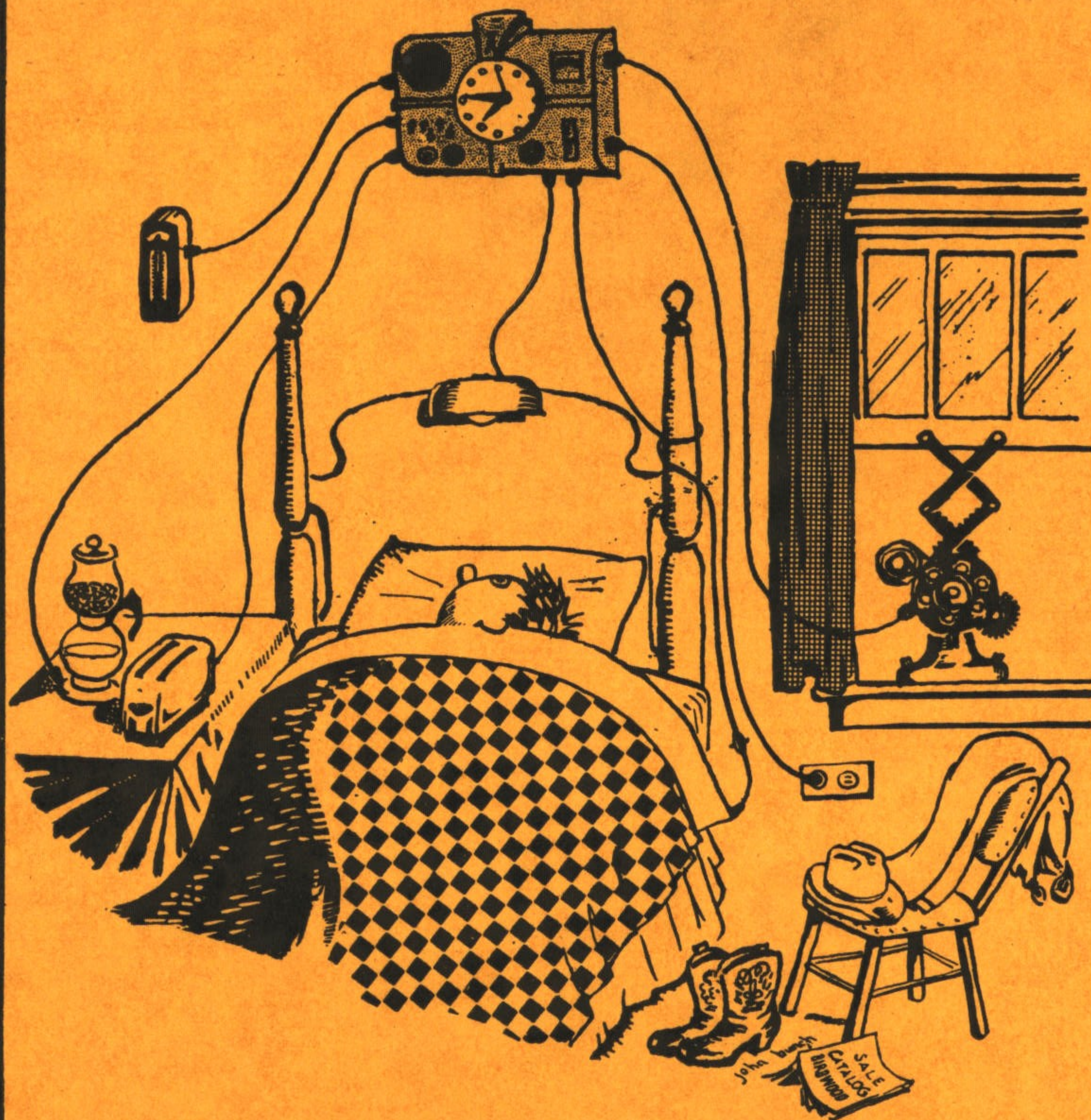


JULY
VOL IX

1958
NO. 7

TIME TO GET

ALL SET!



for...

**NATIONAL AUCTIONEERS
CONVENTION**

Hotel Statler, Buffalo, N. Y.

July 17-18-19, 1958

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Associate Editors
Col. B. G. Coats, Long Branch, N. J.
Col. Guy L. Pettit, Bloomfield, Iowa
Col. Walter Carlson, Triumph, Minn.
Col. "Pop" Hess, Worthington, Ohio
Col. Fred W. Smiley, Saginaw, Mich.
Col. C. E. Sandeffer, Topeka, Kansas
Col. Ernest T. Nelson, Renville, Minn.
Col. R. C. Foland, Noblesville, Indiana

The Editor reserves the right to accept or reject any material submitted for publication

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Subscription \$6.00 per year. Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half Page	22.50
Quarter Page	11.25
Column Inch	3.00

Copyrighted 1958
National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



National Auctioneers Association

President
Col. Harris Wilcox, New York

First Vice-President
Col. C. B. Smith, Michigan

Second Vice-President
Col. Ernest Freund, Wisconsin

Secretary
Col. Bernard Hart, Indiana

Treasurer
Col. Henry Rasmussen, Nebraska

Directors
(Terms expiring 1960)
Col. E. T. Sherlock, Kansas
Col. F. E. Fitzgerald, North Dakota
Col. James W. Martin, Nebraska
Col. George E. Michael, New Hampshire
Col. W. J. Wendelin, Texas

(Terms expiring 1959)
Col. C. B. Drake, Illinois
Col. Tom D. Berry, Pennsylvania
Col. Hugh McGuire, Iowa
Col. Jim Kirkemide, Kansas
Col. Henry F. Wilber, Michigan

(Terms expiring 1958)
Col. H. W. Sigrist, Indiana
Col. B. G. Coats, New Jersey
Col. Charles Kinsey, Michigan
Col. Carman Y. Potter, Illinois
Col. R. A. Waldrep, Alabama

EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

The President's Letter

Dear Friends:

As I write this, my last letter as your President, Wanda and I are in New Orleans, Louisiana, representing our organization at the Marketing Congress of the American National Livestock Auction Markets Association. Approximately 500 auction market owners from all over America, together with representatives of the U. S. D. A., State Universities and Farm Press are assembled in the Jung Hotel for this annual event.

We arrived by plane, Thursday afternoon, and have enjoyed a most interesting time in this historic old city. I addressed the convention Saturday morning. Meantime, we have been enjoying the "Creole" cooking and seeing the sights of the old French quarter and the bayou country of Louisiana. On Friday evening we had a "gumbo" dinner aboard the S. S. President and a ride up the Mississippi River with the entire group. We have eaten at the famous restaurants known as "Antoinettes" and "Armands". Last evening we heard Roberta Sherwood sing in the famous "Blue Room" in the Hotel Roosevelt. Today we joined the group in a bus trip which took us up to St. James Parish where we saw the famous "Oak Alley" plantation with its beautiful anti-bellum mansion and marvelous herd of Santa Gertrudis cattle.

I would like to take this opportunity to express to you all the appreciation we feel for your fine support while we have served as your representatives. Being your President has taken me many thousands of miles and leaves me with the impression that we have not yet more than "scratched the surface" of the potential which is ours in the N. A. A. and in the "Auction Method" of selling.

The "Auction Method" of selling is one of the great business frontiers of America. Our organization needs a stronger and more positive program to serve our profession. This can only be accomplished by dedicated auctioneers and their wives who will serve our organization and take time out of their busy lives to attend their State and National Conventions, to help plan and execute the progressive program which our profession needs and deserves.

While we must admit that our organization is in its infancy, much has been done and is being done to build our profession to its rightful place in our Nation's economy.

In our opinion one of the big challenges we face is to make our "Certificate of Membership in the N. A. A. mean more." Think about this problem!

Do continue to get good men into our organization for we need more strength. Meanwhile, thanks again for your encouragement and plan to come to Buffalo for the Convention, July 17-18-9. N. A. A. needs you and I believe you need the N. A. A.

As ever,
Harris Wilcox,
Pres., N. A. A.

Bits Of Thought

By R. C. Foland, Real Estate Auctioneer, Noblesville, Indiana

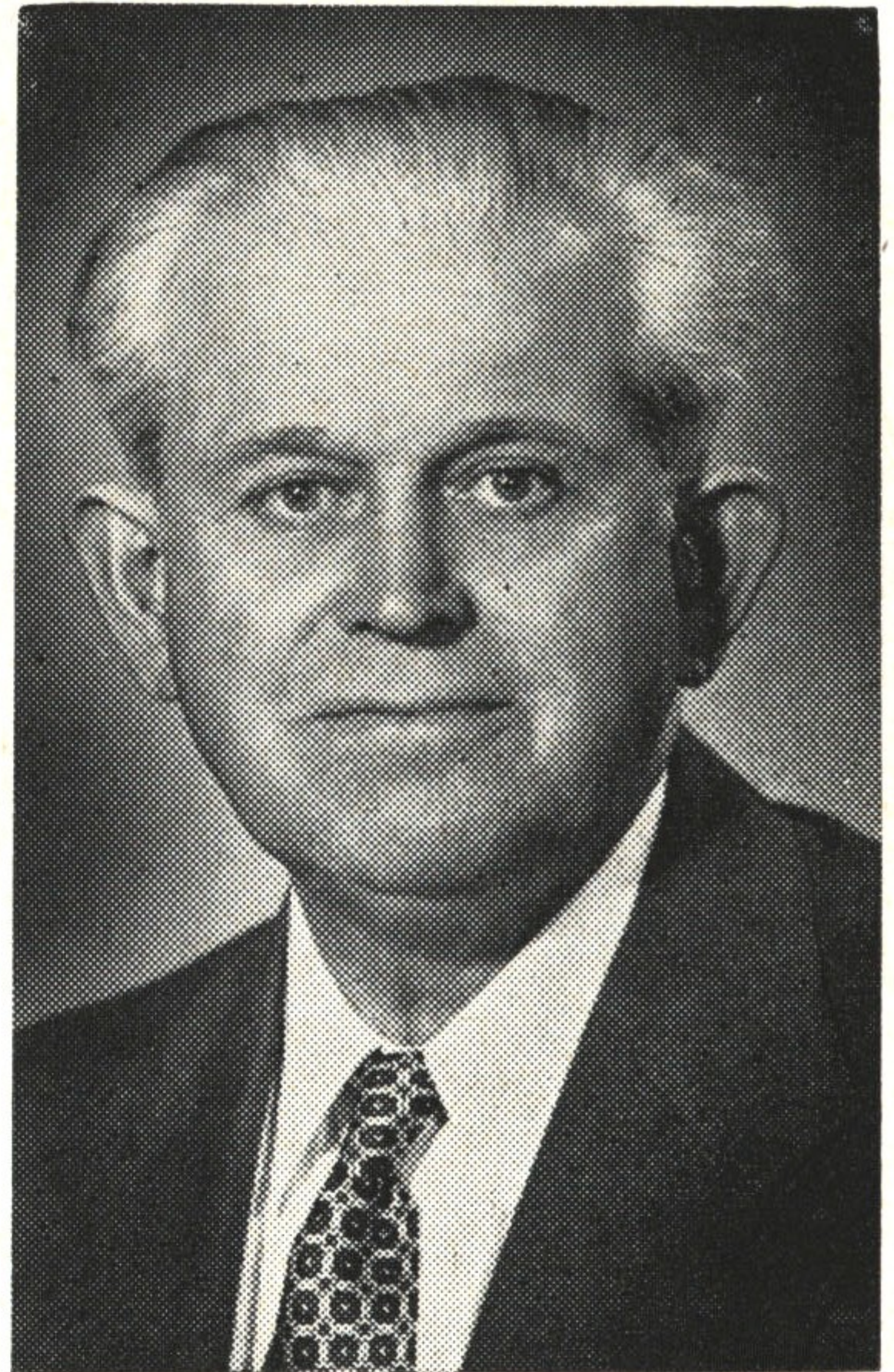
Someone has said "Every time there is a new law or regulation passed, it takes away from certain persons or groups certain rights and liberties."

Even though in one of our National Conventions a poll was taken, which clearly showed that the Convention went on record as opposing a license law governing auctioneering, yet the question seems to still be discussed both pro and con.

Of course there are merits to certain laws and who would deny the fact that some of them are good and necessary? In my judgment, however, the world has been over worked with regulations which have had a tendency to destroy the rights and privileges of people.

Some one advances the theory that we should have an auctioneer's license law with "teeth" in it and that all auctioneers should be bonded. It occurs to me that there are enough civil laws already against fraud and other misdemeanors to take care of auctioneers who violate their rights and privileges.

Auctioneers have certainly made great strides into the ethics of their honorable profession. Auctioneering has come to be recognized as having a very important part in salesmanship. The auction business has advanced greatly and thus far without being hampered by needless legislation. This is one profession that has been pushed to the front by good thinking and honorable auctioneers, who take pride in the fact that they have not made this progress by being bonded or forced into it. Place a child on his honor and you may expect him to make a strong effort to do right. The same rule applies to grown ups. As auctioneers may so regulate and conduct ourselves, that we stand out in the business world as examples of proper conduct. I refuse to believe that a license law with "teeth" in it will place in the hearts and minds of auctioneers the proper attitude and relationship to the business world. Give the people, who employ auctioneers, credit for having sense enough to dis-



criminate between an auctioneer and just a person.

The real estate license law is an example of regulations which has caused much inconvenience and should I say law breaking. I predict that in my state of Indiana, there is not a broker but what has violated some segment of the real estate license law. Do you not believe we are better off to do without a regulation which does not regulate? In my judgment nearly all cases of violations reported have been the out growth of spite or perhaps in some cases politics. It is indeed hard to legislate the fine qualities into individuals which make for good citizenship and character. Such qualities are genuine only when they come from the heart.

If all auctioneers in the United States were to write their own idea of what kind of a license law we need, we certainly would be in a "pell of a hess." Give us more justice and along with it a good portion of freedom and liberty.

I am informed that it has taken as much as 36 years to promote and put

into effect a real estate license law. In one state after many years, it was stated that one man "lone handed" was the governing factor in getting the law passed. This same person made the statement that \$2000 was spent for liquor to influence legislators. No wonder the law was so unpopular that it was so universally violated. Auctioneers who sell real estate very extensively will probably agree that the real estate license laws in most of the states are more harmful than beneficial.

Beware lest we plunge head long into regulations which we will later regret.

Personally I carry real estate license in a number of states. After 3 years,

one state under the license law made a report. In looking over this report I was intrigued with the statement that after 3 years there were only 21 convictions for violation of the new law. It was a source of gratification to me to learn I was associated with a group of real estate men with such a marvelous record. Of course I realize that the new law was broken many times without any complaints being filed. I predict however, that no major harmful violations were encountered even including the 21 convictions. Perhaps we need a less number of laws and more observance of those we already have. I care not what others may say, but as for me, give me liberty and freedom generated from within.

Should Auctioneers Have Professional Status?

By COL. B. G. COATS

If the Auctioneers of the United States ever expect to achieve professional status, the first major step toward such an objective is by debate through your state and national Associations.

Our aim should be to give Auctioneers professional standing to that of Doctors, Nurses, Architects, Engineers, Lawyers, Undertakers, etc. Why even barbers today are classified as professional through organization known as The Master Barbers' Association. They did not accomplish their objective over-night, but by constant work and building of their organization to the point of influence they succeeded. They have a voice in establishing the standards under which they function. Do the Auctioneers of the United States have a voice in local, county, state and national legislation as to the licensing of Auctioneers or as to the standards under which they function? The answer as you well know is a thousand times "NO." Every state Auctioneers Association should set up a committee to work with the necessary state authorities in their respective states in drafting the necessary legislation to give the Auctioneers professional status. After this is accomplished then your local,

county and state governments will welcome your suggestions as to the licensing of Auctioneers.

The tenor of every national convention for the past twelve years has reflected a desire to maintain high standards and there has been much talk both on the floor and that private chat in the corner relative to the professional standing of Auctioneers. But there it ends. Lip service will never get us anywhere. We have but to start the ball rolling and every Auctioneer in the United States will welcome such a constructive move. No organization can long endure on fellowship alone. True our problems during the past decade has been new members and while we have been forging ahead in memberships we have failed in our responsibility to the membership and to ourselves in not establishing a good sound constructive program with every new administration and then extending every effort towards the fulfillment of that program.

