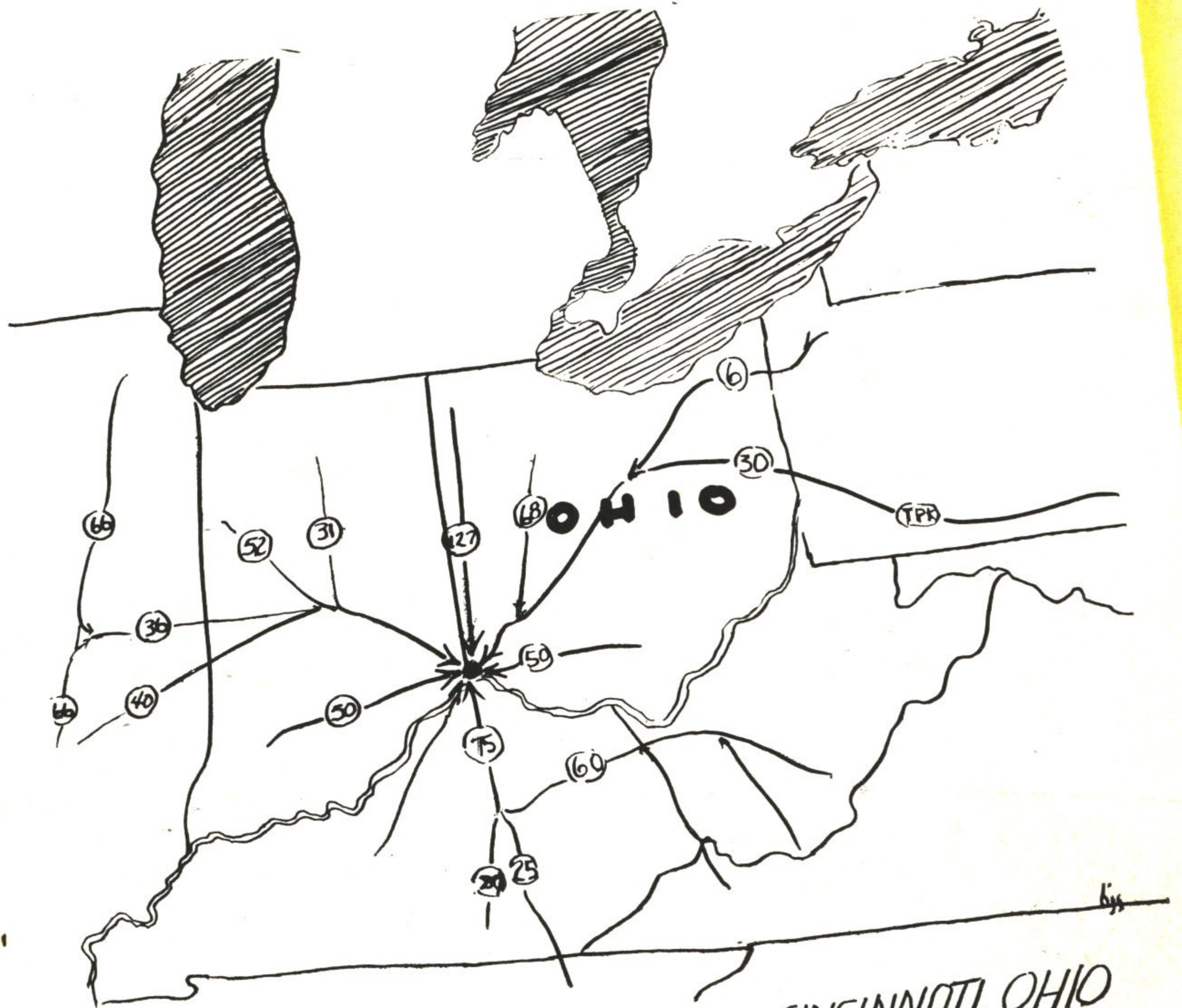


# *the* AUCTIONEER



IN JULY - ALL ROUTES POINT TO CINCINNATI, OHIO

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Frankfort

Indiana

# South Dakota Farm Boy Begins Auction Career At Age 11

## *Twenty-five Years Later He Becomes First President Of State Association*

In August 1937, Vernell Johnson, an eleven year old farm boy of Hartford, S. Dak., graduated from the Reisch Auction School at Austin, Minn. He was the second youngest in the U.S. at that time ever to have graduated from an auction school. Twenty-five years later, Sept. 1962, he was named the first president of the newly formed S. Dak. Auctioneers Association which he helped organize.



He had sold basket and pie socials for schools and organizations at the age of 9 years. One school district after another would tell about the young auctioneer that sold their social so his family was busy going to socials in several counties.

His first appearance at a public farm sale was at the age of 10, at a neighbor's sale. Most of the crowd did not know of his ability and they were more than astonished.

A couple of months after graduation from Auction School, he was asked by one of the Game Wardens in the locality to help sell the confiscated guns and fishing equipment. It was quite a thrill to be asked to sell at the S. Dak. State Fair at such an early age. He and Col. Baily of Alexandria, S. Dak. were the auctioneers.

From the age of 12 to 15 years there were more basket socials, furniture sales and more neighbors' sales. His part of the war effort consisted of helping promote and sell at War Bond sales during World War II, while he was attending high school. He had his first farm sale alone at the age of 16 years.

When a Junior in high school he had the privilege of attending Boy's State where he received a medal in dramatics for his act as an auctioneer. He missed about six weeks of school during his Senior year of high school because he had the opportunity to sell with an established auctioneer in the area. The superintendent felt that if Johnson was to make auctioneering his life career he was more than willing to give him an excuse from his classes.

After graduation from high school, he spent some time in the U.S. Navy. Then at the age of 19, he started to work at the Sioux Falls Livestock Auction Co., at their weekly sales, and continued for 7 years. This is where he laid the foundation for his successful auction business. Here he acquired actual experience and where he gained a wide acquaintance and won friends that have continued to win him more friends.

At the age of 20, Col. Johnson joined in a partnership with Col. Dow Driggs of Canistota, S. Dak., who at that time was over 60 years old. This partnership, known as Driggs and Johnson, lasted 9 years

and was truly a partnership of age and youth.

His sales through the years have been numerous and varied. He has sold almost everything saleable such as furniture, business liquidations, purebred livestock, pony sales, used machinery for dealers, real estate and a weekly auto auction for 9 years. His speciality, however, is general farm sales.

Since the second day of January, 1963, up to and including April 11, he sold 85 consecutive days. During that period he had 92 sales of various kinds, in some instances two sales a day, real estate in the forenoon and a farm sale in the afternoon. A record of all his sales has been kept by him and in one year he sold 301 sales of various kinds. Altogether his records show that he has sold 3424 sales of every kind imaginable, and this past April he was only 37 years old.

Col. Johnson sells many sales a year for "sweet charities" sake. He says, "We can't always expect a check for every sale we sell." These auctions consist of church bazaars, "slave" auctions, fund raising for various causes such as swimming pools, etc., 4-H sales, civic art centers, and lodges. These sales create good public relations which money cannot buy. To a man entering the auction field every chance he has to appear before the public is priceless.

People are becoming more and more auction-minded. In bringing both the seller and the buyer together at a well-advertised auction, the true value of the property of all kinds can be established. No doubt every auctioneer creates an image or impression of his ability that the public uses as a gauge. Col. Johnson says that any auctioneer, in order to do justice to himself, to the party he is selling for and to the auction profession, he must devote his entire time and interests to the job of selling. To his knowledge there have never been many successful "part-time" businessmen, farmers, doctors, lawyers or teachers. He devotes his entire time and interest to his profession as an auctioneer and licensed real estate broker.

A lot of his success he attributes to the fact that 5 of his former competitors are now his partners. They live in different

counties, Col. Milo Fodness from Kenneth, Minn., Col. Antone Kuhle from Flandreau, S. Dak., Col. Curtis Price from Madison, S. Dak., Col. Gaylon Souvignier from Canton, S. Dak., and Col. Earl Wieman from Marion, S. Dak.

Col. Johnson lives with his wife and three daughters on an acreage a few miles from the town of Hartford, near Sioux Falls, S. Dakota. They prefer country living where they can have ponies and pets for the girls. The family enjoys the great outdoors and Johnson is an avid hunter and fisherman.

