



QUOTE  
MINUTES.



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

***National Auctioneers Convention***

***Shirley-Savoy Hotel***

***Denver, Colo.***

**July 16-17-18**

**Don't Miss It!!**



IN UNITY THERE IS STRENGTH

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

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803 S. Columbia St. Frankfort  
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## C. B. Drake Day

April 20 has been designated "C. B. Drake Day." On that day which is regular sale day (Monday) at the Greater Terre Haute Auto Auction, Terre Haute, Ind., owned and operated by Col. Drake, fellow auctioneers, auction operators, instructors and former Auction School students will gather to honor a man who has made a great contribution to the auction industry.



C. B. Drake

"Chet" Drake graduated from the very first class at Reppert School of Auctioneering, January 28, 1921. For many years he has served as an instructor at this same school.

There are few if any parallels to Drake's auctioneer career. He has sold just about everything and in practically every state in the United States. In the latter 1920's he did what they said "couldn't be done" when he started selling retail auctions of used cars and was quite successful for several years in Used Car auctions, mostly east of the Mississippi.

While Col. Drake does not take credit for starting the first wholesale auto auction he certainly was among the first to prove that they could be successfully operated. He has followed this category of the auction profession since wholesale auctions became established and has

assisted many of our present Auto Auction owners in getting started.

Many young auctioneers have done their first selling for "pay" at Chet Drake's auction and few men have ever gone so far in helping new men get started in the auction business as he.

As an organization man C. B. Drake has always been a leader. He was one of the first members of the old National Society of Auctioneers, a Charter member of the National Auctioneers Association and helped to organize the National Auto Auction Association. Col. Drake served as President of the National Auctioneers Association in 1955-56 and is currently a member of the Board of Directors.

Greater Terre Haute Auto Auction is located at the Vigo County Fairgrounds, one mile south of the city limits and across from the Paul Cox Airport on Highway U. S. 41.

Let's all turn out to make this day a success. I'll be looking for you in Terre Haute, Ind., Monday, April 20.

B. H.

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## Fourth National Auto Auction Week

The Fourth annual National Auto Auction Week has been set for the week of May 4-9. This was announced by Morris Puro, co-owner of the N.A.D.E. auction, Bordentown, N.J., and chairman of a special Auction Week committee.

The "week" has been set back a little later this year so as not to interfere with the national newspaper-auto industry campaign, "Live Better By Far With a Brand New Car."

It will also provide the nation's auctions more time to establish complete programs, which in the past have drawn record turnouts at most auctions. Last year, auction entries during National Auto Auction Week were up 15 to 20 per cent, overall, and in some individual cases, an increase in activity of better than 30 per cent was noted.

The week's activity is sponsored by the National Auto Auction Association in an attempt to better acquaint the dealers



# National Auction Week

## May 4 to 9, 1959

First Annual National Auction Week has been announced for May 4-9, 1959. This will coincide with the Fourth Annual National Auto Auction Week sponsored by the National Auto Auction Association.

Operators of weekly auctions in particular are urged to make plans immediately for their own promotion during this NATIONAL WEEK. Auto Auction operators report an increase in consignments of up to 30% and more in last year's National Auto Auction Week.

Auctions of all types can expect similar results providing they carry the auction message to the public. The designation of an "Official Auction Week" provides auctioneers with a splendid opening for promoting their business and the auction method in general.

Many of you who are operating regular auctions may wish to schedule additional auctions during the week in your regular place of business or elsewhere. You will want to plan souvenir advertising gadgets, door prizes and other unusual attention getters.

Purpose of NATIONAL AUCTION WEEK is to get the public better acquainted with your method of doing business. Therefore, direct your efforts toward attracting those clients who have not been regular patrons. Success of NATIONAL AUCTION WEEK for you depends a good deal upon your own ingenuity and ability. The date is set, opportunities are unlimited. Let's all make the best of it.

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with the progress and modernization made by the nation's auctions.

Tom Beasley, Nashville, Tenn., president of the NAAA, said he anticipated another "big year as more and more dealers find they can benefit from the use of automobile auctions in their vicinities."

"There are still a lot of dealers who have not availed themselves of the opportunities to deal at a modern auction. They have not seen our dual lane systems, quick-method registrations, guaranteed checks and title systems, etc., in

operation. If they did, they would realize that we, in the auction industry, are here to serve them, and they would profit by attending an auction with some degree of regularity."

The NAAA now consists of 67 of the nation's foremost auctions in 29 states. While the Auction Week event is sponsored by the Association, independent auction owners are invited to participate and in turn learn more about the operations and benefits available for them through membership in the Association.



# Most Everybody Likes Inflation!

By Harris Wilcox, Bergen, N.Y.

As a dairy cattle and farm Auctioneer, I can certainly see many evidences of inflation everyday. It is fun to sell on a rising market, and I have sold long enough to know that it is very difficult to sell when the market is falling. It would be a wonderful thing if we could stabilize our economy, however, history has proven this to be rather difficult.



Harris Wilcox

For the past twenty-five years in America, we have adopted a philosophy in government of spending large sums of money in what has sometimes been called "pump priming." During this twenty-five year period, we have built up a national debt of approximately 280 Billion Dollars or about \$6,000 debt for every American family. During this time, the purchasing power of our dollar has decreased by over one-half. We all recognize that it takes a lot of money for defense these days, however, on top

of this enormous defense, spending, we as Americans are constantly demanding more and more government handouts and services. Little thought is given to the fact that the government of itself generates no actual wealth.

Someone has said that we are spending our way down the "handout road to Socialism" in America. It is my conviction that the free enterprise system has built the greatest nation on earth in which to live. We have inherited from our forefathers many precious freedoms which we should want to keep. Socialism and government controls are a constant threat to this great heritage of freedom.

No nation, nor any family, can constantly spend more than they take in without having a sad day of reckoning. What is to become of our savings, our insurance programs, our pension plans if this inflation is allowed to continue? It is a threat to our very existence as a strong nation.

America today is the last great hope of free men. I do not think that America will ever be conquered from without. If she is ever conquered, it will be from within. We as individuals, therefore, have a very great responsibility to do our part in fighting inflation, in cherishing our great heritage of freedom and in constantly hoping and praying for a peaceful world.

## Big Spittoon Sale Attracts The Women

TOLEDO, Ohio—"Folks," auctioneer Lou Winters told the assemblage of more than 100 men and women on the broad stairways in the courthouse, "we are here today to dispose of 100 cuspidors—a very unusual sale."

An attendant held aloft a battered mickey of burnished brass, Mr. Winters rattled into his auctioneer's chant in a vain attempt to get the bidding started at \$5, and what may indeed have been



the most unusual sale in local history was under way.

## Cleanup Crews Rebel

It ended 45 minutes later with the county richer by \$176, and poorer by some 96 spittoons (Mr. Winters had been slightly off in his count) which had graced the courthouse offices for as long as 66 years.

Some months ago, courthouse superintendent Frank Biniakiewicz decided that he'd be darned if his maintenance crews were going to spend any more time emptying those filthy, malodorous, unsightly, unsanitary spittoons.

Hence the auction, made necessary by an Ohio law requiring public sale of any property valued at more than \$100.

And when it was over, the lowly cus-

pidors were being carried off in triumph by furcoated housewives, by young office secretaries who had given up their lunch hours to bid for the coveted receptacles, by dealers in antiques and Americana, by husbands who wanted a conversation piece for the rumpus room.

The women were practically unanimous in their future plans for the cuspidors. They'll make planters out of them.

## Teacher Disappointed

Mr. Biniakiewicz was unable to grant the request of a school teacher who couldn't make the auction but hoped he could put one of the items aside for her. In a letter she told him, "a brassy cuspidor is all I need to make my life complete."

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# Head For The Rockies

Colorado's Centennial Celebration of 1959 has been advertised under the theme, "Head For The Rockies." Since this is Colorado's Centennial year a whole year of extraordinary activities have been planned not the least of which is the National Auctioneers Convention, July 16-18.

We are expecting this to be the first convention by a number of our members and early indications expressed by letters to this office assure us that many will be rubbing elbows with auctioneers and their families from all over the country. Denver was selected with the thought in mind that it would attract many. Those from the East will be interested in the scenery provided by "Colorful Colorado". While those from the West will have a convention brought within reach of practical distance for them. This is the farthest west site the NAA has ever chosen for a National meeting.

At this time we would like to stress the fact that the National Auctioneers Convention is a family convention. Therefore, we want you to bring the whole family. The Ladies Auxiliary will arrange entertainment for those children too old to stay in their rooms and too young to enjoy the convention sessions. Baby

sitting services are provided for the real young.

When the word "convention" is mentioned most people accept it as synonymous with revelry. While NAA conventions are fun as well as business, due to the fact that it is a family convention you may rest assured that no one is going to conduct himself in a manner that will embarrass his own or your family.

NAA conventions are educational. The committee in charge strives to get the best available talent on the program. Members can participate as there will be discussion periods on the program. Group luncheons and banquets are planned as well as entertainment for the whole family and there will also be meal time opportunities for smaller groups to get together such as State organizations, Auction School alumni, etc.

Yes, there will be a registration fee. However, this fee will only cover about 50% of the actual cost of the meals and professional entertainment that you and your family will actually receive.

Plan that summer vacation now and include the National Convention of YOUR profession. If you have questions, write the NAA office. We'll tell you more next month.



# If You Will It--It's No Fable

By COL. B. G. COATS

We of the National Auctioneers Association, individually and as an Association, strive for progress. True we seek to better our financial condition, but we seek just as much for the kind of achievement in our work which is the absolute measure of job well done. All of us realize that auctioneering is a privilege that was earned the hard way. We have had to meet certain tests and we have to produce to maintain that privilege. And mainly we are proud of our selection, and proud of our contributions to maintain that privilege.

There seems to be a movement on to take our privilege away from us. Such a movement in many instances is brought about by unscrupulous auctioneers, by selfish business men who frown upon merchandise selling under the hammer and in many sections of the country by selfish auctioneers who want and get licenses that protect them in their respective communities and prevents other Auctioneers from enjoying the same privilege that they have. Have you ever asked the other fellow the question. How do you feel about licensing auctioneers? Do you approve? Do you disapprove? Whom do you tell? What can you do?

No forum exists in the United States on a national level in which you can stand up and be counted—other than The National Auctioneers Association.

What should you do? Attend meetings, join our ranks, dues are nominal. You who are members come on out to your state and national meetings and be heard. And, if our Association is to continue to provide the answers to many complicated questions, as well as a channel for your use in reaching a sympathetic ear and an understanding heart which can do something about your problems and your privileges—you must pay your share of the toll.

The Association's policies are representative of your wishes as expressed by the members at the conventions. Effective as the N.A.A. has become, you can make it much more effective by

having it represent you, personally. Your membership and your dues make it possible. If you do not agree with all N.A.A. policies, you have the right to do something about it. You can improve its effectiveness by becoming a member and speaking out. You can make the N.A.A. what you want it to be—if you will it. And if you will it and work for it, it can become a reality.

Now there is always in any organization a certain percentage who neglect to keep up-to-date in their dues. Pay up now. The N.A.A. cannot continue to work for you, unless you pay your dues and on time. To those of you who have neglected to stand up and be counted—think it over—you need the Association and the Association needs your support.

Many advances and much progress has been made by the N.A.A. during the past few years, but there is so much to be done. If there is so much to be done how can it be accomplished? There is only one answer. You, personally as an individual, add your name and do all in your power to add the names of others to the growing membership of the N.A.A. For the strength of the N.A.A. lies exclusively in its membership, because even the finest leadership needs support or it becomes ineffective. Our strength lies in capable, sincere leadership, backed by a serious minded and dedicated membership. Join up — pay up—now. If you will it—it's no fable.