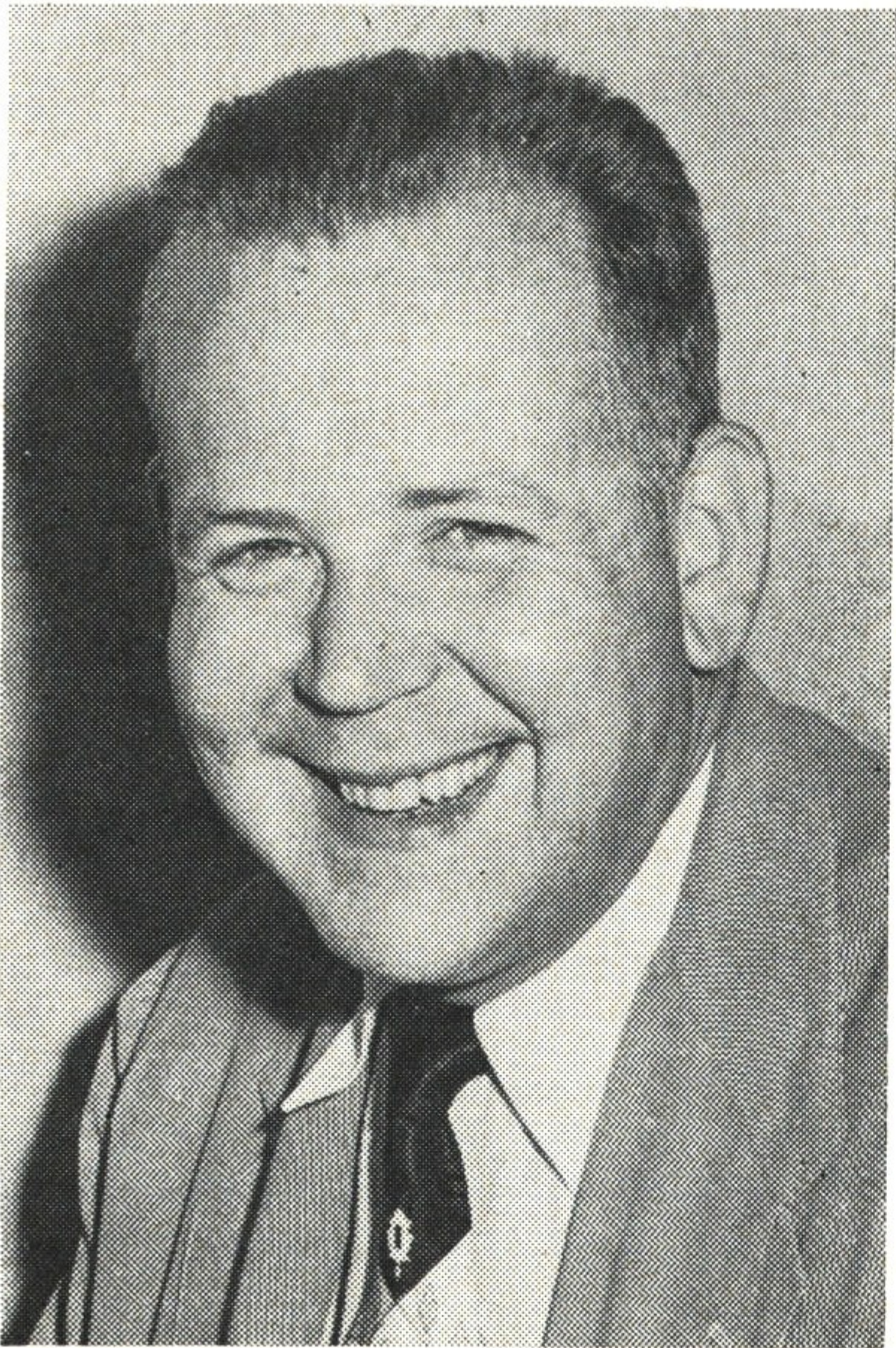
If you want professional status you are going to have to work and sacrifice, give of your time and effort. It will never be laid in your lap. It is absurd to think

that one can hang out a shingle today and call himself a professional Auctioneer. We must have standards and requirements. Who is going to establish the necessary qualifications to meet those standards and requirements? It will have to be done through cooperation of the national and state organizations.

May we at this convention take the preliminary steps that in time will give to auctioneering a professional status.

Convention Speaker

Alden L. Fox, farm program director of Radio Stations WBEN and WBEN-FM, Buffalo, N.Y., has accepted an invitation to speak at the 1958 National Auctioneers Convention in Buffalo. His topic will be "Radio Auction Advertising."



Known to his farm friends in Western New York as "Al" Fox, he is a familiar figure at practically all farm auctions within his listening area. "I get to meet more farmers, and more of a cross-section of farmers by attending auctions, than in any other way," says Al.

City born and bred, Al has had a varied career in the newspaper, wire service and radio industries. Following college at the University of Buffalo, Al joined the Buffalo Courier-Express as a

reporter covering the rural scene in 1937. After a three-year stint as Buffalo Night Bureau Manager for the United Press, he swung to radio and became a news announcer for Station WBNY in Buffalo, moving after a year to WHLD in Niagara Falls as news manager. In 1945 he became affiliated with NBC as news director and special events director at WIS in Columbia, South Carolina.

Returning to Niagara Falls in 1947, Mr. Fox was appointed assistant to the general manager of WHLD, in which capacity he continued until 1952 when he joined WBEN. In 1954 he took over the station's farm department when it was being carried on the books as a non-profit venture. Inside of a year he boosted the farm program's listening audience by 400% and changed its deficit to profit for the station.

In 1956, the program's air time was doubled to make room for more features and the additional farm advertisers who wanted to join the show as sponsors.

Al's alarm clocks go off at 2:45 a.m. six mornings a week in his farm home at North Boston, N.Y., some 20 miles south of Buffalo. He's in the city by 4 a.m. building the program that goes on the air from 5 until 6 a.m. The rest of the day is spent covering agricultural events in the area. During the agricultural "off-season" Al is in demand as a banquet speaker and toastmaster as various farm groups and organizations hold their annual meetings.

If Al has any secret for the success of his farm program it's this: "Find out from the farmers what they want to hear, then make sure they get it."

Al is a member of the National Association of Television and Radio Farm Directors, The Holstein-Friesian Association of America, The American Farm Bureau Federation, The Executive Committee and Board of Directors of the Erie County Extension Service, and the New York State Volunteer Firemen's Association.

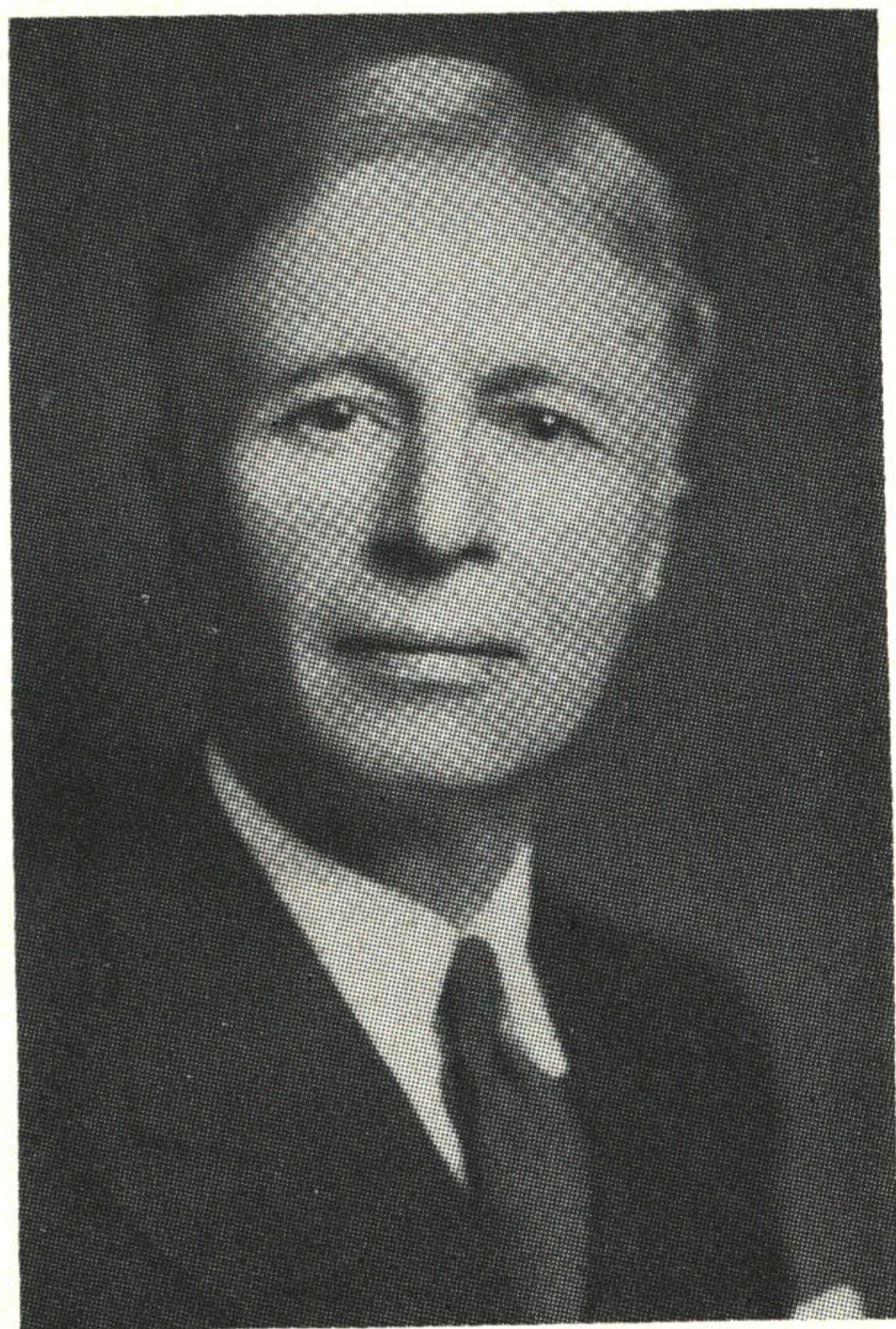
Ultimatum

"Isn't it just darling?" burbled the young matron, showing her husband a new lampshade.

"Darling or not," said hubby, "wear it to church and you go alone."

Convention Speaker

Center of contention and strife and busy as a beehive, the United States Bankruptcy Court for the Northern District of Ohio has as its senior referee an individual of intellect and of a wit so scintillant that he has been called by Raymond Moley in his national newspaper column "a modern Voltaire."



The Honorable Carl D. Friebolin

Judge Carl D. Friebolin (he was a judge of the Common Pleas Court) was born in Owatonna, Minn. His father was a minister of the Reformed Presbyterian Church. The judge attended public schools in Cleveland, Ohio, attended Adelbert College and was graduated from Western Reserve Law School; he has since had bestowed upon him an honorary Doctor of Laws degree by that school. For years he has taught the classes in bankruptcy at his former law school as well as classes of young graduate lawyers who aspire to become proficient in that field.

In his handling of tens of thousands of cases before the court since 1916, Friebolin has functioned with a philosophical patience, ministering to the victims of their own financial mismanagement with wisdom, justice and sternness.

Lemmon, S. Dak.

7 June 58

Dear Bernie:

Please find enclosed a check for \$10.00 for another membership. I set my goal for two members by convention time and almost didn't make it, but here it is.

Hope to see you in Buffalo.

Sincerely,
Bob Penfield

Of his legal abilities, the Journal of the American Bar Association says that "Carl D. Friebolin's reputation in bankruptcy and patent law is nation-wide. His decisions are accepted with respect and finality." The same Journal continues, "It is remarkable that so disciplined a legal mind can be the source, not only of thorough and profound judgment, but also a light, fanciful humor. It may well be that had Friebolin chosen to be deadly serious and stuffy all his life, his rapier-like mind would have carried him to the highest spots."

His early years were spent in the voluntary service of Tom Johnson and Newton D. Baker. His election to the lower House of the Ohio Legislature was followed by a term in the Ohio Senate, not completed because of his appointment to the Common Pleas bench of Cuyahoga County by Governor James M. Cox, who considered him one of the most brilliant and soundly talented young men in Ohio.

As a completely civic minded citizen, Friebolin has served, aside from his legislative duties, as President of the City Club of Cleveland, Director of the Citizens' Bureau, President of the Western Reserve College Alumni Association, trustee of the American Red Cross, President of the National Referees in Bankruptcy. In 1938 Friebolin was offered appointment to the United States District Court at Cleveland, which he declined.

On the obverse side of the coin: For 41 years, Friebolin has written the annual Anvil Review of the City Club (an organization hopeful of keeping politicians mentally alert and reasonably honest, and the ordinary citizenry the same). No holds are barred in this review of the

foibles, peccadilloes, machinations and manoeuvres of city, state and national big wigs.

In 1956, Cleveland, in a kind of spontaneous combustion, threw a dinner for Carl Friebolin, attended by almost a thousand leaders in arts, law and letters. In all of these he has been a active participant or alert bystander. As a speaker at the dinner Governor (now Senator) Lausche said: "You are the unyielding leader of the citizenry of Cuyahoga County."

Law and the theater are only two of his interests. The Judge still plays tennis in the summer and also plays a pretty good piano.

Convention Speaker

Raymond V. Hemming has been General Manager of Empire Livestock Marketing Cooperative since its organization in 1946. Before that he was employed by Swift & Co. and served for 14 years in various divisions of the Swift organization, mainly in New York City, Chicago, Ill. and Columbus, Ohio.

Hemming was the Empire marketing organization's first employee. Empire now operates nine livestock auction markets in New York State, and during 1957 its 150 employees helped 25,000 consignors market over thirteen and a half million dollars worth of livestock.

Born in St. Joseph, Missouri, in August, 1910, Hemming graduated from Central High School there, then attended the University of Missouri at Columbia where he was a member of Gamma Kappa chapter of Delta Tau Delta Fraternity.

Married to the former Miss Doris Smith of Arlington, Massachusetts, Mr. and Mrs. Hemming have two children, Sandra, 21, who graduated this June from the College of Arts & Sciences at Cornell University, and Penelope, 13, who attends the Boynton Junior High School. They live at 807 Mitchell Street in Ithaca.

Hemming is immediate past president of the City Club of Ithaca; is a member of Forest City Grange No. 288; the New York Farm Bureau; Ithaca Country Club; and the Statler Club. He is a member of the Livestock Advisory Coun-

As we go to press with this, our Annual Convention Issue, it is with sincere regret that we must report the serious illness of two fine ladies and the wives of two of the greatest builders and leaders in our organization.

Mrs. E. T. Sherlock, St. Francis, Kansas, has been in poor health for several months and is confined to her home.

Mrs. H. W. Sigrist, Fort Wayne, Indiana, is also confined to her home at 2326 Webster St. in that city, following major surgery.

While many of us are looking forward to greeting old friends at the National Convention, these two ladies would appreciate a word of greeting, too.

cil to the Animal Husbandry Department of Cornell University, and in 1956 was elected a Director of the New York State Council of Farm Cooperatives. He is a member of St. John's Episcopal Church in Ithaca, and a former member of the Vestry of that church.

Convention Speaker

Paul L. Good, native of Van Wert, Ohio, graduated from Ohio State University, Department of Animal Husbandry, 1938 and from Reppert's School of Auctioneering. In 1930 he and his brother Byron of Michigan State University, Dep't. of Animal Husbandry and his brother, Don, Kansas State University, Dep't. of Animal Husbandry, were elected to Hall of Fame, Ohio State University, Dep't. of Animal Husbandry. Paul sells purebred cattle, chiefly Angus and some swine throughout the United States and Canada. In summer of 1955 he spent time in the Argentine and in summer of 1956 in Scotland, studying the purebred livestock industry.

Good is married and has three children, Arthur, 19, Ann, 16 and Ava Kay, 5. The Goods live at ARTANNA Farm, Van Wert, Ohio and have purebred Suffolk sheep, Angus cattle and Shetland ponies.

Association of Wisconsin Auctioneers Has An Inspiring Convention

By ERNEST C. FREUND, Secretary

The Association of Wisconsin Auctioneers held their convention at Lake Delton at the beautiful Dellview Hotel on June 4th.

The meeting was opened by President W. R. Ingraham of Beaver Dam and the highlight of the day was the presence of our National Secretary, Bernard Hart. He favored us with a wonderful and inspirational talk after our noon luncheon. It was particularly of interest to hear someone from the National Association and find out the progress the auction profession is making.

A topic of interest that was well covered was that of beef cattle auctions. Long known as a great dairy state, Wisconsin is rapidly increasing its beef production and this calls for auctioneers to be prepared to conduct sales of market cattle. E. R. Hauser, Associate Professor, Department of Animal Industry of the University of Wisconsin, explained this subject in his talk entitled, "Livestock Trends."