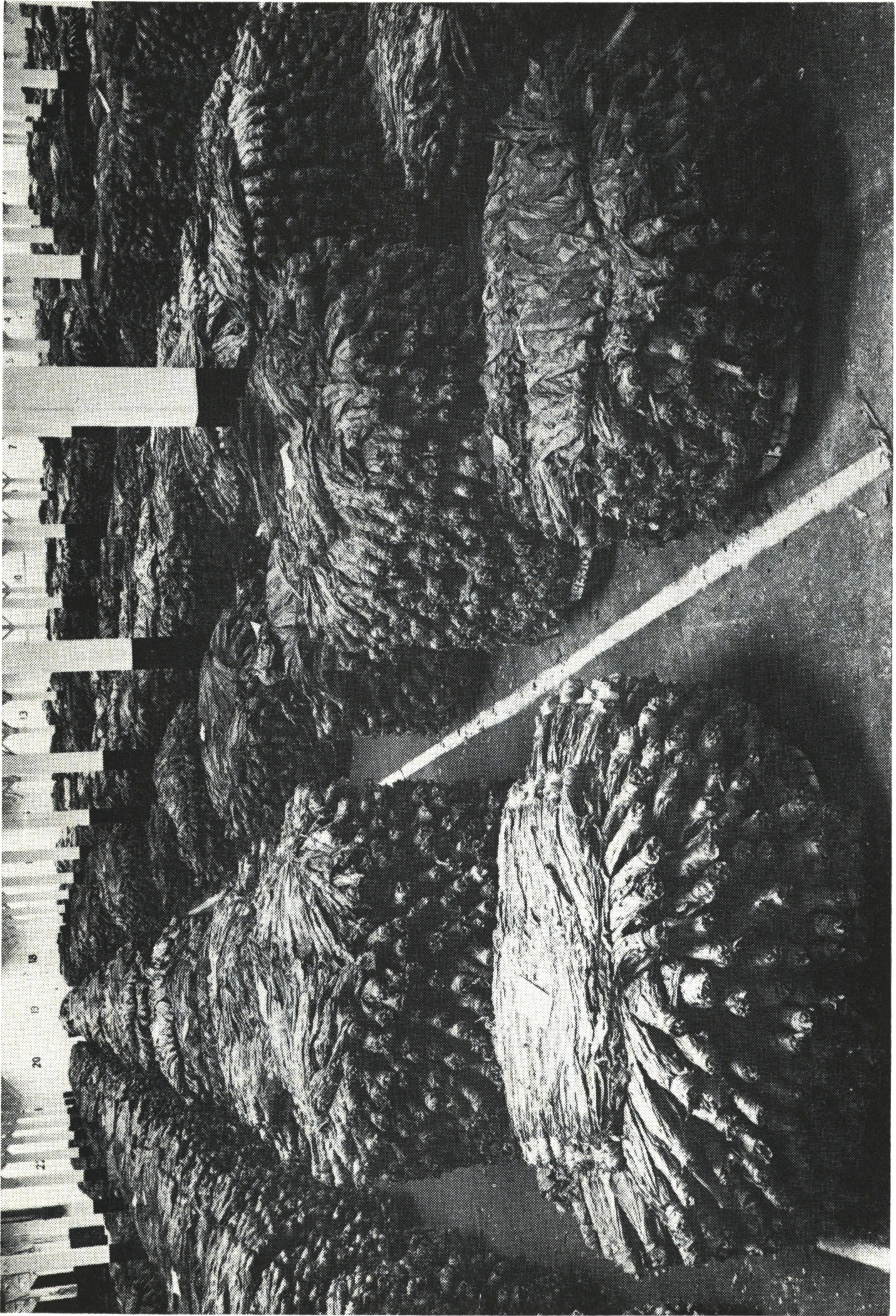
He urges all the S. Dak. auctioneers to attend the first annual convention to be held in the picturesque Black Hills at Rapid City, S. Dak., Sat., June 22. He and his wife attended the national convention at Lincoln, Nebr. last summer and they hope to be in Cincinnati, Ohio for the '63 convention in July.

---

## Heads Lions Club



**Louis L. Stambler, Honolulu auctioneer and member of the NAA, has been elected president of the Waikiki Lions Club for the ensuing year. The Waikiki Club is the largest Lions Club in Hawaii.**



Baskets of tobacco prepared for auction at a Lexington, Ky., warehouse. Note the neat arrangement of the "hands."

# The Tobacco Market . . .

## A Glamorous And Fast Moving Auction

By COL. O. S. CLAY, Shelbyville, Ind

PARIS, KY., Dec. 25, 1916—Auctioneer Oliver Clay broke all known records at any of the Paris houses when he sold Friday, at the Bourbon Tobacco Warehouse, 672 baskets of tobacco in two hours and seven minutes, afterward going to the Paris Tobacco Warehouse, where in one hour and forty minutes he disposed of 554 baskets of tobacco, making the total of 1,226 baskets sold in the space of three hours and forty-seven minutes.

With the close of the market here Friday, the following buyers returned to their homes to rest up until after the Christmas holidays: M. Sturgin, buyer for the American Tobacco Co., to Bowling Green; J. Murray, for the R. J. Reynolds Tobacco Co., to Cincinnati; John Glenn, for Thomas, Grey & Co., to Frankfort; Mr. Stevenson, for the Taylor Tobacco Co., to Winchester; Mr. Hussing, for the G. O. Tuck Co., to Louisville.

Auctioneer Oliver Clay, whose rapidfire tongue cried all the sales of these houses since the opening of the season, returned to his home in Waldron, Indiana, for the holidays.

At the sales held at the Lexington House, Friday, James Whitsett and Jones of the Old Union neighborhood, sold a crop of 3,125 pounds for an average of \$22.36; John Buckley and Fisher, of this county, sold \$2,275 pounds for an average of \$20.70; and J. N. Kendall, of the county, sold 2,500 pounds for an average of \$19.79.

The Bourbon Tobacco Warehouse Company, sold Friday, 115,115 pounds of tobacco for \$20,176.57, an average of \$17.52.

The Paris Tobacco Warehouse Company (Bourbon) sold 80,710 pounds for \$14,295.65, an average of \$17.71.

The new Independent Warehouse Company sold 105,120 pounds for

\$18,519.98, an average of \$17.62. Some of the crop averages are as follows . . . .

The above appeared on page one, column one of THE BOURBON NEWS, published at Paris, Bourbon County, Kentucky. Tobacco was big business 46 years ago and the selling of tobacco at auction was as glamorous and fast moving then as it is today. From the foregoing reprint one can recognize the names of some of the buying firms as the same ones who are giants in the industry today. No doubt, the same family names could be recognized among the producers today were sales records compared.

There have been changes, too, in the tobacco industry as compared with 46 years ago. A greatly increased population of tobacco users coupled with modern advertising and sales techniques has increased the use of the finished product, which today is principally the cigarette. Production methods have progressed along with that of other agricultural products, quality and yield have been increased and last but not least, inflation has had its effect, until today it is an annual multi-million dollar industry — AND ALL OF IT IS SOLD AT AUCTION.

Lexington, Ky., is the world's largest loose leaf burley auction market. It has 26 sales warehouses, which, in an auction of the grower's crop on its floor, acts as a sales agent — a procedure which is the same on all burley sales markets. The warehouse charges a commission for its services making the sales procedure similar in this respect to other types of auction markets.

The tobacco farmer takes, or contracts to send, his crop to a particular market. It is already tied in "hands." A "hand" is a group of leaves of the same grade category and is the manner in which the crop is prepared for market. At the warehouse, the burley is unloaded and packed, by grades, on baskets of varying sizes, none of which may weigh more than 700 pounds.



Auction in progress at a Lexington warehouse. Auction proceeds up one aisle and down another with the participants in motion at all times.



These baskets are placed in rows in assigned spaces to await sale at auction. (See accompanying photograph). On the day of the sale the tobacco is first graded by U. S. government graders. There are specific designations for the type of burley in its relation to its position on the stalk, its quality and color. On the basis of the grade, the burley now carries a support price, pre-set by the Commodity Credit Corporation, a division of the U. S. Department of Agriculture, in a program which is administered in Kentucky and four other states, Ohio, Indiana, West Virginia and Missouri, by the Burley Tobacco Growers Cooperative Association.

Warehouses on the Lexington market follow a rotation of sales, on a specific schedule. Rules of general procedure are determined by the Lexington Tobacco Board of Trade. Five sets of buyers representing the various companies operate on the Lexington market through most of the season and sales are conducted three and one-half hours daily at the rate of 360 baskets an hour per set of buyers. In December, at the height of the season, the Lexington market sells about 3,500,000 pounds of burley on a given sales day.

When a day's sale begins at a given warehouse, the warehouseman, or his representative, the auctioneer and the buyers gather at a specific row, the warehouse representative, or "starter," states a price for a given basket of burley. The auctioneer starts his chant at that point, and the buyers, through long established custom and signals, bid, with the basket moving at the highest bid to that buyer. In a matter of seconds the basket is sold, or passed, and the group proceeds to the next basket and up and down the rows.

**The chant of the auctioneer is the colorful symbol or peak-point of interest in a multi-multi-million dollar business although, actually, he spends mere seconds on a given basket of tobacco. Yet, each basket moves, or sells, through the auctioneer.**

With one sale remaining, the Lexington market reported a gross sales volume of the 1962 burley crop totaling 94,513,562 pounds, which sold for \$56,350,358, an average price of \$59.62 per hundred pounds.