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## Auction Finances Little Leaguers

GROVER CITY, CALIF.—As a benefit for a Little League baseball program being organized here, the Arroyo Grande Valley Junior Chamber of Commerce held a very successful auction.

Col. Ray Roberson, a life member of the NAA, gave of his services for the event. Little League teams are being organized in Grover City, Pismo Beach and Oceano.





Elected to offices in the Kentucky Auctioneers at their Annual Meeting in Lexington, Feb. 2, are: (from the left) Elaine K. Meyer, Secretary-Treasurer (re-elected); Edgar C. Walker, Director; W. P. Scully, President; Edwin Freeman, Director; and John L. Cummins, Vice-President.

## Kentucky Group Is On The March

By Col. Ben Miller Osborne

The Second Annual Kentucky Auctioneers Association convention was held February 1st and 2nd, 1959, at the Lafayette Hotel in Lexington, Kentucky. It was a very profitable, progressive and educational convention. Items of great importance to the auctioneering profession were discussed with wheels being put in motion on several key subjects.

The Kentucky Auctioneers Association is only 15 months old but is rapidly becoming the model association. It now has a membership of 69 and is rapidly growing with both the older auctioneers and

the young auctioneers from throughout the great Bluegrass State taking active part.

Colonel W. P. Scully of Lexington was elected President, John L. Cummins of Cynthia, Vice President and Elaine K. Meyer was re-elected Secretary and Treasurer. Our thanks and respect go to Colonel Orville R. Moore, the retiring President, who has worked unselfishly on behalf of the Association and did such a great job in creating interest in the Kentucky Auctioneers Association throughout the State.

The program was well planned and of importance along with the business aspect. There were auctioneers specializing in their field of auctioneering who gave interesting talks. They spoke on "Auc-



tion House Selling," "Antiques at Auction," "Real Estate at Auction" and "Selling Tobacco at Auction."

A grand banquet was held in the evening with two excellent guests, Mr. George Hubley, a representative sent by Governor Albert B. Chandler and Mr. Penrose T. Ecton, President, Chamber of Commerce, Lexington, Kentucky. The convention wound up with an auction with each auctioneer selling an item he brought.

One of the most important things accomplished at this, our Second Annual Convention, was the acquiring of Mr. H. Bemis Lawrence as counsellor and advisor for the Association. Mr. Lawrence is a teacher of Real Estate at the University of Louisville and is a noted speaker on the subject, having spoken in Europe, Hawaii and, of course, in our own country.

We hope to have the 1960 National Convention in our great Bluegrass State with plans already in the making, if this becomes a reality.

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## Kentucky A. A. Lands Important Telethon

"Bids For Kids" a 16 hour radio and TV telethon, sponsored by the Louisville Junior Chamber of Commerce will be auctioned by members of the Kentucky Auctioneers Association.

Col. Orville-R. Moore, immediate past President of the K. A. A., volunteered the services of the association members and as a result members of this up and coming organization will have full jurisdiction of the auctioneering duties and the K. A. A. will receive full advertising publicity.

In reporting this latest achievement to THE AUCTIONEER, Col. Moore says, "We're going to give them our best and all will assist in some capacity or another throughout the state."

Telecast will be from WAVE-TV beginning at 10:00 P. M. May 16th and ending about 2:30 P. M. May 17th. If you are out of TV range try the radio at 980 Kilocycles.

## Legal Advisor For Kentucky Group

H. Bemis Lawrence, formerly Secretary-Counselor of the Kentucky Real Estate Commission, has been employed as Counselor-Legal Advisor of the Kentucky Auctioneers Association for 1959.

Mr. Lawrence made an outstanding record with the Real Estate Commission in the 11 years he served that organization. His accomplishments and recognized abilities have become known throughout the entire United States and Hawaii, having recently returned from there where he assisted the Real Estate people throughout that area in laying the groundwork for their future.

Kentucky Auctioneers Association, while only in their second year, are to be highly commended on the direct steps they have taken in regard to their common cause as illustrated by the above plan. Those of you who follow their progress through THE AUCTIONEER have found their brief history has been one of action.

At Buffalo last July, members of the KAA laid the groundwork toward entertaining the National Convention in 1960. You may be assured they will have an attractive proposition to present.

**Let's keep our eyes on the KAA! They have done more in 15 months than some State Auctioneers Associations have in five years!**

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## A Real Colonel Now

It's official now. J. Meredith Darbyshire, Wilmington, Ohio, can be addressed as "Colonel" without anyone doubting his right to the title.

It all happened when "Darby" addressed the Second Annual Convention of the Kentucky Auctioneers Association at Lexington, February 2. In appreciation of his contribution to the K. A. A. he was commissioned a Kentucky Colonel.

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A fellow just about has to seek his own way in matters of religion—there is almost no view which somebody won't try to sell him.



## World's Largest Private Collection Of Indian Relics To Be Dispersed

TOMS RIVER, N. J.—The internationally known collection of Indian Relics hailed by noted archaeologists as the greatest private collection of its kind in the world, will be dispersed at public auction May 21, 22, 23 at the KING MUSEUM, 213 Washington Street, Toms River, N. J.

Collected by the late Arthur C. King, over a period of 60 years, which at the time of his death had gained for him the distinction of being the foremost of collectors of things Indian and a notable authority upon the aborigines. Mr. King was born at Hammonton, N. J., Nov. 7, 1882, the son of Charles S. King, a lawyer of Camden, N. J. He had an illustrious grandfather, Andrew Jackson King, the law partner of Abraham Lincoln at Springfield, Illinois, in 1858-59, and a delegate to the Chicago convention which nominated Lincoln for the presidency.

In addition to the more than 250,000 Indian Relics, the sale will comprise all household goods and furnishings, a large collection of antiques, guns consisting of shot guns, rifles, pistols and revolvers. Fine old china and porcelains of Missen, Dresden, Lenox, Haviland, Spode, Rosenthal, Chelsea and Limoges. Real estate consisting of the beautiful old homestead, the King Museum building and approximately one acre of beautiful landscaped grounds will go on the block Saturday, May 23rd, at 3:00 P.M.

The vast and unique collection is expected to attract bidders from all the 48 states and Canada. There will be a public exhibition of the offerings on Sunday, May 17th, between the hours of 12:30 P. M. and 5:00 P. M. While most of the Indian Relics are under glass, thousands will be placed on open tables for viewing and will be under the watchful eye of 14 men and a private detective agency to prevent pilferage.

The estate of Arthur C. King, deceased, is being sold by order of the Executrix,

Mrs. Hermine C. King, and will be under the personal direction and management of Col. B. G. Coats, of Long Branch, N. J., assisted by Col. Earl Steiner, of Silver Spring, Maryland. Mr. C. F. Kier, Jr., noted archaeologist, has been engaged to catalogue the Indian Relics. Those desiring catalogues of the sale may obtain them by writing to the Auctioneer.

The sale of the Indian Relics is believed to be the first of such magnitude ever to be sold at public auction in the United States.

## NAA Publicity

There is an old saying, "a little bull goes a long way." Many of the small efforts we make often pay off better than our big splurges.

For instance the Red Bank (N. J.) Register, said to be the largest weekly newspaper in the United States with circulation in excess of 20,000 and an 80 page paper, recently announced that as of September 1st they would change to a daily newspaper. Col. B. G. Coats, a consistent advertiser in this newspaper, wrote a letter congratulating them upon their decision.

As a result, Col. Coats' letter was reproduced in full (not reprinted) in this newspaper and standing out big and bold was the reproduction of the National Auctioneers Association emblem, which Col. Coats uses on his stationery. This unsolicited publicity has brought thousands of people to know that there is a National Auctioneers Association.

The cost of the cut is small (\$2.50), but a little emblem went a long way. Are you advertising the NAA on your letter-heads, business cards, auction forms, etc.?

## Charolais Auction Makes \$906 Average

SAN ANTONIO, TEXAS—At the Feb. 18 consignment sale of the Texas Charolais Charolais-Cross Sales Corp. during the San Antonio Livestock Exposition here, six purebred Charolais and 21 Charolais cross animals sold for a total of \$24,460, with an average of \$906.





These three were elected to high offices in Kentucky. On the left is Col. W. P. "Bill" Scully, newly elected President of the Kentucky Auctioneers Association. Mrs. Orville R. Moore (center) was named to head the Ladies Auxiliary and Col. John L. Cummins (right) was elected Vice President of the K.A.A.

## Auctions Started At Fort Worth Yards

FT. WORTH, TEXAS—An innovation at the annual series of stocker and feeder cattle sales at the Ft. Worth Stockyards this year will be introduction of auction selling. The Ft. Worth Livestock Market Institute, educational foundation for the market, has leased the livestock exhibit building from the city for use during the sales.

Decision to offer both private treaty and auction selling of cattle was the result of many requests from both buyers and consignors. The Texas Hereford

Assn. and the Texas Angus Assn., which cooperate in staging a series of stocker sales each summer and fall, also urged that auction selling be used.

The March 5 event is an all-breed affair and is aimed at filling the needs of owners of cattle wintered in the southwest who normally offer them for sale at around the time cattle must move off wheat and oat fields in the area.

On sale day, the usual private treaty selling will start at the regular time, and cattle to be auctioned will be started through the sale arena at 10 a.m.

"Hey, bud, whatcha doing, fishing?"  
"Naw, drowning worms."



IN UNITY THERE IS STRENGTH

# THE LADIES AUXILIARY

## Winter In New York

Dear Ladies:

We have finally dug out from under our long, cold winter. Our local newspaper reports that we have received more than 250 inches of snowfall over the course of the past four months.

This weather has slowed the auction business considerably in our territory. However, real estate sales have been brisk and with the coming of warm weather we are looking forward to an increase in auctions.

Convention time in Denver is not too far off again the way time flies. We have had a wonderful time at the two National conventions that we have attended (Lansing and Buffalo) and hope to be able to see you all in Denver.

Below is a little poem that I especially like because it fits me like a glove:

### BIRTHDAY GIFT

By Elsie Gibbs

I'm thirty, no beauty, and without  
wealth or power.  
My four-year-old son, his face like a  
flower,  
Asks, "Do girls like trucks?"  
"I guess so. Why?"  
I see myself mirrored in his eye  
As he hands me a truck that shows the  
wear  
Of special favor. Oh, who would care  
To be covered with mink, to be twenty-  
one,  
Without a dump truck and a son?

Sincerely,  
Eleanor Ford  
Constableville, N. Y.

## Kentucky Ladies Elect New Officers

Mrs. Orville R. Moore, Anchorage, Ky., was elected President of the Ladies Auxiliary of the Kentucky Auctioneers

Association at the Annual Meeting of that group at Lexington, February 2.

Elected as Vice President was Mrs. W. P. Scully, Lexington, and Mrs. Neal Whittaker, Richmond, Secretary-Treasurer. Directors elected were Mrs. Adrian Atherton, Hodgenville; Mrs. Edward Maupin, New Haven; Mrs. J. W. Maloney, Louisville; and Mrs. Eugene Monson, Cynthiana.

Mrs. Edgar Walker, Bowling Green was named as Parliamentarian.

## Gladiolus Auction

MT. PLEASANT, Mich.—Mid-Michigan gladiolus growers will have a chance to bid on new and recent varieties. The Mid-Michigan Gladiolus Society is sponsoring its first Glad Bulb Auction. The auction will begin at 8:00 p.m. in the banquet room of The Embers.

