

the AUCTIONEER



1960

National

Auctioneers

Convention

Louisville, Kentucky

Sheraton Hotel

July 14 - 15 - 16

Y'all Come

IN UNITY THERE IS STRENGTH

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
**NATIONAL
AUCTIONEERS ASSOCIATION**

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Contributing Editors
Col. "Pop" Hess, Washington, Ohio;
Walter Carlson, Minneapolis, Minn., and
every member of the National Auctioneers
Association.

THE AUCTIONEER is a non-profit pub-
lication and every member of the NAA
also owns a share of THE AUCTIONEER.
It is published as a means of exchanging
ideas that will serve to promote the
auctioneer and the auctioneering
selling.

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

**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUBLI-
CATION ARE OF THE MONTH PRECE-
DING ISSUE OF THE**

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 1959

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



**National Auctioneers
Association**

President

Ernest C. Freund, Fond du Lac, Wis.

First Vice-President

Carman Y. Potter, Jacksonville, Ill.

Second Vice-President

Charles Corkle, Norfolk, Nebr.

Secretary

Bernard Hart, Frankfort, Ind.

Treasurer

Henry Rasmussen, St. Paul, Neb.

Directors

(Terms expiring 1960)

G. B. Smith, Williamston, Mich.

Jim Lyons, Indiana, Penna.

Lewis G. Marks, Abingdon, Ill.

Ernest Niemeyer, Crown Point, Ind.

John A. Barton, Albuquerque, N. M.

(Terms expiring 1961)

Harris Vilcek, Bergen, N. Y.

C. E. Cunningham, Greenwood, S. C.

Olen V. Hall, Celina, Ohio

Orville R. Moore, Louisville, Ky.

Samy Thornton, Springfield, Mo.

(Terms expiring 1960)

E. T. Sherlock, Francis, Kas.

F. E. Fitzgerald, Bemarck, N. D.

James W. Martin, Chappell, Neb.

George E. Michael, Lockport, N. H.

W. J. Wendelin, Henderson, Tex.

EXECUTIVE OFFICES

803 S. Columbia St. Frankfort
Indiana

Iowa Auctioneers Hold Fall Meeting

The Iowa Auctioneers Association held its Annual Fall convention at the Russell Lamson Hotel in Waterloo, Iowa, October 24 and 25. A Fun Auction, held at the Tromanhauser Auction House on the opening night, was well attended by visiting auctioneers as well as local people. Following the auction, the auctioneers went to the Ti-Pi-Tin Inn for dancing and entertainment.

The group was welcomed by the Mayor of Waterloo and Mr. DuShay of the Senior Chamber of Commerce at the annual banquet on October 25. Col John Rhodes, LeGrand, who is a minister as well as an auctioneer, was the principal speaker at the banquet. His address, "Knowing Where You Are Going," was full of ideas for all auctioneers.

During the business session elections were held for new officers for the coming year. Col. Glen Anderson, Gowrie, was unanimously elected for president. Jay Arnold, Mallard, was elected vice-president and B. J. Berry, Fort Madison, was re-elected secretary-treasurer.

New directors elected were R. L. Muerch, Ionia, and Lynn Byerly, Glidden. Warren Collins, Jesup, became a director automatically as retiring president. The remaining directors are Clinton Peterson, Fort Dodge; Forrest Bloomer, Glenwood; Leland Dudley, Sheffield; Carl Setterberg, Burlington; Henry Rodenburg, Minden; and Howard Johnson, Story City.

Among the members in attendance was Col. Leon Joy, Ames, who has not missed a meeting of the Iowa Auctioneers Association since its organization in 1949.

The fall convention was very successful and well-attended by the growing Iowa group.

Farm Family Tops Second Beef Auction

Perfect weather combined with an almost unlimited number of attractions provided the best year in history for the 38th annual Eastern States Exposition at West Springfield, Mass., Sept. 19-27.

All previous attendance records were broken. An official total of 531,991 people came through the turnstiles during the nine-day show.

Vice President Nixon visited the grounds on Sunday, Sept. 20, and was the biggest crowd-getter. More than 81,000 people attended the Exposition that day.

Many Canadian entries added to the quality of the open class livestock show. In the fair's major agricultural attraction, the 36th annual 4-H baby beef auction, the winning Aberdeen-Angus steer brought the third highest price ever paid—\$6.00 per pound. The 910-pound steer brought \$5,460 to John W. Schukoske of Cromwell, Conn. Two years ago, Schukoske's sister, Mary, showed the grand champion, a Hereford, which brought \$2.40 per pound. It was the second dual win in history for a Connecticut family in the annual classic.

Skyscraper Sold at New York Auction

The largest single piece of real estate ever to go on an auction block in this country was sold recently in New York to real estate tycoon William Zeckendorf for a winning bid of \$18,150,000.

The building is the world's fourth tallest office building, a 71-story skyscraper at 40 Wall Street in New York City.

The auction came as a result of a court order following litigation in which a minority stockholder tried to block the purchase of the property by Webb & Knapp, already a majority stockholder in Forty Wall Street Building, Inc.

The skyscraper went on the auction block with a required starting bid of \$17,000,000. About 500 persons, including many leading figures in the real estate industry, crowded into the dining room of the Wall Street Club on the twenty-sixth floor of the building for sale. Speculation ran high as to how many of those present would come forward with certified checks of \$200,000, the prerequisite for entering the competition.

Only two prospective buyers stepped forward to deposit the \$200,000 required. Zeckendorf, president of Webb & Knapp, Inc., and Sidney R. Nussenfeld, an attorney representing a syndicate of real

estate investors, began the bidding briskly with \$25,000 jumps.

At \$17,175,000 the offerings began to drop to \$1,000 and \$5,000 bids and both men cautiously felt their way into the higher brackets.

Zeckendorf began to put the pressure on at \$17,850,000 with jumps of \$49,000. Nussenfeld kept in the running with \$1,000 bids.

At \$18,150,000, Nussenfeld said his group would have no other bid and the building was sold to Zeckendorf for that price. Zeckendorf admitted that the bid was "higher than I was cheerful about going."

Tennessee Group To Convene June 5-6

Members of the Tennessee Auctioneers Association held a general business meeting at the Noel Motel in Nashville, on November 2. A fine attendance and lots of enthusiasm prevailed as they made plans for the months ahead.

While only in its second year this group has enjoyed a rapid growth in both interest and membership. Plans are now under way for their second annual convention to be held June 5-6, 1960, at Gatlinburg, Tenn.

"Auctioneer" Subscribers Benefitted

Mrs. Freund and I have just returned home from a very enjoyable trip to Indianapolis where we attended the Indiana State Auctioneer's Association meeting on November 8 and 9. The meeting was very well attended and a good diversified program was presented.

While attending the Indiana and Missouri meetings, I inquired as to how many members are receiving the "Auctioneer," the official publication of our profession. I was surprised to learn that the number of subscribers is not as large as it should be. I could only come to one conclusion, that our State Association officers are not giving the state members the benefits of information relative to their profession which appears in the "Auctioneer" magazine.

One way of keeping the auctioneers informed and up to date and active is through the "Auctioneer." By receiving the "Auctioneer" magazine every month I feel as though I am visiting with the others in my profession and learning what is going on about me. Maybe I learn something new from someone who contributed an article.

I feel very strongly about the publication, the "Auctioneer," because it is one of the easiest ways to sell public relations. Until every member of every state association becomes a subscriber, we cannot expect him to get new members because he, himself, is not taking advantage of what is being offered to him.



Ernest C. Freund

I know that Mr. Bernie Hart, the editor of our publication, will be very happy to welcome new subscribers. The cost is very small. Tell every old state association member and every new state association member about the "Auctioneer." I assure you that if he once becomes a subscriber he'll never let his membership lapse.

Let's have 100% subscription membership.

Ernie Freund, President

Pennsylvania Horse Sale Breaks Record

By COL. TOM D. BERRY, West Newton, Pa.

The Pennsylvania Annual Standard Breed Horse Sale was held November 2 through November 5 in Harrisburg, Pennsylvania at the Pennsylvania Farm Show Building. The Pennsylvania Show Building is the largest fairground under cover in the world. It's inside area can accommodate a complete rodeo.

The Pennsylvania Annual Standard Breed Horse Sale is the largest horse sale in the country and probably the largest livestock sale in the world figuring gross dollar value. Over 900 horses were consigned this year from all over the United States and Canada. Last year's gross was over 2½ million dollars, with Dancer Hanover selling for \$105,000, the highest price ever paid for any yearling horse regardless of breed. This year's sale was expected to gross over \$3,000,000. Wednesday set a new record for one day's sale when \$1,011,000 worth of horse flesh was sold through the auction ring.

The sale was managed by Bowman Brown, Sr., Harrisburg, Pa., and sold by the Breeders Sales Company of Lexington, Kentucky, with Col. George Swinebroad, Lexington, as boss.

Col. Swinebroad, as a young man, intended to study medicine. He became an auctioneer by accident. The auction profession became so lucrative that he gave up the study of medicine. He now sells horses all over the country. When asked how many million dollars worth he had sold, he said that he had no accurate account but he assumes it would be well in excess of fifty million dollars worth. This should be a real mark for any auctioneer to shoot at.

If the courtesy extended to the writer during his interview is a sample of the courtesy and hospitality that we can expect from the other Kentucky auctioneers and those connected with the coming convention, this year's convention in Louisville will really be an event.

Auctioneers who assisted Col. Swinebroad were as follows:

Col. Bud Hamilton, Lexington, Kentucky, who is also credited with selling

many millions of dollars worth of horses during his career.

Col. Paul Martin, Blue Ball, Pennsylvania, who has assisted in the sale of many millions of dollars worth of horses and sold and managed many pony sales.

Other assistant auctioneers at the Annual Standard Breed Horse Sale were Col. Tom Caldwell, Ontario, California; Col. Laddie Dance, Cockeysville, Maryland; and Col. Ralph Retler, Rockville, Maryland.

Young auctioneers now in the Breeders Sales Company have already brought the gavel down on several million dollars worth of horses.

These figures should be inspirational to the young auctioneers who are going through their "ten year starve to death period" that most of us experience in getting a start.

Hope to see you all in Louisville!

Paintings Auctioned For \$167,850 Total

Twenty-seven paintings by Diego Rivera, the Mexican artist, who died two years ago, were auctioned recently at the Parke-Bernet Galleries for what observers called a surprising total of \$167,850.

A large throng watched spirited bidding for the canvases, which included a number of Rivera's early Spanish works, as well as a baker's dozen that he had created during his Cubist period between 1914 and 1917.

The pre-sale estimate indicated that the group of paintings, which were sold by order of their unidentified Swiss owner, would realize in the neighborhood of \$100,000.

Two dealers, representing private Mexican buyers, purchased thirteen of the paintings.

The collection originally had been gathered by the late D. Enrique Freyman, former cultural attache of the Mexican Government in Paris.

When Rivera was in his early twenties, he won two scholarships that permitted him to go abroad to study in Spain, in 1909, and then in Paris on the eve of World War I.

At the time, under the leadership of Picasso and Braque, the Cubist movement was cutting its first swathe in French artistic circles. Rivera was caught up in the new school and soon developed into one of its principal exponents.

The top price — \$17,000 — was bid by the Iolas Gallery for a Mexican buyer for a Cubist portrait, "Le Jeune Homme au Stilograph," painted in 1914. Another Cubist, "Paysage a Fontenay," was obtained by a private New York collector for \$11,500.

Roy Crume To Head Indiana Auctioneers

November 9, 1959, marked another milestone in the progress of the Indiana Auctioneers Association. On that day this progress group staged one of their most successful Annual Conventions at the Hotel Severin in Indianapolis. Previous to this year the Hoosiers had been holding their convention in January. After a series of years with the weatherman being most uncooperative, it was decided to try a different time of the year. The change proved to be successful as a large crowd gathered early in the day and remained until after the evening banquet and entertainment.