Largest gross volume of pounds sold on the Lexington market in a single season

## ABOUT THE WRITER

Col. Oliver S. Clay is now 85 years of age. He is a veteran of many auction sales as has been mentioned in previous issues of "The Auctioneer" and was a tobacco auctioneer for some 25 years. For more than three years he has been confined to his home following a stroke. However, he maintains a keen interest in auctioneers and the auction method of selling. He is a member of the National Auctioneers Association and one of his greatest regrets is that he did not know of the NAA sooner. He attended his first National Convention in 1956 and never missed one as long as his health permitted. He and Mrs. Clay, a member of the NAA Ladies Auxiliary, live at 618 S. Tompkin St., Shelbyville, Ind. Your letters and personal visits would be greatly appreciated.

—B.C.H.

was 105,802,116 pounds of the 1944 burley crop. More recent figures are 1961, 81,342,718 pounds; 1960, 67,933,459 pounds; 1959, 70,789,243 pounds; 1958, 63,588,879 pounds.

Writer's Note: I wish to express publicly my thanks to Mr. Jack Lewyn, Information Services Director of the Burley Tobacco Growers Co-operative Association, for furnishing me with the information concerning the present operation and production figures of the Lexington warehouses and used in the preparation of this article.

—O.S.C.

In order to obtain our membership goal every member, no matter where he lives or what he does, is of tremendous importance to the future growth of our Association. May every member light his flame and let it burn brightly by enthusiastically "telling and selling" the National Auctioneers Association day after day throughout the year. If we let our individual flame burn as one — powerful and far reaching will be its glow in attracting hundreds of fine Auctioneers to the ranks of our Association.

—B. G. Coats

# World Champion Auctioneer To Be Named At Marketing Congress

DENVER, Colorado—The 1963 Livestock Marketing Congress, sponsored by the industry trade association of CERTIFIED LIVESTOCK MARKETS, will be held June 20-23, in Denver, Colorado, at the Cosmopolitan Hotel. This annual livestock industry event is a "Panorama of Competitive Livestock Marketing."

The World Champion Livestock Auctioneer Contest is a new feature of the 1963 Congress. Livestock auctioneers from throughout the United States have been asked to compete. A preliminary contest will be conducted Friday, June 21, at a "Hi-Bid" calf sale. Winners in the Friday contest compete in the championship finals Saturday. Five judges will then determine the World Champion Livestock Auctioneer.

The Congress includes among its many functions the annual conventions of two livestock trade associations, the Livestock Auction Markets Association and the National Livestock Dealers Association.

As in past years, the Congress serves as an industry assembly where information on current trend and developments in livestock marketing is presented and discussed. This national forum is designed to better stimulate recognition of the full value of competitive enterprise under a free choice of the methods and means utilized to buy and sell livestock, as the basis of a stable and productive economy.

Another distinctive addition to the Congress is the Quarter Horse drawing, which will take place Saturday night, June 22, at a banquet. The horse, valued at over \$1,000, will be given away to the Congress attendee holding the lucky number.

Among the distinguished speakers to be in attendance at the Congress will be Colorado Governor John A. Love, who speaks Thursday, June 20, at the opening luncheon, and Texas Congressman W. R. Poage, who is to deliver the banquet address Saturday night.

Honored guests at a Saturday luncheon will be Earl Brookover and Wallace R. Nelson, commercial and farmer "Feeders

of the Year," as selected by Feedlot Magazine, and James K. Rutter, editor. The featured speaker at this event will be the president of the National Independent Meat Packers Association, Floyd Segel.

Other guests at the 3-day industry event include: Mrs. Marie Tyler, president, American National Cowbells; Hugh Winn, Colorado State University; and Ralph K. Bennett, director of the Livestock Division, Canada Department of Agriculture. Also, the sales experts, True and Klemp, will be put on a sales clinic, "Merchandising Livestock for People."

The General Chairman of the Livestock Marketing Congress, E. S. 'Bud' VanBerg, says: "This year's Congress promises to be better than ever with particular focus of attention and discussion on all aspects of livestock marketing and merchandising."

## Large Tool and Die Plant Liquidated

By COL. B. G. COATS

What was formerly the Atlantic Manufacturing Company at 9th and Masters Street, Philadelphia, Pennsylvania, was sold on March 12th and 13th, by Douglas Corporation of Milwaukee, Wisconsin.

Starting promptly at 10:30 A.M. each day and continuing until 11:00 P.M. each evening, Col. Douglas Steltz and Col. Ray Gevelinger, disposed of 2200 items comprising machines of all types, all stock, fixtures and equipment. The company organized in 1944 and manufactured war products and automobile body parts.

As I arrived on the scene Col. Steltz had just sold a machine for \$80,000.00. Apparently the atmosphere of high prices must have infiltrated to the eating concession where one paid 50 cents for cigarettes, 65 cents for a ham sandwich, etc. The boys did a superb job of selling and in every instance obtained the highest dollar possible. The sale was expertly executed in every detail. The advertising was a master

piece of which 40,000 brochures were dispatched via direct mail.

Approximately two months time was required to arrange the stock and equipment prior to the sale. It was beautifully arranged and the planning and timing throughout the entire sale was perfection to the most minute detail. In talking with many of the visitors all agreed that the prices were exceptionally high and all spoke most favorably of the way and manner in which the sale was conducted. At the time of my departure it was the opinion of many that the sale would gross in excess of one million dollars.

The spirit of the Auctioneers were somewhat dampened when they were obliged to pay a license fee of \$500.00, but this was only temporarily as it gave them a fighting spirit that was reflected in their untiring efforts. Whoever it was that applied the pressure for making them take out a license must have felt somewhat dejected, if they visited the sale and observed the results of efficiency and ability and the more than satisfactory prices obtained for the offerings. Selfish legislation of Auctioneers' Licensing Acts will spell doom for the Auctioneering profession unless amendments are made to existing acts wherein the out-of-state Auctioneer is recognized. Selfishness breeds contempt and only disaster can be the end result.

Congratulations Douglas Corporation! I enjoyed every minute of my visit and you are to be commended on doing a splendid job.

## Texas Auctioneers Meet In Laredo

The Texas Auctioneers Association held its annual convention April 6, in Laredo, Texas, at the Hamilton Hotel. The Texas Livestock Auction Owners were holding their annual convention in the same hotel which added to the convenience and enjoyment by all in attendance.

The auctioneers spent the morning very informally — visiting, attending the Livestock Auction Owners business meetings, etc.

After enjoying a luncheon and informative talks by visiting dignitaries, the auctioneers held an afternoon meeting which included the election of new of-

## Real Estate Rule On Auctioneers Declared Invalid

INDIANAPOLIS, Ind.—May 16—The Indiana Supreme Court yesterday ruled unconstitutional a provision in the state's real estate licensing law which requires auctioneers selling real estate to have real estate licenses.

The court upheld the ruling of Jefferson Circuit Judge Paul R. Schnaitter that auctioneers could not be covered by the real estate law because the title of the 1949 law failed to mention auctioneers.

The Indiana Constitution stipulates that a legislative act cannot include material not set forth in the title.

The opinion, written by Judge Walter Myers Jr., noted that auctioneering has been recognized as a separate profession as far back as ancient Greece.

The case was brought to the high court by the Indiana Real Estate Commission which had sought an injunction to prevent Cecil Meier, a Hanover auctioneer, from selling real estate.

ficers: Col. Russell DeCordova, President; Col. Dub Bryant, Vice President; Col. Bill Bell, Secretary-Treasurer, and Directors as follows: Col. Wayne Gibson, Immediate Past President; Col. Walter Britten and Col. Cliff Harper.

The Secretary-Treasurer report was given by Col. K. L. Espensen who has done an outstanding job in that capacity for the past two years.

It was agreed by all present that a larger attendance at the annual meeting is greatly desired for continued progress of our worthwhile organization. Reply cards are to be mailed out in the very near future to all members requesting their opinions on when, where, and how the next convention should be conducted.

Burning a candle at both ends makes it twice as hard to keep a wife in the dark.

# Membership Total Headed For New Record Number

Total membership remained almost steady with a month ago which is most encouraging considering the fact that all April expirees, not renewed as of May 15, have been placed on the inactive list. There are something like 100 of these. Our figure of 1822 on May 15 is 160 more than we recorded on the same day a year ago.

Pennsylvania continued to be the leading state with 171 members, Holding a comfortable lead over the next state in order which is Ohio with 153. Other leaders in order are: Illinois, 125; Nebraska, 122; Indiana, 115; Kentucky, 92; Kansas, 87; Tennessee, 77; and Wisconsin, 76.

All the above states have made gains over a year ago with Kentucky, Kansas and Tennessee making the highest percentage increases. As an example, a year ago, Tennessee was tied with New York with 53 members.

With no more memberships expiring until July 1, we are certain to record another all time high figure next month. An effort is now under way to encourage those members who have been delinquent since April 1 to get their renewals in before the end of our fiscal year, June 30, 1963.