Proceeds will help the Society finance its next summer glad show, which will be free to the public. According to Barney Wendrow, president of the Society, nearly \$500 worth of bulbs have been donated by leading cataloguers and growers all over the nation.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

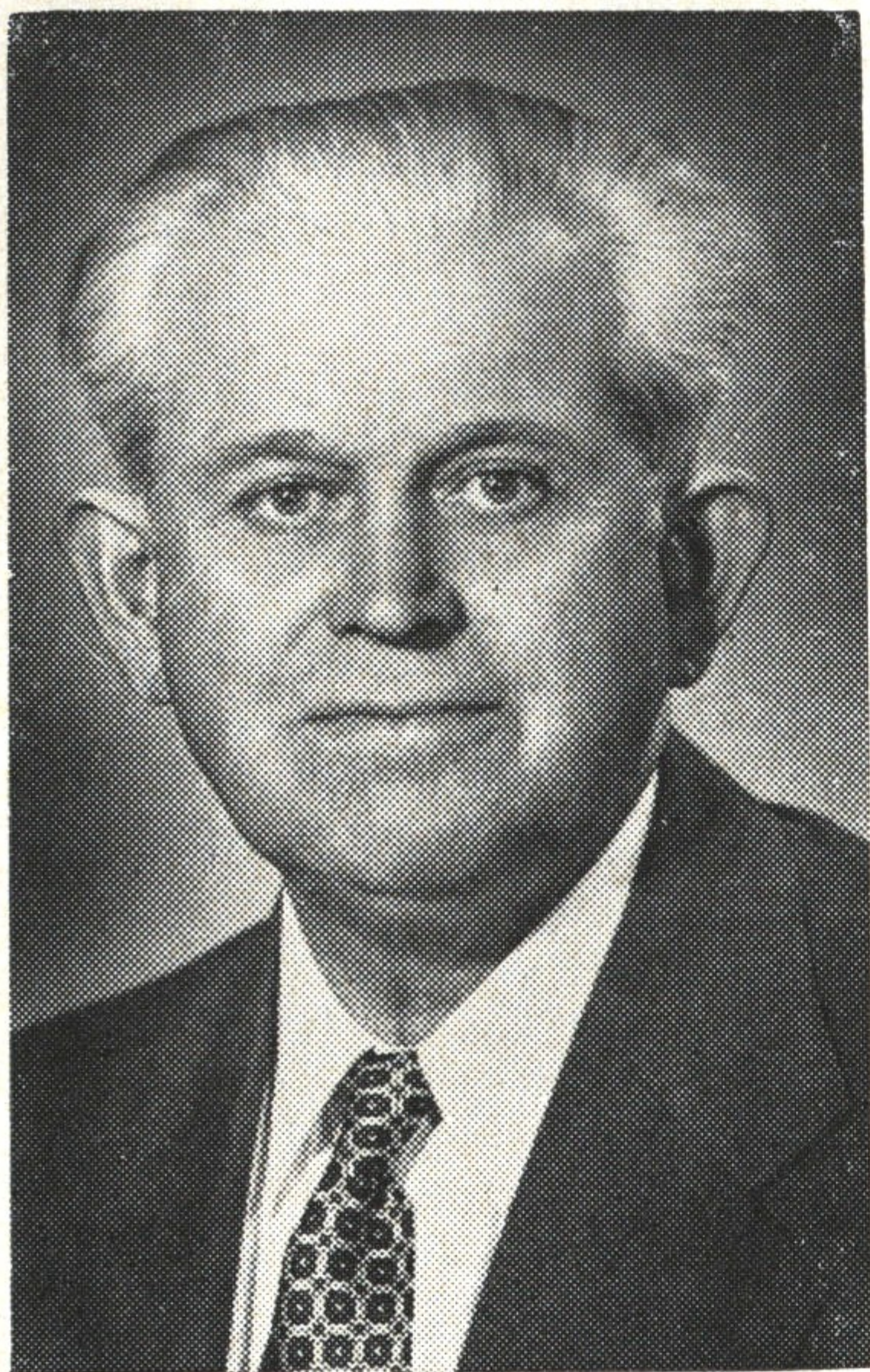
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## Auction Spirit

By  
**R. C. FOLAND, Real Estate Auctioneer**  
Noblesville, Indiana

We hear a great deal about getting in to the proper spirit in many lines of endeavor. Void of this element in auction selling, there is a demoralizing effect not only against the auctioneer and bidders, but in other ways.



**R. C. Foland**

Much is said about school spirit, church spirit, community spirit and in fact in many lines of endeavor, much depends on the attitude and spirit of those engaged.

Auctioneers should, in my judgment, enlarge on this vital attribute.

It seems to me we are all unanimous in believing in the auction spirit, but our means to this end may be different.

In applying the proper spirit with reference to selling by auction, it should be developed in a number of ways.

In the first place the auctioneer should be saturated with the auction spirit. If he is, in my judgment, he can then better develop this in others taking part.

Second the owner, for whom the sale

is made, should put himself and family in the auction spirit.

In the third place the bidders should be in the proper spirit which can only be developed when a genuine sale is staged.

Auctioneers who pride themselves on getting by without the proper spirit are likely to lose the confidence of both buyer and seller.

In fact, in my judgment, the proper auction spirit can be developed to the greatest degree only when all concerned talk the same language.

## A Booster

Dear Sir:

Please find enclosed my check in the amount of \$10.00 for my dues. I am glad to be a member of such a wonderful organization. I only wish I could get more auctioneers to join so they could see what they have been missing.

I look forward to THE AUCTIONEER each month because there is a lot of interesting reading in it from other auctioneers, especially some of Pop Hess' experience in auctioneering and many others.

I started June 7, 1950 and now I have five sales a week, all of which are live-stock sales, in three states, also additional public sales on Saturdays. I like the auctioneering profession very much excepting for the travelling all the time.

I also have some cows and veal calves on the small farm where I live and I enjoy having them. Everyone should have a diversion of some sort because you never know what may happen to keep you from continuing your regular job.

On my public sales I like to give the buyers an itemized list of their buying and also have a carbon copy of the full sale. I know some fellows don't do this but I think it is a must. I believe in giving the customers as much service as possible.

Sincerely yours,  
Norman H. Hart  
Nottingham, Pa.

When you get a chance to buy things for a song it's a good idea to check the accompaniment.



# All Things Peaceful With The Auctioneers Of America

BY COL. POP HESS



On this date (March 12) it is hard to write a fully spring topic column as we have right now a large snow storm arriving yesterday and through last night making our roads difficult to travel. Many of our busy Ohio auctioneers had some experience with drifted and slippery roads but so far as we know all sales scheduled for yesterday and today were completed without interruption.

The March issue of "**The Auctioneer**" arrived a few days ago with many interesting items included. As a whole it was interesting reading as I read every line hunting for subject matter for my own column. I found nothing that I could improve in my way of comments and in checking back through many of the past issues of the current year I find this publication is holding its ground and improving. Yet, many could come through with suggestions and ideas who are not doing so.

Getting back to my own run, I find it to be somewhat dry in some issues and since my last column I have not received a single letter from any of the boys, new or old, so I take it that everything is under control and everybody is happy. Each month I have more or less tried to come up with something that would bring replies or at least some comment. One of these was my suggestion that it would be a good move if all State Auctioneers Associations would support a page in this publication each month. To date, everything is quiet—no replies nor suggestions have been forthcoming.

In another issue I sprung the 'scoop' in regard to the Ohio Auxiliary Ladies suggesting that a railroad car be chartered to take a big delegation to Denver this July. I mentioned that this idea

may be 'catching' and other states would start some similar action. As yet I have not heard an inkling either personally or through "**The Auctioneer**" so guess it was a flat note and has been forgotten. Dead or alive, it still sounds like progress if we wake up.

In my search through the pages for something to 'shoot at' I was especially interested in what my good friend, Col. Coats, has to say. It seems he has been having the same experience as I in failing to find any comments in regard to his writing. His message on Page 16 of the February issue carried the same thinking that I had where he says if nothing else, "write a few words and give HIM hell." Maybe this could help twist the tail for more awakening on us boys trying to find proper words and thoughts to attract the interest of our readers.

However, I am not losing any sleep nor am I badly disturbed in not getting any kickbacks, good or bad. I am somewhat like the old colored fellow who worked for us down on the farm when I was a kid. His first name was Matt. One morning he came into the barn very much out of sorts. He had had some bad parting words with his 'old woman' as he called her and here is what he said to my Dad, "Mr. Hess, I tells you this about that old black woman of mine. "I cuts the wood and puts it in the wood-box beside the stove but she sure am a goin' to put it in the stove. "That is her job to do." So in my column I cuts the wood and puts it in the pages. From there on it is yours to digest or forget. And maybe much of it you should forget.

Today, in this modern world of action we are moving into new fields even in



## IN UNITY THERE IS STRENGTH

the auction business. The world is on the move, many things today we never thought nor heard of a short time ago have come to light and action. From all signs and comments it will be trips to the moon but who wants to go? Well, they say there are lots of applications and some fellows want a few billion from the government to finance the trip. If this is true then it could be possible we should have many who would take time out to attend our State and National conventions. I can say to any one auctioneer who has never attended, he has missed some things he would not see even if he went on a trip to the moon. So if we don't have a good attendance in Denver this coming July I will ask for this next convention to be held on the Moon. It might work.

Right here in our Columbus, Ohio, area we have had a strike going on by the pressmen and all our Columbus papers are shut down. Auction sales depending on both newspaper and radio advertising have brought a rush to us with our strong established Farm Auction Sale Program and we are getting a good job done in getting sales advertised and getting large crowds in attendance. I was amused this morning when called to the phone before breakfast by one of my non-supporting auctioneers. "Pop," he said, "there are no newspapers and I have some sales I must advertise. "Do

you suppose your program on the air could help us out?" Of course my reply was generous. I told him we were crowded to the roof but we would be happy to take good care of him and we are doing that for him and his customers as we are here to serve the public but never compelling anyone to use our service unless they want it.

This little instance could be taken to many auctioneers I meet up with who are disgruntled because they do not get such and such sales and want to crucify the auctioneers who do get the sales. It could be his replies should be generous even if turned down. All who are in the business of auctioneers and sales managers are facing strong competition in their work. This is a period when he who gets the business must be on the ball with constructive performance in service from beginning to end of each auction sale under his management. There is no question in my mind that the auctioneer of today has to sell his service and he must have the right kind of service to sell. Then he must sell his customer in a form that pays off, and on down the line hold his confidence and good service in the best of repair and and all machinery working. If not, then auctioneering is just a sideline as a hit and miss proposition.

We, today, in this wide modern world can no longer live alone. To be a full

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**RUSS GUISS, AUCT.**

**Akron 12, Ohio**



success the auctioneer of tomorrow will be much more in the lead if he is the auctioneer with a generous reply to all comers and is well salted down in strong State and National Auctioneers Associations where he can have his thumb on what is cooking throughout the land. This publication and the National Association behind it is a solid rung of better building for you as a better John Q. Public auctioneer. Through its (THE AUCTIONEER) pages you can support and help bring to the front many things which the oldest and the youngest auctioneer of the land is trying to find an answer.

As we sit today our National Auctioneers Association and this publication is the fruits of the first 100 years. The road is now paved — drive carefully and put it into our thinking what you, Mr. Auctioneer, thinks is best or wrong. You will get many readers to agree or disagree with you but from it all, progress will be in the making.

---

## May He Always Be A Country Boy

By KARL OHM

I want my son to grow up on a farm. Some will say that it will limit his opportunities. They may even feel sorry for him. But how can they know what his life and pleasures will be?

They do not realize that my boy will never be lonely; that nature will be his companion for life.

Through nature he will know that there is a God; that science does not control everything. He will learn to work hard and to be ambitious; but he will also learn to accept things as they come . . . the hail and drought and the unforeseen.

As a farm boy he will know animals as good friends. In feeding and caring for those friends, my boy will learn the joy of doing for others. Early in life he will know a responsible feeling toward those who will depend on him.

To him all living things will be sacred. He will watch life appear and reproduce itself. He will learn the certainty of death. Its quiet presence in the plants

and animals about him will assure him that life's end need not be feared.