President, Herman Strakis of Indianapolis, called the meeting to order at 9:30 A.M. George Skinner was introduced as Convention Chairman and the day long program was under way. Forenoon speakers included Donald Bruce, program director of radio station WIRE, Sen. Eugene Bainbridge of Munster, Ind., and Ralph Rinehart, Jr., of Flora, Ind.

The entire group enjoyed a Luncheon together with the members of the Auxiliary retiring for their own meeting and entertainment immediately following.

First speaker called to the rostrum by the men was Charles N. Bell who spoke in regard to the Packers and Stockyards Act and its relationship to the auctioneers. He was followed by Col. Ernest Freund, Fond du Lac, Wis., President



Col. Roy L. Crume

of the National Auctioneers Association, Fred Millspaugh, Marion, Ind., and Louis Beezley, Westport, Ind.

A question box, general discussion and election of officers was also held. Elected to the office of President was Roy Crume, Kokomo, Ind.; Ernest Niemeyer, Crown Point, was elected Vice-President and re-elected to their respective posts were George Skinner, Indianapolis, Secretary; and Jim Buckley, Shelbyville, Treasurer. Retiring president, Herman Strakis, was named to a three year term on the Board of Directors along with Walter Murphy, Lebanon; and Arnold Obendorf, Versailles.

Hon. John R. Walsh, former Congressman from Indiana, and currently Secretary of State, was the Banquet Speaker.

Napoleon's Diamond Sold at Christie's

LONDON—A diamond that once belonged to Napoleon Bonaparte was sold at auction for 3,300 pounds (\$9,240).

The diamond in the form of a pendant was part of the crown jewels that Napoleon gave to his step-daughter Queen Hortense. A descendant, Princess Marthe, had the diamond auctioned at Christie's. It went to an unidentified buyer.

Marble, ground as fine as flour, forms body for rouge, toothpaste, paints, rubber, and linoleum.

The Gun Collector's Handbook of Values

**Fourth Completely Revised Edition
1959-1960 Values**

By Charles Edward Chapel

First Lt., U.S. Marine Corps, Retired

The Gun Collector's Handbook of Values described in detail and assigns values for good and fine condition to nearly 3,000 antique and semi-modern firearms, with 48 full-page plates illustrating nearly 600 arms from leading American collections. The weapons described and illustrated have been carefully selected for their popularity with collectors of average income, and include an overwhelming majority of all makes, types and models of pistols and revolvers made in the United States from colonial days to the present.

There are chapters on United States martial hand guns and shoulder arms, Kentucky flintlock pistols and rifles, Confederate weapons, Colt long arms, and the various makes of revolving rifles. There are special chapters on cased sets, freaks and oddities, British arms, French arms, foreign arms other than British and French, the appraisal of values, the description of the condition of collectors' pieces, the profit that can be combined with fun in gun collecting.

The copious index, the voluminous list of illustrations, and the detailed table of contents all enable the reader to identify easily and quickly and to appraise the value of any firearm in his possession. The bibliography is more than a list of collateral references; it is a lively tour of the whole field of gun-collection literature. The new edition of this book is an amplification and complete revision of the first, second and third editions published in 1940, 1947 and 1954 respectively.

The person who is unfamiliar with Chapel's writings might expect a handbook on this subject to be merely a catalogue, but it is far from that. There are descriptions of dagger pistols, dueling pistols, burglar-alarm guns, the derringer that killed Lincoln, the Colt Peacemaker that was the law west of the Mississippi, and the French flintlock

shoulder arm from which the then-infant United States designed its first official American-made musket. Some of the guns described and illustrated in this book were made by Southern mountaineers with simple hand tools and material from a junk yard. Others are precisely machined, elaborately engraved and gold-inlaid gems of the gunmaker's art and science.

Lieutenant Chapel is the author of **Gun Collecting**; **Gun Care and Repair**; and **Field, Skeet, and Trap Shooting**. They are all standard works in their own fields.

Other books invaluable to every Auctioneer are: Currier & Ives Prints, by Cunningham. An illustrated check list. Guide to American Pewter, by Carl Jacobs. Fully illustrated. Bennington Pottery & Porcelain by Richard Carter Barrett, curator of the Bennington museum. Over 2000 items illustrated. Anglo-American China illustrated.

If you are interested in knowing what you sell and expect to get the value of it, then add these books to your library. They can be obtained from Sam Laidacker, Bristol, Pennsylvania. P. O. Box 362.
B. G. Coats

World's Greatest 'Gunman' Honored

By VIRGINIA KING MARIS

J. M. Davis of Claremore, Oklahoma, may well be termed the "World's Greatest Gunman" for he has the largest privately owned gun collection in the world. He got his start with the gift of a \$1.50 muzzle-loading shot gun from his father in 1894 as compensation for taking some vile-tasting medicine.

At that time Davis was only seven years old. Since then he has built his

IN UNITY THERE IS STRENGTH

collection to approximately 25,000 different guns (more than 30,000 with duplicates) and valued at approximately \$2 million.

J. M. Davis has been a very colorful figure, active in the community life of his adopted home where he served many years as mayor and with his wife, Addie, owned and operated the Mason Hotel which he bought in 1917.

J. M. has made hordes of friends in his travels both in the states and abroad in search of rare guns. The late Will Rogers was counted one of his close friends for two decades.

Among his rare guns are rifles used in the Revolutionary War, the War of 1812, and The War Between the States. Included is a gun which belonged to Jesse James, an automatic pistol taken from the body of cigar-smoking Bonnie Parker, and guns owned by Bell Starr and by Annie Oakley. The murder guns of 44 other bandits are found in two large showcases of the Mason Hotel, a part of the 500 bandit and murder guns in the huge collection.

Mr. Davis bought 17 pieces from the London Museum and acquired beer steins, Indian arrowheads, saddles, blankets, and a host of other collectors' items.

There is hardly a gun in the collection of J. M. Davis that he can't tell a story about. It is hoped that this magazine may run a series of such stories in the near future, for much interesting history and legend is connected with these factual stories.

About 20 years ago, Davis added long-horns to his collection of relics, giving a check of \$19,000 for the purchase of 200 horns. One set is now worth \$10,000. These horns are displayed with pride in the hotel lobby where he keeps his other horns, two small guns, one a pistol that can be hidden by a postage stamp. In this same display is a hand gun used by Napoleon at the Battle of Waterloo. A 500-year-old Chinese "hand cannon" is the oldest gun in the collection.

Local citizens were deeply grateful when J. M. Davis turned down an offer of \$1 million and a guaranteed income of \$100,000 a year as curator to shift the location of his fabulous gun collec-

tion to Las Vegas, Nevada. It is J. M.'s wish that the collection remain intact and in Oklahoma.

In appreciation of the man who has done so much for "his home town" and in recognition of his love and loyalty, Claremore citizens paid a tribute that seldom comes to a man during his lifetime. A host of activities were planned in observance of "J. M. Davis Appreciation Day," celebrated on his 72nd birthday. Senator Clem McSpadden was largely instrumental in making the tribute one of state and national interest. The open house at the Mason Hotel on Saturday, June 27, the presentation of plaques from the governor and lieutenant governor, the speeches of commemoration by state notables, was climaxed by a formal dinner for the family in the hotel dining-room at which time J. M.'s attractive wife and his sister Bell helped him in opening his many gifts, telegrams, and cards. Out of state relatives were present from Georgia, Arkansas, Florida and Texas, in addition to residents of Oklahoma.

J. M.'s Appreciation Day is one long to be remembered not only by the Davies, but by all fortunate enough to attend. It will become one of the historical events in the history of Claremore, home of the "world's greatest gunman."

Col. Jack Gordon Recovering Health

Col. Jack Gordon, past President of the N.S. of A. and one of the thirteen auctioneers who founded the National Auctioneer's Association, suffered an attack while at his desk in the First National Bank building in Chicago and was rushed to the hospital.

After being hospitalized for eight days he returned to his home in Chicago to convalesce. He has now recovered his health sufficiently to permit him to resume his official duties with the Samuel L. Winternitz Company, one of the world's largest industrial and commercial auctioneers.

His many friends in the National Auctioneer's Association wish him full and rapid recovery to his usual good health.

Secret Bidding At Basque Sardine Sale

SUANCES, Spain — Late at night the Basque fish-mongers and their wives sit in circles and bid against one another at sardine auctions. They have been doing this for hundreds of years, but the electrical age has added some refinements.

Unless the seas are raging, the boats put out every afternoon. Half a dozen men plus a boy or two learning the trade man each boat. Often they do not return until 9 or 10 P.M.

Then, in the darkness, they chug back into port in single file, sliding gently against the stone piers. The arc lights come on and light up a scene of cat-footed Basque sailors, coils of rope, folded nets and silvery sardines.

The fine, nine-inch fish are tossed with skill into boxes, which are hauled up onto jetties where they are stowed in burro carts to be drawn to the weighing.

Auction Follows Weighing

After the weighing comes the nightly auction. This is a serious quayside ceremony. The children stand in wide-eyed silence observing the battle of wits among their parent and neighbors.

"One hundred kilos of sardine at 13 pesetas (21 cents)," intones Andres, the one-armed auctioneer. He leans on a wooden counter and near him sit sixty to seventy men and women on wooden benches, divided by arm rests into individual seats.

Andres' voice carries softly but clearly to all present as he calls out the prices, starting with the highest then slowly dropping by 5 centimos until a bidder is found.

Before him on his counter stands a mechanical contraption of metal tubes arranged in a circle, each containing a small numbered pellet. The tubes are connected with a metal chute under the counter. This is the "secret bidding box."

Pellet Signals Bid

"Twelve pesetas and 50 centimos . . . 12 pesetas and 45 centimos . . . 12 pesetas and 40 centimos," chants Andres. Suddenly there is a click and a pellet rolls down the metal chute. A small boy at

Andres' elbow catches the pellet and hands it to the auctioneer. He notes the number and looks inquiringly at the correspondingly numbered seat occupied by a dark-haired Basque fishwife. She nods silently. She has taken the entire lot at the last quoted price.

The secret bids are made by pressing electric buttons in the arm rests on the benches. The bidder's button opens a trap door under his or her pellet. The first pellet to roll down the chute represents the successful bid. Often three or four buttons are pressed simultaneously when the prices get low enough. A split-second may then make the difference between bids. Arguments abound but Andres' word is final.

For centuries fishing has been the life of this coast with its great headlands and well sanded little fishing ports. More and more factories are being built however, and streaks of ugly smoke now mar the view of the green hills.

Renewals And New Members Processed

The roster of members continues to increase as new and renewal memberships arrive daily in the executive offices. We continue to look for another record year in the growth of the NAA.

The names of those whose memberships were received during the period from October 16 through November 14 are listed below. An asterisk preceding the name indicates renewal.