Following is a comparative membership table:

	Members May 15, 1962	Members April 15, 1963	Members May 15, 1963
Alabama	7	8	8
Alaska	2	1	1
Arizona	5	6	7
Arkansas	12	18	12
California	43	49	50
Colorado	30	28	27
Connecticut	4	4	4
Delaware	3	3	3
District of Columbia	1	1	1
Florida	20	18	18
Georgia	20	17	17
Hawaii	1	3	3
Idaho	6	11	11

Illinois	127	135	125
Indiana	98	119	115
Iowa	60	56	63
Kansas	77	80	87
Kentucky	65	89	92
Louisiana	8	6	6
Maine	3	3	2
Maryland	18	18	19
Massachusetts	24	27	28
Michigan	54	58	56
Minnesota	18	20	19
Mississippi	2	1	1
Missouri	48	47	45
Montana	43	31	31
Nebraska	117	121	122
Nevada	3	2	2
New Hampshire	3	5	4
New Jersey	35	32	31
New Mexico	9	16	14
New York	56	62	62
North Carolina	26	26	22
North Dakota	18	20	17
Ohio	118	150	153
Oklahoma	29	26	24
Oregon	14	15	13
Pennsylvania	161	164	171
Rhode Island	4	5	5
South Carolina	6	10	9
South Dakota	8	25	26
Tennessee	56	75	77
Texas	35	41	44
Utah	2	2	2
Vermont	5	3	4
Virginia	29	33	31
Washington	13	11	10
West Virginia	12	14	14
Wisconsin	72	73	76
Wyoming	14	15	16
Australia	1	1	1
Canada	17	20	18
India	0	2	2
<b>TOTAL</b>	<b>1662</b>	<b>1826</b>	<b>1822</b>

Boss: "So what if you are \$1 short on your paycheck this week? We overpaid you last week and you didn't say a thing."

Employee: "One mistake I can overlook. But a second one is inexcusable."



This stately residence, in Campbellsville, Ky., was sold at auction for \$60,300.00. The auction was in charge of the Kessler & Cowherd Realty & Auction Co., of that city. The selling force on the porch, left to right: Col. Wayne Kessler, Campbellsville; Col. David Bailey, Glasgow, Ky.; Col. Russell Beams, Sonora, Ky.; Earl Jones, Realtor, Hodgenville, Ky.; and Robert Cowherd of the selling firm. The three auctioneers are members of the Kentucky Auctioneers Association and the National Auctioneers Association.

## Winrock Sale Tops \$3,300 Per Heads

MORRILTON, Ark.—The Winrock Farms 6th annual Santa Gertrudis sale on Petit Jean Mountain, attracted a huge crowd, as buyers were at the ring side from 10 states. Forty lots averaged \$3,314 to total \$132,550. Twenty bulls averaged \$4,105 and 20 females, all bred heifers figured \$2,523.

An extra lot bull, calved October, 1960, weighing 2,750 pounds, topped the sale at \$23,000, going to Nine Bar Ranch, Cypress, Texas. A ton bull at sale time sold for \$19,000 to John R. Penn, Surprise Valley

Ranch, Fort Worth, Texas. R. B. Keene, Orlando, Fla., paid \$7,600 for a two-year-old bull.

Mr. Keene, a buyer of tops in most Winrock sales, paid the female top of \$3,350.

Winrock Farms is owned by Winthrop Rockefeller. Col Walter Britten was the auctioneer.

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Own a car? Then, according to statistics you own about 80 feet of highway. At 30 miles an hour you cross your 80 feet in less than two seconds, and are then riding on another citizen's property . . . please be considerate while on your neighbor's roads.

## **Ladies Auxiliary Convention Program**

### **WEDNESDAY, JULY 17, 1963**

- 4:00 P.M.—Officers and Directors Meeting  
8:00 P.M.—Variety Show

### **THURSDAY, JULY 18, 1963**

- 9:00 A.M.—Registration  
Coffee and rolls during registration served by  
Ohio Auxiliary  
1:00 P.M.—Tour of Proctor & Gamble, Conservatory and Other  
Points of Interest—Bus Trip  
8:00 P.M.—Speaker  
9:00 P.M.—Dance and Variety Show  
Courtesy Kentucky Auctioneers Association

### **FRIDAY, JULY 19, 1963**

- 12:00 Noon—Ladies Luncheon  
Special Music, Mrs. Walter Stackhouse  
1:30 P.M.—Style Show  
2:30 P.M.—Business Meeting—Installation of New Officers by  
Col. J. Meredith Darbyshire  
6:30 P.M.—Buffet Dinner  
7:30 P.M.—Speaker  
8:30 P.M.—Fun Auction

### **SATURDAY, JULY 20, 1963**

- 9:00 A.M.—Breakfast for New Officers and Directors  
12:30 P.M.—Past President's Luncheon  
(Compliments of Mrs. J. Meredith Darbyshire)  
2:00 P.M.—Auxiliary President's Speech  
6:30 P.M.—Grand Banquet and Ball  
7:30 P.M.—Speaker  
8:30 P.M.—Dance and Variety Show  
Courtesy of Indiana Auctioneers Association

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## **Young People's Program**

### **WEDNESDAY, JULY 17, 1963**

- 8:00 P.M.—Variety Show

### **THURSDAY, JULY 18, 1963**

- 9:00 A.M.-11:00 A.M.—Activities for Children under 12  
10:00 A.M.—Young People's Day at Coney Island  
12 years and over

### **FRIDAY, JULY 19, 1963**

- 9:00-11:00 A.M.—Activities for Children under 12  
3:00- 5:00 P.M.—Record Hop

# THE LADIES AUXILIARY



## Convention Planning

On Saturday noon, April 20th, I left my home in Fond du Lac, Wis., with a friend and drove thru beautiful, Illinois, Indiana and into Kentucky by way of Louisville, to Frankfort, and Lexington and returned to Wilmington, Ohio, on Sunday evening to the home of our NAA President and his wife, Meredith and Gertrude Darbyshire.

We couldn't have been more eloquent in our praise of the beautiful countryside on the entire trip. Trees and flowers in bloom all along the way just seemed to say "God's in his Heaven, All's right with the world." I'll be anxious to hear the comments of those of you who have not visited this country before when you journey to Ohio, in July.

Yes, that is why we were fortunate enough to make this beautiful trip. On Monday morning, Mrs. Darbyshire, Our General Chairman for the Auxiliary Activities for the Convention, drove us, along with Mrs. Rolland Featheringham, her Co-chairman and Mrs. Emerson Marting, President of the Ohio Auxiliary, to the Netherland Hilton Hotel in Cincinnati where we were met by Mrs. Albert Rankin, Chm. of Children's activities for the convention, and Mrs. Owen Hall, President-Elect of the Ohio Auxiliary.

As I had suspected might be true, information and plans were well on the way and awaiting my approval. The Committee has thought of everything humanly possible to make your stay in Cincinnati a pleasure. Won't you begin now, to think of crossing off those days for the NAA Convention as a 'no auction period.' Pile in the family car or hop a plane and head for beautiful surrounding countryside. . . . When you return from the convention, you'll be as happy about it as I am as I write these notes today.

Mora E. Freund  
Auxiliary President

Papa is a Mama—the male sea horse fertilizes the female's eggs in his pouch and gives birth in 10 days.



## Ohio Invites You

Dear Ladies:

A big and sincere invitation from all of us in OHIO to each of you to attend the National Convention, July 17, 18, 19, and 20 at the Netherland Hilton Hotel in Cincinnati, Ohio. We are looking forward to seeing all of you.

The Auxiliary President, Mrs. Ernest Freund, visited the Ohio Officers and Committee April 22. Final plans were made at this successful meeting and we all enjoyed getting together to finalize them.

The chairman of the committees and the girls who are assisting them hope our program will be of interest to all of you as well as enjoyable.

The Netherland Hilton Hotel is located in the heart of the shopping area. We know you will love our "QUEEN CITY" here in Ohio.

Mrs. Rolland Featheringham and her committee are very busy with the Friday luncheon arrangements. They plan to make this the prettiest and best for all of you. Mrs. Albert Rankin is also busy with her committee on our "Young Peo-

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

**President**

Mrs. Ernest Freund, Fond du Lac, Wisconsin

**1st Vice President**

Mrs. Timothy Anspach, Albany, N.Y.

**2nd Vice President**

Mrs. Lewis Marks, Abingdon, Ill.

**Secretary-Treasurer**

Mrs. David Tracy, Pavilion, N. Y.

**Historian-Parliamentarian**

Mrs. Ernest Niemeyer, Lowell, Ind.

**DIRECTORS:**

Mrs. James Buckley, Shelbyville, Ind.

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Kentucky

Mrs. Margaret Berry, West Newton, Pennsylvania

Mrs. Al Boss, Carroll, Iowa

Mrs. F. Harvey Baldwin, Denver, Colorado

Mrs. R. E. Featheringham, Ashville, Ohio

Mrs. Owen Hall, Celina, Ohio

Mrs. Walter Britten, College Station, Texas

Mrs. Charles Corkle, Norfolk, Nebr.

ple's Program." Cincinnati has many things of interest, such as Coney Island, the Zoo, movies, and the Cincinnati Reds (who will be playing at home.)