My boy will learn compassion. He will never forget the killdeer's nest in the pasture, and the fence he built to keep the cows from trampling it. One of his pleasures will be a shack in the woods, where he will learn to love the stillness of a country night.

He will notice that each year the saplings around his shack grow bigger. Then a day comes when he and his father cut the grown trees into firewood for the winter. He will realize then, that he himself has grown year by year, and that the time is near for him to start his life's work as a young man.

I want my boy to hear country church bells as he finishes his Sunday morning chores. The bells will ring again as he sits in church before the services begin. He will set his watch by the bells . . . they will help him chart his days, his life.

I want the soil, the trees, the killdeers, the farm animals and crops, the bells of a country church, to be a part of my son's life.

He may leave the farm some day to begin another way of life. But his faith, his sense of duty toward others, his compassion . . . these truths that the farm has taught him . . . will go with him.

As long as he lives, he will be a farm boy.

Reprinted from Farm Journal

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## Muncie Auto Auction Sold By Earl Bales

Muncie Auto Auction, Muncie, Ind., operated for the past few years by Col. Earl Bales, a NAA member of that city, was sold in February to John R. Zintsmaster, Decatur, Ind.

This auction had made a steady growth since Col. Bales had been owner and manager. Ill health has forced the temporary retirement from the Auction by Bales but after a recommended rest he plans to re-enter the auction field.

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Life's minor problems give it value — just as a few clouds make the sky more beautiful.



# Auctionmen and USDA

## Clarify Market Operations

WASHINGTON, D.C. — Concluding a series of three conferences here with USDA Livestock Division officials, the National Association of Livestock Auction Markets announced the issuance of a "Guide for Livestock Auction Market Operations." Conferences were opened last October to reach agreement on certain interpretations of the Packers and Stockyards Act, and regulations under it, as administered by the Secretary of Agriculture, in relation to auction market operations and services. The USDA Livestock Division and General Counsel's office have found the national trade association's "Guide" not in conflict with the Act and regulations.

As amended by Congress late last year the federal Packers and Stockyards Act is now uniformly applicable as a business fair trade practices act to the entire livestock marketing industry in interstate commerce. This includes all public livestock markets, dealers, and buying agencies throughout the nation.

J. W. Marvel, Webster City, Iowa, president of the national group, chairmanned the market representatives and Lee D. Sinclair, deputy director, Livestock Division, served in a similar capacity representing the USDA officials. The Livestock Division has the immediate responsibility of implementing and administering the amended Act.

Commenting on the results of the conferences, C. T. 'Tad' Sanders, Kansas City, Mo., executive secretary and counsel of the National Association, stated, "We appreciate the mutual spirit of confidence in which the conferences have been conducted and are gratified over the results. The 'Guide' issued as a result of them might well be referred to as a 'bill of rights' for the industry. At the same time it provides every avenue for self-government in the field of livestock auction market operating standards and sound business practices, and is intended to encourage development and ex-

pansion of market operations and services."

The "Guide" contains thirteen sections devoted to topics in respect to registration, bonding and tariff procedures, livestock auction market operations and fair trade practices, with interpretations in the light of provisions of the P & S Act. It contains the National Association's previously adopted "Code of Business Standards" and statement of principles governing designation of "Nationally Certified Livestock Auction Markets." It does not change existing regulations under the Act and specifies that, "administration of the Packers and Stockyards Act on a uniform and inclusive basis throughout the fields of industry to which its provisions are applicable is necessary and essential in the public interest and in fairness to the different segments of the industries to which it is applicable. Enforcement of provisions of the Act and punishment of violations lies in the United States Department of Agriculture."

The purposes for which the "Guide" is issued are set forth as follows:

1. Clarify and interpret pertinent provisions of the Packers and Stockyards Act, 1921, as amended, and the rules and regulations promulgated thereunder, as applicable to livestock auction market operations and those livestock market transactions associated or related to them;
2. Provide a guide conducive to sound business methods for those engaged in the operation of a livestock auction market;
3. Establish standards of market operations and services in accordance with existing law;
4. Encourage self-government of the industry on the basis of its own adopted code of business standards; and
5. Prevent, through voluntary and industry-wide cooperation, unfair business trade practices which would constitute



violations of the Act as administered by the Secretary.

The National Association announces continuing conferences with the USDA in the future to consider new matters arising or those requiring additional clarification.

## Gauguin Art Work Proves A Double

CHICAGO—The thrift of French painter Paul Gauguin apparently produced a double work of art—a panel of sketches on the back of a major Gauguin pastel drawing.

The newly-discovered pencil sketches, revealed yesterday for the first time, are dated 1892 Tahiti and show a woman's hand, a woman holding her head in her hands and a tattooed hand and wrist.

On the other side is a pastel titled "Standing Tahitian Nude (Eve)." Like many artists, Gauguin used one side of

the paper as a sketch pad before drawing his major work. It saved paper.

The drawing previously was valued at between \$50,000 and \$60,000. Harold Joachim, curator of prints and drawings at the Chicago Art Institute, said the new found sketches increase by a third the value of the work.

The 21 x 36-inch drawing is owned by Mr. and Mrs. John Cowles of Minneapolis. Cowles is president of the Minneapolis Star and Tribune. It is one of 200 paintings, drawings, prints and sculptures by Gauguin on display at the Art Institute until March 29.

Gauguin is known as a pioneer in the post-impressionist school and is most noted for his sensuous paintings of the south sea islands.

The pencil sketches were discovered when the Cowleses sent the drawing to Harold Tribolet of the Lakeside Press, Chicago, to replace a cardboard backing.

"Money talks, but about all it ever says is 'Good-bye'."—S. F. Brandt.



## Promotional Items

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

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# One More Auction

By Fred Matthews, Sevierville, Tennessee

The morning was perfectly clear although it was December 19, the air appeared almost like a morning in early April. From my vantage point, from where I am writing this story, beautiful Douglas Lake is in the South East. When the sun arose with pink, then red and followed by a golden color, its reflection was resplendant in the miles of water above the dam, that is Douglas Lake in all the beauty of this famous lake, which is numbered with a chain of lakes to make up the lakes of the Tennessee Valley.

To the South, the beautiful, lofty Smoky Mountains are silhouetted against the blue sky, covered with a blue misty haze but again resembling spring. The mountains with their hues of purple and blue were handsomely picturesqued off in the distance and afford a beauty unsurpassed in our Southland. Near by were evergreens, cedars, pines and here and there a holly tree with widespread bunches of mistle toe on the barren trees. Birds twittered and appeared to be very gentle.

The crowds were pouring in when I arrived and judging from their size, must have started assembling early. It resembled crowds, who were attending a large circus, only much too large for this section of the country for a circus that would show here. They were hustling and bustling in every direction. Folks rushed to and fro, back and forth and in all directions. What was the occasion? Yes, it was an old fashioned country auction.

C. B. McCarter Auction Co. was again selling the Earth. Promptly at 10:30 A.M. C. B. McCarter stepped on the block. After preliminary announcements were finished, the auction got under way. One of the best farms ever offered for sale in this section, went under the hammer. This farm is located on the beautiful French Broad River. The auctioneer's voice rang loud and clear and the big event was underway. The bid-

ding was fast and frisk. One by one, the sub-divisions were sold.

Then came the farm machinery, cattle, grains, etc. Then the last item was sold, I had witnessed one of the greatest auction sales I had ever attended. Many had the same opinion since I checked the crowd for opinions. There was an estimated crowd of four thousand and I think this estimation was conservative.

I have followed C. B. McCarter's sales since he came back to Tennessee. I have written stories of his sales for local newspapers but I have never witnessed such a successful sale. I used to pose as an old lady in my reports of auctions and built up a large audience of readers. That was near the beginning of the C. B. McCarter Auction Co. I predicted success for the company but I never suspected it would reach such heights.

In my humble opinion, C. B. McCarter is classed among the best auctioneers in the South. I doubt if his glory has been preceded in this section. When I start thinking of his success then I try to pinpoint the qualities of Col. McCarter.

"A quitter never wins and a winner never quits." This proverb can be applied to C. B. McCarter and therein lies the basic reasons for his accomplishments. The authorities in the Reppert Auction School must have discovered his great talents and possibilities and set him on that path to glory in the auction field. Col. McCarter has faith in himself and in his fellowmen and these faiths coincide with each other and helped in developing his abilities into a useful auctioneer and good citizen.

Many of the Old Timers in the recent auction informed me that such a sale in their memory hadn't heretofore existed. Many feel that it was the sale of the year and one of the best ever conducted in East Tennessee.

C. B. McCarter Auction Co. consisting of Col. C. B. McCarter and his sons, Eddie and Freddie, have reached and will further attain the full glories of



## IN UNITY THERE IS STRENGTH

Auctioneering. In this field there is no job too large for them and as a citizen of Sevier County, Tennessee, I am exceedingly honored to be a friend of such a splendid trio.

In my humble way, I can only say: My hat is off to you, C. B. McCarter Auction Co. and may your laurels multiply daily and may your chosen profession be crowned with the sweetness of glory and success. There are higher heights to reach and you possess the courage and spirit to attain those lofty heights that await those, who go onward to success and to those who work diligently in this life. May I apply the meaning of Paul's words to his churches: "Press onward to the high calling which is in Christ Jesus." He further admonished that a laborer is worthy of his hire. This applies to present life as much as it does to future life. You will win by keeping on.

### Auctionmen To Stage Large Carlot Sale

KANSAS CITY, Mo.—Featured event of the 1959 National Livestock Marketing Congress and annual convention of the nation's livestock auction markets will be the Continental Sweepstakes Cattle Sale in Cedar Rapids, Iowa, June 25, 1959, it was announced by the National

Association of Livestock Auction Markets.

Entry blanks have been mailed to all "Nationally Certified Livestock Auction Markets," enabling them to enter a carlot consignment typical of their trade areas. Deadline date for acceptance of entries is May 1, 1959.

The National Livestock Marketing Congress is the second sponsored by the National Association of Livestock Auction Markets, the first being held in New Orleans last year. The Congress participated in by the entire livestock industry is designed to focus attention on all phases of livestock marketing, trends and market services.

The Iowa Livestock Auction Association is the host state association for the Congress and Convention.

Russell Tubaugh, Belle Plaine, Iowa, is sale director. The sale will be held in Hawkeye Downs, Cedar Rapids, at 7:00 P.M. on the opening date of the Congress. Special facilities have been arranged to accommodate the large crowd expected. The sale will be staged in the open-air arena.

The Iowa group will be hosts at a steak barbecue preceding the sale.

Carlot entries are expected to result in the greatest representative feeder cattle sale at any one place in the country. Fat cattle entries will be made by Iowa livestock auction markets.

## MISSING?

**THE AUCTIONEER cannot follow you if your new address is missing from our files. If you plan to move soon, send your change of address today!**



# PENNSYLVANIANS



Shown here are a part of those who attended the Annual Convention of the Pennsylvania Auctioneers Association at the Hotel Harrisburger, in Harrisburg on January 9th and 10th.



# Auctioneers Conceal Their Feelings

By COL. B. G. COATS

The public is often inclined to look upon Auctioneers as hard and calloused. Many believe that they have to be in order to disperse the personal property of those who have passed on and which during their life-time each and every item was dear and most precious to them. Yet, underneath the shirt of every Auctioneer beats a human heart, an understanding heart, a sympathetic heart. He has long since learned to control his feelings, seldom does he lose his temper or give way to his feelings even though the visitors express to one another their feelings. But the Auctioneer keeps his personal feelings and prejudices out of the picture until the sale is over and then the many visitors who chat with him will find him just as human as they are.

While we specialize in liquidating estates, we are frequently called in to conduct a country auction. The occasion of a recent auction in the country of household goods and furnishings and personal effects, was a poignant reminder that such auctions, per se, are rather sad affairs, and by and large they follow a certain pattern that has little in common with the large estate sales or the large commercial sales in the New York City galleries.