- J. A. McCall, Alabama
- *Richard C. Wright, Virginia
- *Jacob A. Gilbert, Pennsylvania
- *Richard M. Sears, Iowa
- *R. A. Mendenhall, North Carolina
- *Hubert L. Jones, Indiana
- *Vernell Johnson, South Dakota
- *Paul Calkins, New York
- *George W. Skinner, Indiana
- *J. L. Todd, Georgia
- *C. W. Slater, Illinois
- *Ralph A. Weschler, District of Columbia
- *Stanley Solon, New York
- *John M. Miller, Maryland
- *B. F. Hayes, New York
- *V. J. DiGiacobbe, Ohio
- William B. Yarbor, Indiana
- *Frank Mountain, New Jersey
- *Rex Anderson, Nebraska

IN UNITY THERE IS STRENGTH

*Johnnie Midgette, Virginia
*Clarence P. Maier, Pennsylvania
*Tom Sullivent, Kansas
*Omer F. Bonney, Oregon
*Harold P. Higgins, Quebec
*Roy I. Ebersole, Pennsylvania
*Floyd C. Persails, Michigan
*Glen E. Leney, California
*E. F. Harrington, Florida
*Morris Weinstein, New York
*William B. Riley, California
*Fred A. Perino, Wyoming
*Charles Yount, Tennessee
Donald H. Mudd, Kentucky
Harold Richmond, Kentucky
*Joseph M. Hetrick, Ohio
*Marley Neal, Indiana
*Fred W. Radde, Jr., Minnesota
*Newt Dilgard, Ohio
*W. E. Sprockett, Ohio
Richard W. Deeweess, Missouri
*W. Craig Lawing, North Carolina
*Tom Chunn, Tennessee
*Leonard F. Willinger, New Jersey
*Henry A. Berman, Massachusetts
W. Donald Richardson, New Jersey
Clarence Prange, Iowa
Ted K. Tarrant, South Dakota
*Elmer Bunker, New Mexico
*L. M. Sweet, North Carolina
Wayne L. Bloomer, Indiana
*Clarence E. Davis, Indiana
Joe Palmer, Indiana
*Leo M. Boatwright, Indiana
*Elbert L. Allyn, Indiana
Lewis E. Riddell, Indiana
*J. L. Adams, Alabama
*H. H. Chambers, Virginia
*George W. Lockridge, Virginia
*Mark T. Penny, North Carolina
*J. C. Penny, North Carolina
*Don Decker, Illinois
*Norman Levy, Michigan
Thomas D. Bauermeister, Indiana

Director Elected For Parke-Bernet

At a Board of Directors meeting held on September 24, Ralph F. Colin, of Rosenman Goldmark Colin & Kaye, was elected a director and general counsel of the Parke-Bernet Galleries, Inc., as successor to the late David S. Hecht. Mr. Colin is a trustee of the Museum of Modern Art; a director of and general coun-

sel to the Columbia Broadcasting System, Inc., and secretary and director of Columbia Artists Management, Inc. He is also on the Board of numerous charitable and education foundations, including the CBS Foundation of which he is president.

Modernization In Marketing Systems

By GEORGE LITTON

A REPORT OF PROGRESS of marketing systems in Virginia would not be correct without discussion of the auctions in the State. No group is trying any harder and is anymore interested in cattle progress than the Virginia Auction Market Operators. They handle 65% of the volume of production from Virginia livestock farms. Last year, they handled 58% of all cattle, 75% of all veal, 60% of the slaughter cattle, and 31% of the feeder calves.

The system is somewhat plagued by too many markets since we have 52 auctions in the State with 49 actively engaged in weekly selling. According to very reliable surveys over the East and South, a 30 mile haul is considered well within the limits of the marketing area of an auction barn. If we divide off the State of Virginia into areas so that everybody would be within 30 miles of a good auction system, Figure 1, it would take 13 markets to serve the State. The 52 we have is four times the correct number.

At their annual meeting this year, the auction operators began thinking about how they could consolidate, modernize, push buttonize, IBMize and subject their methods to completely modern techniques. I believe you will see the greatest improvement in the selling system come in Virginia in the next five years as has been accomplished throughout all the past. Selling on out-weights is one of the problems to be resolved.

Office manager to idling employee.
"Why aren't you busy? Can't you find something to do?"

Employee: "Do I have to find it, too?"



LADIES AUXILIARY ANNUAL LUNCHEON was like everything else at the Denver convention — bigger and better than ever.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Christmas Message

Once again it is time for one of the most glorious holidays that we celebrate. Do we realize and appreciate the real significance of this great celebration, or has this been commercialized to such an extent that we have crowded out the real meaning of Christmas? Did ever a single incident in your life suggest so much as is summed up in Luke's saying about Jesus' nativity at Bethlehem: "There was no room for them in the inn?"

Today we lead such overcrowded lives that the loveliest things which would enrich us all are commonly excluded. Great music is not heard, beauties in nature are not enjoyed, great books are not read; we are too busy. We miss the enriching friendships and possibilities of happiness in our family life. So, too, we crowd out Christ and everything he stands for.

Why don't we stop and evaluate our own lives so that we can recognize greatness when we see it and make room? With only one life here on earth to live, it is a pity to miss because of our crowded lives, the spiritual values which mean the most, reach the highest, last the longest and in the end make life rememberable.

So let us all at this season of the year take time to give thanks for our many, many blessings.

Rolland and I wish you all a Merry Christmas and a Prosperous New Year!

Gretchen Featheringham

President of the Ladies Auxiliary

Officers Retained By Indiana Ladies

Members of the Ladies Auxiliary to the Indiana Auctioneers Association re-elected their full slate of officers to serve another term at their Annual Meeting held at the Severin Hotel in Indianapolis, Monday, November 9. These include Mrs. Herman Strakis, Indianapolis, Pres-

ident; Mrs. Ernest Niemeyer, Crown Point, Vice President; Mrs. George Skinner, Indianapolis, Secretary; and Mrs. Roy Crume, Kokomo, Treasurer.

The group served coffee during the forenoon to all those attending the Indiana Auctioneers Convention. Afternoon entertainment was enjoyed by all in attendance.

Mrs. Mora Freund, Fond du Lac, Wis., Secretary-Treasurer of the National Ladies Auxiliary, was a special guest.

Memoirs Sold

LONDON—The original manuscripts of Napoleon's memoirs on his Egyptian campaign changed hands at an auction of literary rarities for 2,800 pounds (\$7,840).

Napoleon dictated the memoirs on his exile island of St. Helena from October, 1815, to April, 1816. Neither the name of the seller nor the buyer was disclosed.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. R. E. Featheringham,
Ashville, Ohio

1st Vice President

Mrs. Owen Hall, Celina, Ohio

2nd Vice President

Mrs. Tom Berry, West Newton, Pa.

Secretary-Treasurer

Mrs. Ernest C. Freund,
Fond du Lac, Wis.

Historian and Parliamentarian

Mrs. Howard Shults,
Grand Junction, Colo.

DIRECTORS:

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Harris Wilcox, Bergen, N. Y.

Mrs. Albert Rankin, Alger, Ohio

Mrs. Ken Burrows,
New Wilmington, Pa.

Mrs. B. G. Coats, Long Branch, N.J.

Mrs. Tim Anspach, Albany, N.Y.

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. Al Boss, Carroll, Iowa

Mrs. Don Werner, Thedford, Nebr.

Illinoisans Elect John Carr As Head

Members of the Illinois State Auctioneers Association held their Annual Fall Meeting at the Moose Home in Paris, Ill., November 15. While the crowd was not as large as it may have been it was quite representative of the various areas of the state.

Convening at 10:00 A.M. topics of business were discussed throughout the forenoon. A turkey dinner was enjoyed at noon by the members and their families. A group of musicians from Kansas, Ill., entertained after the Luncheon followed by a panel discussion.

Bernard Hart, Secretary of the National Auctioneers Association, was the only speaker on the program and he devoted his remarks to the subject of "Public Relations."

Officers elected for the coming year were John Carr, Macon, President; Fred Quick, Aurora, Vice President; and Charles Knapp, Cissna Park, Secretary-Treasurer (re-elected). Added to the Board of Directors were: Harold Hillard, J. M. Bliss and Elmer L. Hardin, who will serve three year terms. Retiring President, Wayne Coffey of Kansas, also became a member of the Board. The officers were installed by Col. Ray Hudson, Morrisville, Ill.

Bidding Active At New York Auction

NEW YORK CITY — The auction sale properties in the five boroughs owned by the city and which were put up by the Department of Real Estate, J. Clarence Davies Jr., Commissioner, resulted in the most spontaneous bidding in thirty years, according to Stephen A. McDonald, vice-president of Joseph P. Day, Inc., auctioneers. Mr. McDonald and Fairfield P. Day, also a vice-president of the Day organization, conducted the sale.

Of the 401 parcels originally scheduled for sale, twenty-eight were withdrawn by the city, and on forty-three parcels there were no bids. The remaining 330 properties were sold for \$3,707,475, which was more than 100 per cent over the upset

prices. In the Bronx for instance, properties with assessed valuations of \$358,000 were offered with upset prices of \$249,000 and the auctioneers got bids of \$460,800. In Brooklyn parcels assessed at \$718,625 and with upset prices of \$674,900 brought \$3,095,150. In Staten Island realty assessed at \$249,220 and carrying upset prices of \$495,900 brought \$1,086,125.

New Salt Lake City Law Curbs Auctions

SALT LAKE CITY—An ordinance restricting activities of auctioneers within the city limits has passed here with the support of the old community's auto dealers.

Highlights of the ordinance are:

1. Auctioneers must obtain a City license at a cost of \$100 a year. Transient auction operators must pay a license fee of \$50 a day.
2. Auctioneers must supply the city with a \$5,000 corporate surety bond.
3. Merchandise on sale must have been within the state at least 90 days prior to being placed on sale.
4. Auction stocks cannot be replenished.
5. Before any auction, the operator must file with the city license assessor and collector a description of each item to be offered unless such item is valued at less than \$5.
6. Auctions are prohibited on Sundays and holidays.

The ordinance will have no effect on the Salt Lake Auto Auction, which is conducted outside the city limits.

Decoy Collection

CAMBRIDGE, N. Y. — When the pheasant field trials ended in up state New York, Frank Ash of Fulton, N.Y., left for his place on Stony Island at the eastern end of Lake Ontario for a bit of fishing and bird shooting and a look at his collection of decoys.

Ash is an all-round outdoorsman, so it's not strange that his hobby is related to duck shooting. He has collected more than 400 decoys, many of them 100 years old or older. He'll go anywhere to look at a good one and buy it if he can.

Summing Up For 1959

Indicates Comfortable Future

BY COL. POP HESS



The date of this writing for the December issue is November 11, Veteran's Day. How well I recall the beginning of this holiday, back in November, 1918, when World War I was over, and the celebration they had for the twenty-four hours that followed. I was just in the act of opening a general farm sale at 12 o'clock noon, had just given the terms of the sale and picked up a pitchfork and started to swing off when the bells in the nearby county seat town started ringing and whistles started blowing. In no time flat the farmer I was selling out and I were very much alone as all had vanished. That sale was never held. The farmer was selling because his son was to leave soon for army duty. It was on November 10, as I recall, that the first report of the Armistice came through. It was denied later but by daylight the next day, the report was confirmed. Throughout that day many guys were absent from home for hours celebrating and getting back into usual form.

Since I wrote my column for November, not too many letters have come in to me from the boys out on the firing line. They have been more than busy conducting sales. If all states held as many sales as we have had here in Ohio, it could be a record. Livestock and general farm sales have been especially numerous. Not that farmers are quitting. I think that for every one that did quit, there was one to take his place. There have also been many livestock production sales, feeder calf and feeder pig sales as well as many farms selling at auction.

Many of our Ohio auctioneers have well-arranged staffs and are selling farms at auction with much success.

The writer has had some leisure time to read about the long standing steel

strike and all the other strikes that seem to be in the making. It is disturbing to see so many out of work and wondering where the eats are coming from. Many plants which depend on steel for production are shutting down as well.

I ask "Why?" when I see that their average pay was from \$2.50 to \$3.25 per hour for six to eight hours a day. Why strike? Well, they seem to think that their biggest trouble is that their employer makes a million dollars profit each year, therefore, they should have more pay. For security on a steady job I would rather work for a fellow who made a million than for one who went in the red a million every year. But I could be old-fashioned.