Peter E. May, Director of Public Relations of the Equity Coop. Livestock Sales Association spoke on the subject of "Livestock Auction Markets." The firm with which he is affiliated is now operating two weekly livestock auctions and plans to expand to several different locations in the future.

Other speakers were: State Representative Walter B. Calvert, covering the subject of Legislation and Auctions; and Col. Douglas Steltz, Commercial Auctions. Col. Steltz, president of Douglas Corporation, Milwaukee, expressed the opinion that the number of that type auctions would increase considerably during the next few years.

New officers elected were: President, Col. Don Lloyd, Oshkosh; Vice-President, Col. Joe Donahoe, Darlington; Secretary-Treasurer, Col. Ernest C. Freund, Fond du Lac. Added to the Board of Directors were: Col. Russell Schroeder, La Crosse, Col. Douglas Steltz, Milwaukee; and Col. Jim Gavin, Reedsburg.

Final events of the afternoon session was a round-table discussion.

The convention was well attended with an increased attendance over previous conventions. All auctioneers were thrilled with the progress of the acceptance of the auction method of selling as the best way to sell, not only the personal but also real estate. Most of the auctioneers reported selling more real estate at auction than in the past year, which speaks well for their efforts in doing a good job.

The membership of the Wisconsin Association is increasing each year. On the basis of a survey, approximately 20% of the auctioneers of Wisconsin belong to our organization. Wisconsin is on the march, but we must not relax. There are many good auctioneers that should belong to this great selling fraternity.

Auxiliary Is Formed By Wisconsin Ladies

Meeting at the same time and place as the Wisconsin Auctioneers Association, the wives of the auctioneers organized a Ladies Auxiliary to that group.

Mrs. Vince Hanson, Manitowoc, and Mrs. Walter Heise, Oconto, conducted the pre-organization meeting. Officers elected for the new group were Mrs. Don Lloyd, Oshkosh, President, and Mrs. Douglas Steltz, Milwaukee, Secretary-Treasurer.

Realizing the importance of every auctioneer having a good help-mate, the members of the parent organization are wishing the Auxiliary a lot of success.

9 O'CLOCK BREAK

"I have a remarkable secretary," said one harrassed looking business man to his friend at lunch. "This girl," he continued with a sigh, "has an unusual brain. It starts working the moment she gets up in the morning, and doesn't stop until she gets to my office."

Successful Meeting Held By Minnesotans

Long Prairie, a most progressive and aggressive city in North Central Minnesota, was the site of the ninth Annual Convention of the Minnesota State Auctioneers Association. Nothing was left undone by the Chamber of Commerce and the business men of Long Prairie, and with auctioneers present from every section of the state, the event was a success from the start.

Opening with a get-acquainted luncheon at noon, Friday, June 6, the key to the city was presented by the Mayor, Phil Bergh, during his word of welcome. Frank King, Prosecuting Attorney of the home county, was also a luncheon speaker.

Auction Liability, a subject interesting to all auctioneers, was discussed by Ted Downing, Des Moines, Iowa, who is affiliated with one of the leading insurance companies. He was sponsored by the Houle Insurance Agency of Brainerd, Minn. This agency offers a low cost liability insurance policy to members of the Minnesota State Auctioneers Association and this was also explained by Mr. Downing.

The balance of the afternoon was spent in discussing auction legislation with Frank Sloan of Minneapolis, as discussion leader. This same subject was not completed until the following forenoon.

The VFW Club in Long Prairie furnished both the facilities and the meal for the banquet held Friday evening. Col. E. T. Nelson, Renville, Minn., gave the main address of the evening. The film of the 1956 National Auctioneers Convention was shown followed by a highly successful Fun Auction. Special guests included the Mayor, Sheriff and a member of the City Council. All of these men were generous bidders in the Fun Auction.

Speakers on Saturday morning were Bernard Hart, Frankfort, Ind., Secretary of the NAA and Clifford Lofvegren, State Senator from Alexandria, Minn., and the only auctioneer in the Minnesota legislature.

Officers elected for the coming year

Tennessee Meeting

Officers of the Tennessee Auctioneers Association have called an important meeting for all auctioneers in that state for Monday, July 7. The meeting will be held in the Noel Hotel at Nashville, beginning at 10:00 A.M.

Col. Jim McCord, Ex-Governor of Tennessee, has been secured as the principal speaker on the program. Various matters of business will be discussed including the adoption of the Constitution and By-Laws.

were: President, Paul Hull, Austin; Vice-President, Floyd Munsell, Franklin; Secretary-Treasurer, Frank Sloan, Minneapolis. Added to the Board of Directors were retiring President, Roscoe Davis, Madison Lake; Fred Radde, Watertown; Tom Gould, Minneapolis; and M. C. Maranell, Woodstock.

Saturday afternoon, the final event of the two day program was a large charity auction held on a vacant lot in cooperation with the Long Prairie Chamber of Commerce.

Wives of the auctioneers were entertained with a tour of a large publishing plant and a milk processing plant on Friday. On Saturday they had a special luncheon.

Plans for the tenth annual meeting of this group are already underway. St. Peter, Minn., was chosen as the site and the dates will be Friday and Saturday, June 5 and 6, 1959.

Age Is No Barrier

Robert Gerhart, 11-year old member of the National Auctioneers Association from Goshen, Ind., shared the auctioneering duties with Mayor Ray B. Messick of the same city recently. They conducted an auction of donated items for the benefit of the Boys Club of Goshen, the proceeds to be applied to the building of a swimming pool at the club.

Gerhart is probably the youngest member of the NAA.



These are auctioneers and their wives who attended the evening banquet at the Kansas Auctioneers Convention, last month, in Abilene. Note the room was almost too small to accommodate everyone.

Kansans Hold Third Annual Convention

The Sunflower Hotel in Abilene was the site of the Third Annual Convention for the Kansas Auctioneers Association on June 1. A representative group of auctioneers and their wives from all sections of the state turned out for the all day meeting.

The evening before a benefit auction, for the new Eisenhower Presidential Library to be erected in Abilene, was joined in by members of the KAA and the results were very satisfactory. The funds derived therefrom were presented to Clyde N. Quick, manager of the Abilene Chamber of Commerce during the evening banquet program.

During the day, short talks were heard from Mayor C. W. Samuelson, Mr. Quick, Bernard Hart, Secretary of the NAA, and the various committee reports. A general discussion in which all those present participated, was also a feature of the afternoon program.

Zula Bennington Greene, columnist for the Topeka Daily Capital, was a most interesting luncheon speaker. She is known throughout Kansas as "Peggy Of The Flint Hills," which is the title of her daily column.

William Proctor, auctioneer-minister of Topeka, was the banquet speaker. His address entitled, "I've been run out of my peapatch for the last time," emphasized the great need for leadership among Americans today. It was a very inspiring and constructive address.

A quartet of girls also entertained during the banquet with musical numbers. Col. L. R. "Rudy" Ketcherside, Topeka, served capably as convention chairman and toastmaster.

Col. Melvin Richardson, Ellinwood, was elected to serve as president for the coming year; Col. Gene Watson, Hutchinson, was elected to the vice-presidency; and Col. C. E. Sandeffer, Topeka, was re-elected secretary-treasurer.

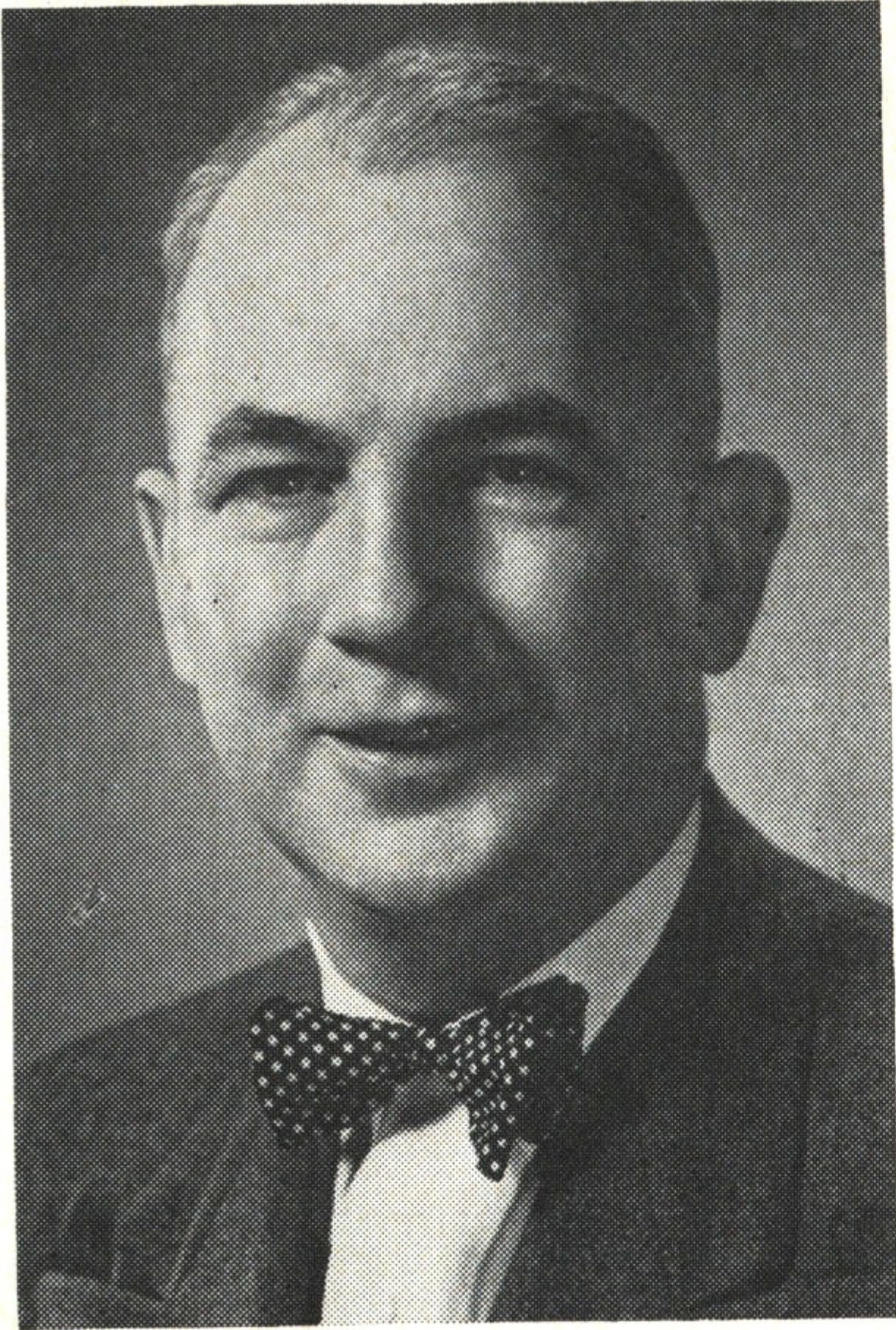
Retiring president, Col. Mike Wilson, Muscotah, and Col. Carl Schnell, Abilene, were elected to three year terms on the board of directors.



Henry Rasmussen, St. Paul, Nebraska, and Treasurer of the National Auctioneers Association, takes his turn at selling during the benefit auction for the Eisenhower Presidential Library. Col. C. E. Sandeffer, Secretary-Treasurer of the KAA, is with him. This was a part of the program of the Kansas Auctioneers convention and took place in Sterl Hall, Abilene.

Convention Speaker

Edmund J. Keane, Vice-President of the Merchants National Bank and Trust Co., of Syracuse, N. Y., has accepted an invitation to address the 1958 National Auctioneers Convention.



Mr. Keane is a graduate of Syracuse University and began his business career in the automotive field advancing to District Sales Manager of the Pontiac Division of General Motors. He joined the staff of the Merchants Bank in 1938, his first position was developing automobile lending in the Installment Loan Department.

In 1940, Mr. Keane originated the Merchants Bank Farm Auction Service and has developed and worked exclusively on the bank's agriculture program since that time. He was invited to participate in the famous Earlville Sales, to extend credit where needed since 1948. He attends all sales held there and thus extends the bank's services to a much larger area.

Organizational activities are many for Ed Keane. He is chairman of the N. Y. State Fair Committee of the Syracuse Chamber of Commerce; member of Advisory Committee, N. Y. State Fair; member of Advisory Committee, N. Y. State Bankers Association, School of Ag-

riculture at Cornell University; General Executive Chairman, National Holstein-Friesian Association Convention, 1950; Director of New York State Holstein-Friesian Association; Key Banker, Onondaga County; former Chairman, Agricultural Committee of the New York State Bankers Association; member of Onondaga County Farm Bureau; Vegetable Growers Association; Farm Implement Dealers Association.

Ed frequently speaks before farm groups and associations and because of his habit of being out on farms throughout this area he is frequently referred to as "The Barnyard Banker." Working with dealers and farmers, he is especially helpful as he understands the problems of both.

Missouri Auctioneers Elect New Officers

Sunday, June 8, was an extremely hot and humid day in Chillicothe, Mo., which may have had some effect on the attendance at the annual summer meeting of the Missouri Auctioneers Association. However, those who attended enjoyed a hearty Smorgasbord at noon as well as an enjoyable day of fellowship.

Guy L. Pettit, Bloomfield, Iowa, was the principal speaker on the program and came through in his dependable fashion with an address that was inspirational and educational. Bernard Hart, Secretary of the NAA, also spoke briefly.

Hugh Morehead, Milan, was elected President for the coming year and Paul Halsey, Marshall, is the new Vice-President. H. Willard Arnaman, Unionville, was selected for the post of Secretary-Treasurer.

Bill McCracken, Kirkwood, retiring President, was elected to the Board of Directors along with Hugh Campbell, Chillicothe; Boyd Michael, Kansas City; C. C. John, Kansas City; and Olen Daniel, Sedalia.

It was voted to have the annual winter meeting at Sikeston, Mo., on January 11, 1959.

He: "May I kiss you?"

She: "Heavens! Another amateur!"

It Is Convention Time

By COL. POP HESS



This time I made it five days before deadline date. This being the last issue before the National Convention I am sure many pages will be devoted to that great event.

In past years I have given my two cents worth on the subject of the convention in this particular issue. Not too often have I had the chance to attend these events and in my case you hear from me each month and what I would say if I were there would be a repeat. But if I were active and working the sales as of days gone by I would be there for the opening gun and would want to pull the trigger for the last shot at the close. This should be the attitude of ALL auctioneers, young or old, who want to be or are in active service.

From the letters I receive each year it is the statement from each who have attended that any auctioneer, young or old, should not miss this yearly event. So boys, be sure and go. The New York auctioneers have gone all out to greet you at Buffalo, and let's back them up and attend.

Last Sunday, our Ohio Auctioneers Association held their mid-summer meeting and the attendance was good. It was a good program all the way with fried chicken and the trimmin's for the banquet dinner. The boys came up with a new item on their program this time. The president for this year is John Watson, Pataskala, and he set up a Panel Discussion to replace the second guest speaker.

This 'took root' and all the boys seemed to think this type program was good for all, bringing out questions and answers that was food for thought for one of any number of years experience in auctioneering. Similar discussions will be looked forward to in future meetings. The Panel consisted of Ohio auctioneers who spe-

cialize in various types of auctions with the President as moderator. All questions were submitted in writing.

Since writing the June column I have received letters from various places with all sorts of lumbago cures as well as how to get off 'limbs.'

This month I will not venture into further discussion of many items that could be interesting reading for some, disgusting for others. This is the last issue of the current fiscal year of the NAA as their years run from Convention to Convention which is always in July. We skip a month in publishing THE AUCTIONEER, (August) and then begin the new year with the September issue.

This writer's term as Associate Editor expires with this issue but will be back on next year's staff if invited, if no column in September, then you will know that no invite was made. I am quite sure all auctioneers throughout the land are in strong accord that our fine Secretary and Editor, Col. Bernie Hart, will be returned to his present position. His past years of good service on the job is very worthy of mention and he is the best 'bug eradicator and correction editor' this writer has had in a life time. All my former editors who have received my words in writing will be ready to testify, "He needs 'em."

Now for the coming convention—I am getting itchy to attend. I took note that our Ohio boys and the Ladies' Auxiliary were making plans to have an Ohio headquarters in the Hotel and on Friday morning, an Ohio Breakfast. I also note other states have similar plans in mind.