At the latter affairs, those in attendance tend to be professional buyers, and the goods auctioned is of an impersonal nature. One does not think who might have slept in the Victorian bed, or who held hands in the love seat, or even what toasts were drank from that set of Venetian champagne glasses. If one thinks at all about the former owners of the chaeel offered for sale, it is idle and quite impersonal.

An auction in the country, however, is quite another matter and I am sure that the Auctioneers who sell household goods and furnishings and personal effects fully understand and appreciate what I am about to say. First is the advertisement, listing the goods offered, and in the case of farm effects, usually ending with the line "and other items too numer-

ous to mention." There is the initial shock of being reminded that a friend, a neighbor, a fellow townsman has passed on and his worldly goods are for sale. Now everybody knew that this person was dead, but somehow the wound was opened when one reads of the impending sale of the appurtenances that graced his life, his favorite arm chair, his pipes, his bed, his books and other items too numerous to mention—items which he took for granted through the years and which became a part of him, part of the pattern of him.

Then there is the inspection of the goods just before the sale. One wanders through the house, painfully conscious of its emptiness, of the vacant look of the rooms. Visitors come in, the neighbors, the curious ones, the professional buyers, the idle and they all inspect casually the most intimate possessions of the departed. Many of the visitors go to the country auction out of morbid curiosity, to wander freely in a home where they could not otherwise visit, and certainly not so freely. Then there are the neighbors and friends, likely aging themselves, who go to the auction as a sort of post burial rite—to have a last look at things that had made up the life of the dead friend or neighbor.

One spots the professional buyer, the sharp-eyed women, then men who obviously are antique dealers with a keen eye for a bargain, a broken down piece of furniture that with cunning can be made into a valuable antique. Then there are the greedy, who have all the worldly possessions they can possibly use, but who cannot resist the temptation to get more for what they think to be a bargain. Then there are the sad ones at the country auctions—the avaricious.

Despite the gloomy air of such auctions, they are not without their light moments, and many a visitor has found himself the proud owner of something of which he had no thought of ever buying prior to the sale.

Almost as much as death, there is a finality about auctions in the country,



and when the last devotee leaves and the weary auctioneer finally stills his rasping voice, there is a great void, a silence, a nothingness in the house that once rang with laughter of children and whose walls heard the whispered words of love.

Then and only then does the Auctioneer

have the opportunity of giving vent to his feelings. Of visiting with those that remain until the last item has been sold. After all have departed and in the stillness of the evening he takes stock of himself to better prepare himself for the next country auction sale.

---

## Ganghin Portraits Popular

### The Painter Who Quit Job And Family To Go Native Is Having A Big Year: A Great New Exhibit—And Sir Laurence On TV

Nobody's ever been able to figure out painter Paul Gauguin. He quit a good job, deserted a nice wife and family, fled the most beautiful city in the world and spent his life on a primitive island painting pictures that nearly everybody said were terrible.

But like an unhappy acquaintance of his, Vincent Van Gogh, Gauguin achieved a stunning and permanent success after his death. And his personal life, like that of Van Gogh, has been the subject of almost as much discussion as his paintings. Somerset Maugham wrote a novel, "The Moon And Sixpence," based on it. A biography by Lawrence and Elizabeth Hanson, "Noble Savage," added to his fame. A few years ago George Sanders made the movie version of "The Moon And Sixpence." And now NBC-TV is producing a 90-minute spectacular of the same story with Sir Laurence Olivier in the lead role, supported by Judith Anderson, Hume Cronyn, Jessica Tandy and Jean Marsh. Previews of the production presage one of the great events of the 1959 television season.

And in Chicago an unprecedented collection of some 75 Gauguin masterpieces is currently on exhibit at the Art Institute. It will remain there until March 29, and then travel to New York's Metropolitan Museum where it will be on view till May 31. So stupendous is the value of the collection that insurance regulations require it to be transported on three separate trains.

Of course in the TV play, as in the Maugham novel and movie, Gauguin travels under the name of Charles Strickland, which has confused a few readers

and moviegoers into inquiring in art galleries for Strickland masterpieces.

Gauguin's fame has steadily risen since his death in the Marquesas Islands in 1903. This is adequately proven by recent prices paid for Gauguin paintings (the record so far: \$225,000 for "Still Life With Apples").

Quite a change from the artist's own day! A month after his death an auctioneer, in a jovial mood, turned Gauguin's last canvas upside down and amid gales of laughter, dubbed it "Niagara Falls" and let it go for \$1.40. The same painting is now a coveted possession of the Louvre in Paris. Another picture, "Maternity," sold at the same time for \$30, recently passed into the collection of David Rockefeller for a small fortune. It's part of the current exhibit.

But the fascinating part of the mystery of Paul Gauguin is not that he died in poverty leaving millions of dollars worth of art behind him. The history of art is filled with such tragedies. What has made Gauguin's story intriguing to so many readers and viewers is that he did something a lot of people dream of but never bring themselves to do—he chucked a normal life and went off to the South Seas.

#### An Irresistible Attraction

A prosperous Paris stockbroker, he became irresistibly attracted to art. After a period as a Sunday painter, he quit the stock market and went off to Brittany to paint. But only a few avant-garde colleagues, like Van Gogh, Pissarro and Degas, had any appreciation of his work. In 1891 he suddenly made up his



mind, sold all his paintings at auction for a few thousand francs, and went off to Tahiti.

He didn't get happiness that way, or money either. But despite his disappointments and hardships, Gauguin won what true artists really want — a chance to create beautiful art. "I believe art has a divine source," he wrote, "and that it lives in the hearts of all men who have been touched by the heavenly light."

## Keep Me Alive

By Margaret Rorke

Oh, keep me alive while I'm living,  
Lord.

While I'm walking the ways of  
earth,

Please point to the places You've  
underscored

As the objects of vital worth.

Oh, help me forget what was  
yesterday,

Be it gladsome or filled with  
gloom,

By filling the minutes that are  
today

'Til there isn't a bit more room.

\* \* \*

Oh, keep me alive while I'm living,  
Lord.

Keep me seeking some new

frontier

That I haven't found or as yet  
explored

With the zeal of a pioneer.

Oh, please open my eyes so they'll  
see what's good

And my ears so they'll hear  
what's true,

And my mind so men's motives  
are understood,

And my heart to the voice of You.

\* \* \*

Oh, keep me alive to the leaves and  
snow

And the laughter of fellow  
souls.

Let a mild discontent through my  
being flow

So I'll struggle for higher goals.

Oh, keep me alive while I'm living,  
Lord,

With an interest in all I see

Lest the hour approach when I'll feel  
I'm bored

With the world, or what's worse—  
—with me.

Pat received a telegram from an undertaker out West stating that his mother-in-law had passed away, and read as follows: Shall we embalm, cremate or bury? Pat wired back, "Embalm, cremate and bury. Take no chances."

Established 1948



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## 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

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### ARKANSAS

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

Col. Dittmann Mitchell—Fayetteville

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Col. Lyle D. Woodward—Denver

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Col. W. D. Atkinson—Stouffville

### TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

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# American Market in Antiques May Soon Have Russian Accent

NEW YORK — American antique collectors may soon do their decoration with a Russian accent.

"Russia's about the only place left in the world that still has plenty of antiques," explains Mrs. Rosier, a noted New York antique dealer and expert on the world's old treasure markets.

"Everybody in America and western Europe has run out of antiques; the good pieces available were all snapped up on both sides of the Atlantic after the war," says Mrs. Rosier. "Yet the demand keeps rising; and everybody's too prosperous to sell the family's heirlooms.

"That leaves only one untapped market for antiques — Russia."

### Will Fly to Russia

Mrs. Rosier hopes to be the first U.S. antique dealer to tap the Soviet market. Armed with a passport and an import-export license, this New York matron will fly to Russia March 16 on an antique hunting expedition.

"We know the Soviet Union still holds a fabulous collection of Czarist treasures," says Mrs. Rosier. "The only question is — will they let us import any?"

"I hope so, and I think so. After all, politics don't matter in antiques—only

age and art value. There's nothing political involved in admiring beautiful things — and since both our governments are trying hard to cement a cultural exchange, I hope to be able to bring in Russian antiques by fall of this year."

### Many of Museum Quality

If Mrs. Rosier's hunt is successful, American collectors may soon be bidding for some of the world's most magnificent antiques. Many Czarist pieces brought out after the Russian revolution still fetch tremendous prices today. Mrs. Rosier found some others in Vienna in 1949 that indicate antiques of museum quality are still plentiful in Russia.

"An antique," she explains, "is anything that originated before 1820 by U.S. customs rules—and before 1820 the Russian nobility had the services of some of the world's greatest furniture craftsmen. These artisans worked in enamel and malachite, and jade; gilt and crystal, for everything from bric-a-brac to tables. They made superb tapestries and needlepoints, polished and inlaid woods."

Mrs. Rosier, in private life a doctor's wife and mother of three teen-agers, doesn't expect her Russian antique search to be easy. She noted:



"Officially, there are no antique dealers in Russia—and I've never seen a Russian interior decorating book. Any arrangement made probably will be with the Soviet government—and no one knows what terms they'd expect.

"I'd like most of all to work out a deal in which we can swap antiques. I could supply early American clocks, silver, and furniture—which I'm told the Russians admire."

If Mrs. Rosier can't get Russian antiques during her month-long visit to Moscow, Leningrad, and Kiev, she'll try to bring home some modern Russian crafts as a starter.

"Even modern Russian furniture should excite a lot of interest," she said. "I've visited 14 countries looking for antiques and art that can be used in American decoration. Russia is the last untouched market."

Overheard in a nightclub: "Ordinarily I never chase after a man, but this one was getting away."

## Port City Yards And TLAA Settle Dispute

HOUSTON, Texas — Announced as in the best interests of the livestock industry, the Port City Stockyards, Houston, and the Texas Livestock Auction Association have agreed to informal settlement of the complaint filed by the Association before the USDA as a result of the Stockyards' publication of a pamphlet-brochure entitled, "Port City Stockyards 1931-1956."

Representatives of the livestock auction markets association complained that the brochure contained statements that could discredit and destroy public confidence in the livestock auction industry.

Under the settlement the Port City Stockyards agreed to discontinue distribution of the pamphlet in question.

Clerk: "Hey, don't spit on the floor!"  
Hillbilly: "S'matter? Does it leak?"

## NEBRASKA AUCTIONEERS ASSOCIATION ANNUAL CONVENTION

# May 3, 1959

## EVAND HOTEL, COLUMBUS, NEBR.

Registration begins 9:30 A.M. followed by a full all-day program closing with a Banquet and entertainment at 6:30 P.M.

Annual Business meetings of Nebraska Auctioneers and Ladies Auxiliary will be conducted during the day.

## WE INVITE

**All Auctioneers and their wives to attend.**

Dick Kane, Wisner, President

John Thor, Stanton, Secretary





### STUDENTS OF THE MISSOURI AUCTION SCHOOL, CLASS OF MARCH, 1959

**TOP ROW, LEFT TO RIGHT**—Otis Vick, Texas; Mearl McDaniel, Kansas; James R. Cooper, Kentucky; Simon D. Cannon, Texas; Richard E. Payne, Kansas; James A. Cornell, Missouri; Peter F. Redhorn, Montana; Owen J. Jones, N. C.; Robert B. Cooper, Florida; Jim W. Martin, Oklahoma; Jack D. Sheets, Kansas; Glenn A. Williams, Kansas; Jim Adriance, Florida.