I have also had time to read with interest about our TV quiz shows being rigged. I am so sorry to learn that some of the people I watched on the screen of my TV set were not nearly so smart and well-posted as I thought and that they do not have such good memories as I supposed. However, the phrase "It was 'rigged,'" came in very handy for me just recently. Mom Hess discovered some lip-stick on my cheek on my arriving home and the only way to clear the thing was to say "It was rigged." I got by without further questioning. I could have taken the Fifth amendment but that gets a guy in wrong with Congress.

Ohio had a fine summer this year and crops are good. Some farmers say they are not getting as much for hogs as they like and they have had to pay a strong price for replacement feeder cattle but they are getting plenty for corn. They feel that the farm and livestock business will not be too bad for the year. Money is somewhat tight with many banks asking and getting 6% to

6½% on loans, yet the old wagon keeps rolling right along.

In the business world the auction way of selling and the auctioneer who is on his toes is much in the limelight as a good way of life to follow. It is a good time for many of the beginners to get the experience to become the busy auctioneers of tomorrow. I note from a few letters received lately that there are young men just out of auction schools who are bewildered because they are not being sought out for sales to conduct and because they are not selling every day like the old man in their home community is. I have written many times on this and the only comment I can make as of now is that when you were a baby the first things you did were to eat and to squall. Later you started to crawl, then you got up and walked. In time you grew up, went through school, and now you are ready for hire. The business and professional roads have the same route to travel as you did when you were born. Eventually, if you have the stamina to endure, you will be the auctioneer of your dreams. Don't blame the older auctioneer or the auction school. It is your world to build.

In one of our morning daily papers today, I read that a man down in Washington says that the typical family of the future will have at least a \$25,000 home to live in and that the average yearly income will be \$10,000 or better. It leaves me feeling like an old chap I was talking with a few days ago who never had much of this world's wealth but who was always busy and who seemed to have the best in life. In talking about money he said, "Pop, I don't make money, I just handle it." How true for most of us. If you stop to consider, that is about all any of us do when it comes to money. We handle it. Did you ever stop and think how many owners a dollar bill has every week of the year?

As this is December, My Christmas greeting to you and yours is one of cheer. I wish you all the merriest Christmas of all time. 1960 will soon be here and then we face Uncle Sam to report our sins and earnings and to pay him off for it is Uncle Sam who provides for us the protection and government we much need.

Do not overlook thanking our Heavenly Father, the King of all men, for his guidance over all of us. May we be worthy of living in the great modern world we have, in the United States of America.

Writer Sees Louvre Becomes Art Dealer

NEW YORK CITY—From scenarist to art scholar is a long road that winds from the Louvre, through the museums and churches of Europe and ends at 17 East Sixty-fourth Street, where a new shop devoted to Gothic and Renaissance antiques opened yesterday.

When Edward Lubin, now 31 years old, closed his typewriter in New York and headed for Paris to write scripts for television four years ago, he never dreamed he would return with medieval pictures dancing in his head. The turning point in his life occurred, he said last week, when he visited the Louvre to "memorize its contents."

Instead of conquering the museum, he became its victim. The immortals of Gothic and Renaissance arts killed his desire for immortality on the seventeen-inch screen.

He quit his job, bought a car and, with his wife beside him and the back seat filled with catalogues, art books and guides to Europe, he set off on "two years of self-education."

This was followed by two years of graduate study at New York University's Institute of Fine Arts and a fellowship at the Metropolitan Museum.

The new shop reflects the personality and purpose of the proprietor. One room resembles a museum, the second might be the drawing room of a New York collector and the third is a library that was difficult to complete as the fine collection of decorative arts on view.

The transition from scripts to fine arts was often more difficult for others to accept than for Mr. Lubin to accomplish. His father's reputation from the early days of motion pictures (he was one of the pioneers in Metro-Goldwyn-Mayer and the builder of the Roxy Theater here) followed him right into N. Y. U.

IN UNITY THERE IS STRENGTH

When he applied for admission, he was greeted with: "You know we're not making motion picture producers here."

Through winters of study and summers of auction-going, the idea began to germinate that he would open a shop offering the finest examples available of the decorative arts of the period.

Although Mr. Lubin's establishment is not unique on the New York scene, Mr. Lubin is one of very few Americans who have become dealers in the medieval field. He attributes his presence in the field to the fact that his generation is the first to be able to benefit from the large number of European art scholars and historians who came here prior to World War II.

Because of his work with the Metropolitan, Mr. Lubin believes in offering only pieces that he can positively identify as fine examples of their kind for the period.

Whether it is the gilt monstrosity of St. Valerius identified in the Guelph Treasure as created in 1400, a fine fif-

teenth-century box or a sixteenth-century Brussels tapestry valued at \$50,000, everything is sold with a provenance, or note of origin.

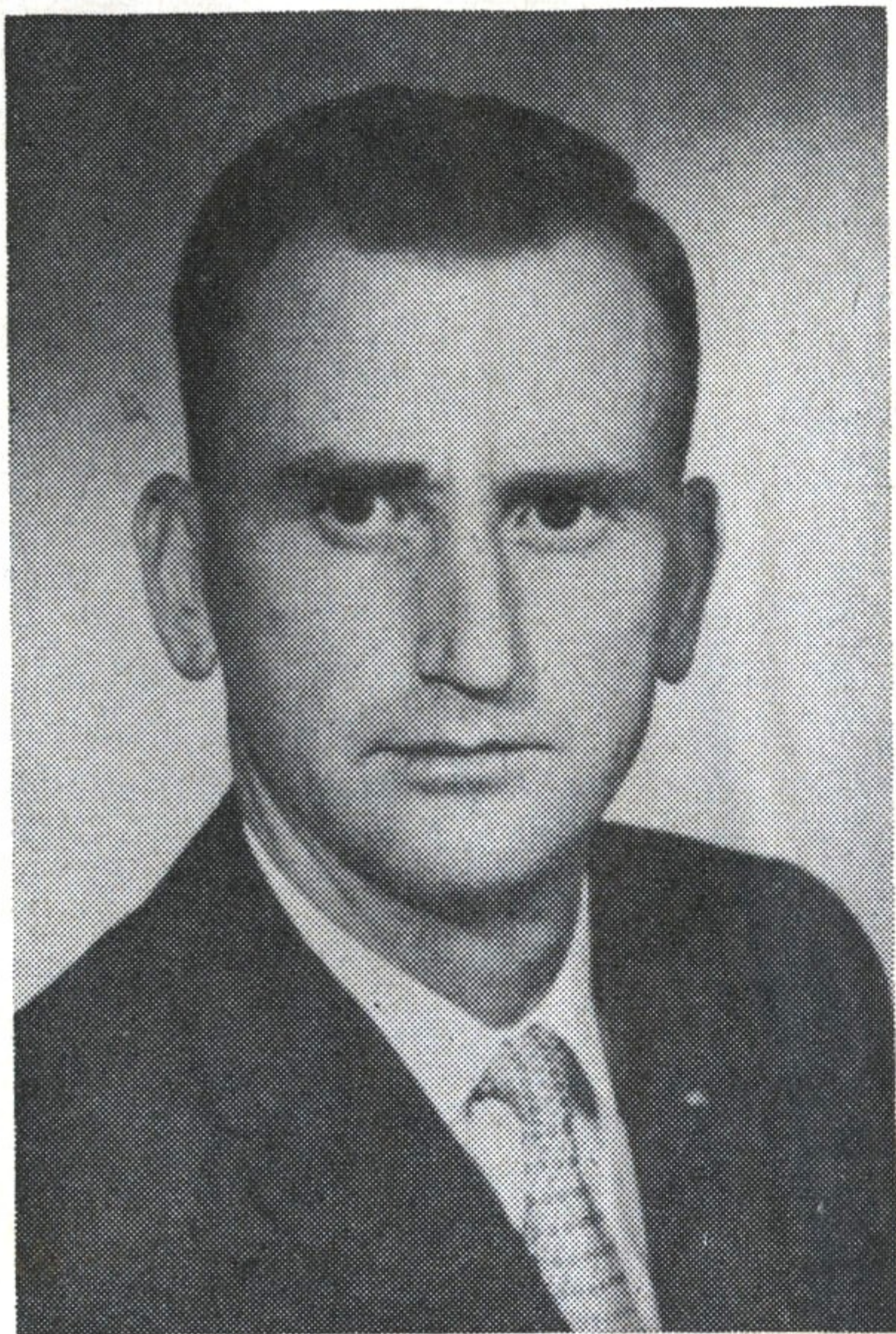
Iowa Real Estate Resolution Approved

At their annual meeting this fall in Des Moines, members of the Iowa Real Estate Association approved a resolution asking that the code of Iowa be changed so that auctioneers would have to be licensed as real estate men in order to sell property.

The above proposal has already been adopted by many states and has been received with mixed feelings. The November issue of THE AUCTIONEER carried an item in which the Attorney General of the State of Michigan ruled that it was not necessary for auctioneers to be licensed so long as they performed only the services of an auctioneer and not of a broker.



MID OHIO DIAMOND CHAMPIONS—This is the Wilson's Auctioneers nine of Green Camp, Ohio, which captured the 1959 Mid Ohio League baseball tournament championship. All told, the Wilson crew won 17 games and lost nine in the season as a whole. Col. Clyde Wilson, former NAA President and sponsor of the team, is at the extreme right. Robert "Bob" Wilson, co-sponsor and manager of the team, is the center man in the front row.



Col. Clyde White



Col. Claude White

Tennessee Twins Auctioneering Team

Gatlinburg, Tenn. — Middle Tennessee bidders will be excused if they think their auctioneer does the work of two men. Auctioneers Clyde and Claude White, identical twins, work as a team in all their Auction Sales.

Clyde and Claude are members of the National Auctioneer's Association and the Tennessee Auctioner's Association and each is a graduate of the Reppert School of Auctioneering. Clyde having been a member of the Fall class of 1949 and Claude having been a member of the Summer class of 1952.

Clyde was elected President of the Tennessee Auctioneer's Association at its annual convention here on June 7, 1959.

Claude is a partner in Payne & White Realty and Auction Company of Shelbyville, Tennessee, while Clyde is a partner in Brown & White Realty and Auction Company of Murfreesboro, Tennessee.

Both parents died when the twin boys were six years of age and they were

placed in the Tennessee Baptist Orphanage at Franklin, Tennessee, where they received their education. These auctioneering twins have worked and made their own way since leaving the Orphanage in May, 1937.

Walter Carlson Sells Old Home Farm

Trimont, Minn. — Lester Forstrom bought the 60-acre farm on which he resides, one mile west of Trimont, at public auction.

Auctioneer Walter Carlson brought down the hammer on Forstrom's bid of \$329 an acre. There were three other bidders. The farm was owned by the heirs of the late Peter Forstrom. The purchaser is a son of the deceased.

Carlson admitted he may have put an "extra bit of feeling" into his work as he auctioned off the farm. "You see it was the farm where my parents, the late Mr. and Mrs. Claus Carlson started farming in 1901, the year before I was born," said Carlson.

The 60-acre farm brought \$19,740.

Christie's Opens New York Branch

Christie's, fine art auctioneers since 1766, is setting up a subsidiary company in New York. Announcing this, Mr. I. O. Chance, Chairman, said: "We have for many years had an art consultant acting in our behalf in the United States. In view, however, of our ever-expanding volume of business and the special interest of American collectors in our sales, we have now found it necessary to increase our representation there."

"We are forming a subsidiary company with offices in New York, which will be managed by Mr. Robert Leylan, the well-known art expert. Mr. Leylan will fly to any part of the American continent to advise those wishing to sell collections."

Christie's subsidiary company will be registered as Christie, Manson and Woods (U.S.A.) Ltd. With the appointment of Mr. Leylan, Christie's now has full-time representatives in both America and Europe.