Baby sitting services will be available through the hotel for those bringing small children.

The Officers and Directors of the Ohio Auxiliary will welcome and assist all upon your arrival.

Mrs. Owen Hall, President; Mrs. Emerson Marting, Retiring President; Mrs. Richard Babb, Secretary-Treasurer; Mrs. Roger Bennett, Corp. Secretary; Mrs. Homer Pollock, Chaplain; Mrs. Herb Peddicord, Vice President.

Directors: Mrs. Albert Rankin, Mrs. Jack Braddock, Mrs. Don Fisher, Mrs. James C. Patterson.

The entire membership of the Ohio Auxiliary plan to be on hand to greet you. Circle with red July 17, 18, 19, and 20 — four days full of fun and excitement. The "Buckeye State" and the Ladies of the Ohio Auxiliary will be looking for you! **WILL YOU BE THERE?**

See you in July  
Gertrude Darbyshire  
General Chairman of  
the Auxiliary Program

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## Michigan Auxiliary Elects Officers

The Auxiliary attended a dinner meeting in conjunction with their husbands, the Michigan Auctioneers, at Frankenmuth, on April 17.

There were 28 auctioneers and auxiliary members present. Seven auxiliary plus 5 guests. Again we were few in number. We did elect officers, which was on the schedule.

The group present—seldom miss a meeting and it was decided to elect these active members to office.

This motion was made by Alice Johnson and seconded by Dawn Casey.

The nominations were opened for 1st vice-president, 2nd vice-president and secretary-treasurer. Hazel Piersails being first vice-president was automatically elected president.

Alice Johnson (Mrs. Lester Johnson), was elected 1st vice-president; Naomi Perkins

(Mrs. Stan Perkins), was elected 2nd vice-president, and LaVita Brodie (Mrs. Richard Brodie), was elected secretary-treasurer.

Dawn Wilbur was unanimously voted to still be our historian. She has been excellent for this office.

As we did not have the secretary books—we are leaving all other offices as they are.

It was unanimously decided that each member automatically be on the membership committee and work in their county or area — urging more auctioneers wives to come to our meetings—and bring their husbands.

If your husband is an auctioneer — you can belong to our Auxiliary.

Dues were paid.

**WHERE WERE YOU!!!!????**

Our next meeting is a picnic in July—for the whole family. Watch The Auctioneer for the date. You will also be sent a letter announcing this picnic.

If you want more information on our auxiliary — write me at 8700 Lansing Avenue, Rives Junction, Michigan.

Addie R. Miller,  
Publicity Chairman

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## LADIES AUXILIARY CONVENTION COMMITTEES

### WELCOMING COMMITTEE

Mrs. Owen Hall  
Mrs. Emerson Marting  
Mrs. Richard Babb  
Mrs. Roger Bennett  
Mrs. Herbert Peddicord  
Mrs. Homer Pollock  
Mrs. Jack Braddock  
Mrs. Austin Rankin  
Mrs. Don Fisher  
Mrs. James Patterson

### NOMINATING COMMITTEE

Mrs. Tom Berry, Chm.  
Mrs. Wendell Ritchie  
Mrs. Ken Barnicle  
Mrs. Garth Wilber  
Mrs. John Overton

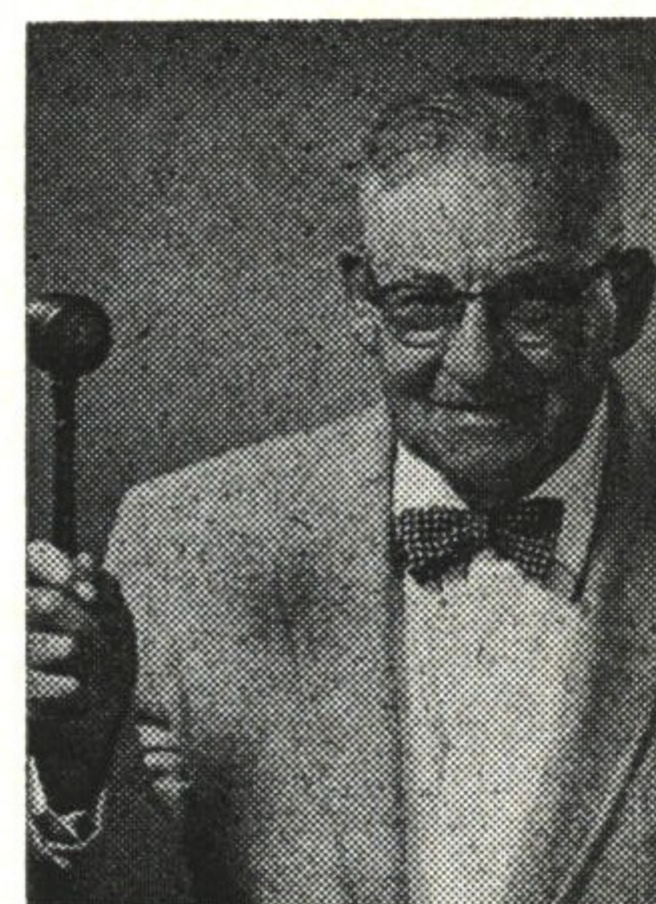
### AUDITING COMMITTEE

Mrs. Albert Rankin  
Mrs. John Freund  
Mrs. Phil Goldstein  
Mrs. Emerson Marting  
Mrs. B. G. Coats



# We All Have A Goal, But It Takes Time To Attain

By COL. POP HESS



When the May issue of this publication arrived on my desk the first two items I looked at were the total membership which on April 15 was an all-time high with a total 1826. Only 174 more members to go to hit our goal of 2,000. However, that is only a weak one-third of what our membership should be, but I have a hunch the NAA will grow up in time.

The next item was about our boy, Bernie Hart, and how he was coming with his gallstones and note he will have them all thrown away by May 1st, and that was good news. Many interesting items were listed in the May issue, including the jokes that appear under the heading, "The Lighter Side."

This is our June issue and in another month we will find that all roads will be leading to Cincinnati for the NAA convention. Y'ALL COME! Our Ohio boys are working hard to make this a great convention in their great state — the home of many auctioneers who are busy auctioneers. Not only will you see busy auctioneers, you will see some of our half-busy auctioneers, some of our would-be auctioneers and a few who are too old to be auctioneers. Y'ALL COME! There is a lot of water at all times in the Ohio River and it has a better taste than many other drinks one can buy. Y'ALL COME!

Our weather in Ohio as of this writing is fine, farmers are very busy, sales are still numerous and politics are starting to boil. There is much unrest in the world—race against race—we even had a little flurry in Ohio. A white barber says he can't learn or know how to cut a negro's hair! There was much excitement in a little old country town that lay for many years in peace and quiet. We had the pleasure of passing through this little town when the fever of the riot was boiling. All

I could say, the little old town is having a ball, but, so much for that.

Not many letters have arrived at my desk as in past months with everybody busy and it must be that most all are happy. When there is a burr someplace where it should not be is when I get letters. Not even any word from my old friend who likes to dig at me. If I do not hear from him soon I will throw out a friendly dig and he will hunt for a burr and then explode.

I had the pleasure of attending a benefit auction, held by our Ohio Hampshire Swine Breeders for one of our Ohio 4-H members who met with an accident and is now paralyzed. It was a night sale at the County Fairgrounds. Everybody donated all costs in way of sale expenses and publicity, auctioneers and clerks. The Ohio Hampshire Swine Breeders donated barrows and gilts for 4-H and FFA projects. There was a good crowd and it was a hot sale while it lasted. There were 20 head donated but many of the pigs were bought and resold with one pig selling ten times. However, each pig was paid for by the high bidder before he was re-donated.

While this was all going on it ran through my mind of the many swine sales I had conducted and how glad I would be at getting each one sold just ONCE and paid for and taken away. This would be a good shot for some of our purebred swine breeders to work into their sales. However, that would be hard to get done unless they had the plan well grounded.

Laying all jokes aside, this worthy 4-H boy, who is a third generation member of one of our good Hampshire herds with a history dating back for some 60 years, received a nice sum of cash to aid him in his future. For many years I have noticed that all our fine breed associations, Na-

# IN UNITY THERE IS STRENGTH

tional and State, never forget their member breeders in emergencies. This above instance is a true sample of good will. True, they will be strong competitors in the show ring as well as in making sales, but they will come to the aid of a member in distress. This young man, just in the 4-H Club stage of operations, was a Junior Member of the National Hampshire Swine Association and the Ohio Hampshire Association and in the show ring he was where the judge always saw him and often at the top.

I mention this as we, as auctioneers, have in recent years also demonstrated this same good will to our fellow auctioneer in distress and we have improved a great deal over the ways and customs of earlier years. We give much credit to our State and National Auctioneers Associations which have followed a pattern set by other associations whether they be livestock breeders, business or professional men. They consider their fellow member worthy of a helping hand when in distress.