Each year a good convention has been held and this year will top them all as I see the prospects through my window. So you, Mr. Auctioneer and the Mrs., plan to go and if you can't go, send the

Mrs. She will be safe and in good company. If the Mrs. can't go, you come anyway. She can be assured you will be kept straight and sent home unharmed. All auctioneers on the job have had a fine year and it is vacation time. Spend a part of it by going to the **National Auctioneers Convention, Statler-Hilton Hotel, Buffalo, New York, July 17-18-19.**

Now my suggestions on topics to be aired at the convention:

(1) An Auctioneers Association for every State in the U. S.

(2) Every State Association collect a membership fee that includes both State and National membership.

(3) Find a 'Moses' who could come up with a plan that would interest the many thousands of auctioneers who should become members of State and National Auctioneers Associations.

Do you know if the average run of auctioneers of the U. S. would turn out in one body to a convention it would be a 'whopper' and would make an organization as strong as Plymouth Rock?

Also, I want to take a 'shot' at R. E. Fortna on his suggestion about 'Cols' on auctioneers' names. (Ref. March, 1958

issue on SPCAC). You know I have had some comments both ways on that question and feel it should be a good discussion topic.

Well boys, this is about it as I close my column for the year. I think my first column started back in 1951, or near that time and I have enjoyed every minute spent in trying to come up with something worthwhile for the auctioneer and the auction sales as a business and profession.

Chicago Yards Set Fall Feeder Sales

CHICAGO, Ill. — Five feeder cattle sales will be held at the Chicago Stock Yards this fall according to an announcement by Frank Flynn, general manager and vice president.

Dates for the 1958 sales are September 12, September 26, October 10 and November 7. The 14th Annual Chicago Feeder Cattle show and sale, the largest of its kind in the nation, will be held October 23, 24 and 25.

Advertise the NAA



Let all the world know that you are an Auctioneer and that you are a member of the National Auctioneers Association, with,

GOLD LAPEL BUTTONS: They attract a lot of attention because they are attractive — \$2.50 each postpaid.

ELECTROTYPES OF THE NAA INSIGNIA: Use them on your letter-heads, envelopes, business cards and other advertising. They add distinction. \$2.50 each postpaid.

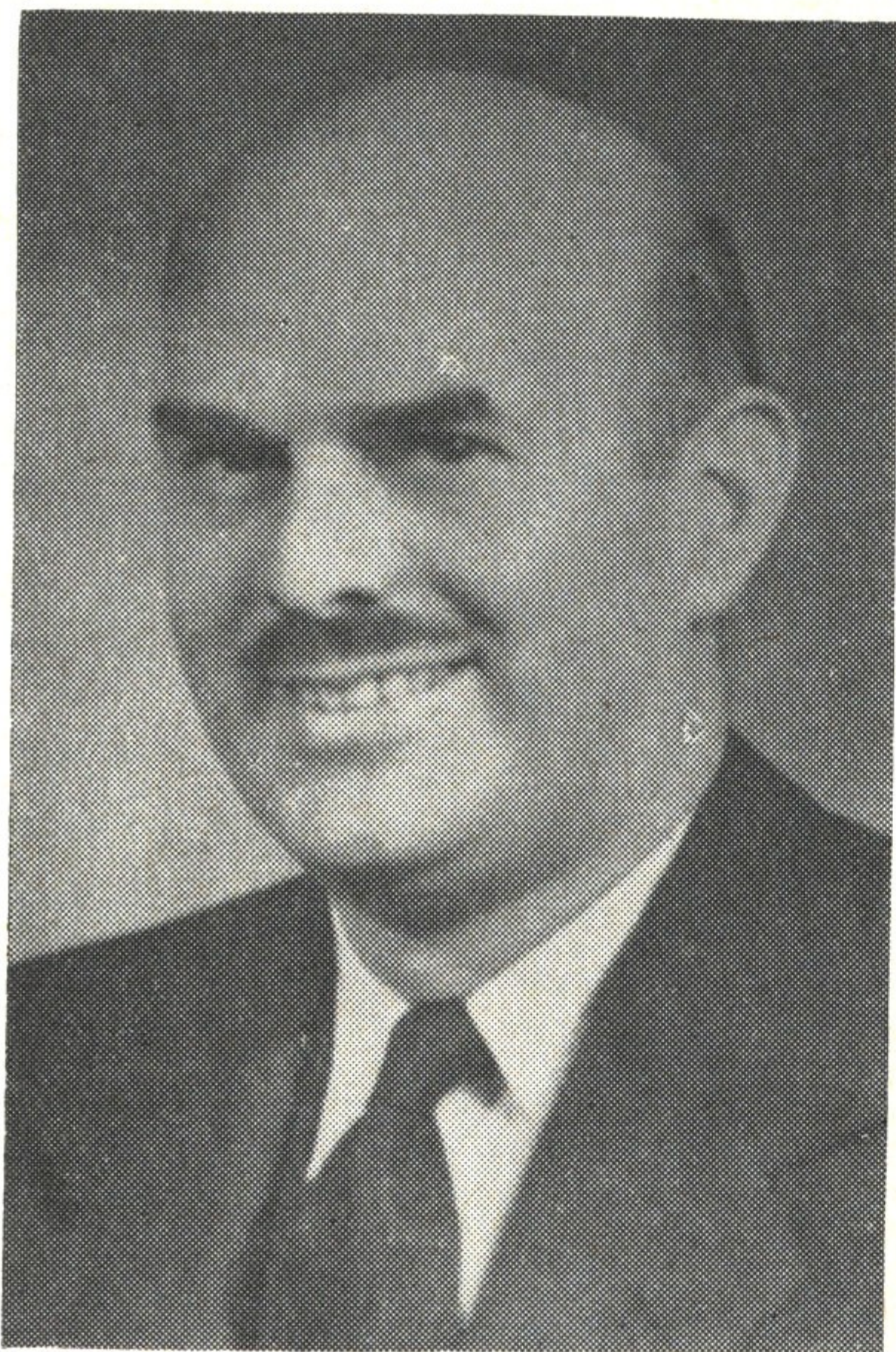
DECALS: Three color decals, 4 inches in diameter. Place them on the windows of your office, on your automobile and other conspicuous places. They can be used either inside or outside — on glass or other flat surfaces. 50c each or 3 for \$1.00 postpaid.

Send your order with remittance to

THE AUCTIONEER, 803 So. Columbia St., Frankfort, Indiana

New Hampshire Group Elects Ray G. Houle

At a recent meeting of the New Hampshire Auctioneers Association held in Concord, Ray G. Houle of Intervale, was elected President for the coming year. Col. Houle is well known in the North Country as the Yankee Pedlar and his auction business has led him into liquidations and auctions of all types. He maintains a regular place of business for the sale of antiques and other merchandise in the heart of New Hampshire's ski region.



Col. Ray Houle

C. Lovell Bean of Concord was elected as Vice-President; Treasurer, John Zyla, Manchester; Secretary, George Michael, Rochester; and directors Silas Rowe, Henniker; Harold Buckman, Ashland and George Peverley, Canterbury.

The members discussed plans for promotion for the coming auction season and reaffirmed their pledge to the Code of Ethics of the National Auctioneers Association as the basis on which they conduct their business in the interests

of better auction service to those who need it.

New members voted in were Ted Langdell of Wilton, known as New Hampshire's biggest auctioneer. Ted does all the outstanding livestock sales in the state and many in New England. Norman Larock of Charlestown who is an assistant to Eddie Morrill, one of the NHAA charter members, was also accepted as a member.

A discussion was held on getting a group to attend the NAA Convention in Buffalo this year. The Fall meeting will be held Monday, November 17 at the Eagle Hotel in Concord at 6:30 P.M. All auctioneers from anywhere are invited to attend.

Fred Smiley Heads Michigan Auctioneers

Fred W. Smiley, Saginaw, was elected as President of the Michigan Auctioneers Association, in a meeting held in Lansing. Other officers elected at this meeting were W. C. Adams, Dundee, 1st Vice-President; Charles Kinsey, Detroit, 2nd Vice-President; and Garth Wilber, Bronson, was re-elected to the post of Secretary-Treasurer.

Other business conducted was the adoption of a new set of by-laws which practically coincide with those of the National Auctioneers Association. A Blue Book is being readied for distribution and it will be a good deal larger than the 1957 edition.

Harris Wilcox, President of the NAA, was the main speaker on the program and his address was described as outstanding.

A committee was appointed to work out arrangements for Michigan auctioneers to travel as a group to the National Convention in Buffalo.

HE MIGHT OBJECT

Nurse: "The man in Ward 10 doesn't think we're giving him enough attention, Doctor."

Doctor: "Well, give him whatever he wants."

Nurse: "But my husband is terribly jealous."

Who Will You Choose?

By Col. B. G. Coats

The time has arrived when every member of the National Auctioneers Association should be present at the national convention to pass judgement on those selected to administer the management and affairs of our Association for the next twelve months.

Our Association is blessed with excellent material from which to draw upon, not only for the elective offices but for the various committees. Members who are qualified, willing, enthusiastic and possessed of a burning desire to be of service. May each of us give serious thought to every candidate for office; his capacity for planning, his ability to organize, his acceptance for the ultimate responsibility for the success and accomplishments of a constructive program, his knack for making the correct decisions not for just today but for reaching well into the future.

Perhaps as important as all these is his ability to draw upon the hundreds of members as sources of information. They must direct the energies of the membership into the channel of expansion and progress. They cannot drift on the coat tails of this successful administration and expect to advance. They must inject a strong and vigorous leadership that will command the respect and admiration of every member, the respect and admiration of the public.

Those that you choose will be charged with a responsibility that cannot be shifted to "LET JOHN DO IT." Every elected officer shall be expected to fulfill his obligation. The National Auctioneers Association is rapidly going forward. We cannot lose ground but must at all costs and sacrifices hold our gains and continue our forward march.

To the outgoing administration, Col. Harris Wilcox, President, and his staff of officers, my congratulations for the most inspiring and successful year in the history of our Association, not only successful in an increase in membership to the largest of any previous year, but in the many accomplishments during your

tenure of office. You are to be commended upon the many sacrifices you have been called upon to make and in every instance unselfishly in the interest of the National Auctioneers Association. You have been aided most admirably by one who has executed the responsibilities of his office with dispatch, varacity and efficiency, at times under most trying circumstances. As Secretary and Editor of "The Auctioneer" Col. Bernard Hart, has throughout every day of the year been working for your interest and the results of his efforts have reached into every state.

To everyone who has labored so hard to make this current administration the most successful in the history of our Association my sincere congratulations.

Convention Tips

1. Plan your own participation in the convention from the moment you decide to attend.

2. Avoid disappointment; make your reservations far in advance. State plainly the type of hotel room you would like and the price you are willing to pay. If your plans are unexpectedly changed, you can cancel your reservations without obligation.

3. Write or telephone men from distant places—men you hope to sit down with during off-hours at the convention—and make appointments to get together.

4. Check over personalities appearing on the program. Are there any men here whose experience makes them able to give you a general steer in the right direction? Make sure you attend their sessions and if necessary for additional information, see them afterward.

5. Jot down specific problems that now confront you in your business. Plan to find men at the convention who can discuss them, help find a solution.

6. Capitalize on meal-time hours. Arrange to eat with different groups of business friends each meal.

IN UNITY THERE IS STRENGTH

7. Make a point to see and be seen by all of your competitors. Swap a story of an experience with them. Let them realize that you are a cooperative competitor.

8. Plan to spend at least some time with old friends and new in an old-fashioned bull session. Many a tip, more valuable than any in the best planned program, is dug out of just such informal talk.

9. Keep a list of all new acquaintances made at the convention. Write them when you get home and keep in touch with them between sessions.

10. Know your limitations. Overabundance of food and drink and underabundance of sleep make Jack—or anyone else—a dull boy.

Committees

RESOLUTIONS COMMITTEE

Col. E. T. Sherlock, Chm., Kansas
Col. F. E. Fitzgerald, North Dakota
Col. R. A. Waldrep, Georgia
Col. C. B. Drake, Illinois
Col. Clinton A. Peterson, Iowa
Col. William O. Coats, Michigan
Col. C. E. Cunningham, South Carolina
Col. Bob Amen, Colorado

GRIEVANCE COMMITTEE

Col. James W. Martin, Chm., Nebraska
Col. H. W. Sigrist, Indiana
Col. Ralph Rosen, New York
Col. B. G. Coats, New Jersey
Col. Tom D. Berry, Pennsylvania
Col. Henry F. Wilber, Michigan
Col. James E. Liechty, Indiana
Col. Dick Kane, Nebraska

1959 CONVENTION SITE COMMITTEE

Col. C. B. Smith, Chm., Michigan
Col. W. J. Wendelin, Texas
Col. Hugh McGuire, Iowa
Col. Ernest Freund, Wisconsin
Col. Paul Dillehay, Colorado
Col. T. J. Moll, Illinois
Col. Orville R. Moore, Kentucky
Col. Wayne Cook, Texas

AUDITING COMMITTEE

Col. Carman Y. Potter, Chm., Illinois
Col. Jim Kirkemide, Kansas
Col. Charles Kinsey, Michigan

Col. George W. Skinner, Indiana
Col. Gene Slagle, Ohio
Col. R. M. Stewart, Pennsylvania
Col. Chas. O. Rainwater, Tennessee
Col. E. T. Nelson, Minnesota

The following members of the New York State Auctioneers Association have been and will continue to serve on the respective committees which are responsible for the planning and handling of our 1958 National Convention:

General Convention Chairman

Col. David H. Tracy, Pavilion, N.Y.

Program Committee

Col. Victor Kent, Chm., Hinsdale, N.Y.
Col. Harold Spoor, Baldinsville, N. Y.
Col. Donald Kent, Hinsdale, N.Y.
Col. Ray Field, Onondaga Hill, N.Y.

Entertainment Committee

Col. Kenneth Rice, Chm., Hamburg
Col. Matthew J. Anderson, Buffalo
Col. Herbert Wilson, Grand Island, N.Y.
Col. Howard Davis, Buffalo, N.Y.

Reception Committee

Col. James Landen, Chm., Lockport
Col. C. W. King, Brewerton, N.Y.
Col. Charles Backus, Mexico, N.Y.
Col. Arnold Ford, Constableville, N.Y.

Publicity Committee

Col. Irwin Murray, Chm., Ballston Lake
Col. Tim Anspach, Albany, N.Y.
Col. Howard Hovey, Scotia, N.Y.
Col. Clinton Searls, Elba, N.Y.

IN MEMORIAM

The deaths of five NAA members have been reported to "The Auctioneer" during the past fiscal year. They are:

Col. Russell A. Tinsman, Hackettstown, N. J.

Col. Maxwell L. Kallor, New York, N. Y.

Col. Paul F. Bockelman, Sr., Sioux City, Ia.

Col. Edwin A. Boyer, Bowmantown, Pa.

Col. Herman F. Schilling, Sr., Norfolk, Nebr.

FRONT OFFICE MANAGER

The Statler Hilton

Delaware Ave., at Niagara Square

Buffalo 5, New York

Please reserve accommodations as checked (✓) below:

Name _____
(Please Print)

Address _____

City _____ State _____

RESERVATIONS will be held only until 6 p.m. on day of arrival unless later hour is specified.

Date Arriving _____ Hour _____ A.M.
P.M.

Date Departing _____ Hour _____ A.M.
P.M.

Room and Bath	6.00 <input type="checkbox"/>	7.50 <input type="checkbox"/>	9.00 <input type="checkbox"/>	10.50 <input type="checkbox"/>
for One	7.00 <input type="checkbox"/>	8.00 <input type="checkbox"/>	9.50 <input type="checkbox"/>	11.00 <input type="checkbox"/>
Per Day		8.50 <input type="checkbox"/>	10.00 <input type="checkbox"/>	12.50 <input type="checkbox"/>
Double-Bed Room	9.00 <input type="checkbox"/>	10.50 <input type="checkbox"/>	12.00 <input type="checkbox"/>	13.50 <input type="checkbox"/>
with Bath	9.50 <input type="checkbox"/>	11.00 <input type="checkbox"/>	12.50 <input type="checkbox"/>	14.00 <input type="checkbox"/>
For Two—Per Day	10.00 <input type="checkbox"/>	11.50 <input type="checkbox"/>	13.00 <input type="checkbox"/>	15.50 <input type="checkbox"/>
Twin-Bed Room	10.00 <input type="checkbox"/>	13.00 <input type="checkbox"/>	15.00 <input type="checkbox"/>	17.00 <input type="checkbox"/>
with Bath	11.00 <input type="checkbox"/>	14.00 <input type="checkbox"/>	15.50 <input type="checkbox"/>	18.00 <input type="checkbox"/>
For Two—Per Day	12.00 <input type="checkbox"/>	14.50 <input type="checkbox"/>	16.00 <input type="checkbox"/>	20.00 <input type="checkbox"/>

More Than Two Persons in One Room:

For each addition person in Double or Twin-Bed Room, the extra charge is \$4.00 per day.