Mr. Leylan, 51, is a graduate of Yale University, and attended the graduate school of fine arts, the Fogg Museum, at Harvard University. For many years he was associated with Jacques Seligmann, the well-known art dealer of New York and Paris. During this time he collaborated in the publication of the four volume definitive work on Degas by P. A. Lemoisne.

Christie's representative in Europe is Mr. Hans Becker, a world authority on porcelain and other works of art, who is based on Rome.

Kansas City Royal Quarter Horse Sale

The first American Royal Quarter Horse sale held Oct. 24 attracted buyers from 10 states and a capacity crowd in the stock yards pavilion at Kansas City. Buyers were on hand from Kentucky, Missouri, Wisconsin, Oklahoma, Texas, Minnesota, Nebraska, Iowa, Kansas and Arkansas.

Topping the sale at \$7,100 was entry 1096 Sunup Doc, consigned by Gilbert A.

Dance, Jeffersonville, Ind. This 3-year-old bay stud by Sunup H, out of Flash Bulb by Talley Man, sold to J. W. Burd, Louisville, Ky.

A Colorado gray stallion was second high stud at \$5,800, going to Maplewood Farm, Boonville, Mo. This was lot 1080, Paul A. Jr., 10 consigned by John Bowling, Colorado Springs, Colo., an August 2-year-old by Paul A., and was out of Bonnie Blue by Midnight Jr.

Top selling mare was entry 1097, Blue Bonnet Miss, a June yearling, consigned by Dance Oil Co., Jeffersonville, Ind., and selling to Judy Kaufman, Omaha, Neb., at the \$4,200 mark. This filly was also by Paul A. and was out of Daytona — a daughter of Scooter S.

A May 2-year-old, consigned by Phillip L. Williams, Waukesha, Wis., sold at \$2,600 to B. F. Phillips, Frisco, Texas. This second high mare entry 1125, Miss Ed Heller, by Ed Heller was out of Miss Jayhawker by Hobo.

The sale, managed by the American Royal Quarter Horse sale committee, was conducted by Gene Watson.

Schoolboy Finds Rare African Stamp

EEKSHILL, N. Y.—The discovery of what may be one of the world's rarest stamps was disclosed here by Herman Herst Jr., a stamp expert of near-by Shrub Oak.

The stamp, issued by the British African possessions of Kenya, Uganda and Tanganyika, bears a portrait of Queen Elizabeth II and Owen Falls Dam. The picture of the dam is inverted.

The stamp was issued in 1954, but no previous example of the dam inverted had been discovered, Mr. Herst said. It was found by a schoolboy in New Brunswick, N. J., who spotted it on a letter. He showed it to Vincent La Bar, a stamp dealer of New Brunswick, who submitted it to Mr. Herst.

Mr. Herst said the error occurred when the paper was reversed in the printing process. A United States stamp showing an inverted airplane was one circulated after 100 copies had been printed. The last price at which one was sold was \$6,125.

Italian Art Expert, Berenson, Dies

FLORENCE, Italy — Bernard Berenson, the world's leading authority on Italian Renaissance art, died recently. He was 94.

An American and a graduate of Harvard University, he left Boston shortly after graduation and had lived in Italy for the past 73 years.

Later in life he revealed that he still considered Boston as his home. He will ed his beautiful 40-room villa, Tatti, just outside Florence, and its superb collection of art treasures to Harvard for use as a center for scholars abroad.

Some of America's greatest art collections are monuments to Berenson's scholarship and taste.

He began his career as art buyer for Mrs. Jack Gardner of Boston assembling the nucleus of the Fenway Court collection she left as a museum.

But his biggest influence came as chief adviser to the late Lord Duveen, the dealer who assembled most big private American collections before World War 2. In the process Berenson amassed a comfortable fortune for himself.

Ancient Royal Grave Found In England

SEWERBY, England — Archeologists believe they have found the grave of a queen who ruled over the diminutive Angles. These people came here in 547 A. D. from what is now Schleswig-Holstein to invade and conquer eastern Britain.

The find, made by archeologist Phillip Rantz, is regarded as of first-rank importance.

The royal grave is among 48 unearthed at a site four miles from Flamborough Head, over-looking the North Sea.

Marked by a cairn of chalk blocks missing from the other graves, it contained the skelton of an adult female about five feet in length.

The skelton was buried in a bronze-lined wooden coffin, traces of which are still intact. With the skelton were strings of beads, brooches, gilded wrist clasps,

an iron ring, a bronze cauldron, bronze pendants and gilded boxes.

Pendants of crystal and shale also were found.

Nearby graves yielded more beads, ornaments and spears but none so decorative as those found in the queen's.

The first skeltons were found on the site last year by workmen digging foundations for a new farmhouse. Police called in archeologists from the ministry of works.

The site is at a point known to be the landing area for the ancient Angles, from whose name comes the word England.

Canadian Misprint Stamps Valuable

OTTAWA — Canadian postal officials estimated 300 misprinted copies of a 5-cent St. Lawrence Seaway stamp are at large. One dealer has offered up to \$1,000 apiece.

The misprints were among 40 million stamps issued to mark the formal opening of the St. Lawrence Seaway by Queen Elizabeth II and President Eisenhower last June 26.

A Winnipeg dealer, Kasimer Bileski, said he has negotiated the purchase of 58 of the stamps for a total of \$50,000. Ottawa collectors said with an official estimate of 300 in circulation, the price may go down.

Postmaster General William Hamilton said it was the first Canadian stamp misprint in the 108 years Canada has been printing stamps.

What happened was that the central blue design—a symbolic seaway link of the American eagle and Canadian maple leaf — was inverted when it was printed over the red printing at the bottom of the stamp. Hamilton said the printer had devised an "ingenious printing technique" to guard against such errors in future.

The will of the wealthy but eccentric old man was being read and the relatives all listened expectantly. Finally the lawyer said "And to my nephew, Charlie Jones, whom I promised to remember — "Hi there, Charlie.' "

Auction Sale Makes Dream Come True

My husband had many volumes of Shakespeare about the house, including a facsimile of the First Folio — but it was a facsimile. His lifelong dream was some day to read Shakespeare from the original of the First Folio printed in 1623. But, unfortunately, so-called necessity had prior claim. The fulfillment of an aesthetic dream is something we can live without.

Then in February of this year Mr. Keats, the proprietor of our local bookstore, telephoned. He told Max that the Parke-Bernet Galleries listed a First Folio in their catalogue. The title page was a facsimile and the binding was in need of repair. These imperfections meant that the cost would, perhaps, not be prohibitive. We had a chance.

Max had a slight cold on the day of the auction and he also felt that he shouldn't take time away from his writing. "We can't afford it," he said. "Wait and see if the next play is a success!" But in the end I persuaded him to allow his dream to take one step nearer reality. So our friend Mr. Keats agreed to bid for him at the auction. Though our bid was not high, we waited all day with mounting anticipation for the promised

call, but none came. We had given up hope.

At 5:30 the doorbell rang. It was Mr. Keats. "Congratulations," he said, as he put the folio into Max's hands. Later that evening as Max read to me from the folio, he smiled and said, "I begin to feel less guilty now."

Max made the last entry in his diary that night. He was felled by a stroke the next morning. He died two days later. About the folio he had written: "It's imperfect, but wonderful. It's one o'clock, to sleep."

This is a small instance of the realization of a cherished dream. Too often such dreams are suppressed by the responsibilities of practical everyday living. But isn't it the fulfillment of dreams that has the greatest reality?

In short, until we act upon it, "A dream itself is but a shadow," as Shakespeare has said.

Prized Letters Sold

PARIS — Letters exchanged by composer Frederic Chopin, French author George Sand and her daughter, Solange Clesinger, brought \$8,560 in a Paris auction. Chopin loved George Sand but she later left him.

Established 1948



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

Western College of Auctioneering

Box 1458, Billings Montana

Our Graduates Are Our Best Advertisement

Classes limited to 30 Men.
Four Terms a Year.

March, June,
September, December

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

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. J. L. Adams—Montgomery

ARKANSAS

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

Col. Dittmann Mitchell—Fayetteville

Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. Tom Caldwell—Ontario

Col. Ray Roberson, Grover City

Col. E. V. Wing—Gerber

COLORADO

Col. Herman W. Hauschildt—Denver

Col. Si Lockhart—Steamboat Springs

Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Billie Fitzpatrick, Jr.—Waterbury

Col. Richard K. Mather—Granby

DISTRICT OF COLUMBIA

Col. Max Dubin—Washington

Col. Ralph A. Weschler—Washington

GEORGIA

Col. Paul E. Baker—Aikensville

Col. Harold Cohn—Columbus

Col. George E. Collins—Decatur

Col. T. Lynn Davis—Macon

Col. Elmo Z. Peppers—Rockmart

Col. R. A. Waldrep—Atlanta

HAWAII

Col. Louis L. Stambler—Honolulu

ILLINOIS

Col. Harry A. Chrisco—E. St. Louis

Col. Gordon Clingan—Penfield

Col. W. P. "Bud" Drake—Decatur

Col. Michael M. Gordon—Chicago

Col. Harold Hilliard—Greenville

Col. Ray Hudson—Morrisonville

Col. A. R. McGowen—Oak Lawn

Col. J. Hughey Martin—Colchester

Col. W. Virgil Meador—Fairfield

Col. Melvin R. Penning—Forreston

Col. Mark E. Runkel—Shelbyville

Col. Carman Y. Potter—Jacksonville

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

Col. Ray Tuttle—Sheldon

INDIANA

American Auction Co.

(Boatwright & Millspaugh)—Marion

Col. Jim Buckley—Shelbyville

Col. O. S. Clay—Shelbyville

Col. Earl E. Cornwell—Indianapolis

Col. Clarence E. Davis—Morgantown

Col. R. C. Foland—Noblesville

Col. Hubert L. Jones—South Bend

Col. Russell Kruse & Son—Auburn

Col. Amon H. Miller—Evansville

Millspaugh Auction and Realty Co.