While the above comments were written a day or so back and I mentioned no letters received. I have them now including one from my old time auctioneer competitor and critic and here is a quote which I will have to include in this column. He addressed me as follows:

"OLD GOAT FROM OHIO, Pop Hess, Radio Station WRFD, Worthington, Ohio." His big concern is about the coming NAA convention in July at Cincinnati. He wants to know if I am really going to attend this convention and adds if so he will not come as he is very particular who he associates with and wants me to come out flat-footed and say if I will or will not be there. Well, to answer that one, the truth is, both he and I will be there as neither one would dare stay away for fear the one present might in some low-down manner try to degrade the other and we must be there to defend each other. Off the record, this is a friendly feud we have been carrying on for nearly 50 years and if we are both there and any outsider starts kicking either one around they will have two to fight.

Here is another letter that needs some comment. A young man advises me he has been out of Auction School one year and is having a good deal of trouble in getting

on sales with the star auctioneer of his community. He has been working tooth and toe-nail to get on one of his sales but no soap. He also says he has no trouble getting on sales of some of the beginners and average, once-in-awhile auctioneers who are dry to listen to, but he wants to get on with the star and put up his lingo and selling ability thinking it will improve his standing and lead to better sales.

My answer to this boy is: He is very fortunate he can get into action with the type of local auctioneers he describes and if his selling ability is better than these he is sowing seed that will bring a better harvest. Now as to this star, no doubt one of the strong auctioneers in the field, he is busy, everybody wants him and he becomes an auctioneer in demand. To let an auctioneer, still without a star, try to get into action and compete his ability for business gain does not always work out and the change often slows the sale some. The admiring public will overlook what is selling and watch the new star in the making, prices drop and he winds up with a strike against him.

Now to make this plain, associated with average auctioneers, you come up to their standard in ability and know how or better and you have gained many strikes in your favor as the experience gained will help you to be a star. I have long noticed in many of our younger folk, both male and female, in all walks of life each sees a fine red apple in the top of a tall tree. This red apple is the apple of their eye and their goal and they are continually looking for a short cut to get the big red apple out of the tall tree without climbing that tree from the lower limbs to the peak where they can pick that red apple without getting it bruised.

Every man and women, in all walks of life, who today have reached the apple, unbruised and long lasting, did climb the tree and often it was three to ten years of climbing, depending on the kind of tree and the height it had. So you young auctioneer, stick to the average in your associations of action, put much dependence in your own ability and in time you will not have to get on a show to whip a star. You will be one. By careful climbing that red apple will be very juicy and good eating.

All roads in our land lead to Cincinnati, July 18-19-20. Traffic will be thick with Auctioneers and their families taking time out to secure better grease for the rolling wheel of progress as an Auctioneer and better auction sales — and above all, meet the Auctioneers of today who have gotten or are striving for the red apple in the top of the tall tree. Y'ALL COME!!

## Stafford Recovering From Liver Surgery

Donald H. Stafford, East Rochester, Ohio, was flown to Boston early in May where he was examined for a liver disorder at the Lehay Clinic. Col. Stafford underwent surgery at an Alliance, Ohio, hospital earlier and it was upon the advice of his

surgeon that he make the trip to Boston for further examinations.

Specialists at the Lehay Clinic informed him that further surgery would not be necessary. The cyst on his liver should eventually dissolve with treatment.

Col. Stafford is a past President of the Ohio Auctioneers Association and a member of the NAA. He is scheduled to appear on the program of our National Convention in Cincinnati, and his many friends in the auction fraternity will be wishing for his early and complete recovery.

### PRESS TIME REPORT

Col. Don Fisher has been flown back to Lehay Clinic in Boston, following complications from his earlier surgery. Further surgery is planned as we go to press.



## Promotional Items

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

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

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

**BUMPER STRIPS**—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

**803 So. Columbia St., Frankfort, Indiana**

# Space Age Auctions

## Count Down "1"

**By Owen V. Hall, Convention Chairman**

Count Down "1" means that it is almost convention time. Whether you realize it or not the 1963 convention will soon be history. I trust you have made your plans to attend and will be a part of this great convention.

If you have studied the program, I am sure you will agree that it is one that will be of interest to all auctioneers regardless of the field in which he specializes. In addition to the action packed meetings an ample amount of entertainment will be offered.

Another new feature of the convention will be a display of signs by the Dee-Sign Company of Cincinnati, Ohio. Many auctioneers know the importance of having neat, eye catching signs on properties they are going to sell. Signs are also being used where chattel auctions are being conducted. Don't fail to visit the sign booth during the convention and have your sign needs taken care of.

The interesting articles regarding the city of Cincinnati which have appeared

in the recent issues of the "Auctioneer" should have convinced every one that a visit to the "Queen City" is a must. If possible you will want to arrange to come to the convention early and visit many of the interesting places Cincinnati offers.

No where but at the National Auctioneers Convention can you hear so many outstanding speakers, participate in panel discussions and visit with the nation's best Auctioneers. It will require less than a week of your time and you should reap many times over the expenses of your trip. How can you afford not to attend?

Another point I would like to emphasize is that the Auctioneer's Convention is a family affair. I doubt if there is another convention in the nation that solicits family attendance like the auctioneers. Again this year the convention has been geared to interest the entire family.

Remember no matter how good a program we have it also takes a large attendance to have a successful convention. May I count on you being in Cincinnati July 17th - 20th?

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**Convention season has arrived for auctioneers throughout the country. Several states have held their conventions and they were great successes.**

**I am pleading with all of the members throughout the nation to take time to attend the National Convention!!! You may have to be away from your office for a few days and it will cost a few dollars. Whatever the cost, it will be returned to you many times during the coming year. You will gain new ideas, new plans, forthcoming trends, new procedures in trading and the latest on tax problems. This you cannot afford to miss.**

**Our convention chairman, Mr. Owen Hall of Celina, Ohio, has put together a very fine program. Don't miss it!!!**

**I hope to meet all of you at the Netherland Hilton in Cincinnati. Let's all go. To Learn More - - - - To Earn More.**

**See you in Cincinnati.**

**J. Meredith Darbyshire**

## National Convention Committee Members

### RECEPTION COMMITTEE

Mr. & Mrs. Rolland E. Featheringham,  
Ohio—Chairman  
Mr. & Mrs. Joseph Steiner, Maryland  
Mr. & Mrs. Wendell Ritchie, Iowa  
Mr. & Mrs. Ken Barnicle, Missouri  
Mr. & Mrs. Robert Penfield, N. Dakota  
Mr. & Mrs. Wayne Kessler, Kentucky  
Mr. & Mrs. Maynard Lehman, Indiana  
Mr. & Mrs. Jack Braddock, Ohio  
Mr. & Mrs. Glenn Casey, Michigan  
Mr. and Mrs. Carson E. Hanson, Kansas  
Mr. & Mrs. Roger F. Bennett, Ohio

### AUDITING COMMITTEE

Richard W. Babb, Ohio—Chairman  
Dean Kruse, Indiana  
Adrian Atherton, Kentucky  
Theodore W. Lay, Illinois  
W. J. Hagen, Montana  
Joseph H. Donahoe, Wisconsin  
Donald W. Maloney, New York

### RESOLUTIONS COMMITTEE

Charles Corkle, Nebraska—Chairman  
Jim Stevens, Tennessee  
F. E. Fitzgerald, North Dakota  
Lyle Woodward, Colorado  
Elwood Heller, New Jersey  
Phil Goldstein, Massachusetts  
B. L. Wooley, Arkansas  
Ray Sims, Missouri

### PUBLIC RELATIONS COMMITTEE

#### (Permanent Standing Committee)

Earl J. Steiner, Maryland  
Foster Sheets, Virginia  
George W. Skinner, Indiana  
W. J. Hagen, Montana  
Garth Wilber, Michigan  
B. G. Coats, New Jersey

### GRIEVANCE COMMITTEE

John A. Overton, New Mexico—Chairman  
Charles Kinsey, Michigan  
Lewis G. Marks, Illinois  
Russell Kruse, Indiana  
Orville Moore, Kentucky  
Hobart W. Farthing, Ohio  
Fred Ramsay, Tennessee  
C. A. Morrison, Oregon  
Ernest C. Freund, Wisconsin

### ENTERTAINMENT COMMITTEE

Mr. & Mrs. Emerson Marting, Ohio  
—Chairman  
Mr. & Mrs. Albert Rankin, Ohio

Mr. & Mrs. Gene Slagle, Ohio  
Mr. & Mrs. Herman Strakis, Indiana  
Mr. & Mrs. Ray Elliott, Indiana  
Mr. & Mrs. E. I. Thompson, Kentucky  
Mr. & Mrs. Edgar F. Walker, Kentucky  
Mr. & Mrs. Irwin E. Murray, New York

## Texas Market Men Elect Officers

LAREDO, Tex.—Oris Reynolds of Vernon, Tex., is the new president of the Texas Livestock Auction Association.