**MIDDLE ROW, LEFT TO RIGHT**—Art L. Wilson, Kansas; Lanny R. Enders, Michigan; Roy H. Holland, Georgia; John Stark, N. Y.; Paul W. Lavengood, Indiana; Merle J. Hentzel, Illinois; Chester Petree, Texas; Harold R. Estep, Kansas; Edward Lee Fewell, Kentucky; Buck Cargill, Oklahoma; Curtis Petree, Texas; Nelson W. Gemondo, Shinnston, W. Va.; John Kelly Clark, Virginia; Jack L. Jones, Missouri.

**BOTTOM ROW, LEFT TO RIGHT**—Henry J. Verhoff, Ohio; Thomas J. Schnapp, Jr. Illinois; M. W. Ball, Kansas; Col. Boyd Michael, Instructor, Missouri; Col. C. C. John, President of the School; Col. Carman Y. Potter, Instructor, Illinois; Solon R. Carraway, Kentucky; Deane L. Ball, Kansas; Kenneth Lee Blanck, Illinois.



# Record Year In Sight

All indications point to a new record year for NAA memberships with the January momentum continuing right on down to the present time. New memberships have been issued every week indicating that auctioneers are desirous of belonging to their national trade organization providing they receive the invitation. When we publish the names of those who have secured two or more new members during the fiscal year will your name be included? This will be published in the July issue.

Following are those whose memberships were received from February 16 through March 15. The asterisk indicates renewal.

E. E. Cox, Oregon  
 \*Jerry Ondracek, Missouri  
 \*Oliver M. Wright, Pennsylvania  
 \*Jim Wilson, Ohio  
 Arthur Torgerson, Montana  
 \*G. A. LaMunion, Maryland  
 \*Clarence E. Davis, Indiana  
 \*Wayne Cook, Texas  
 \*Emmert Bowlus, Maryland  
 Joe Reisch, Iowa  
 \*Sam Lyons, Pennsylvania  
 \*Harry H. Hawk, Ohio  
 \*Myron Berman, Massachusetts  
 Michael Fox, Maryland  
 \*R. O. Root, Jr., Virginia  
 \*Robert F. Losey, Sr., Washington  
 \*Samuel W. Savedow, Florida  
 \*Carl E. Matthews, Pennsylvania  
 \*Irving B. Rosen, Texas  
 \*Stanley H. Rosen, Texas  
 \*Thomas L. Peach, Colorado  
 Raymond W. Huber, Ohio  
 G. H. Coffey, New Mexico  
 \*Dan Johnson, Connecticut  
 A. L. King Solomon, Florida  
 Alex Cooper, Maryland  
 \*Thomas R. O'Farrell, Maryland  
 \*Mark E. Runkel, Illinois  
 \*Curran Miller, Indiana  
 \*Archie Boyce, Alberta  
 Eugene H. Beffre, Massachusetts  
 \*G. R. Green, Minnesota  
 \*Russell deCordova, Arkansas  
 \*Robert H. Campbell, Maryland  
 \*Lyndon W. Sanders, Colorado

\*Robert Rich, Florida  
 \*Anthony P. Zifcak, Rhode Island  
 \*Arthur A. Long, Illinois  
 \*Glenn Powers, Iowa  
 Leonard L. Lembke, North Dakota  
 \*Roy J. Draper, Kentucky  
 \*W. P. Scully, Kentucky  
 \*Virgil Garrison, Kentucky  
 \*R. M. Lucas, Kentucky  
 \*Neal B. Whittaker, Kentucky  
 \*E. I. Thompson, Kentucky  
 William P. Lay, Kentucky  
 \*Emmett Moore, Kentucky  
 \*Henry Chilton, Kentucky  
 \*Walter J. Fritts, Kentucky  
 \*Rodger F. Christie, Kentucky  
 Bobbie W. Bohannon, Kentucky  
 \*W. G. Mefford, Kentucky  
 \*Ben Miller Osborne, Kentucky  
 Elbert J. Smith, Kentucky  
 \*Adrian Atherton, Kentucky  
 \*Edgar C. Walker, Kentucky  
 \*Marshall Freeman, Kentucky  
 \*Nelson R. Moloney, Kentucky  
 \*Lawrence Mudd, Kentucky  
 \*George M. Kurtz, Kentucky  
 \*W. C. Ledford, Kentucky  
 Marion Barlow, Kentucky  
 Carroll N. Hoover, Kentucky  
 Sidney Turner, Kentucky  
 Orie Hill, Kentucky  
 Johnnie N. Taylor, Kentucky  
 J. T. Denton, Kentucky  
 Bud Hamilton, Kentucky  
 Paul Noel, Kentucky  
 \*Art Roberts, Kentucky  
 \*W. P. Emmons, Arizona  
 \*Harold Spoor, New York  
 \*Merlin Kamla, Colorado  
 Neil Rublee, Wisconsin  
 \*Harold V. Buckman, New Hampshire  
 \*Donald V. Cady, Kentucky  
 \*Walter J. Thompson, Pennsylvania  
 \*Blake Moore, Texas  
 \*Norman G. Thorp, Ohio  
 Ray E. Knight, Indiana  
 Donald E. Kirk, Massachusetts  
 \*Milford Campbell, Indiana

Wife: "This article says that in some parts of India a man doesn't know his wife until after he marries her."  
 Husband: "Why single out India?"



# Everybody's a Collector

**Today It Is A Rare Home That Doesn't Boast  
A Touch Of Art—Borrowed Or Bought**

By ALINE B. SAARINEN

Original works of art are becoming common place in upper middle class American homes. There was a time not so long ago when, aside from the great and wealthy collectors, it was only those "highbrows" — so brilliantly satirized by Russell Lynes—who regularly included works of art in their homes. In the Thirties, along with their plywood Aalto chairs and Versen lamps, they had prints by Dali or Klee (Handsome Klee water-colors then cost way under \$100). If they had social consciousness, the paintings were of emaciated children by Philip Evergood or gaunt sharecroppers by Robert Gwathney.

In the Forties, the "highbrows" moved along with advanced but correct taste, and the "middlebrows" began eyeing and purchasing art, too. However, they were apt to limit their purchases to framed color reproductions, especially those from the collection of the Museum of Modern Art.

Today original works of art are everywhere. This is scarcely odd because, over the years, the accelerated activities of museums, the plethora of art books and the attention given to art by the national magazines have all helped to make it a familiar instead of a formidable thing. And, of course, as art becomes more and more "fashionable," it becomes—like anything else—more and more desirable.

Yet the interest also stems from another source. So much of life is standardized and mechanized that the work of art has the rare attraction of being special and individual. It represents imagination and creativity; it is evidence that an individual has imposed order and form and internal harmony on chaotic raw material. The person who craves to have around him such individual expressions comes to the point where he desires to express his own individuality by selecting what he likes

—whether it is the accepted and correct thing or not. Thus, in the choice of works of art—both paintings and objects—the purchaser becomes himself something of an artist.

With so few exceptions as to be unimportant, collectors buy contemporary works. Although the paintings are by living artists, they may be romantic, realistic or abstract. Just as furnishings and furniture have become less standardized than they were, so the art that is entering American homes is varied in kind as well as in price.

One big new collection class is the young-marrieds. The great stimulus that has enabled them to have original art in their first homes is the art lending libraries or services. These libraries have mushroomed in museums all over the country. Usually run by women volunteers and stocked with work by local artists that is comparatively modest in price, the libraries do a thriving business in renting paintings for a small percentage of their price. Often, rent can be applied to their purchase.

Living with an original work of art is habit-forming. The only time a borrower stops borrowing is when he begins buying. Since these libraries offer an opportunity to get accustomed to an object and see it at home, under various circumstances and through various moods, people are able to buy with an assurance and conviction that the necessity for a quick decision often obviates.

The public also has become increasingly aware of the fact that commercial galleries are informal, friendly places that can be entered without a certified check for \$10,000 in one's pocket. And people have discovered that most galleries allow buying on the installment plan.

Another kind of art that is now beginning to be found in American homes represents a fairly new trend: small objects of various kinds. These may be



## IN UNITY THERE IS STRENGTH

little Egyptian figures or bronze heads of Buddha; a piece of eighteenth-century china or Sandwich glass or a fragment of a Gothic wood-carving; a small sculpture by a contemporary American or an iridescent piece of Tiffany glass. Or, perhaps, folk art, from Kachina dolls made by American Indians to a piece of a carnival-bright Sicilian cart.

The inclusion of such objects in the home—especially as foils for modern interiors and modern mass-produced furniture—has long been a part of sophisticated, or what Mr. Lynes would call “highbrow” taste. Alexander Girard, the architect, for instance, has an almost magic flair for recognizing the beauty in these objects of both fine and folk art. He arranges them on shelves and storage walls into endlessly fascinating groupings in which both the total composition and the sparkle of individual pieces count. Others prefer to isolate the beauty of an object by placing it on an end table or on a special cantilevered shelf or on a shelf hung before a glass window.

A large part of the new interest in objects results from the accelerated travel of Americans. In days of the Grand Tour, people used to buy such things as a piece of Persian luster plate, an Egyptian faience animal, or a bronze Buddha from China as valued and esthetically appreciated souvenirs. Many of the great collectors began in just this way. Today, for travelers, there is again this curiosity and interest in the fine and folk art encountered in strange, new places.

Certainly the increasing appreciation of art and the awareness that beautiful things of different periods and from different places can live in harmony is evidence of our maturing taste.

However, this awareness that things old and new, sophisticated and primitive, can be joined is a reflection of critical maturity only if the combinations are knowingly and respectfully put together.

Not all things look at home with each other. Their scales, forms and color can be so different as to make a visual conflict.

Folk art, in which the impact of the whole is often more important than the refinement of any parts, can often be displayed en masse. But a sophisticated work of art, be it a piece of Sung porcelain or a water-color by Klee, demands some isolation.

Each work of fine art has its own internal harmony and unity, its own coherence and meaning and these must be respected. Art must never be confused with interior decoration. It is uniquely, wonderfully, art.

Joe Doakes has his own definition of the difference between publicity and public relations.

“If I should happen to have a sweet, glamorous, young female client and I took her out on the town to be seen, photographed and introduced to the press, that’s publicity,” says Joe.

“Then when I get home, if I can convince my wife that I took this client out just for publicity, that’s public relations!”

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# Conference Group Established On Livestock Movement Regulations

KANSAS CITY, Mo. — Establishment of a permanent conference group, with representation from the livestock auction markets industry, United States Livestock Sanitary Association and the Animal Disease Eradication Division, USDA, was announced by the National Association of Livestock Auction Markets.

The first meeting of representatives from the three bodies was held in Washington, D. C. on February 10. Regular quarterly meetings are planned to carry out the purposes for which the group was established.

Those purposes, it was stated, are to:

1. Clarify and interpret existing regulations governing the interstate movement of livestock infected with any contagious, infectious or communicable disease — or to eradicate a similar disease.

2. Provide and develop avenues of cooperation by and through the livestock auction markets on programs inaugurated and being conducted to eradicate animal diseases.

3. Improve the administration of those regulations promulgated by the USDA in respect to animal disease eradication and control.

4. Provide a means for the discussion of current animal disease conditions, and methods best designed to remedy them.

5. Encourage, through voluntary and industry-wide cooperation, compliance with regulations designed to control or eradicate animal diseases.

The Animal Disease Eradication Division is charged with the responsibility of promulgating and administering federal animal disease eradication regulations applicable to livestock moving interstate. Dr. R. J. Anderson is director and Dr. F. J. Mulhern is assistant director of the Division, USDA.

The United States Livestock Sanitary Association is a national organization of persons interested in livestock sanitation and disease eradication. It is principally

composed of regulatory officials and veterinarians as members. The state directors of livestock sanitary departments and representatives of the USDA comprise the executive board. They strive for uniform programs of animal disease eradication and control. Francis G. Buzzell, Augusta, Me., chief of the Maine department of agriculture's division of animal husbandry, is president. Dr. R. H. Hendershott, Trenton, N. J., livestock sanitary director for New Jersey, is secretary-treasurer and administrative head of the Association.