—Marion

Col. Ernest Niemeyer—Crown Point

Col. E. Pat Patterson—Mt. Summit

Col. Herman V. Ream—Peru

Reppert School of Auctioneering

Decatur

IOWA

Col. Arnold H. Hexom—Waverly

Col. Wendell R. Ritchie—Marathon

Col. Donald R. Sears—Traer

Col. Virgil Stortz—Decorah

Col. Jack N. Tromanhauser—Cedar Falls

KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

Col. Frederick E. Sherlock—St. Francis

KENTUCKY

Col. Marion "Red" Barlow—Paris

Col. Orville R. Moore—Louisville

MAINE

Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Eugene H. Beffre—Spencer

Col. Henry A. Berman—Worcester

Col. Phil Goldstein—West Roxbury

Col. Abe Levin—Fitchburg

Col. Frank "Honest Chuck" Onischuk

—Westminster

Col. Charles Peri—Luenburg

MICHIGAN

Col. Fred W. Smiley—Saginaw

Col. Kenneth Travis—Lansing

Col. Garth W. Wilber—Bronson

MINNESOTA

Col. E. K. Elmes—Long Prairie

Col. Frank A. Sloan, Minneapolis

MISSOURI

Col. Ken Barnicle—Ellisville

Col. Joseph L. Horn—St. Louis

Col. Gerald Knight—Lebanon

Col. Vernon McCracken—Wheaton

Col. Geo. A. Mann—Kansas City

BOOSTERS FOR "THE AUCTIONEER"

Col. Jim M. Merrigan—Maryville
Missouri Auction School—Kansas City
Col. James P. Ross—Grant City

MONTANA

Col. Wm. J. "Bill" Hagen—Billings
Col. R. J. "Bob" Thomas—Billings
Western College of Auctioneering
—Billings

NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk
Col. Ray Flanagan—Albion
Col. Dan Fuller—Albion
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Stacy McCoy—Arapahoe
Col. F. P. McMahon—Omaha
Col. Leon Nelson—Albion
Col. Henry Rasmussen—St. Paul
Col. John Ryan—Greeley
Col. Rex Young—Plattsmouth

NEW HAMPSHIRE

Col. Ed Dean—Nashua
Col. Ray Houle—Intervale

NEW JERSEY

Col. B. G. Coats—Long Branch
Col. Ralph S. Day—Leonias
Col. Ben Greenfield—Bradley Beach
Col. Sheldon Platt—Roselle
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
The New Mexico Auctioneers—
John Overton and Gene Navalesi—
Albuquerque

NEW YORK

Col. Sam Anspach—Albany
Col. Paul W. Calkins, Peru
Col. Clarence Foss—East Aurora
Col. Benjamin F. Hayes—Forest Hills
Col. Howard G. Hovey—Scotia
Col. Donald W. Maloney—Syracuse
Col. William A. Maloney—Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Kenneth M. Rice—Hamburg
Col. Ben Schwadron—Queens Village
Col. David H. Tracy, Paviion
Col. Richard C. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson—High Point
Col. Coyte D. Carpenter—Claremont
Col. Ben G. Hoffmeyer—Charlotte
Col. Turner Kees—Hickory
Col. F. A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. Daniel M. Owens—Greenville
Col. Mark T. Penny—Charlotte
Col. Gene A. Saine—Hickory
Col. Kenneth W. Teague—Burlington

OHIO

Col. Donald L. Bates (Effron Corp.)—
Cincinnati
Col. Wilmer L. Clay—Van Wert
Darbyshire & Associates, Inc.
Wilmington
Col. Don E. Fisher—Delaware
Col. C. H. Forthofer—Avon
Col. R. E. Guiss—Akron
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. Jim Patterson—Bainbridge
Col. "C" Garth Semple—Milford
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. W. O. Christie—Oklahoma City

OREGON

Col. S. J. Frey—Sweet Home
Col. Virgil R. Madsen—Halsey

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. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Clarence P. Maier—Lansdale
Col. Sam Lyons—Indiana
Col. Wayne R. Posten—E. Stroudsburg
Col. Oliver M. Wright—Wexford

TENNESSEE

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

BOOSTERS FOR "THE AUCTIONEER"

TEXAS

Col. K. L. Espensen—McAllen
Col. Don Estes—San Angelo
Col. James Little—Odessa
Col. Tommie Jeffreys—Andrews
Col. Kenneth Richardson—Bryan
Col. W. J. Wendelin—Henderson
Col. Earl S. White—Bryan

VIRGINIA

Col. Morris F. Fannon—Pennington Gap
Col. David H. Gladstone—Norfolk
Col. B. Sam Osborne—Radford
Col. Richard C. Wright—Bridgewater

WASHINGTON

Col. Robert F. Losey, Sr.—Renton

WEST VIRGINIA

Hale's Auction Service—Williamson
Col. Zack Pence—Dunbar

WISCONSIN

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

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

TV Western Legends Boost Firearm Sales

HOLLYWOOD — Television's western craze is triggering a back-to-the-holster movement, with at least 600 fast draw clubs fanning out over the country.

For gun manufacturers, the booming firearm sales mean, in addition to profits, doublebarreled worries about safety.

As a result, they've set up a vast training program among their distributors with emphasis directed chiefly toward the clubs.

"Our main worry," says Fred A. Roff Jr., president of the Colt Patent Fire Arms Co., "is to make sure these potential Wyatt Earps use blank cartridges."

Most do, but many accidental shootings with real bullets still occur. In one case a husband shot his wife in the leg while practicing fast draws in front of his TV set. Mostly, the accidents inflict leg injuries when the gun explodes in the holster as the would-be cow-boys practice their draws.

Even blanks can be dangerous if used at close range. A Broadway actor cast in a television western used his loaded gun to scratch his head.

After an explosion that almost killed him of fright, he had no sideburns on one side of his head. Powder in the blanks had burned off his hair.

"Our big concern," says Mr. Roff, son

of a police chief, "is to make sure that guns get into the hands of only those who know how to safely use them. Guns don't kill people. People kill people."

The 42-year-old Colt president admits he has a crusading spirit about the current emphasis on safety because he thinks he's partly responsible for helping along TV's western craze.

The firearms company hired him in 1956 as a management consultant to help boost lagging sales. One of his first moves was to persuade Warner Bros. to make the TV series "Colt .45," which told, in effect, the historical role that the famous Colt Peacemaker had in winning the West.

But a rival TV show, "The Life and Legend of Wyatt Earp" did more to boost sales.

Back in the 1860s Colt made a special gun for Ned Buntline, an early day promoter of Wild West heroes. Only a dozen or two at most were turned out. But the Earp brothers and Doc Holliday used them; especially at the famous battle of the O.K. Corral at Tombstone, Ariz.

Nearly three-quarters of a century later Mr. Roff re-introduced the Buntline special in a .22 caliber model. It's the hottest selling item in the firm's line, he says. Customers mostly are the TV western addicts.

A new television show being made by the Jack Wrather organization called

IN UNITY THERE IS STRENGTH

"Frontier Correspondent" will come up with a new gun called "The Quackenbush," which is based on an 1851 Navy Colt revolver with a gun stock attached.

The stock, according to a spokesman for Wrather, was used to carry water or firewater for its owner.

"TV has given the weapon business the biggest bang binge in history," the spokesman adds. "Each new western hero must come up with a new weapon. Look at Chuck Connors as 'The Rifleman' plus the traveling guns, the restless runs, sawed off guns—and that dude (Bat Masterson) who pops people on the head with a cane."

Borrowing the idea from the 1851 Colt, the new show producers got a Smith and Wesson with a hinge frame, had an attachment made so it could snap on real fast to a rifle stock. They used the 1851 "liquor cabinet" idea to house two spare 6-cartridge cylinders.

"Movie cowboys for years have been shooting 18 shots from a six-shooter but

with 'The Quackenbush,'" says the Wrather spokesman, "now they'll be doing it legitimately for the first time."

It's hard to say how long the TV western boom will last, but author Frank Gruber, rated among the most profile of western script writers, says his own commitments are at least three years ahead.

Annual Hereford Sale in Michigan

WEST BRANCH, Mich. — A total of 1,466 Hereford calves were sold at the 15th annual Northeastern Michigan Hereford Calf Feeders Sale, according to a summary of the auction. Calves averaged 402 pounds, sold for an average of \$33.12 per hundredweight.

A man who thinks he is smarter than his wife has a smart wife.



Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Just A Sample Of What Any Auctioneer Likes

By C. B. McCARTER

A story of a congenial, honest, upright, everyday citizen of his community. Jim Maples with his easy going, that same pleasant look everyday, and with a mountain of solid confidence in the auctioneer. Jim is just a farmer with a nice wife that works along side her husband hand in hand. Anything that Jim does is alright with me says his wife.

The Maples have a nice family. They are all crazy about their Dad. When C. B. McCarter talked with the Maples family they all agreed to let the C. B. McCarter Auction Co. sell their 44 acre farm.

They had it listed private for 6 months with no results. They had been asking \$15,000.00 for it. Jim had just purchased 200 acres of the famous Mitchell farm in Sevier County, Tenn. The loan Company had furnished part of the money to make the deal. We discussed all these matters. C. B. McCarter explained the contract to the Maples family. Even two of the sons-in-law were present at this important discussion. C. B. kept bearing on the fact that it would have been much easier to have sold your property if it had not been on the market.

We believe your price is reasonable, but let's say it only brings \$12,000.00. Now when you and your wife sign this contract it means sell. We have an honest auction way to get the job done. Is there a question in any of the family's mind? We want you all to know all the facts. Jim spoke up and said, C. B. the way you work an auction we don't have to ask questions. The reason we called you we meant business. When you put it up you do all you can. Regardless of what the price is we will sell. All my wife and I regret is we didn't call you 6 months ago.

He also stated, we have been watching your sales for some time and we know you are honest. We also know the public has confidence in your selling. Everyone

speaks a good word for you. You sure have lots of friends. C. B. broke in again, "yes Jim we know we have hundreds of friends, but there are a few people that would not be satisfied if they were walking the golden streets in Heaven. I have some people try to down me, but they are mostly people I have never dealt with. We're not perfect, but we try to do the best we can.

To sit here in the home and get acquainted like this is what I enjoy more than anything. You sure have a nice family and I know we will get along splendid. I see you people are reasonable and have a strong build up on an auction. You just don't fail to have a good sale with owners like you.

They all signed the contract. Mrs. Maples made us all laugh, "Could they sell Jim in this sale? I would like to get rid of him. He's got so aggravating since he got his big farm. I can't stand him, all he thinks about is an old white faced cow."

The fine looking daughter spoke up, I'll stay off from work that day and bring my flash bulb camera and take pictures of the whole sale. The young son still in High School says, I'll get Mr. Coe to let the FFA boys serve a Barbecue dinner at our sale. Oh Boy! what a day we will have, I've been wanting Dad to have an auction for a long time.

A neighbor walked in that Saturday night to watch T.V. Jim quickly spoke up and said, I've just turned my farm over to this auctioneer. Right here is the contract, we just signed. We're selling this farm for the high dollar the first day of May.

Jim said as I started to leave, now C. B., if there is anything I can do in this sale call on me. We will help put up signs or anything there is to do. The beautiful daughter spoke up, I'll keep my radio on WSEV. I like to hear that auction lingo you have on four spots.

IN UNITY THERE IS STRENGTH

Bob Moore was with me, he had just started working for the C. B. McCarter Auction Co. As we got in our wagon I said to Bob, that is the kind of people an auctioneer never fails to have a top sale for. I have known Jim for some time, but had never met his family. Bob this is what makes you like the auction business. We'll be selling sales for this family when our hair has turned to silver gray. We'll have the best sale you have attended in many a day.

Everyday within the next 12 days we advertised Jim's sale, he didn't change or doubt us in any way. He worked 100% with us and kept that same congenial smile. His wife always had a friendly word. The evening before the sale she spoke up and said. I hate to give up my 3 cherry trees. I want you to reserve enough cherries for a big cherry pie. I'll set you and your family a big dinner when we get moved to our new place. Jim says the worst thing I hate to give up is that patch of poke salad up there above the barn. You know the neighbors got together and elected me polk warden of this neighborhood. You know I love that polk salad boiled down with hot grease poured over it. That kills the poison. Get a sack boys we'll pick this auctioneer some polk it will make him sell this farm for \$3000.00 more. That greasy polk will grease up his lungs and make him run smoother. I heard him come on the radio the other morning with that fox chase chant he's got, and my old fox hound broke his collar and headed across the ridge. Thought it was a fox race coming through.

Then I broke in, Jim it sure has been nice to work with you. We have your farm to sell now. The sun is going over the hilltop as it rises in the morning you will see the results of our work. For people will be here for miles around for this sale. We have done all we can. We have some real prospects for your sale. Jim says. I'm well satisfied.

Then May 1st rolled around. About 6 in the morning we met Jim coming from the barn with a bucket of milk in his hand. He had that sale day smile. We discussed the sale. I told Jim he had nothing to worry about. I had brought all the boys to get the cattle ready for the sale. The ring men were there to

meet the crowd as they arrived.