He was elected at the Association's recent annual meeting here.

Reynolds was elevated from the vice presidency and succeeds J. R. Taylor of Amarillo.

Other new officers include Billy Bode of El Campo, vice president; Clyde Herbert of Beeville, treasurer, and John Cargile of San Angelo, secretary.

Honored at the banquet program was R. G. Jordan, agriculture editor of the San Antonio Express-News and a 42-year veteran in the newspaper business. Jordan was presented the TLAA public service award.

Cecil Ward, Gainesville, was given the Roy M. Kothmann Memorial Award for 1962 on the basis of his leadership in the livestock industry and service rendered in disease eradication, government relations and marketing.

Attending the meeting of the Texas Association were W. H. (Billy) Hodges, treasurer, and C. T. 'Tad' Sanders, general manager of the National Livestock Auction Markets Association.

Directors also elected during the final session of the two-day convention are Paul Newman of Lubbock, J. R. Taylor of Amarillo, Oris Reynolds of Vernon, Billy Haynes of Abilene, John Cargile of San Angelo, Phillip Smith of Llano, Garland Houck of Kenedy, L. O. Tucker of Corsicana, George Leatherwood of Bonham, Bill Shepard of Wills Point, Otis Hill of Nacogdoches, Earl White of Madisonville.

Do we not, perhaps, sometimes take our membership too much for granted? Today, should we not ask ourselves what we, as members are doing to help our Association?

—B. G. Coats

IN UNITY THERE IS STRENGTH

**NATIONAL AUCTIONEERS ASSOCIATION  
CONVENTION**

**Netherland Hilton Hotel**

**Cincinnati, Ohio**

**July 17, 18, 19, 20, 1963**

**Convention Chairman—Owen V. Hall**

**P R O G R A M**

**WEDNESDAY, JULY 17th, 1963**

10:30 A.M.—Reception Committee Meeting, Parlor G—4th Floor

1:00-5:00 P.M.—Registration—Third Floor Foyer

Ladies Hospitality Room—Julep Room—Third Floor

2:00 P.M.—National Board of Directors Meeting—Parlor G, 4th Floor

J. Meredith Darbyshire, Ohio . . . . . President

Walter Britten, Texas . . . . . 1st Vice President

John A. Overton, New Mexico . . . . . 2nd Vice President

Henry Rasmussen, Nebraska . . . . . Treasurer

Bernard Hart, Indiana . . . . . Secretary

**Board of Directors**

Charles Corkle . . . . . Nebraska

Ralph W. Horst . . . . . Pennsylvania

Bob Penfield . . . . . North Dakota

Romaine Sherman . . . . . Indiana

B. L. Wooley . . . . . Arkansas

Carman Y. Potter . . . . . Illinois

John L. Cummins . . . . . Kentucky

Irwin E. Murray . . . . . New York

Fred S. Ramsay . . . . . Tennessee

Ray Sims . . . . . Kansas

Ernest Freund . . . . . Wisconsin

C. A. Morrison . . . . . Oregon

Wendell Ritchie . . . . . Iowa

E. Joseph Steiner . . . . . Maryland

Lyle D. Woodward . . . . . Colorado

3:00 P.M.—Auditing Committee Meeting—Parlor H—4th Floor

Resolutions Committee—Parlor I—4th Floor

Grievance Committee—Parlor J—4th Floor

Public Relations Committee Meeting—Room to be Assigned

Nominating Committee Meeting—Room to be Assigned

8:00 P.M.—OHIO NIGHT—“EARLY BIRD PARTY”—Hall of Mirrors

**Elmer Hinkle, 15 Act Variety Show**

**TONIGHT'S ENTERTAINMENT COURTESY OF THE  
OHIO AUCTIONEERS ASSOCIATION**

# IN UNITY THERE IS STRENGTH

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**THURSDAY, JULY 18th, 1963**

- 9:00 A.M.—Registration—Third Floor Foyer  
Coffee—Julep Room—Courtesy of Ohio Ladies Auxiliary
- 10:00 A.M.—Pavilion Caprice—Presiding, J. Meredith Darbyshire, Pres.  
Group singing of “Star Spangled Banner”  
Pledge of Allegiance to the Flag  
Invocation ..... Romaine Sherman  
Director N.A.A.—Goshen, Indiana  
Introduction of Convention Chairman  
Welcome ..... Honorable Walter H. Bachrach  
Mayor of City of Cincinnati, Ohio  
Greetings from Ohio Auxiliary and Introduction of Officers  
and Directors ... Madonna Hall, Pres., Ohio Auxiliary  
Greetings from National Auxiliary and Introduction of  
Officers and Directors ..... Mora Freund,  
President of National Auxiliary  
Greetings from Ohio Auctioneers Association .. Gene Slagle  
President of O.A.A.  
Address ..... Honorable Robert A. Taft, Jr.  
Ohio Representative at Large,  
U.S. House of Representatives
- 1:30 P.M.—Pavilion Caprice ..... Presiding—Walter Britten  
Vice President—College Station, Texas  
President’s Address ..... J. Meredith Darbyshire  
Wilmington, Ohio  
“Get Off Your Launching Pad!” ..... Dr. Carl C. Byers  
(Appearing through the courtesy of General Motors)  
“The Auctioneer and the Farm Management Companies ..  
..... Gene R. Abercrombie, President  
Abercrombie Agricultural Service, Inc.,  
Cincinnati, Ohio  
“Farm Machinery Auction Markets” ..... Ralph Horst  
Director N.A.A.—Marion, Pa.  
“The Tobacco Auctioneer and Chant” ... John L. Cummins  
Director N.A.A.—Cynthiana, Ky.
- 8:00 P.M.—KENTUCKY NIGHT—Pavilion Caprice  
Address ..... Perle L. Whitehead, Humorist  
Cincinnati, Ohio
- 9:00 P.M.—Dancing and Variety Show ..... Presiding, Orville Moore  
Louisville, Kentucky

TONIGHT’S ENTERTAINMENT COURTESY OF  
KENTUCKY AUCTIONEERS ASSOCIATION

# IN UNITY THERE IS STRENGTH

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## FRIDAY, JULY 19TH, 1963

- 9:00 A.M.—Continued Registration—Third Floor Foyer
- 9:30 A.M.—Hall of Mirrors . . . . . Presiding—Louis L. Stambler  
Honolulu, Hawaii
- “The Auctioneer’s Place in Today’s Society” . . . . .  
. . . . . Ernest Niemeyer, Past Director  
N.A.A., Lowell, Ind.
- “Gun Sale of the Century” . . . . . Foster J. Sheets  
Past President N.A.A., Roanoke, Virginia
- “Taxes, Accounting and the Auctioneer” . . . Harry G. Allen  
Treas., Darbyshire & Assoc., Inc.,  
Wilmington, Ohio
- “Industrial Auction Sales” . . . Lester R. Winternitz, Pres.  
Samuel L. Winternitz & Co., Chicago, Ill.
- “State Auction Laws” . . . . . H. Bemis Lawrence,  
Candidate, Lt. Governor State of Kentucky  
and Counselor of Kentucky Board of Auctioneers
- Panel Discussion—Neil Robinson, Ohio; Edmund Freeman,  
Kentucky; Russell E. Kehr, Pennsylvania
- 1:30 P.M.—Hall of Mirrors . . . . . Presiding—Carman Y. Potter  
Past Pres. N.A.A.—Jacksonville, Ill.
- “What Attorneys Expect from the Auctioneer” . . . . .  
. . . . . Frederick J. Buckley, Attorney  
Wilmington, Ohio
- “Pennsylvania Chapter System” . . . . . Kenyon B. Brown  
Secretary P.A.A.—Doylestown, Pa.
- “The Auctioneer and the Dairy Industry” . . Charles A. Hilt  
(Appearing through the courtesy of  
the Pet Milk Company)
- 3:00 P.M.—Hall of Mirrors—Panel—“Dairy Auction Sales”  
Harris Wilcox, Chairman—Past Pres. N.A.A., Bergen, N.Y.  
Robert Hastings, Executive Editor, Holstein-Freisian World  
A. C. “Whitie” Thompson, Director of the Holstein-Freisian  
Association
- Followed by “Question and Answer Period”
- 3:00 P.M.—South Hall—Panel—“Galleries, Antiques and Furniture  
Auction Sales”  
Galleries—B. G. Coats, Chairman, Past Pres. N.A.A.,  
Deal, N. J.  
Furniture—Leon E. Joy, Past Pres. Iowa AA., Ames, Iowa  
Antiques—John Overton, Vice Pres. N.A.A.,  
Albuquerque, N. M.
- Followed by “Question and Answer Period”
- 6:30 P.M.—Buffet Dinner—Pavilion Caprice
- 8:00 P.M.—“Space Age Economy” . . . . . James C. Downs, Jr.  
Nationally known Economist, Chicago, Ill.
- Fun Auction—R. E. Featheringham, Ohio; Walter Murphy,  
Ind.; E. I. Thompson, Kentucky; G. H. Shaw, Louisiana