All members of the 15-man Livestock Market Council of the National Association of Livestock Auction Markets participated in the February meeting in Washington to establish the conference group. The association is the national business trade association of the nation's 2310 livestock auction markets. J. W. Marvel, Webster City, Iowa, is president.

Members of the markets association appointed by Marvel to represent the trade group are: J. T. Wooten, Rocky Mount, N. C.; Raymond Schnell, Dickinson, N. D.; J. E. Manning, Ogden, Utah; G. W. Gardner, Lexington, Ky.; and Clay Wilson, Delhi, La.

The members of the group report good progress on their purposes as a result of their first meeting.

## Casting Firm Sold At Public Auction

Richmond Malleable Castings, Inc., Richmond, Ind., which ceased operations after serving other companies nationwide, was liquidated by public auction Feb. 18. Buyers from seven different states helped toward making the sale a success.

Effron Corporation, Cincinnati, Ohio, of which NAA member Donald L. Bates is Vice President, had charge of the auction.



## Red Angus Battle Way To Popularity

Red Angus, a breed of beef cattle that has not been taken as seriously as they might have been, are now rapidly gaining in popularity among beef producers. At the National Western Livestock Show in Denver, last January, it was a Red Angus steer that was named Grand Champion over all breeds.

A victory such as this is proof positive that this minority breed certainly has what the packer is looking for and that the type is as modern as tomorrow. Since the Red Angus Registry Association is comparatively new, standards that are not in use by the older registries are used and enforced.

Following is a report of the Red Angus Show at the Southwestern Fat Stock Show at Fort Worth:

Fort Worth, Texas, Feb. 5, 1959—

It is believed that for the first time in beef cattle judging that performance records were used in addition to standards for type and quality to determine the championships. Each animal was placed according to its performance records based on weaning weights, feed test, and size for age. Then they were placed according to type and quality. From the data of these two placings, the final totals and placings were determined.

The Grand Champion Bull Honors went to H R H Fashion Prince, winner of the junior calf class. It is owned by Harold R. Henry, Hamilton, Missouri, who is now in the U. S. Army at Fort Riley, Kansas. The Champion was calved January 2, 1958. He was weaned on July 18 at the weight of 530 pounds. He was then put on a feed test conducted by H.R.H. Angus Farm, with the assistance of Dannen's Mill and Elevator at Hamilton. While on the 168 day feed test, the calf gained 590 pounds, averaging 3.51 pounds per day, and bringing his total weight to 1120 pounds at the age of one year.

Reserve Champion Bull, Aldon, the winner of the summer yearling bull class was owned by W. S. Wolfe, Crescent, Oklahoma.

Beckton Stock Farm, owned and operated by Mrs. Waldo Emerson Forbes, exhibited the Grand Champion female Becton Scythia. Reserve honors in the female division went to Wilhem Brothers of Comanche, Texas on Sis 1st.

In connection with the national show, The Red Angus Association of America held their annual meeting at the Western Hills Hotel at Fort Worth, Texas. The members elected to hold the 1960 annual meeting in Brownwood, Texas in late April.

**EDITOR'S NOTE:** Harold H. Henry, exhibitor of the Champion Bull, is a member of the National Auctioneers Association.

## Young Auctioneer Has Champion Steer

When 17 year old Tommy Williams carried away Championship honors at the Florida State Fair with his 762 pound Angus steer he was displaying the showmanship that comes so natural for him.

Tommy's father, Wayne Williams, is a successful auctioneer in the Colchester, Ill., area and sells weekly at J. Hughey Martin's livestock barn. The late Col. A. D. Bradshaw, a great showman and highly respected Illinois auctioneer, was Tommy's maternal grandfather.

And Tommy graduated from the Reppert School of Auctioneering with the summer term of 1957.

This was the third year in a row that young Williams' has exhibited the Florida State Fair Champion. This year his steer sold in the auction for \$3.60 per pound or \$2,743.00. Tommy also displayed his prowess as an auctioneer when he stepped to the block and sold the steer owned by his 11 year old brother amid cheers from the crowd.

## HOMESTEADING ENDS

ALEXANDRIA, La. — Homesteading finally is on the way out in Louisiana. On Feb. 24, the state auctioned off 1,500 acres still in the public domain.



# Who Swiped Official Sword From State House and Why?

Still very much of a mystery around the South Carolina State House, as it was 18 years ago, is this question:

Who swiped the sword of state from the halls of the Senate-and why?

Was it a relic hunter in search of an addition to his collection?

Was it a petty thief just after that silver to be melted down and sold?

Or, was it simply a sightseer innocently intent on a souvenir but unaware that he was depriving the Senate of its symbol of authority and state government's oldest known relic?

The prevailing and most logical theory is that the flaming silver sword was pilfered by a souvenir hunter who was fully aware of its value.

At any rate, the facts briefly are these:

The sergeants - at - arms noted the sword's disappearance as he prepared to lock it up following adjournment of proceedings one day during the 1941 session. The sword had been removed from its rack beneath the Senate rostrum. It is placed there at the start of each day's session.

From here, the case is mostly of theory and supposition.

The present Senate clerk, Lovick Thomas, has his theory and it's as logical as any.

Thomas points out that scores of sightseers visit the legislative halls each day, especially when the General Assembly is in session.

He figures a group huddled around the sword while one of their number hastily removed it from the rack and shoved it inside his trouser's leg.

Nobody's going to get too interested in a man with the slightly stiff leg, Thomas surmises. And so he escapes detection.

Now 18 years later, Thomas says he still has correspondence on the sword. He follows any lead that might bear fruit.

Thomas remembers that six months ago he read an article in a national magazine devoted to a sword collection. He said he wrote for more details but got no reply.

Thomas is hopeful the sword has not been melted down for he grants that its worth would be "considerable."

"It it's been kept as a souvenir," said Thomas, "I feel sure we will get it back one of these days."

The sword which dates back to early 18th century is distinguished from other weapons of its type by its lack of a craftsmans mark. It is called a flaming sword because its wavy blade gives the appearance of a jagged flame.

The sword was used as a governmental emblem of authority in colonial South Carolina as early as 1704. In 1776 when South Carolina became independent of Great Britain it continued as an official government symbol.

The present sword of state was presented to the state in 1951 by Lord Halifax, former ambassador to the United States.

## Marketing Congress At Cedar Rapids

KANSAS CITY, Mo.—Cedar Rapids, Iowa, is the site of the 1959 National Livestock Marketing Congress and 12th annual convention of the nation's livestock auction markets. The 3-day affair will be held June 25, 26, 27, 1959.

The National Association of Livestock Auction Markets is sponsor of the Congress, stated by that organization to be in the interests of the livestock industry, with the 3-day program designed to focus attention on livestock marketing and market services. Producers, feeders, packers, educators and research specialists will join with market owners from throughout the United States for the event.



The Iowa Livestock Auction Association is acting as host state association and reports a variety of entertainment features apart from the educational and informational aspects of the program.

The Congress opens Thursday noon, June 25, with a luncheon honoring the state secretaries and directors of agriculture. Canadian market owners will present an afternoon program preceding an open-air steak barbecue at Hawkeye Downs arena.

Sunday, the affair will close with a tour of the famous feedlots of Clinton County, Iowa.

Russell Tubaugh, Belle Plaine, Iowa, is chairman of the convention entertainment committee and sales director of the featured Continental Sweepstakes Cattle Sale. Other members, all from the Iowa Association, are: John Peterson, Albia; Jim Schaben, Dunlap; Clair M. 'Bud' Mason, Marshalltown; and Kenneth Kramer, Vinton.

Special features are planned for the wives and families of those attending. Headed by Mrs. Marie Tubaugh, an Iowa committee met and is now completing arrangements for these, including a special trip to the Amana farms and workshops, with a mid-day lunch at Zuber's famous country restaurant.

General program chairman is Thomas Burditt, Palmyra, Mo., chairman of the State Associations Council of the national organization. Assisting him will be that Council's vice chairman, Joe Collins, Oxford, Iowa, and Steve Jacobs, Sigourney, Iowa, secretary of the Council and Iowa Association. Remaining members are 5 secretaries of affiliated state associations: Roy Allgyer, Ohio; Robin MacNab, Montana; E. P. Ryan, Nebraska; Grover Lee, Texas; and Bob Cody, Florida.

Contracts for air-conditioned hotel accommodations for the large numbers of people expected have been concluded with the Sheraton-Montrose and Roosevelt hotels, Cedar Rapids. The convention bureau and the livestock committee of the Cedar Rapids Chamber of Commerce are working closely in planning for the event.

## Curious Buy The Unknown Quantities

INDIANAPOLIS, Ind. — Ever wonder what happened to that box of laundry you checked at Union Station way back in 1946 and forgot to pick up when you caught the train home?

Or the guitar? Or the box of sugar and jar of syrup? Or the big, black trunk? Or that length of blue jersey you got on sale along with the open-toed shoes?

Well, they were sold at auction recently, along with more than 700 other items that had been left from 1 to 12 years in the baggage checkroom or do-it-yourself lockers.

Your old suitcase never had so much attention.

Up to 500 bidders from all stations in life crowded the English Avenue Auction House and paid from 25 cents to \$17 for trunks, suitcases and boxes in a pot-luck, sight-unseen sale.

It was a zenith at tantalizing the curiosity of that strange personality — the auction goer. What's really inside that bag that looks like a doctor's valise? Who packed that ancient trunk, and with what?

You pay your money and take your peek. At worst, an empty suitcase or clothing that went out of style in 1947. At best—who knows?

"I'd like to go home with all these people just to help them unpack all this stuff," said Jim Thomas, operator of the auction house.

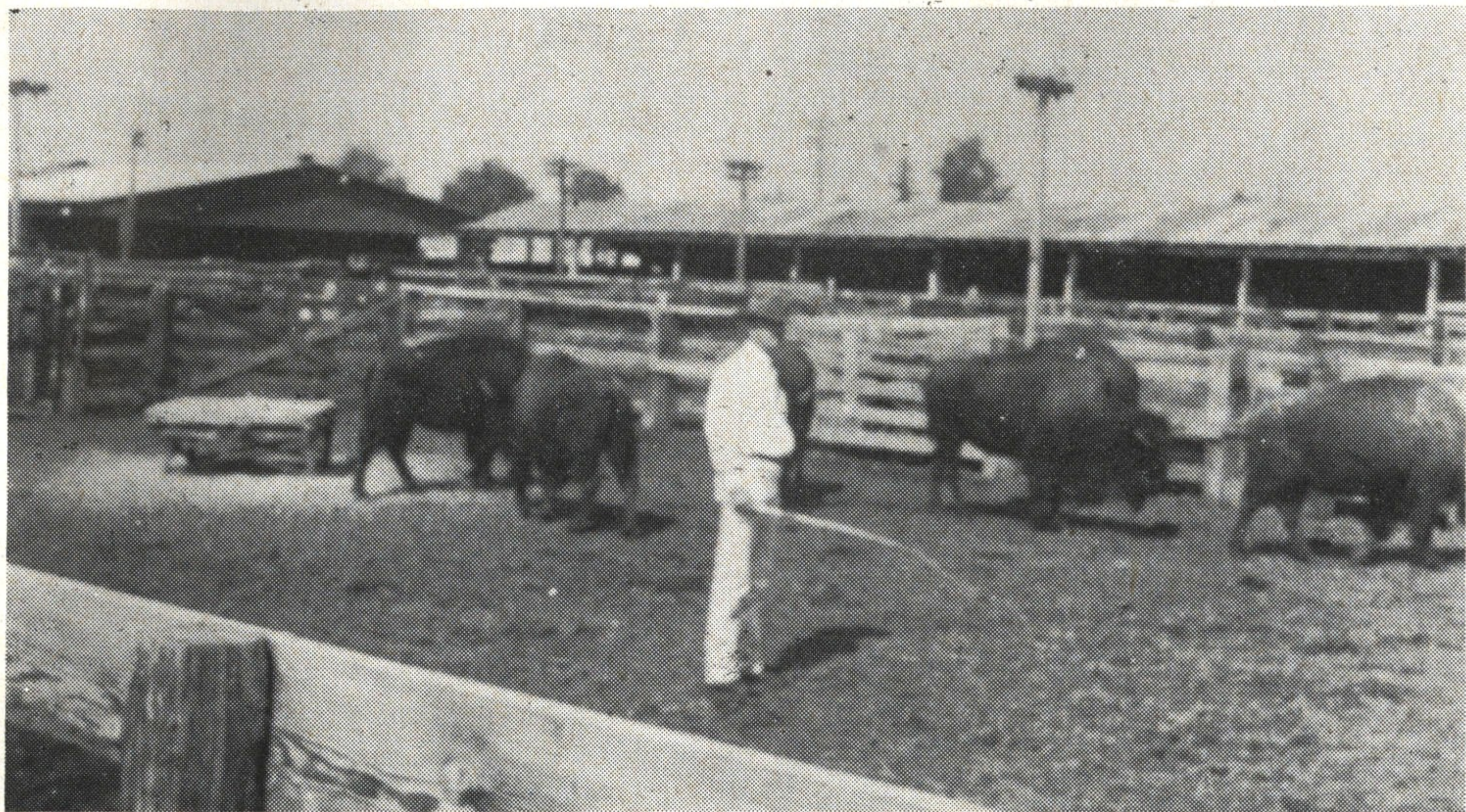
It took 3 hours and 20 minutes — Auctioneers Bob Stout and Jim Ducker, NAA members, yacking at top volume and speed—to dispose of the accumulation of a dozen years.