It was a little cloudy, Jim says a little shower of rain would certainly help things. I told him we never worried about the weather. Remember the sale we had back in the winter on that icy zero day when we sold the Mashburn farm. That proves the weather makes no difference. Yes, Jim says, I hope mine sells as good as the Mashburn farm did. We left Jim feeling good. I told him we would meet the crowd about 10 minutes before sale time. 10:30 rolled around as we arrived a matter of minutes before sale time the cars had parked on the narrow black top highway. We could hardly get to the house to set up for the sale. Jim came to me as I pulled in the yard. He called my attention to certain prospects and told me what tract some of them was interested in. He also stated that Mr. Duggen and L. E. Blalock had been doing a fine job of showing the tracts. Walter Webb one of Jim's close friends walked up with low voice he told Jim and me of a hot prospect for the house tract. Jim had so many friends pulling for him the sale had to go over big.

The apple truck was there selling apples. I said to Jim let's buy a couple bushels of these fine apples and throw out in the crowd. Jim says, you throw them out and I'll pay for them. The apple man said, as many favors as Jim has done for me I'll give you the apples. We supplied the great crowd with apples.

The FFA boys had set their booth up to serve drinks and lunch. The daughter was there already taking pictures. Danny Bailey and Larry Matthews was there to make music from Channel 10 TV station, that works all the C. B. McCarter Auction Co. sales. Jim asked Danny to dedicate a song to his wife. The title of the song was, "When we courted in the cow pasture." Jim sure got a laugh out of that, so did the crowd. I slapped Jim on the back and said, Jim I believe you're the best man I ever worked for. I took the mike over then, complimenting Danny and Larry for their fine music, and the wonderful job they had done advertising the sale for us. And everyone that had anything to do with the sale.

Calling the friendly ring men's attention, Boy's we want you to work hard,

IN UNITY THERE IS STRENGTH

for we are working for one of the most congenial fellows in our Sevier County. I have worked with lots of good owners, but Jim Maples is the most all around fellow to work for yet. It has certainly been a pleasure to work with Jim and his fine family. I don't see how Jim got such a splendid wife as he has. We want to say for Jim and the fine family with the C. B. McCarter Auction Co., we appreciate every kind word that has been spoken in our behalf of this sale. All you good prospects you're certainly going to get a fair deal today. You have Jim's word of honor along with C. B. McCarter's we will make you the deed or deeds for this property, for the price you are willing to pay. As most of you know Jim Maples is a man of his word and would not have me make such a statement unless he meant business. Let's try to be fair with Jim, he wants to be fair with you. Jim is absolutely honest and would not have you stuck, but do try to think seriously and pay all you can for this property before you. Again we give you our solemn promise we will make you deeds to this property. Give us your attention. We will give you the terms and conditions of the sale. As I made the announcements, I stated you get possessions with your deed, Jim spoke up and said, I will send a driver with my truck free of charge to move you in, no matter what county, or where you're from. That is just Jim's type, the most accomodating man in this county. He sure got pay for several accomodations here in this sale. The old fox hound didn't break his collar this time for Jim said to put a brand new collar and chain on him, but he did howl a few times.

I was ringing the bids with the tune of the birds in the tall trees in the head of a deep hollow near a lucious crystal spring on the last tract. We made 4 deeds for this 44 acre farm. Jim Temple, our local miller here in Sevierville, bought \$10,600 worth. We had the privilege of selling Jimmie the first Real Estate he ever bought. He is now in full charge of his Daddy's Milling Co. Since the sale he was elected Mayor of our fair little city of Sevierville. Jim Maples has done his milling there for years.

Norman Burchfield bought \$1600 worth of rough land. Norman is one of our leading farmers and owns an interest in the new Clinton Stock Yards and WSBV Radio Station here in Sevierville. The one C. B. McCarter pays a small fortune each month for radio advertisements

Mel Myers bought \$1000.00 worth. Mel is one of Jim's good hunting friends. Mel lives away back in the Smoky Mountains and represents a large timber company. He is one of the best fellows you have ever met. He attends about all of our auction sales. He's a good low bidder, but hardly ever buys.

Mr. Scott, one of Jim's next door neighbors bought \$3550.00 worth, Jim and Mr. Scott have swapped work on the farm many a day.

Jim Maples made \$1500.00 by having the auction other than selling private. Jim said he would have complained about our 10% but couldn't afford to. He paid the C. B. McCarter Auction Co. \$1,675.00, or did he?

We know we will sell the famous Mitchell farm Jim bought somewhere in the years ahead. Jim is now considering an auction on it. It has about 1 mile highway frontage. We could just have this sale next year. We could have our National Convention here and celebrate the occasion. No joke, we want to have our National Convention here in East Tennessee somewhere in the future. Gatlinburg is a tourist wonderland to the Great Smoky Mountains. I'm bragging, I live here in this fine country.

I'm bringing you this story, especially you young auctioneers just starting out to prove the value of the man of which you're conducting the sale. A darn rascal or two can hurt your auction business bad. If he is too big a rascal and his property is worth the money get your Banker to loan the money and buy him out and send him to California. Then go and have your own sale. Wait a minute! be sure the auctioneer is not a darn rascal. Now you can always have a good sale one way or the other.

Let's all be honest and build the public to think of an auction first. It's the fair way to sell. I have four boys that are all determined to be auctioneers. I

would like to pave the way easier for young auctioneers.

We still lack a lot of having the public sold in my part of the country on an auction. There are too many auctioneers after the almighty dollar. They don't care what happens to the auction business.

The National Auctioneers Association and the State Associations have done a lot to improve our great auction business. For we do have the most honored business on earth. We auctioneers that are abreast let's stand on our hind feet and lose the blood in our veins if we see something that is hurting our precious business. I love my auction business, don't you?

Renewed Interest In New England Artist

Until his death in 1946, Harry Hayman Cochrane was little known beyond the boundaries of the New England towns in which he had painted murals on the walls of some 200 churches, lodge halls, and public buildings.

But in 1945, a friend of his rescued from a barn where it lay buried in dust "The Man on Horseback." Since then his reputation has steadily mounted.

The painting shows Francis Asbury, America's first bishop, fording a stream on his horse to carry the gospel to frontiersmen of Colonial days.

Known as "the Prophet of the Long Road," Asbury is typical of the early circuit rider who stuffed his saddle bags with reading materials and braved the dangers of wilderness trails to bring courage and faith to the pioneer.

He averaged 6,000 miles a year, or 265,000 miles in 44 years — riding horseback farther perhaps than any other man in American history.

Together, Methodism's family magazine, is honoring Cochrane by reproducing the painting as the cover of its special 128-page November issue.

The special anniversary number is the magazine's contribution to the 175th anniversary of the organization of Methodism as a church in America, to be observed nationwide Dec. 27-Jan. 2 on

the anniversary of the famous Christmas Conference of 1784.

Today the painting hangs in the United Church of Monmouth, Me. It was in Monmouth, back in 1794, that the first Methodist class meeting was organized by Jesse Lee in what was then the province of Maine. Here, at the request of Lee, Bishop Asbury journeyed as in the picture.

Cochrane died penniless. But his growing reputation as one of America's great artists has New Englanders today rummaging through their attics and barns for more "undiscovered" products of his brush.

Royal Love Letters Auctioner in London

A London auctioneer hawked some love letters written by England's King George IV, most of them quilled to Maria Anne Fitzherbert, a widow six years his senior, who became hismorganatic wife. Aside from their slushiness, the romantic epistles are historically interesting in graphically demonstrating the young prince's fickle ways.

A few of the letters are addressed to "my own, own, own Isabella," a lady named Pigot, who happened to be Widow Fitzherbert's companion. Where the salutation is hazy, it is impossible to know which woman young George was wooing at the time. But in one letter he cheerfully lyricized to the transient target of his affection: "Hand locked in hand/ they both shall win their way/ To blissful regions/ of eternal day."

My wish is that . . . these things of art which have been the joy of my life shall not be consigned to the Cold Tomb of a museum, and subjected to the stupid glances of the careless passer-by; I desire that they shall be dispersed under the Auctioneer's hammer, so that the pleasure which the acquisition of each one has given me shall be given again, in each case, to some inheritor of my own tastes.

— From the will of

EDMOND D. GONCOURT

Reprint From Parke-Bernet Bulletin

Real Estate Sales Heavy For Wilsons

Col. Clyde Wilson has named his son, Robert Wilson, as business partner in the Wilson Auction Sales Company at Marion, Ohio. Robert Wilson, who is married and has three children, graduated from the Reppert School of Auctioneering at Decatur, Indiana in August, 1958.

According to Col. Wilson, a former National Auctioneer's Association president, much of the selling at the Wilson Auction Sales is being done by his son since he joined the business. The company has a large volume of business and on many occasions must schedule three sales in one day in order to keep open dates for future sales. They have been busy with government work and handled over \$1,000,000 in real estate from January 1 to June 30 of this year.

The Wilson Auction Sales Company is involved in civic projects as well as selling. For the last four years they have sponsored a baseball team, Wilson's

Auctioneers of Green Camp. The team, which won the 1959 Mid Ohio League baseball tournament championship this summer, is managed by Robert Wilson.

A high school baseball team and a semi-professional baseball team are also sponsored by the company.

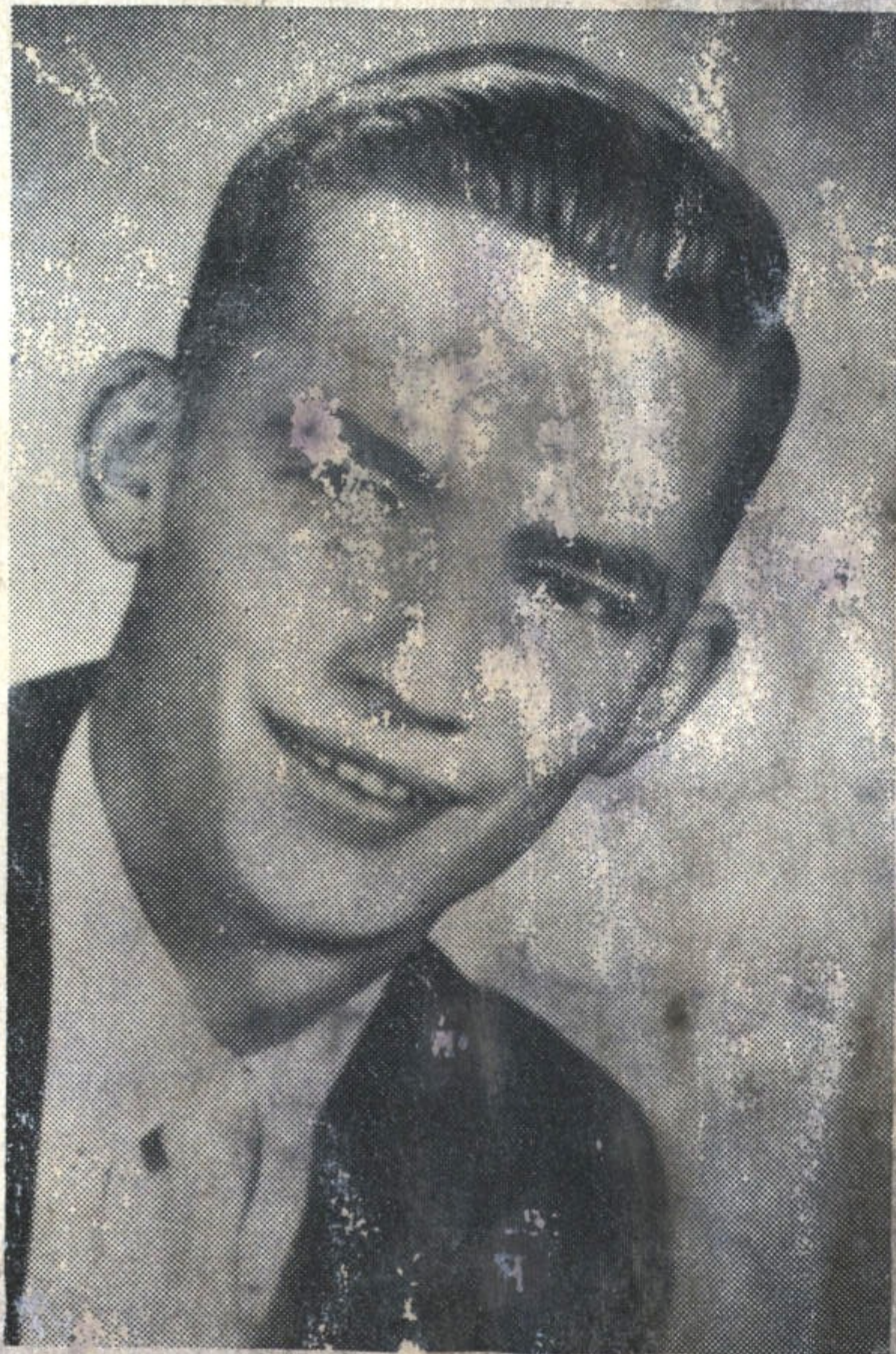
Wilson's Auctioneers are not content to win the baseball championship only. This fall plans are under way to gain basketball championship honors by the Wilson Auction Sales sponsored basketball team.