SUITE — Living Room, Bed Room and Bath

For One—Per Day	24.50 <input type="checkbox"/>	31.00 <input type="checkbox"/>
For Two—Double Beds	27.50 <input type="checkbox"/>	34.00 <input type="checkbox"/>
—Twin Beds	38.00 <input type="checkbox"/>	47.00 <input type="checkbox"/>

If a room at the rate requested is unavailable, one at the nearest available rate will be reserved.

CONVENTION PROGRAM

WEDNESDAY, JULY 16

P. M. National Board of Directors Meeting. Place to be announced

THURSDAY, JULY 17

A. M.

9:00 Registration, continued through day (also Wed. night) on the Mezzanine.

9:00 to 11:00 Coffee served in the Grover Cleveland Room by the New York State Auxiliary.

10:00 Meeting of Reception Committee

10:30 Meeting of Resolutions Committee

11:00 Meeting of 1959 Convention Site Committee

11:00 Meeting of Auditing Committee

12:00 Luncheon, Empire State Room, Edward H. Kavinocky, Speaker

P. M.

2:00 Invocation

2:05 Welcome — Frank A. Sedita, Mayor of the City of Buffalo

2:20 Introduction of Convention Chairman

2:30 President's Address — Harris Wilcox

2:50 Address — Col. Dittman Mitchell, Fayetteville, Ark.

3:00 Ladies Auxiliary Tea, honoring the National Auxiliary Officers, in the Buffalo Room

3:20 Panel Discussion — Furniture and Antiques — Col. Tom D. Berry, West Chester, Pa., Moderator

5:00 Adjournment

7:30 Big Fun Auction, Deacon Doubleday presiding, following by Round and Square Dancing with Art Leard and his Orchestra.

CONVENTION

FRIDAY, JULY 18

A. M.

- 9:00 Call to Order**
- 9:10 Financing An Auction — Edmund J. Keane, Vice-President of Merchants National Bank and Trust Co., Syracuse, N. Y.**
- 9:40 Selling Tobacco At Auction—Col. John L. Cummins, Cynthiana, Kentucky.**
- 10:10 Livestock Markets—R. V. Hemming, General Manager of Empire Livestock Marketing Cooperative.**
- 10:40 Real Estate at Auction—Col. J. Meredith Darbyshire, Wilmington, Ohio**
- 11:00 Panel Discussion — Real Estate — Col. E. T. Sherlock, St. Francis, Kansas, Moderator**
- 12:00 National Auxiliary Luncheon—Empire State Room. Tickets available for non-members**

P. M.

- 1:30 Dairy Cattle Sale Management—Maurice E. Mix, Associate Sale Manager of the Harris Wilcox organization**
- 2:00 Beef Cattle At Auction—Col. Paul L. Good, Van Wert, Ohio**
- 2:30 Judicial Sales at Public Auction—Hon. Carl D. Friebolin, Referee in Bankruptcy, Cleveland, Ohio**
- 4:00 Bus trip to Niagara Falls**
- 7:00 Dinner at Hotel Brock, Niagara Falls, Ontario, Canada. Dining Room overlooks the Falls**
- 9:00 to 10:00 Viewing the Falls under the lights**
- 10:00 Bus departure for Hotel Statler, Buffalo.**

PROGRAM

SATURDAY, JULY 19

A. M.

9:30 Call to order

9:35 Enthusiasm in Business — Edward Michaels of the Dale Carnegie organization.

10:05 Address — Judge Jacob A. Latona, County Judge of Erie County New York

10:35 Radio Advertising — Alden L. 'Al' Fox, Farm Program Director, Radio Station WBEN, Buffalo

11:00 Panel Discussion—The Auction Business—Question Box—Col. Donald W. Maloney, Syracuse, N. Y., Moderator

12:00 Adjournment

P. M.

2:00 Business Meeting called to order

2:10 Secretary's Report — Bernard Hart

2:20 Treasurer's Report — Henry Rasmussen

2:30 Report of Grievance Committee

2:40 Report of Resolutions Committee

2:45 Election of Officers and Directors

3:00 Introduction of and Address by new President of Ladies Auxiliary

3:15 Acceptance Address — New N. A. A. President

3:30 Selection of Site for 1959 National Convention

6:00 Grand Banquet, Golden Ballroom. Address by H. Roe Bartle, Mayor of Kansas City

THE MEMBERS SAY . . .

Dear Bernie:

I have finished my farm sales for this season and have had a nice business. Prices were good all through the winter. I kept a record of all the tractors I sold since Jan. 1 at farm sales and found that they totalled in excess of \$32,000 or an average of \$875, and plenty of them were old ones, down to 1930 models.

Prices here on livestock are better than they have been for years at the community sales—2 and 3 a week—selling cows from 18 to 21 cents, feeders up to 32, pigs, 100 lbs. and under as high as 45 cents per pound. We sold some Hereford cows with calves at side not over 4 weeks old, cows 1400 lbs. sold for \$19.80 and the calves by the head at \$60 average.

Was to my friends sale the other day, Leon Ruff, Gretna, Nebr., and he sold a pair of smooth mouth work horses for \$320 and a set of harness for \$48. I sold some this winter but not that high.

We had a nice convention and now we will start in for a better one next year with a good young auctioneer, Dick Kane, as the President, as he is going to be one of the leading auctioneers.

Here in this part of the state we have nice prospects for all crops with plenty of rain.

I was out today to see a man I have sold two sales for and the reason I am mentioning it is that he is 100 years old today (June 7). Live right, Bernie, and see if you can make it.

Sincerely,
Rex Young
Plattsmouth, Nebr.

★ ★ ★

Hi, Cols. Everywhere:

I have enjoyed reading "The Auctioneer". I am not world famous but I do sell. I hope to meet you fellows in Buffalo.

Say, Cols., how about a display ad folder of your sales, real estate, merchandise and antiques?

Am enclosing check for \$5.00 for one year on the Booster Page. Come on boys, get out that \$5.00 bill and get

your name on the Booster Page. Let's fill up the book.

So long,
Hubert L. Jones
402 E. Pennsylvania Ave.
South Bend, Ind.

★ ★ ★

Dear Col. Hart:

I am enclosing my check for dues in the National I look forward to receiving "The Auctioneer" and don't want to miss a copy.

Last Sunday, I attended the meeting of the Ohio auctioneers at Columbus, and report a very good meeting.

Also enclosed is a clipping from our County newspaper of a farm sale we had some time ago. Free publicity of this kind helps an auctioneer.

I regret very much that I am not going to be able to attend the National Convention at Buffalo this year.

Respectfully yours,
Earl R. Tom
Cumberland, Ohio

★ ★ ★

Dear Col. Hart:

I am enclosing the name and address of a good prospect for membership in the national Auctioneers Association. Please send him sample copy of "The Auctioneer" and application blank.

I enjoy "The Auctioneer" very much and hope to see you in Buffalo, N.Y. I attended the Ohio State Auctioneers meeting at Columbus, Ohio, June 8. It was a very successful meeting.

Yours truly,
Herman L. Hart
Bristolville, Ohio

★ ★ ★

Dear Bernard:

This being the first time that I have corresponded with the Editor, I first want to say how much we appreciate and enjoy our monthly issue of THE AUCTIONEER. All of your articles are timely, and surprisingly enough, many of the jokes are quite usable. I have been able to make use of many of your ideas in the magazine articles and always store them in order to have them for reference at a future date.

We out here on the West Coast are a bit handicapped to attend the convention. But I for one am VITALLY interested in the program to be. Gatherings such as these are absolutely priceless to those of us in our starting years in the business.

Is there any possible, conceivable way that transcripts or some type recording be made and sent to those of us that are unfortunate enough not to be able to attend the convention? Do you feel it would be possible at all to make a master tape of a part of the proceedings and arrange to have copies made for those who wished them?

I would be more than willing to pay for any extra service involved in the procedure. I feel that the discussion of the various subjects would certainly lead to better sales and understanding for all involved.

Thank you, and again my congratulations on our fine magazine.

Yours truly,
Ray Holloway
Porterville, Calif.

The Honor Roll

Experience should prove to us that this item should be omitted. Last year we were able to publish the names of 25 of our members who were responsible for two or more new members during the year.

At that time we thought that was a very small per centage and we hoped that we could encourage others to go out and 'sell' the National Auctioneers Association. We were sadly disappointed as this year we are able to list but 23 names on our roll of honor.

These 23 men were responsible for 109 new members during the fiscal year as compared with the 118 secured by the 25 listed last year. Forty-seven others were responsible for one new member each, compared with 50 with similar achievements a year ago. If we could get the other 1500 to follow the example of 68 our National Auctioneers Association would have the size and the strength to accomplish those things that those members who do nothing toward en-

larging the membership are asking us to do.

Below are the names of those who secured two or more new members during the past year and we hope that everyone who has read this far will resolve to have his name appear under this same heading in the July, 1959 issue of "The Auctioneer".

Col. Carman Y. Potter, Illinois
Col. James J. Landen, New York
Col. Homer Pollock, Ohio
Col. Guy L. Pettit, Iowa
Col. Q. R. Chaffee, Pennsylvania
Col. Dale Brown, Arkansas
Col. A. L. Tremblay, Massachusetts
Col. Clyde M. Wilson, Ohio
Col. C. C. John, Missouri
Col. E. T. Nelson, Minnesota
Col. Walter Heise, Wisconsin
Col. B. G. Coats, New Jersey
Col. Orville R. Moore, Kentucky
Col. Bob Osborne, Kentucky
Col. Mark T. Penny, North Carolina
Col. Brooks Wells, Kentucky
Col. Ben Schwadron, New York
Col. Vernell Johnson, South Dakota
Col. R. C. Foland, Indiana
Col. F. E. Fitzgerald, North Dakota
Col. William O. Coats, Michigan
Col. Bob Penfield, South Dakota
Col. Kenneth M. Rice, New York

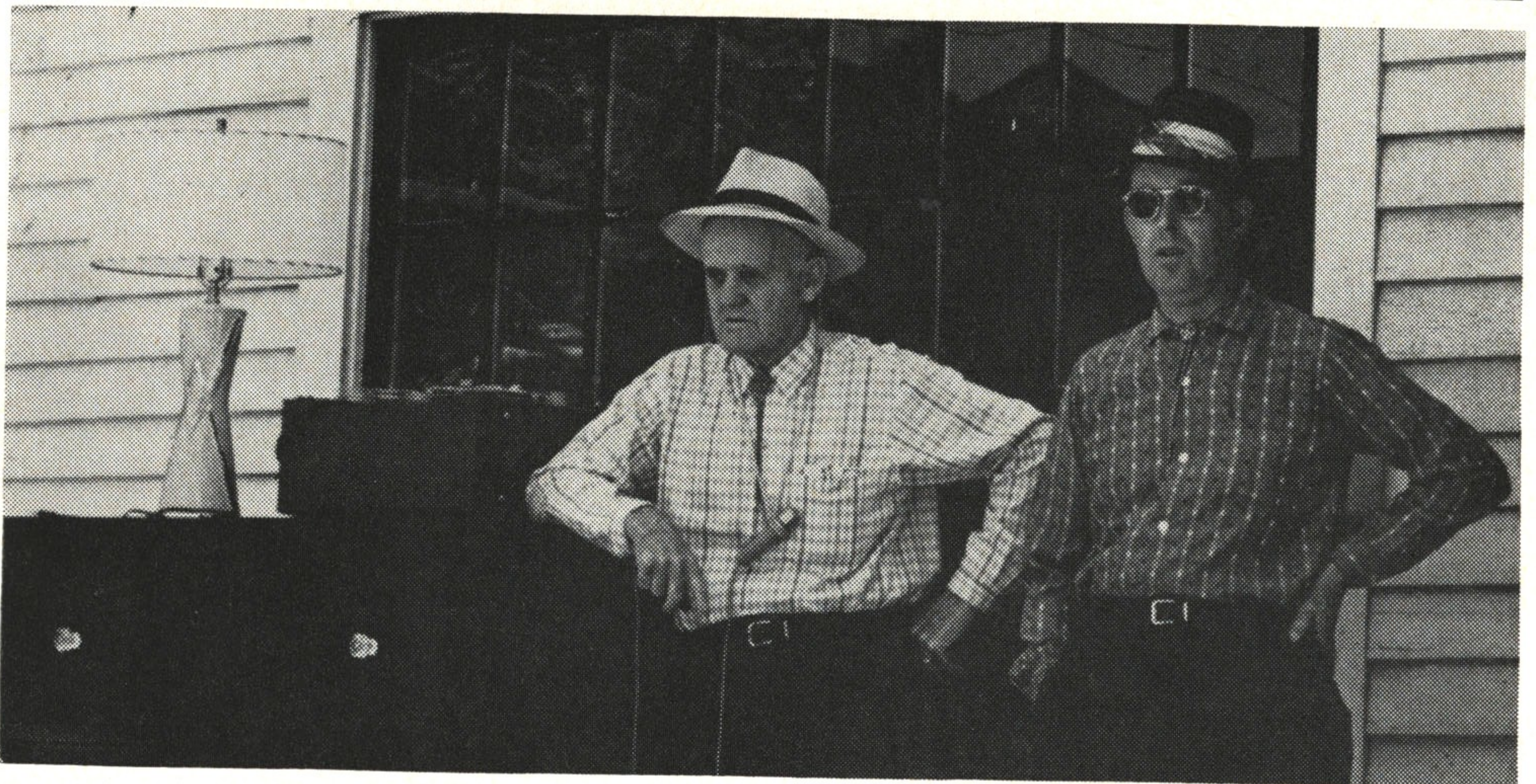
New Breed Records At Santa Gertrudis Sale

The first Winrock Farm Santa Gertrudis sale was held at the farm atop Petit Jean mountain near Morrilton, Ark., on May 10. A large crowd from many states and several foreign countries attended. They were welcomed to beautiful Winrock Farm and the auction by owner Winthrop Rockefeller.

A new record price for Santa Gertrudis females was set when R. D. Keene, Orlando, Fla., paid \$11,000 for a December, 1955, bred heifer. The former record price was \$6,000. R. D. Keene also paid \$11,000 for the top selling bull.

Cattle sold to breeders from Texas, Oklahoma, Arkansas, Florida, Ohio, New Mexico and Georgia.

Col. Walter Britten was the auctioneer.



Col. O. S. Clay, Shelbyville, Ind., opens his 9,000th sale in his 56 year career as an auctioneer. With him is Col. Jim Buckley, also of Shelbyville.

Holsteins Score High In National Sale

Harris Wilcox, N.A.A. President; C. B. Smith, N.A.A. 1st Vice-President; and T. R. Langdell, N.A.A. member from New Hampshire, were the three auctioneers who sold the National Holstein Sale at Springfield, Mass., June 6, 1958.

Seventy-seven head averaged \$1,465.00 per head. Top selling bull was a yearling from Wisconsin Reformatory, Green Bay, Wisc., at \$6,000.

The sale was held in conjunction with the National Holstein Convention held in Boston, June 2-4.

Clyde Wilson Returns From Hospital Stay

Col. Clyde Wilson, Marion, Ohio, Past-President and Life Member of the National Auctioneers Association, is now back in the harness after a three month stay in the hospital, according to a report received by this office.

While in the hospital, Col. Wilson underwent four major operations and was 58 pounds lighter when he was released. NAA members will be looking forward

to greeting Clyde at the National Convention in Buffalo, this month, which he hopes to attend. Few men have done as much for our organization as Clyde Wilson and probably no one has sponsored as many of our members as has he.

His health condition has caused him to retire from working in his furniture store but Clyde has been selling several sales of Government owned real estate and has more booked for the fall season.

Tractors, Not Cars In Towanda, Pa.

Late last month on Main Street in Towanda, Bradford Co., Pa., a trading center for more than 20,000 people, not a single automobile was parked. The street was lined solidly on both sides from end to end with farm implements.

On Farm Implement Day, the county seat community was completely turned over to farmers.

The Chamber of Commerce furnished low-cost refreshments and also two hours of top-notch free entertainment. The theater was jammed.