Records on claim checks and sale price will be kept on file by the railroad so that if claimants appear later they can be refunded the amount paid at the auction.

If the contents of the bags and boxes were a mystery to the buyers, the buyers, themselves, were somewhat of a mystery to the auctioneers.

"They buy stuff they wouldn't even bid on at a regular auction," marveled Stout.





Col. Harry Hardy, owner of the Bakersfield Livestock Commission Co., and the herd of Buffalo from the Rogers Ranch. Photo by Col. Dewey Abney, NAA member of Crawfordsville, Ind., who is spending the winter in California.

## Buffalo Bring \$510 Top At Bakersfield

BAKERSFIELD, Calif. — March 4 — Those eight buffalo sold at Bakersfield Livestock Auction Co. here Monday withstood crowds of curious, broadcasting mikes, and television lights—thanks to week-long ration of tranquilizers and an extra series of shots before they reluctantly entered the ring.

There were more newsmen than buyers at this special feature of Monday's auction, and one man was successful bidder on every animal. He was Harry Pon, Redlands realtor, who paid a \$386 average. An aged bull brought \$410; a 3-year-old bull, \$400; mixed heifers, \$375.

The animals were from the ranch of Jimmy Rogers, son of the late humorist Will Rogers.

Spectators were a little nervous when the big, shaggy beasts charged into the ring and lined up defiantly while deputy sheriff Roy Armitage stood by with a loaded 30-30 rifle in case of a rampage; but no trouble developed.

"I guess you could say the buffalo market is strong," said Col. Harry Hardy, "and we're glad our ring barricades are the same. If anyone else has buffalo to sell, we'll get the job done for them."

## Texas Auction Group Elects New Officers

AUSTIN, TEXAS—C. D. (Doc) McEver was elevated from vice president to president of the Texas Livestock Auction Assn. at the annual meeting here. Other officers for the coming year include Irvin de Cordova Jr., Groesbeck, vice president; R. R. (Boots) Kothmann, Uvalde, treasurer; and Cecil Faircloth, Cleveland, secretary.

An inexperienced hunter and his guide were setting out on a trek through the Florida Everglades.

"Is it true" said the green hunter, "that a crocodile won't attack you if you carry a flashlight?"

"That," replied the guide, "depends on how fast you carry it."



## Directory of State Auctioneers Associations

### Colorado Auctioneers Association

President: Harvey Baldwin,  
8797 W. Colfax, Denver  
Secretary: Bob Amen, P. O. Box 475,  
Brush

### Illinois State Auctioneers Association

President: Wayne A. Coffey, Kansas  
Secretary: Charles F. Knapp,  
Cissna Park

### Indiana Auctioneers Association

President: Herman Strakis, 3333 W.  
Troy, Indianapolis 41  
Secretary: George W. Skinner, 6171 N.  
Meridian St., Indianapolis

### Iowa State Auctioneers Association

President: Warren Collins,  
Jesup  
Secretary: B. J. Berry, 3104 Avenue M  
Fort Madison

### Kansas Auctioneers Association

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

### Nebraska Auctioneers Association

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

### New Hampshire Auctioneers Association

President: Ray Houle,  
Intervale

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

### New Jersey State Society of Auctioneers

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

### New York State Auctioneers Association

President: Irwin Murray, R. D. 1,  
Ballston Lake  
Secretary: Donald W. Maloney, 518 Un-  
iversity Bldg., Syracuse 2

### North Dakota Auctioneers Association

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

### Texas Auctioneers Association

President: W. J. Wendelin, 324 N.  
Van Buren, Henderson  
Secretary: J. O. Lawlis, 6227 Linton  
St., Houston

### Virginia Auctioneers Association

President: H. L. Hoffman, 325 W.  
Olney Rd., Norfolk  
Secretary: Earl Bland, R.R. 2, Roanoke

### Association of Wisconsin Auctioneers

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



# THE LIGHTER SIDE . . .

## UNUSUAL REQUEST

To neutralize the odor of the stockyards district as the bus went by it, a lady passenger brought a bottle of lavender salts. She uncorked the bottle one block away from the district and kept it under her nose until the bus passed the section.

One morning as she rode along, she glanced out of the window and saw that it was time to uncork the bottle. She did so and held it to her nose. As the smell of the stockyards grew stronger she held the bottle closer to her nose. When the bus reached the heart of the stockyards district a man across the aisle shouted:

"For gosh sakes, lady, close that bottle!"

## FLOWERS OF SPEECH

He calls a spade a spade

Does Joe.

Save when he drops it

On his toe.

## IT'S INVISIBLE

Congressman (to visitor) — Now is there anything else around the capitol I can show you?

Visitor — There is. I'd like to have a look at that "pork barrel" I've read so much about.

## ONE OF THOSE SILLY HAZARDS

"A party platform is a mighty important consideration," said one statesman.

"Yes," replied the other, "a party platform in politics is a good deal like a bunker in golf. The rules require it but you show your skill in avoiding it."

## TO BE SOAKED IN

It's all right to tell a woman that you knew her when she was a little girl, but never, never make the mistake of telling her you knew her when you were a little boy.

## HOW MANY?

We wonder how many brides can bake their cake and eat it too.

## RUN, DON'T WALK

"So you studied music in secret?"

"Yeah—piano."

"And then when you sat down at the instrument your friends laughed."

"Laughed? Oh, worse than that. They left."

## TOO MUCH

Johnson: "What gives Parker that strained look—business worries?"

Jones: "No, he picked it up trying to listen to his wife and the radio at the same time."

## YOUNG MAN IN A HURRY

A young man barged into a Minister's home, a lovely young lady in tow, and exclaimed, "We want to get married. I beg you to make the ceremony as short as possible. Here are the credentials. They're in order. Those two ladies knitting over there will do as witnesses."

The Minister, amused, performed the ritual, pocketed his fee and then protested, "Remember the old adage about marrying in haste, my children? What's your hurry?"

The young man, already half way to the door, said over his shoulder, "We're doubleparked!"

## TIT FOR TAT

"William, I used to have a luxuriant beard like yours but when I looked at myself in the mirror I decided to shave it off."

Quick as a flash, William retorted: "Sir, I once had a face like yours, but I decided to grow a beard."

The wealthy owner of a manufacturing plant had just suffered a fire which destroyed his building. His insurance agent, explaining the policy that covered the building, told him that the insurance company, instead of paying the claim in cash, would build him another plant just like the one that burned. "Well," replied the dealer, "if that's the way your company does business, you can cancel the insurance on my wife."



# IN UNITY THERE IS STRENGTH

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## SMART PUPIL

The professor of chemistry was giving a demonstration of the properties of various acids.

"Now," he said, "I am going to drop this fifty-cent piece into this glass of acid. Will it dissolve?"

"No, sir," replied one of the students.

"No?" said the demonstrator. "Then perhaps you will explain to the class why it won't dissolve."

"Because," came the answer, "if it would you wouldn't drop it in."

---

## CAREER MAN

First Prisoner — "What are you in for?"

Second Prisoner—"Want to be a warden, so I thought I'd start from the bottom."

---

## WITH LIMITATIONS

Viola—Do you believe in free speech?

Percy—That depends on whether I'm bigger than the other fellow.

---

## SIMPLY CRAZY

"I must run my wife over to the doctor."

"Is she in a bad way?"

"Sure, simply crazy about him."

---

## FACT

Darling, this cake is delicious. Did you buy it yourself?

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## CELEBRATING!

A young stenographer, unmarried, caused a number of raised eyebrows at the office one day when she began passing out cigars and candy tied with little blue ribbons.

"Say, what's the occasion?" one of her fellow workers finally asked.

"It's a boy," the steno announced proudly, displaying a small diamond on her left hand. "Six feet tall, weighs 178 pounds."

---

The guest was amazed to see a dog playing poker with the rest of the family.

"My," he exclaimed, "what a smart dog."

"Aw, he's not so smart," said the head of the house. "Every time he has a good hand he wags his tail."

---

## SWITCH!

Miami — Saddened by newspaper advertisements telling of broken marriages and husbands disclaiming any debts of their wives, Elmer Wagler decided to buy one himself to thank his wife for 30 years of happiness.

"I am responsible for all debts and obligations of my wife, and am happy to be the provider for one who has made these the best years of my life," the notice read.

---

The little woman may not be able to sharpen a pencil with the kitchen knife, but you'll never catch her trying to unlock the front door with a fountain pen at 3 a. m.

---

A pat on the back develops character, if administered young enough, often enough, and low enough.

---

Sign on a bad stretch of highway, "Men should be working."

---

Banker to man at window: "Sorry, Mr. Jones, your wife beat you to the draw."

---

From the time an infant tries to get his toes in his mouth, life's a continual struggle to make both ends meet.

---

Highbrow: one who can listen to the William Tell Overture without thinking about the Lone Ranger.

---

A man met a friend in a psychiatrist's office and asked, "You coming or going?"

"If I knew that," the friend replied, "I wouldn't be here."

---

"You can't take it with you and today you can't even keep it while you're here."

---

"Most of the stumbling blocks people complain about are under their own hats."

---

We learn to walk by falling and then getting up—and life's tumbles can all be valuable if we rise again each time with added strength.

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## Maryland Has New Auctioneers Group

Maryland has become the most recent state to form an auctioneers association with the establishment of the Auctioneers Association of Maryland, Inc., early in March.

Officers are Michael Fox, President; John Miller, Jr., Vice President; and Jack F. Billig, Secretary. All are from the City of Baltimore.

## Certified

CARO, Mich.—The National Association of Livestock Auction Markets has named the Caro Livestock Auction Yards a “nationally certified livestock auction market.”

### ADDENDA

The Advertising Federation of America has revised and re-issued its folder entitled “Some Questions and Answers About Advertising.” Single copies are available free from the federation at 250 West Fifty-seventh Street, New York.

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Then there was the porcupine who went out for a walk in the desert one night, bumped into a cactus and exclaimed: “Is that you mother?”

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SATURDAY	..... May 23rd	10:30 A. M.

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