43 One-Cent Stamps Sold for \$12,320

LONDON—Forty-three cents worth of stamps sold here for \$12,320.

A private collector whose name was not revealed paid the sum for a block of 43 unused "penny blacks," made in 1840 and said to be the world's oldest postage stamps.

The block, discovered in 1931, is the largest known block of the stamps, which originally went on sale at a penny each.



Robert Bob Wilson



Clyde Wilson

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Harvey Baldwin,
8797 W. Colfax, Denver
Secretary: Lyle D. Woodard, 2942 S.
Cherry Way, Denver

Illinois State Auctioneers Association

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

Indiana Auctioneers Association

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

Iowa State Auctioneers Association

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

Kansas Auctioneers Association

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

Kentucky Auctioneers Association

President: W. P. Scully, 436 Ridgeway
Rd., Lexington
Secretary: Elaine K. Meyer, 1918 Mell-
wood Ave., Louisville 6

Auctioneers Association of Maryland

President: Michael Fox, American
Bldg., Baltimore
Secretary: Jack F. Billig, 16 E.
Fayette St., Baltimore 2

Michigan Auctioneers Association

President: Fred W. Smiley, 720
Wisner St., Saginaw
Secretary: Raymond Utter,
2156 Denwood St. SW,
Grand Rapids

Minnesota State Auctioneers Association

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

Missouri State Auctioneers Association

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

Nebraska Auctioneers Association

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

New Hampshire Auctioneers Association

President: Ray Houle,
Intervale

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

New Jersey State Society of Auctioneers

President: James W. Smith
Box 472, Camden
Secretary: Ralph S. Day, 183 Broad
Ave., Leonia

New York State Auctioneers Association

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

North Dakota Auctioneers Association

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

Ohio Association of Auctioneers

President: James C. Patterson
Bainbridge
Secretary: Don E. Fisher, 73 N.
Sandusky St., Delaware

Oklahoma State Auctioneers Association

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

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: Clyde White, P.O. Box 313,
Murfreesboro
Secretary: Jim Stevens, 1315 Gallatin
Rd., Nashville

Texas Auctioneers Association

President: W. J. Wendelin, 324 N.
Van Buren, Henderson
Secretary: J. O. Lawlis, 827 LeGreen
St., Houston

Virginia Auctioneers Association

President: Morris F. Fannon
Pennington Gap
Secretary: Earl Bland, R.R. 2, Roanoke

Association of Wisconsin Auctioneers

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

Wyoming Auctioneers Association

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

THE LIGHTER SIDE . . .

SIMPLE

An attractive young girl had a date with a boring young man. Trying desperately to keep the conversation going, he said, "How do you keep such lovely complexion?"

"That's easy," she replied, "I take milk showers."

"How do you ever do that?" he asked.

"I have a tall cow!" she replied.

KNOWS WHAT HE'S DOING

A six-year-old boy separated from his mother in a supermarket began to call frantically for "Martha! Martha! Martha!" That was his mother's name and she came running to him quickly. "But honey," she admonished, "You shouldn't call me Martha. I'm mother to you."

"Yes, I know," he answered, "but this store is full of mothers and I want mine."

\$2 REPLY

Father looked up from his racing news and noticed the baby in the buggy.

Turning to his wife he said, "Baby's nose is running again."

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

THE PROPER SEED

Out of curiosity, a farmer had grown a crop of flax and had a tablecloth made out of the linen. Sometime later, he bragged about it to a woman guest at dinner. "I grew this tablecloth myself."

"Did you really?" she exclaimed. "How did you manage it?" It was plain that she had no idea as to how tablecloths came into being.

The farmer lowered his voice, mysteriously. "If you promise to keep the secret, I'll tell you."

The guest promised.

"Well," proceeded the farmer, "I planted a napkin."

WATTS AND KNOTTS

"Are you there?"

"Who, are you, please?"

"Watt."

"What's your name?"

"Watts' my name."

"Yeh, what's your name?"

"My name is John Watt."

"John what?"

"Yes."

"I'll be around to see you this afternoon."

"All right. Are you Jones?"

"No, I'm Knott."

"Will you tell me your name, then?"

"Will Knott."

"Why not?"

"My name is Knott."

"Not what?"

Barr, clank, crash, stars.

A little girl on the bus was twisting and squirming in her seat. Finally the mother led the child up front and whispered to the driver. The driver stopped the bus near some shrubbery. Mother and daughter quickly disappeared from sight. A few minutes later the child ran back ahead of mama, boarded the bus and in a loud voice announced, "Mama did, too!"

IN THE KNOW

During a recent convention of atomic scientists at Las Vegas, one of the professors spent all his free time at the gambling tables. A couple of his colleagues were discussing their friend's weakness.

"Hotchkiss gambles as if there were no tomorrow," said one.

"Maybe," commented the other, "he knows something."

RELIEF

Doctor: "Your husband must have absolute rest and quiet. Here are some sleeping pills."

Wife: "Thank you, doctor, when shall I give them to him?"

Doctor: "You don't give them to him. You take them yourself."

IN UNITY THERE IS STRENGTH

FIRST THINGS FIRST

Sgt.: "What's the first thing you do when cleaning your rifle?"

Private: "Look at the number."

Sgt.: "What in blazes for?"

Private: "To make sure it's my gun."

DUAL-PURPOSE

A tourist stopped where a farmer was erecting a building. "What are you building?" he asked.

"Wal," answered the farmer, "if I can rent it, it's a rustic cottage. If I can't it's a cowshed."

NOT QUITE

A library hired a luscious blonde whose talent in dishing out books and charm was making the business boom among the males in the town. A not-too-bright woman entered one night, named an obscure book, and said she'd been all over the city looking for it. Did the library have it?

The pretty librarian shook her head. "I'm afraid not," she smiled.

The woman sniffed loudly and exclaimed, "There! I knew my husband was exaggerating when he said you had everything."

Retribution is when a talkative barber marries a gabby woman.

CARGO

A stock farmer ordered a sow and pigs which were highly pedigreed and registered. He was so anxious to get them that he had them sent air mail. The pilot said that was the first time he'd ever delivered an air mail, registered litter.

GREAT FEAT

Two mountain climbers named Hans and Fritz took their mother for an outing. In going up the cliff, the mother fell off into space. Fritz looked at the other mountain climber and said, "Look, Hans, no Mom!"

REASON

Angry wife: "What insane notion ever possessed you to buy two elephants?"

Inebriated Husband: "The man wouldn't break up the pair."

EXCURSION

Housewife: "Do you mind escorting me out to the garbage can, dear?"

Husband: "Why that?"

Wife: "I want to tell the neighbors we get out once in a while."

WOULDN'T YOU KNOW?

One Eskimo to another: "I never saw such a woman — always wanting a cloth coat."

TIME FOR A LAUGH

Laughing is the cheapest luxury man enjoys. It stirs up the blood, expands the chest, electrifies the nerves, clears away the cobwebs from the brain, and gives the whole system a cleansing rehabilitation.

IS THAT SO?

High heels were invented by a woman who had been kissed on the forehead.

PLAYING CHARADES

A fellow was visiting a farm and saw a group of cattle. A bull was standing in front of the group, motionless with its eyes tightly closed.

"Is he asleep?" asked the visitor.

"No," said the farmer, "They're playing charades, and he's making like a bulldozer."

YEA! WHO?

Life insurance actuary: "At the age of 75 there are 18 per cent more women than men."

Agent: "At 75 who cares?"

SMALL LOSS

A man was perched atop a building in a large southern city and it looked like an attempted suicide. A cop made his way to the roof to persuade him not to jump. "Think of your maw and family," pleaded the cop.

"Ain't got any."

"Well, think of your girl friend."

"Ain't got any."

"All right," said the cop desperately, "think of Robert E. Lee."

"Who's he?"

"Jump, you derved Yankee."

\$120 Painting May Be Masterpiece

SAN FRANCISCO, Calif. -Art experts were quietly cautious today, concerning a painting which, the owners said they were told, could be worth between \$500,000 and a million dollars.

Mr. and Mrs. Eberhard Kronhausen, both psychologists, said they paid \$120 for it to a San Diego man who bought it for \$10 two years ago in a Los Angeles junk shop. Restoration and framing cost another \$60.

The painting, "Leda and Swan," depicts a nude woman being embraced by a swan. The Kronhausens say they are convinced it is the work of Yaolo Caligari Veronese, 16th Century Italian artist.

Frank N. Dorland, who did the restoration work, commented: "I think that if it were shown in the proper market it would bring from \$750,000 to one million dollars."

Dr. Walter Heil, of the De Young Museum, said he hadn't seen the painting but, in any event, "I would not be able to make any public comment on its worth. That would have to come from the owners."

George Culler, of the San Francisco Museum, hasn't seen it, either. He said: "If it is genuine it would be quite valuable."

In San Diego, however, Guy Williams,

the artist who sold the painting to the Kronhausens, said "it is not a Veronese but probably by some other sixteenth century Venetian." He said Patrick T. Malone, former director of the La Jolla, Calif., Art Center, had seen the painting and called it good but not a masterpiece.

Art experts noted that Veronese painted several pictures on the same theme. One was in a Dresden, Germany, gallery until World War II. Mr. Kronhausen said the director of the gallery wrote that the painting was received in 1744, disappeared during the war, and "it was one of our war losses."

Learn Auctioneering At Home

Nelson Auction School

14508 Grand River Avenue
Detroit 27, Michigan

Home Study Course \$37.50
(With Recordings)

Residential Classes \$7.50
5.5 Auction Sayings \$2.00

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

Nationally Recognized School

BUY THE BEST

in Snap-on Carbon Forms from

BERNARD HART

803 S. Columbia St.
Frankfort, Ind.

MR. AUCTIONEER: Get the 1959 Blue Book Directory of manufacturers, 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 2, 68-AU Sioux City 4, Ia.

BE A BOOSTER FOR "THE AUCTIONEER"

You can do this by

Contributing to the Booster Page. Your name on this page indicates that you believe in the NAA and "THE AUCTIONEER."

Securing advertising and advertising prospects for "THE AUCTIONEER". It is impossible for your Editor to solicit, personally, the prospective advertisers, but YOU can help in your immediate territory.

Show "THE AUCTIONEER" with pride to your competitor. He, too, may like to receive it monthly.

Display "THE AUCTIONEER" in a prominent place in your office or home. It will add to the prestige of your profession.

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

1. Added Membership will make your Association a stronger influence in your community.
2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.
3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally—Example, licensing.
4. Added Membership will enable your Association to ex-tivities, with greater opportunity for all.
5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.