The whole idea was originated by John Davis, an official of the electric company

which is Towanda's largest industry. A member of the Chamber's board, he made the suggestion for a Farm Implement Festival after the local V. F. W. post decided not to have its Farm Fair in East Towanda this year.

By Sunday afternoon, all along Towanda's Main Street were manure spreaders, mowing machines, hay tedders, tractors, ensilage cutters, binders, reapers, milking machines, portable electric outfits, bulk milk tanks, quick freezers, and even huge wooden watering tanks. Early Monday morning, the street began to fill up. The farmers liked it; they were around at nine o'clock that night. As one said, "This is like an old-time Saturday night."

Most people know how to say nothing, but few know when.

His 9,000th Sale

Recently those who follow baseball heard considerable comment when a certain major league player entered a select circle by virtue of his 3,000th hit. We have a fellow auctioneer who also achieved something out of the ordinary.

On Saturday, June 7, Col. O. S. Clay, Shelbyville, Ind., cried his 9,000th sale. He is in his 57th year as an auctioneer. Be sure and meet him at the Buffalo Convention.

Reporter: "What shall I say about the two peroxide blondes who had the fight at the baseball game last night?"

Editor: "Why, just say the bleachers went wild."



A record crowd attends the 9000th sale conducted by Col. O. S. Clay, only a small portion of them shown in this picture. They're even dangling from the roof tops. It was a day long to be remembered in the Colonel's home town of Shelbyville, Ind.

Membership For Year At An All Time High

Memberships in the National Auctioneers Association went "over the top" last month as your office issued a new record total of membership cards for one year. We thank those members who have been instrumental in getting new members, the various state organizations of auctioneers who have taken an active part in promoting membership on both a state and national scale and all others who have indicated their interest in organization in one way or another. We hope now to see a new record number of auctioneers in attendance at our National Convention in Buffalo, July 17-19.

Following are those whose memberships were received from May 16 through June 14. The asterisk indicates renewal.

- * Col. Louis C. Garrison, Jr., Ontario
- Col. George G. Gray, Pennsylvania
- Col. R. W. Henderson, Jr., Arkansas
- * Col. Edward G. Dean, New Hampshire
- Col. Buford Evans, Tennessee
- Col. M. A. Freeze, Tennessee
- Col. Vernon Freeze, Tennessee
- Col. Max Puckett, Tennessee
- * Col. Wayne R. Jeffers, Tennessee
- Col. Bill Core, Tennessee
- * Col. Fulton Beasley, Tennessee
- * Col. Clive Anderson, Tennessee
- * Col. Chas. O. Rainwater, Tennessee
- Col. Chas. B. Arnette, Tennessee
- Col. Jim Stevens, Tennessee
- Col. Hoyt T. Walker, Tennessee
- * Col. Joe Moody, Tennessee
- Col. Frank L. Walden, Tennessee
- Col. Ralph P. Masengill, Tennessee
- * Col. Fred Walker, Tennessee
- Col. Delmus Trent, Tennessee
- Col. Stanley H. Rosen, Texas
- * Col. Irving B. Rosen, Texas
- Col. H. B. Ways, Florida
- * Col. G. C. Walters, Jr., Florida
- * Col. T. R. O'Farrell, Maryland
- Col. John E. Graham, Pennsylvania
- Col. James W. Gillespie, New York
- Col. Ray G. Houle, New Hampshire
- * Col. Telford Chambers, New York
- * Col. Bob Winton, Tennessee
- Col. Donald R. Manning, Utah
- * Col. Rex Anderson, Nebraska
- * Col. Scott Barr, Nebraska

- * Col. Henry Buss, Nebraska
- Col. R. E. Connealy, Nebraska
- * Col. Franck Diercks, Nebraska
- * Col. Dick Dolan, Nebraska
- * Col. C. O. Emrich, Nebraska
- * Col. W. V. Emrich, Nebraska
- * Col. Ray Flanagan, Nebraska
- * Col. Dean Fleming, Nebraska
- * Col. Jerry Foy, Nebraska
- * Col. Dan Fuller, Nebraska
- * Col. Rod Gillespie, Nebraska
- * Col. Dick Grubaugh, Nebraska
- * Col. Marvin Grubaugh, Nebraska
- * Col. Dale Hanna, Nebraska
- * Col. Carson Hansen, Kansas
- * Col. Roy Hansen, Nebraska
- * Col. Glen Helberg, Nebraska
- * Col. John W. Heist, Nebraska
- * Col. Don Jensen, Nebraska
- * Col. Duane Jensen, Nebraska
- * Col. Dick Kane, Nebraska
- * Col. Ralph Kuhr, Nebraska
- * Col. Don Lahm, Nebraska
- * Col. Dean C. Martin, Nebraska
- * Col. George L. Martin, Nebraska
- * Col. James W. Martin, Nebraska
- * Col. Eddie Morris, Nebraska
- * Col. Stacy McCoy, Nebraska
- * Col. Lowell McQuinn, Nebraska
- * Col. Leon Nelson, Nebraska
- Col. Virgil H. Olsen, Nebraska
- * Col. Lester E. Pearson, Nebraska
- * Col. Leonard Pittack, Nebraska
- Col. Gerald Preece, Nebraska
- * Col. Ernest F. Roloff, Nebraska
- * Col. Leon Ruff, Nebraska
- * Col. John Ryan, Nebraska
- * Col. Louis E. Sage, Nebraska
- * Col. Harry Sanders, Nebraska
- * Col. Irvin Schultis, Nebraska
- * Col. Dick Shea, Nebraska
- * Col. Frank Smith, Nebraska
- Col. Frank Sorrell, Nebraska
- * Col. Roy Stern, Nebraska
- * Col. E. C. Weller, Nebraska
- * Col. Dwain Williams, Nebraska
- * Col. Mac Wondra, Nebraska
- * Col. Rex Young, Nebraska
- * Col. Adolph Zicht, Nebraska
- * Col. Don Zicht, Nebraska
- * Col. L. B. Fuqua, Tennessee
- Col. Paul Hull, Minnesota
- Col. Warren A. Thomsen, Minnesota
- Col. Roscoe Davis, Minnesota
- * Col. Russell Davis, Minnesota
- Col. Hubert Pinske, Minnesota
- Col. Myron Nelson, Minnesota

IN UNITY THERE IS STRENGTH

- * Col. W. J. Radde, Minnesota
- Col. Donald Cary, Minnesota
- Col. M. C. Maranell, Minnesota
- Col. Chester L. Hisel, Missouri
- Col. Boyd Michael, Missouri
- * Col. Hugh Morehead, Jr., Missouri
- * Col. W. M. Stewart, Missouri
- * Col. Hugh Campbell, Missouri
- Col. Pat O'Brien, North Dakota
- Col. K. D. Seekamp, Wisconsin
- Col. Terry S. Monroe, Wisconsin
- * Col. Robert Gerhart, Indiana
- * Col. J. C. Clem, Alabama
- * Col. H. E. Gerberick, Pennsylvania
- * Col. Charles M. Macy, Kansas
- * Col. Donald Schneider, Kansas
- Col. Herman Rabe, Kansas
- Col. C. G. Skiles, Kansas
- * Col. W. O. Harris, Kansas
- * Col. Melvin Richardson, Jr., Kansas
- * Col. L. R. Ketcherside, Kansas
- * Col. Eugene Cole, Kansas
- * Col. C. E. Sandeffer, Kansas
- * Col. Mike Wilson, Kansas
- * Col. Ivan Long, Kansas
- * Col. Earl Harrison, Kansas
- Col. Herman Ramaker, Kansas
- Col. Ralph Waite, Kansas
- * Col. Ted Augustine, Kansas
- * Col. L. E. Watson, Kansas

- * Col. Willis A. Darg, Kansas
- * Col. Sanford Hughes, Kansas
- * Col. Richard M. Brewer, Kansas
- * Col. Donald W. Maloney, New York
- * Col. William A. Maloney, New York
- * Col. W. R. Ingraham, Wisconsin
- Col. Jim Gavin, Wisconsin
- Col. Harold Gavin, Wisconsin
- Col. Jim Appleman, Wisconsin
- * Col. Ernest C. Freund, Wisconsin
- * Col. L. M. Schoeder, Wisconsin
- * Col. Bill Jones, Wisconsin
- * Col. R. F. English, Wisconsin
- * Col. E. F. Raeder, Wisconsin
- Col. Michael Yelk, Wisconsin
- * Col. Eldon Schraepfer, Wisconsin
- Col. Stanley Mashack, Wisconsin
- * Col. Rollie Bast, Wisconsin
- * Col. Arnold Kohlmetz, Wisconsin
- * Col. James P. Slater, Wisconsin
- * Col. Earl Clauer, Wisconsin
- * Col. Ray Gevlinger, Wisconsin
- * Col. Phil J. Lambert, New Hampshire
- * Col. George A. Schaefer, New Jersey
- * Col. Albert H. Devore, Pennsylvania
- Col. Val F. Herrmann, New York

There is no indigestion worse than that which comes from having to eat your own words.

BE AN AUCTIONEER

MAKE MORE MONEY

FREE INFORMATION

TERM SOON

KANSAS CITY AUCTION SCHOOL

George A. Mann, President

Auctioneer since 1919

Suite 302A Wirthman Bldg.

3102 Troost Ave.

Kansas City 9, Mo.

A Hint to the wise is sufficient — Every Auctioneer should know his Real Estate.

BE A REAL ESTATE BROKER

● OWN YOUR OWN BUSINESS ●
COMPLETE HOME STUDY COURSE

Free Information

KANSAS CITY REALTY SCHOOL

George A. Mann, President

Real Estate Broker Since 1919
3102 Troost Avenue

Suite 302A Wirthman Bldg.
Kansas City 9, Mo.

Property of Noted Painter At Auction

Rumson, N. J.—Approximately fifty portrait and landscape paintings of the late Michel Jacobs were sold at public auction at his late residence, 51 Lennox Avenue, Rumson, N. J., on Saturday, June 21st. Also included were all his household goods and furnishings and personal effects in the liquidation of his estate.

Following his early study at the National Academy in New York, Jacobs studied in Paris at the Ecole des Arts and in the ateliers of Jean Paul Laurens and the famed Julien. It was during that period in Europe that he made his first discovery of his new colour theory—a system that has been adopted not only by many eminent artists and art schools, but also by the War Department. He is the author of *Art of Colour*, *The Study of Colour*, *Colour in Portrait Painting* and *the Art of Composition*.

During World War I, he served as colour and camouflage expert and head of the map section of the First Army, subsequently becoming Assistant Inspector General on the staff of General Pershing, directly under the command of General George C. Marshall.

At the end of the war he established the Metropolitan Art School of New York. His paintings have been exhibited in all the principal cities of the United States and in Europe. He was a member of the Society of Independent Artists, the Salmagundi Club of New York, and the Authors League of America, the Military and Naval Club of New York. He was elected a Fellow of the Royal Society of Art of England and was a member of the Gloucester Society of Artists. He was listed in "Who's Who in the Western Hemisphere," "Who's Who in America," "Who's Who in Art," "Who's Who Among American Authors" and "Who's Who Among Canadians."

Among his principal works are: portraits of Hon. William J. Bryan, Hon. Champ Clark, Senator Oscar Underwood, twenty-six portraits in Barin de Hirsh Institute, Duchess von Trackenberg, Princess Heinrich von Schoenich-Carlath, Mischa Elman, Anna Pavlova, Ossip Ga-

brilowitsch, Duc de la Charte, Kathryn Goodson, Teresa Carreno, General of the Army George C. Marshall, Major General Blanton Winship, Lt. Gen. Robert Lee Bullard, George W. McCarter, Israel Zangwill, Anna Case, Fritz Kreisler and Adm. Robert Peary.

In the collection of paintings sold was one of Malle Babbe, by the 17th Century Dutch Artist Frans Hals.

The public auction sale was under the personal direction and supervision of B. G. Coats, of Long Branch, N. J.

Livestock Value Tops 100 Million in State

Pennsylvania farmers received over \$102 million from the sale of livestock in 1954, according to a survey by the agricultural experiment station at the Pennsylvania State University. The more than \$102 million was 13.5 per cent of cash receipts from the sale of all farm products in 1954. The survey showed over one-and-one-half million head of livestock were sold.

Interviews were made with 376 farm producers in 20 counties. The study was made to find out what marketing procedures and practices are used by farmers.

Over half of the slaughter stock was sold through auctions, reports Judith Stoye, graduate assistant in agricultural economics, and Clarence E. Trotter, associate professor of marketing.

Plans Announced for New Auction Yard

STOCKTON, Calif.—Valley Livestock Marketing Assn., headquartered here, plans construction of a \$200,000 livestock sales facility in the Red Bluff area, according to L. W. Feldmiller, association general manager.

Establishment of an auction market in the Red Bluff area will provide northern California livestock growers with a large modern sales facility. Feldmiller states, with present plans for the new market to be in operation by Jan. 1, 1959.

Panel Discussion Enjoyed By Ohions

Semi-annual meeting of the Ohio Auctioneers Association was held at the Seneca Hotel in Columbus on Sunday, June 8. A good representation of auctioneers from throughout the state turned out and enjoyed the day long program.

Prof. H. R. Cotterman, well-known speaker of Capital University, gave the

principal address. A panel discussion pertaining to the auction profession was moderated by the Association President, John C. Watson, Pataskala. The panel consisted of four former Presidents: John F. Andrews, Beach City; Owen V. Hall, Celina; J. Meredith Darbyshire, Wilmington; and Si Lakin, Columbus.

Meeting at the same time the members of the Ladies Auxiliary were entertained by Mr. John Leland of Washington Court House, Ohio. Mrs. Furnan Tinon, Newark, Ohio, is President of the Auxiliary group.



W. J. Hagen (left), Executive Secretary of the Western College of Auctioneering, Billings, Mont., presents gavel and membership in the National Auctioneers Association to H. D. Witherspoon, president of the March graduating class. Western College has initiated this new award as a part of its graduation program.

Life Members

The Constitution and By-Laws of the National Auctioneers Association permit a qualified auctioneer to become a member of said organization for his entire life upon the payment of one fee of \$100. There is some doubt as to how long this will be permitted and in all probability the next time the By-Laws are re-written, life memberships will be eliminated.

Each year we add several names to this list and we will be expecting more to join this circle of life members during the National Convention this month.

Following are the names of those who hold Life Memberships in the National Auctioneers Association:

Col. Ray Austin, Ohio
 Col. Tom D. Berry, Pennsylvania
 Col. Jack D. Braddock, Ohio
 Col. Dean S. Bullard, Ohio
 Col. John A. Carr, Illinois
 Col. B. G. Coats, New Jersey
 Col. R. E. Crosser, West Virginia
 Col. Roy L. Crume, Indiana
 Col. J. Meredith Darbyshire, Ohio
 Col. C. B. Drake, Illinois
 Col. Robert A. Foland, Indiana
 Col. John Freund, Wisconsin
 Col. Jack Gordon, Illinois
 Col. Tom Gould, Minnesota
 Col. John T. Gray, Florida
 Col. W. H. Hale, West Virginia
 Col. Vince Hanson, Wisconsin
 Col. Walter Heise, Wisconsin
 Col. Frank J. Hollenbeck, Wisconsin
 Col. Egbert M. Hood, Indiana
 Col. Russell Kiko, Ohio
 Col. Maynard Lehman, Indiana
 Col. James Liechty, Indiana
 Col. Carl E. Marker, Indiana
 Col. Lewis G. Marks, Illinois
 Col. L. Doyle Martin, Kentucky
 Col. R. V. Martin, Kentucky
 Col. V. I. Matthews, Missouri
 Col. Forrest A. Mendenhall, N. C.
 Col. Fred Millspaugh, Indiana
 Col. H. B. Mushrush, Pennsylvania
 Col. William McCracken, Missouri
 Col. Bob Penfield, South Dakota
 Col. John Peterson, Iowa
 Col. Carman Y. Potter, Illinois
 Col. Fred Ramsey, Tennessee
 Col. Henry Rasmussen, Nebraska
 Col. John W. Rhodes, Iowa

Col. Ray Roberson, California
 Col. Thomas C. Roberson, Tennessee
 Col. Joseph J. Ross, Indiana
 Col. Foster G. Sheets, Virginia
 Col. Garland Sheets, Virginia
 Col. E. T. Sherlock, Kansas
 Col. Don W. Standen, Ohio
 Col. Joseph Steiner, Maryland
 Col. Charles M. Taylor, Ohio
 Col. Tony Thornton, Missouri
 Col. Jim Tindall, Florida
 Col. Kenneth W. Travis, Michigan
 Col. R. A. Waldrep, Georgia
 Col. Lee Waldrep, Georgia
 Col. W. J. Wendelin, Texas
 Col. Garth W. Wilber, Michigan
 Col. Henry F. Wilber, Michigan
 Col. Harris Wilcox, New York
 Col. Clyde Wilson, Ohio

Auctioneer Defined

In response to a recent article in this publication entitled, "Who Is An Auctioneer," we have been supplied with the following definitions:

An auctioneer is one who sells goods at public auction for another on commission, or for recompense, or one who conducts an auction for another on commission or for recompense is termed an auctioneer. The foregoing is from Cyclopedia of Law and Procedure, Volume 4 of 1903.

American Jurisprudence, Volume 5, of 1936 further states, "An auctioneer may, in the exercise of his discretion, refuse to accept a bid, when it would be a virtual sacrifice of the property to accept it, and either adjourn the auction or withdraw the property from sale. "In fact, in such a case it would be his duty to withdraw the property. "However, all that can be required of him is that he exercise his best judgment, use due diligence in ascertaining the circumstances, and act in good faith."

The above paragraph would indicate that those in charge of the so-called public auction referred to in the previous article would be guilty of a misdemeanor, or at least liable for damages.

Our thanks to Col. Fred W. Smiley, President of the Michigan Auctioneers Association, for furnishing the legal excerpts.

Polio Fails to Halt This Man's Progress

The writer has known scores of auctioneers, many of whom are prominent in their communities. Some have achieved national acclaim in their specialized field. None have had to surmount difficulties as has the subject of this story, one, J. Lee Sears, 29, of Fort Lupton, Colorado.



Lee Sears

Lee enjoyed good health until he was stricken by polio in 1946. After four months in a hospital he completed his high school course and was salutatorian of his class. He has limited use of his left arm and the right is totally paralyzed, and must be carried in a sling. His sunny disposition and his height, 6'4", aid him in his profession. He graduated from Reisch Auction School in August, 1949, and then became associated with a local auction firm, Dick Ehrlich & Son.

In the past eight years Lee has worked on nearly 1,000 general farm auctions and about a dozen real estate auctions. He is licensed as a real estate salesman. Since the death of the elder Ehrlich last

fall, he has continued with the junior member of the firm and does his share of conducting auctions.

Lee can operate a typewriter and drives his 1957 Ford, which has no steering wheel . . . it is especially equipped so that he can steer with his feet. His friends say that he is a good driver. He participates in civic affairs such as Treasurer of the Fort Lupton Chamber of Commerce and is chairman of the Board of Trustees of the Baptist church.

Currently, Lee is a college student at Colorado State Teachers College in Greeley, 20 miles from his home. He is majoring in business courses and public speaking and working for the degree of Bachelor of Arts.

Four years ago Lee acquired a charming and dedicated helpmate, nee Miss La Veda Smith. They have a fine pair of children, Mark, 2½, and Kay, 1. Lee and La Veda own a fine ranch-type home in Fort Lupton. They are liked and respected by their fellowtownsmen. What a fine tribute to a fellow auctioneer!

R. E. Fortna

The Booster Page

Proudly, we call your attention to the Booster Page in this month's issue. For the first time it completely fills two full pages. The final push was climaxed by one of our good Nebraska auctioneers.

At the recent Convention of the Nebraska Auctioneers Association, Col. John W. Heist, a long time auctioneer from Beatrice, Nebr., made some comments in regard to support of the Booster Page and asked others to follow him in a drive to "Boost the Booster Page."

As a result of this drive, Nebraska has quite an enviable group of auctioneers listed and leads all other states in listings. As a final reminder, stop by the registration desk while in Buffalo, and leave your five dollar bill or when renewing your membership by mail, add another five dollars to your check and "Boost The Auctioneer", the only publication devoted to your profession.

The new planes are getting so fast you don't have time to get acquainted with the stewardess any more.

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. J. C. Clem—Birmingham

ARKANSAS

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

Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

Col. Tom Caldwell—Ontario

Col. Ray Roberson, Grover City

Col. E. V. Wing—Gerber

COLORADO

Col. Herman W. Hauschildt—Denver

Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. Robert W. Butler—Miami

Col. Edwin Caldwell—Miami

GEORGIA

Col. Paul E. Baker—Adairsville

Col. Harold Cohn—Columbus

Col. George E. Collins—Decatur

Col. R. A. Waldrep—Atlanta

ILLINOIS

Col. Gordon Clingan—Penfield

Col. M. P. "Bunny" Cole—Serena

Col. W. P. "Bud" Drake—Decatur

Col. Ray Hudson—Morrisonville

Col. Charles F. Knapp—Cissna Park

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

Col. Mark E. Runkel—Shelbyville

Col. A. T. "Tom" Sapp—Springfield

Col. Ray Tuttle—Sheldon

INDIANA

Col. O. S. Clay—Shelbyville

Col. R. C. Foland—Noblesville

Col. Art Grandi—Indianapolis

Col. Hubert L. Jones—South Bend

Col. Amon H. Miller—Evansville

Millspaugh Auction and Realty Co.

—Marion

Col. Russell Kruse & Son—Auburn

Col. E. Pat Patterson—Mt. Summit

Col. Herman V. Ream—Peru

Reppert School of Auctioneering

Decatur

Col. Lewis E. Smith—Cicero

IOWA

Col. Lyle Erickson—Cresco

Col. Arnold H. Hexom—Waverly

Col. Wendell R. Ritchie—Marathon

Col. J. B. Robinson—Sioux City

KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

KENTUCKY

Carter Realty Auction Co.—Scottsville

Col. Orville R. Moore—Anchorage

Col. Art Roberts—Harrodsburg

MAINE

Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester

Col. Phil Goldstein—West Roxbury

Col. Abe Levin—Fitchburg

MICHIGAN

Col. George I. Scovill—Ypsilanti

Col. Garth W. Wilber—Bronson

Col. Henry F. Wilber—Bronson

Col. Fred W. Smiley—Saginaw

Col. Kenneth Travis—Lansing

MINNESOTA

Col. E. K. Elmes—Long Prairie

Col. Tom Gould—Minneapolis

Nelson Auction School—Renville

Radde Bros.—Watertown & Waconia

Col. Frank A. Sloan, Minneapolis

MISSOURI

Col. Bill McCracken—Kirkwood

Col. Ken Barnicle—Rock Hill

Col. Russell Feedback—Belton

Col. George A. Mann—Kansas City

Col. Vernon McCracken—St. Louis

MONTANA

Col. Wm. J. "Bill" Hagen—Billings

Western College of Auctioneering

—Billings

NEBRASKA

Col. R. E. "Bob" Connealy—Gordon

Col. Franck Diercks—Hay Springs

Col. W. V. "Bus" Emrich—Norfolk

Col. Ray Flanagan—Albion

Col. Dan Fuller—Albion

Col. Rod Gillespie—North Platte

Col. John W. Heist—Beatrice

BOOSTERS FOR "THE AUCTIONEER"

Col. Delmer Jurgens—Wymore
 Col. Dick Kane—Wisner
 Col. Stacy McCoy—Arapahoe
 Col. Eddie Morris—Ashland
 Col. Leon Nelson—Albion
 Col. Henry Rasmussen—St. Paul
 Col. Leon Ruff—Gretna
 Col. Dick Shea—Sterling
 Col. Roy Stern—Clarks
 Col. Art W. Thompson—Lincoln
 Col. James Webb—Grand Island
 Col. Rex Young—Plattsmouth
 Col. Adolph Zicht—Norfolk

NEW HAMPSHIRE

Col. Ed Dean—Nashua

NEW JERSEY

Col. B. G. Coats—Long Branch
 Col. Ralph S. Day—Leonia
 Col. Ben Greenfield—Newark
 Col. James W. Smith — Camden
 Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
 Col. John A. Overton—Albuquerque

NEW YORK

Associated Auctioneers—Scotia
 Col. Paul W. Calkins, Peru
 Col. Arnold Ford—Constableville
 Col. Benjamin F. Hayes—Forest Hills
 Col. Victor L. Kent—Hinsdale
 Col. Donald W. Maloney—Syracuse
 Col. William A. Maloney—Syracuse
 Col. Pete Murray—Ballston Lake
 Col. George J. Nichols—Canastota
 Col. Ralph Rosen—Buffalo
 Col. Ben Schwadron—Queens Village
 Col. David H. Tracy—Dansville
 Col. Sidney White—New York
 Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson—High Point
 Col. Coyte D. Carpenter—Claremont
 Col. Turner Kees—Hickory
 Col. Forest A. Mendenhall—High Point
 Col. Mark T. Penny—Charlotte

OHIO

Col. Donald L. Bates—Cincinnati
 Darbyshire & Associates, Inc.
 Wilmington
 Col. R. E. Guiss—Akron
 Col. R. E. Knotts—Gallipolis
 Col. Gary D. Ridgway—Newcomerstown

Col. Harry Van Buskirk—Norwalk
 Col. Clyde M. Wilson—Marion
 Col. Jim Wilson—Youngstown
 Col. Lou Winters—Toledo

OKLAHOMA

Col. V. K. Crowell, Oklahoma City

PENNSYLVANIA

Col. Tom D. Berry—West Newton
 Col. Ralph D. Burkett—Ford City
 Col. Q. R. Chaffee & Son—Towanda
 Col. P. A. Engelmeier—Pittsburgh
 Col. Jacob A. Gilbert—Wrightsville
 Col. Sam Lyons—Indiana
 Col. Maurice Mandel—Pittsburgh
 Col. Hubert S. Post—Washington
 Col. Wayne R. Posten—E. Stroudsburg
 Col. Oliver M. Wright—Wexford

TENNESSEE

Col. L. B. Fuqua—Nashville
 Col. J. Robert Hood—Lawrenceburg
 C. B. McCarter Auction Co.—Sevierville
 Col. H. C. "Red" Jessee—Morristown

TEXAS

Col. Kenneth Bozeman—Lubbock
 Col. Don Estes—San Angelo
 Col. James Little—Odessa
 Col. Tommie Jeffreys—Andrews
 Col. W. J. Wendelin—Henderson

VIRGINIA

Col. W. F. Artrip, Jr.—Winchester
 Col. Morris F. Fannon—Pennington Gap
 Col. David H. Gladstone—Norfolk

WASHINGTON

Col. Robert F. Losey, Sr. — Renton

WEST VIRGINIA

Hale's Auction Sales—Williamson
 Col. H. C. Staats—Charleston

WISCONSIN

Col. Fred C. Gerlach—Brookfield
 Col. W. C. Heise—Oconto
 Col. Don Lloyd, Oshkosh

ELSEWHERE

The Ladies Auxiliary to the
 National Auctioneers Association

ONTARIO

Col. W. D. Atkinson—Stouffville

QUEBEC

Col. Art. Bennett—Sawyerville

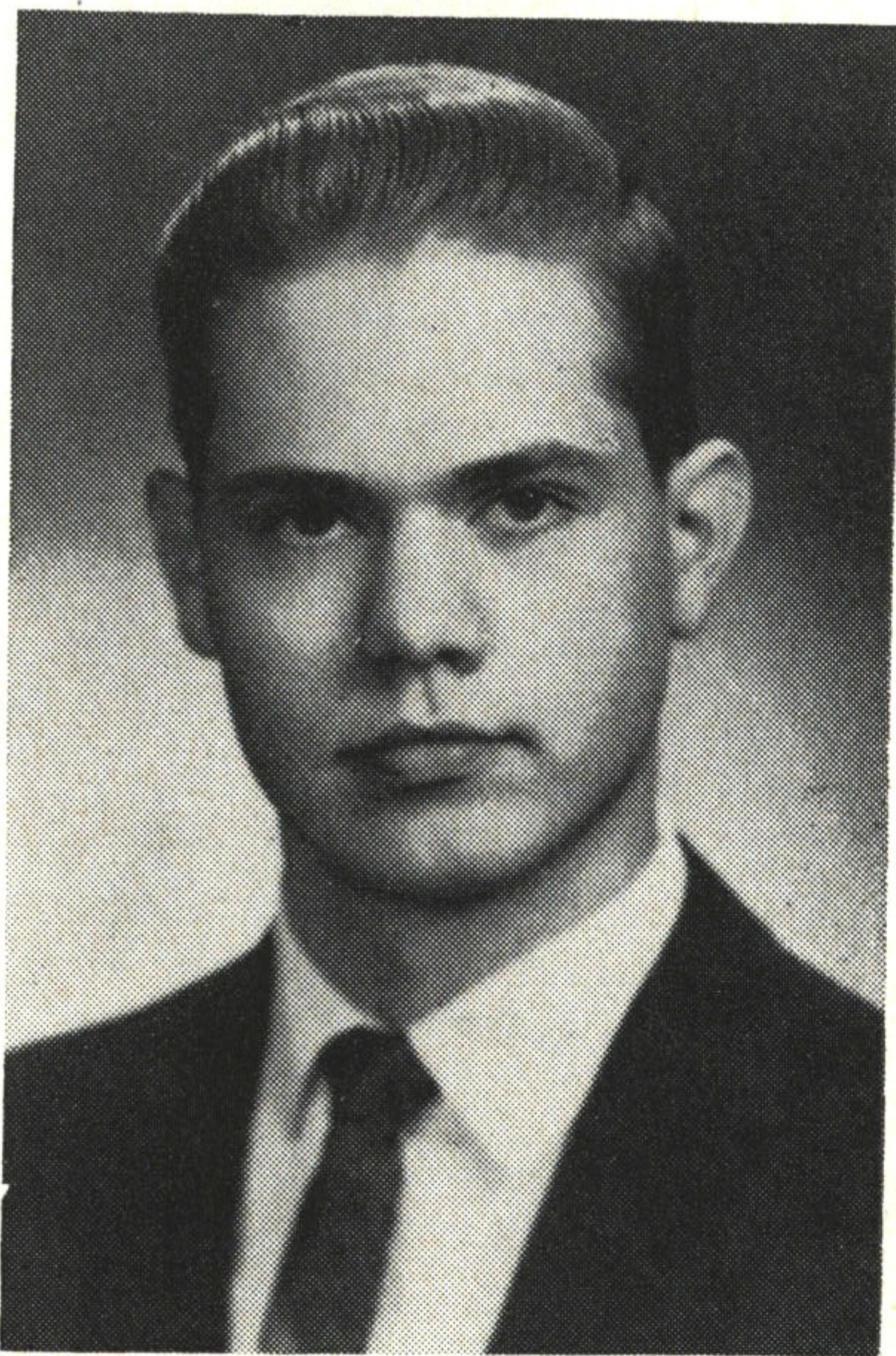
TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

Home Town Honors Oratorical Winner

"Reed Stewart Day," a day long celebration sponsored by the American Legion, Chamber of Commerce, Junior Chamber of Commerce, churches and other civic organizations of Brazil, Ind., marked the return home of that talented young man.

Stewart was the winner of the National Oratorical Contest in which some 350,000 high school students competed. The finals were held at Portales, New Mexico.



Reed Stewart

Dignitaries from his home town, Brazil, Ind., met him at the Indianapolis Airport upon his return and escorted him to Brazil, where a day long celebration took place. Stewart is the first Hoosier to ever win this coveted award which included a \$4,000 scholarship to DePauw University and appearances on various national television programs.

Reed Stewart is well known to those who have attended the last two National Auctioneers Conventions. He has been at these meetings as a guest of the Bill McCracken family, of St. Louis, and so ably sang the Lord's Prayer at the close of both the Kansas City and Lansing con-

ventions. His many auctioneer friends will be wishing him well in his chosen field, the ministry, even though he would have been a tremendous asset to the auction profession.

Ohio Publisher Dies

J. T. Darling, publisher of "Farm and Dairy" a bi-monthly magazine at Salem, Ohio, died May 29 of heart failure. Mr. Darling was 73 years old at the time of his death and had been affiliated with "Farm and Dairy" for many years, the past 21 as publisher.

Mr. Darling was well known to auctioneers throughout the area covered by his publication which carries more auction sale advertising than any other in Ohio. He was a civic leader in his home community and expert on historical events in Ohio as well as all over the world. He had travelled extensively pursuing this hobby.

Hotel Furniture Sold

Prices were good at the auction of the furnishings of the 72-year old Hotel Cody, Grand Rapids, Mich., on June 7. The hotel has been closed since May 1, razing operations have been started and it will soon be a modern parking garage on this city landmark.

Some real "interesting furniture" was sold although most of it could not be considered as antique. Col. Bill Podell, a member of the National Auctioneers Association from Grand Rapids, was the auctioneer.

Lions Raise \$600

A box supper, staged by the Enid, Okla., Lions Club, netted \$600.50 for the Oklahoma eye bank and Lions local civic projects, according to Earl Evans, chairman of the club's eye bank committee. Average price received for the boxes was \$10,000.

The box supper, staged in the VFW building, was attended by members of the club, their wives and guests. Col C. C. Boles auctioned the 60 box lunches. Boles is a 1955 graduate of the Reppert School of Auctioneering.

Big Job To Do

By Col. B. G. Coats

No, our next President isn't going to have to wash an elephant, but he is going to have a BIG job to do. Taking over the reins of the National Auctioneers Association is a job that requires work, devotion and dedication. It above all requires leadership. There can be no escape from the constant thought which spells the success of the N. A. A., and from the many letters, inquiries and telephone calls which keeps the President and his staff of officers in touch with the membership throughout the forty-eight states.

The President must be able to lead, but he must take direction from the membership. He must know everything that is being done in the N. A. A., and he must delegate responsibility. He must entice new members into the field, while keeping old members happy and satisfied. He must sell the N. A. A. to the Auctioneers of the United States. He must possess initiative.

Not only will the President have a BIG job to do, but you will have a BIG job to do in choosing a man who possesses all the qualifications for outstanding leadership, along with others to be chosen by you, that will work and give to the new President unquestioned loyalty and cooperation.

This administration has made remarkable progress and established a precedent that must be retained and improved upon. They had a program and it has been their ambition and sincere desire to fulfill that program. One need not recite their accomplishments as they are known to all of us, but we do need to remind ourselves that still greater progress shall be expected from the newly elected officers and directors. Therefore, it is the duty and obligation of each and every member to weigh carefully and choose wisely those that will administer the affairs of our Association for the next twelve months. We cannot and must not drift for the next twelve months on the accomplishments of this administration, but must establish a pro-

gram of progress and sound constructive projects and then work for the fulfillment and consumation of such a program.

The exercise of your good judgment in electing officers and directors that possess the qualifications of leadership and willing to devote their time and efforts in the interest of the National Auctioneers Association, will insure continued progress and advancement and bring to our Association and the Auctioneering profession ability and power, a confident belief of future triumphs.

After the selection has been made, may the new administration come forth with a program that will inspire every Auctioneer in America to join his state and national Association. Yes, it is a BIG job to do, but BIGGER still for the membership to cooperate in every way possible to make the consumation of such a program a reality.

Be present at the national convention and give freely of your good judgment, advice and suggestions.

Need Birth Control In Auction Schools

Recently I was told an un-authenticated story about an applicant at a so-called good auction school. Unfortunately, the applicant had a hare-lip. The school accepted his tuition and gave him the course and subsequently a diploma. The poor fellow was the butt of jokes and snickers during the course. The management must have known that he could not succeed with that handicap.

We wonder how low and money-hungry an auction school can get. Any reputable auction school manager should know that capable graduates are an asset and the other kind are a distinct handicap. We hope that from now on they screen their applicants and act accordingly. Money is not everything. Obviously, they should send some of their registrants home.

A. Nonymous

IN UNITY THERE IS STRENGTH

(ADJOURNED SALE.)

AUCTION.

TO BE SOLD
BY PUBLIC AUCTION.

ON THE LANDS OF
LOWER DROMGILL,

Within one mile of Dromconrath, on the Kingscourt Road,

THE RESIDENCE OF

MRS. JOHN REILLY,

Who is about to Emigrate to America---the following Property, without any reserve whatever. Sale to commence at 12 o'clock precisely.

ON WEDNESDAY, 2nd NOVEMBER, 1853.

3 First Class Milch Cows---Engaged in Calf.
2 Two Year Old thro'-bred Heiffers.
4 Prime Weanling Calves---very highly bred.
1 Excellent Draft Horse. 4 Goats.
2 Handsome Store Pigs.
50 Barrels of Prime Oats---(Potato & Tartarian), in Stack.
3 Cocks of Upland Hay.
1 Cart. 1 Car and Harness.
Half an Acre of Luxuriant Sweedish Turnips.
Half a Rood of Flax. 1 Rick of Turf. Plougs, Harrows,
&c., with some Excellent Household Furniture.

Terms---CASH. Purchaser to Pay Auction Fees.

J. J. CASSIDY, Auctioneer.

The above reproduced sale bill is advertising a sale held in Scotland, 105 years ago. More than a century of time and a different country has changed the sale bills of today very little. Hugh McGuire, Holstein, Iowa, found this one hanging on the wall (framed) in an attorney's office in Sioux City, Iowa.

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Paul Dillehay, 420 Elwood St., Sterling
Secretary: Bob Amen, P. O. Box 475, Brush

Illinois State Auctioneers Association

President: T.J. Moll, Prairie du Rocher
Secretary: Virgil F. Scarbrough, 613 Washington St., Quincy

Indiana Auctioneers Association

President: James E. Leichty, 875 Columbia Dr., Berne
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

Iowa State Auctioneers Association

President: Clinton A. Peterson, 700 N. 7th St., Fort Dodge
Secretary: B. J. Berry, 3104 Avenue M Fort Madison

Kansas Auctioneers Association

President: Melvin Richardson, Ellinwood
Secretary: C. E. Sandeffer, 1212 West West 8th St., Topeka

Kentucky Auctioneers Association

President: Orville R. Moore, R. R. 1, Anchorage
Secretary: Elaine K. Meyer, 1918 Mellwood Ave., Louisville 6

Michigan Auctioneers Association

President: Fred W. Smiley, 720 Wisner St., Saginaw
Secretary: Garth W. Wilber, R. R. 3, Bronson

Minnesota State Auctioneers Association

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

Missouri State Auctioneers Association

President: Hugh Morehead, Milan
Secretary: H. Willard Arnaman, Box 123, Unionville

Nebraska Auctioneers Association

President: Dick Kane, Wisner
Secretary: John Thor, Stanton

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

President: Winfred Hinkley, Ogdensburg
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Ralph Rosen, Genesee Bldg., Buffalo 2
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

North Dakota Auctioneers Association

President: Jim Davis, Jamestown
Secretary: Harry Berg, Box 762, Bismarck

Ohio Association of Auctioneers

President: John C. Watson, 96 N. Main St., Pataskala
Secretary: Gene Slagle, P. O. Box 89, Marion

Oklahoma State Auctioneers Association

President: W. H. Heldenbrand, 1400 N.W. 22nd St., Oklahoma City
Secretary: Betty Atkinson, 201 Colcord Bldg., Oklahoma City

Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St., Indiana
Secretary: R. M. Stewart, Box 37, Armagh

South Carolina Auctioneers Association

President: C. E. Cunningham
P. O. Box 749, Greenwood
Secretary: Boyd Hicks, Greenwood

Tennessee Auctioneers Association

President: Chas O. Rainwater, 235 E. Main St., Jefferson City
Secretary: Clive Anderson, 115 Union St., Nashville

Texas Auctioneers Association

President: Wayne Cook, 193 Meadows Bldg., Dallas
Secretary: Travis Somerville, 193 Meadows Bldg., Dallas

Association of Wisconsin Auctioneers

President: Don Lloyd, 257 W. 16th Ave., Oshkosh
Secretary: Ernest C. Freund, 17 Sixth St., Fond du Lac

THE LIGHTER SIDE . . .

NO PROGRESS

We used to have a young fellow at our office who, when he had an opportunity would lean over to a very attractive typist we had and whisper something to her. One day curiosity got the better of me so I went over to the girl's desk and asked, "And what do you say when the young fellow whispers sweet little nothings into your ear?" The typist smiled and answered, "I whisper back sweet little nothing-doings!"

PREPARED!

The truck driver on his day off borrowed a pickup, picked up his gal and took a ride in the country. On a quiet country lane, scented with clover and new mown hay, the car came to a sudden stop. "What's the matter?" asked Little Red Riding Hood. "Out of gas," said the wolf.

Red reached into her purse and pulled out a flask.

"Zowie," zowied the wolf, smacking his lips, "What have we here?"

"Gasoline," said Little Red Riding Hood.

FAMOUS LAST WORDS

"You'll never," said the caterpillar, seeing his first butterfly, "get me up in one of those things!"

THAT'S ALL, BROTHER!

A tired businessman's grueling day at the office was capped by his wife's announcement that the maid had walked out.

"What was the trouble this time?" he inquired wearily.

"You were!" she charged. "She said you used insulting language to her over the phone this morning."

"Good grief," cried the husband, "I thought I was talking to you."

BARELY TOO LATE

"Sold," cried the auctioneer, "to the lady with her husband's hand over her mouth!"

USEFUL

A Texas rancher purchased a new Rolls Royce and, a few weeks later, brought the car in for servicing.

"Do you like it all right?" asked the salesman.

"Oh, it's fine. I especially like that glass partition between the front and back seats.

"You do?"

"Yeah, it keeps the cows from licking my neck when I'm taking them to stock shows."

FRAGILE

A little old lady handed the postoffice clerk a package containing a Bible.

"Anything breakable in this?" he asked.

"Nothing but the Ten Commandments," the little lady replied.

DIPLOMATIC

An old lady from Los Angeles was visiting in Miami. One day she was taken to the beach. She looked long and intently at the ocean and said: "Very nice — and I can hardly tell that it is smaller than ours."

SAFETY MEASURE

Joe: "I met my wife in a very strange way—I ran over her in my car and later we were married."

Bill: "If everybody had to do that there wouldn't be so much reckless driving."

HONEST

After reading the charges, the judge asked, "Are you the defendant in this case?"

"No, I ain't yer Honor," came the answer. "I'se got a lawyer to do my defendin', I'm the guy what stole the chickens."

PROUD

Papa Robin returned to his nest and announced proudly that he had made a deposit on a new Buick.

IN UNITY THERE IS STRENGTH

COMFORT

Mrs. Smith: "I'm so miserable. My husband has been out all night and I don't know where he is."

Mrs. Jones: "Cheer up. You'd probably feel twice as bad if you knew."

STRONG

"Is there any danger of tornados in this locality?" asked the prospective newcomer.

"Gosh, no," replied the oldtimer. "The winds we have here just naturally tear a tornado all to pieces."

LONG GONE

The honeymoon is over when the wife complains about the noise her husband makes while fixing his own breakfast.

PLAIN TALK

"Darling, your eyes are like deep pools of sparkling water; your lips like two little rosebuds; your teeth like the finest pearls; but you've got the darndest looking nose I've ever seen on anything but an African anteater."

HAPPY PROSPECT

An old fella wanted to be a centenarian but was told by his doctor to give up drinking and smoking. "Will I live to be a 100?" asked the patient.

"No," said the doctor, "but it will seem like it."

REMEDY

"How can you keep eating this boarding house food?"

"It's easy. I just take a tablespoon of Drano three times a day."

SMART KID

Proud parent: "My son is only three and he can spell his name backwards."

Skeptical neighbor: "That's interesting. What's his name?"

Parent: "Otto."

GRAND CANYON

Photographer: "Do you want a large or small picture?"

Sitter: "A small one."

Photographer: "Then close your mouth."

THAT'S DIFFERENT

An Indian living in Arizona entered the local office of Internal Revenue to get some help in filling out his income tax. "How much was your income last year?" asked the clerk.

"Ugh," said the Indian.

"How many dependents did you have?" the clerk tried again.

"Ugh," replied the redman.

The interview continued along this line with each answer to the clerk's question being, "Ugh."

"Look," finally snorted the clerk, "you'll have to give me these facts. It may work out that the government will owe you a refund."

"As," said the Indian, "how much?"

TOUGH

"I just got out of prison this morning," a traveler told a man on the train. "It's going to be tough, facing old friends."

"I can sympathize with you," commiserated the other. "I'm just getting home from the state legislature."

INDIVIDUALIST

It was the little fellow's first time at Sunday School, and at home his mother waited anxiously for a report and for his impressions.

"Well, it was kinda nice," admitted the little fellow. "At the end everybody sang."

"What did they sing?" asked mother.

"I don't know," he replied, "but I sang Davy Crockett!"

LUCKY

I took an aptitude test this afternoon. Thank goodness I own the company.

LIMITED

"Johnny, what are you doing?"

"Nothing much. With you and Jesus and Santa Claus watching all the time I just can't do much."

CAT

"You should of seen my birthday cake," a young woman told a friend. "Seventeen candles — one for each year."

There was a skeptical silence, then: "Seventeen candles! Did you burn some of them at both ends?"

LIVESTOCK AUCTION MARKET

Showing large volume with a low overhead. Located in good Nebraska ranch and farm area. Ample facilities. Total price \$40,000.00 with low down payment. Easy terms.

Rogers Agency
REALTORS AND AUCTIONEERS
505 No. Jeffers — P.O. Box 364
Phone 3880
North Platte, Nebraska

Choice octagon Hickory Canes,
medium size \$1.50
4½ Ft. Pony Measuring Sticks,
30 to 48 in. 1.25
Small Osage Orange Gavel,
lacquered and burnt spots. 1.00
Name hand carved — all prices
postpaid. Wholesale prices for
dealers in quantities.
PECK'S CANE SHOP,
Cherokee, Kans.

WE GAURANTEE YOU AGAINST A LOSS

and ask that you authorize us to
ship to you some of our proven
successful Auction items.

THE FREED CO.,
Box 394, Albuquerque, N. Mex.

Learn Auctioneering At Home

Nelson Auction School

Renville, Minn.

Home Study Course \$37.50
(With Recordings)

Residential Classes 87.50

**Classes Begin SECOND
MONDAY of April; June;
September and December
EVERY YEAR!**

555 Auction Sayings \$2.00

Nationally Recognized School

BUY THE BEST

in Snap-out Carbon Forms from:

BERNARD HART
803 S. Columbia St.
Frankfort, Ind.

Bargains for Auctioneers

**Bankrupt — Close-out —
Surplus Stock
Free List**

**Example: \$79.50 9 pc. Carving and
Steak Knife Set, Imp. English Shef-
field. Blades in Storage with slide-
out drawer. Set \$4.50**

WECO LIQUIDATION CO.
21 Portland St., Boston 14, Mass.

MR. AUCTIONEER: Get the 1958 Blue Book Directory of manu-
facturers, jobbers and wholesalers. Lists over 7,000 suppliers. Get
lowest prices on close outs, surplus and name brand merchandise.
Also new products, bargain merchandise and imports. Deal direct
with the national top wholesale markets. Free details.

ASSOCIATED WHOLESALEERS, Box 52-AU, Burlington, Iowa

**2¼ MILLION
PEOPLE**

**THROUGHOUT: MINNESOTA
NEBRASKA
IOWA
N. DAKOTA
S. DAKOTA**

WILL HEAR ABOUT YOUR SALE

WHEN YOU ADVERTISE IT ON

WNAX-570

"The Station That Gets Results"

**For Details and Rates, Write or Call
COMMERCIAL DEP'T.**

W N A X

Phone 442

Yankton, S.D.

Phone 422

By popular request we are introducing these new, inexpensive, all weather BRIGHT RED

AUCTION FLAGS

These FLAGS are made of durable Oilcloth. Bright Red with white screen processed lettering.

Size 18 x 23 inches.

Made and sold only by —

The Nu-Art Company

**Geo. G. and Georgie Borum
CENTRALIA, ILLINOIS**

\$2.00 Each

**6 for
\$10.00**

All orders mailed same day.



Send cash — check or money order and we'll pay all postage or we'll send C.O.D. and you pay all postage and C.O.D. fees.

DISTINGUISHED DINING

IN AIR-CONDITIONED COMFORT

TERRACE ROOM

Leisurely atmosphere, the soothing music of a string trio, and food perfectly prepared and served, plus a fashion parade by Jenny, make the Terrace Room the choice of discriminating folk at the luncheon hour.



the Rendezvous

The Rendezvous offers elegant decor, sophisticated atmosphere, superb food, and the drama of flaming sword service. Two orchestras . . . no cover charge.

CAFE ROUGE

Generous cocktails, speedy service, economical prices, and a delightfully varied menu make the Cafe Rouge a favorite luncheon and dinner spot.



the COPPER BUFFET



Piping hot roast beef, bubbling casseroles, man-sized sandwiches, tempting salads—they're all served in a club-like male atmosphere from noon to 3 p.m. in the Copper Buffet of the Statler Lounge.

THE

STATLER HILTON

BUFFALO, N. Y.