# IN UNITY THERE IS STRENGTH

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## SATURDAY, JULY 20th, 1963

- 8:00 A.M.—Breakfast Meeting of National Officers and Directors with State Presidents and Secretaries—Parlor G—Fourth Floor
- 9:00 A.M.—Registration—Third Floor Foyer
- 9:30 A.M.—Presiding . . . . . Herman D. Strakis, Past Pres. Indiana A.A.—Indianapolis, Ind.  
“The Outlook of a General Auctioneer” . . . James Patterson Past Pres. O.A.A.—Bainbridge, O  
“Space Age Herefords” . . . . . Emerson Marting Past Pres. O.A.A.—Washington C.H., Ohio  
“Automobile Auctions” . . . . . J. H. Ruhl Pres. of National Automobile Auction Ass’n. Manheim, Pa.
- 10:30 A.M.—Real Estate Panel  
“Listing and Securing Real Estate Auctions” . . . . . M. “Pete” Stewart Past Pres. P.A.A.—Armagh, Pa.  
“Advanced Promotion of Real Estate Auctions” . . . . . George Kurtz Past Pres. K.A.A.—Sturgis, Kentucky  
“Conducting the Auction” . . . . . J. Donald “Bill” Bailey Wilmington, Ohio  
“Closing the Sale” . . . . . Donald Stafford Past Pres. O.A.A.—East Rochester, Ohio  
Question and Answer Period . . . . Don Stafford, Chairman
- 1:30 P.M.—Call to Order  
Business Meeting — Hall of Mirrors  
Opening of Business Session  
National Secretary’s Report  
Memorial Service  
National Treasurer’s Report  
Auditing Committee’s Report  
Grievance Committee’s Report  
Resolution Committee’s Report  
Nominating Committee’s Report  
Election of Officers and Directors  
Acceptance Address of New Auxiliary President  
Acceptance Address of New N.A.A. President  
1964 Convention Site Announcement  
Board of Directors Meeting—  
New 1963-1964 Officers and Directors  
Adjourn
- 6:30 P.M.—INDIANA NIGHT—  
Grand Banquet and Ball—Pavilion Caprice  
Speaker . . . . . Dr. Tennyson Guyer  
Presiding for Entertainment . . . . . Ray Elliott, Portland, Indiana
- TONIGHT’S ENTERTAINMENT COURTESY OF  
INDIANA AUCTIONEERS ASSOCIATION

**BOOSTERS FOR "THE AUCTIONEER"**

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

**ALABAMA**

- Col. Freeman Smith—Long Island
- Col. Eugene C. Waldrep—Birmingham
- Col. W. J. White—Birmingham

**ALASKA**

- Col. Bill Kimmons—Anchorage

**ARIZONA**

- Col. Leroy Longberry—Phoenix

**ARKANSAS**

- Col. James W. Arnold—Magnolia
- Col. William J. Massey—Jonesboro
- Col. Herman P. Peacock—Winchester
- Col. Brady L. Wooley—Little Rock

**CALIFORNIA**

- Col. Bill Arnold—Grover City
- Col. Leonard Burleson—Torrance
- Col. Tom Caldwell—Ontario
- Col. Keith Cullum—Chino
- Col. Melvin H. Ellis—Napa
- Col. James Gibson—Alameda
- Col. Harold Henry—S. San Gabriel
- Col. Rudy Larkin—W. Covina
- Col. R. W. "Bob" Main—Garberville
- Col. William Ponder—Monterrey
- Col. Ray Roberson—Grover City
- Col. Morris Schwartz—Hollywood
- Col. R. E. "Bob" Stanley—Downey
- Col. E. V. Wing—Gerber

**COLORADO**

- Col. Ed. Gibson—Denver
- Col. Herman W. Hauschildt—Denver
- Col. Howard Roland—Grand Junction
- Col. Howard Shults—Denver
- Col. J. Lee Sears—Ft. Lupton
- Col. Lyle D. Woodward—Denver

**CONNECTICUT**

- Col. Richard K. Mather—Granby

**DELAWARE**

- Col. Crawford Carroll—Dover
- Col. Riley Jefferson—Lincoln

**DISTRICT OF COLUMBIA**

- Col. Ralph A. Weschler—Washington

**FLORIDA**

- Col. Joseph F. Sedmera—Lakeland
- Col. P. Frank Stuart—St. Petersburg

**GEORGIA**

- Col. Paul E. Baker—Atlanta
- Col. George E. Collins—Decatur
- Col. Elmo Peppers—Rockmart
- Col. R. A. Waldrep—Gainesville

- Col. Daniel R. Wright—Plainville

**HAWAII**

- Col. Louis L. Stambler—Honolulu

**IDAHO**

- Col. Delbert Alexander—Castleford
- Col. Irvin Eilers—Kimberly
- Col. Harvey C. Iverson—Gooding
- Col. Jim Messersmith—Jerome
- Col. Paul L. Owens—Boise
- Col. Robert L. Wesely—Boise

**ILLINOIS**

- Col. Edward E. Bilbruck—Chicago
- Col. Wes Chapman—Seneca
- Col. Harry A. Chrisco—E. St. Louis
- Col. Gordon Clingan—Danville
- Col. J. W. "Jim" Cushing—Coal City
- Col. W. P. "Bud" Drake—Decatur
- Col. John H. Dieken—Pecatonica
- Col. William L. Gaule—Chatham
- Col. Michael M. Gordon—Chicago
- Col. Ray Hudson—Morrisonville
- Col. Charles F. Knapp—Cissna Park
- Col. A. R. McGowen—Oak Lawn
- Col. J. Hughey Martin—Colchester
- Col. Michael Modica—Chicago
- Col. J. H. Oberwise—W. Chicago
- Col. Carman Y. Potter—Jacksonville
- Col. Fred G. Quick & Son—Aurora
- Cols. L. Oard & Lloyd Sitter—Anna
- Col. Tom Sapp—Springfield
- Col. Herman F. Welch—Downers Gove

**INDIANA**

- Col. Charles Bagby—Indianapolis
- Col. Keith Berkshire—Logansport
- Col. Harry R. Campbell—College Corner, O.
- Col. Dale Christman—Columbia City
- Col. Ray Clark—Dyer
- Col. O. S. Clay—Shelbyville
- Col. Robert Ellenberger—Bluffton
- Col. R. C. Foland—Noblesville
- Col. Leo Grindley—Ft. Wayne
- Col. Robert L. Harrison—Monticello
- Col. Hubert Jones—South Bend
- Col. Amon H. Miller—Evansville
- Col. L. W. "Bill" Porter—Brownsburg
- Col. Earl Ray—Tangier
- Reppert School of Auctioneering—Decatur
- Col. Romaine Sherman—Goshen
- Col. Loyal K. Smeltzer—Elkhart
- Col. Lewis Smith—Cicero
- Col. John C. Stanley—Hagerstown

# IN UNITY THERE IS STRENGTH

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## IOWA

Col. Loren Albrecht—Wall Lake  
Col. Lyle Erickson—Cresco  
Iowa School of Auctioneering—Ames  
Joy & Johnson Auction Co.—Ames

## KANSAS

Col. Donald L. Day—Council Grove  
Col. Paul J. Doss—Wichita  
Col. E. R. Harrison—Norton  
Col. J. B. Hickerson—Wichita  
Col. Jack D. Sheets—Wellington  
Col. E. T. Sherlock—St. Francis  
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## KENTUCKY

Carter Realty Auction Co. —Scottsville  
Col. Fred A. DeVries—Oak Grove  
Col. Wayne Kessler—Campbellsville  
Col. John Patton, Jr.—Richmond  
Col. James W. True—Lexington

## LOUISIANA

Col. Charles S. Gerth—New Orleans  
Col. Jack C. Minter—Jennings  
Col. Bob Strange—Shreveport

## MAINE

Col. George A. Martin—East Lebanon  
Col. Gardner R. Morrill—Harrison  
Col. Clifford L. Swan—Portland

## MARYLAND

Col. Robert H. Campbell—Annapolis

## MASSACHUSETTS

Col. Henry A. Berman—Worcester  
Col. Phil Goldstein—West Roxbury  
Col. John A. Hilditch—Southville  
(Southboro)  
Col. Abe Levin—Lunenburg  
Col. Frank "Honest Chuck" Onischuk  
—Westminster

## MICHIGAN

Col. Charles W. Anderson—Kalamazoo  
Col. L. E. Drake—Battle Creek  
Col. John M. Glassman—Dowagiac  
Col. Bob Handrich—Fairview  
Col. Charles J. Kinsey—Farmington  
Nelson's Auction School—Detroit  
Col. Fred W. Smiley—Saginaw  
Col. Garth Wilber—Bronson

## MINNESOTA

Col. Orlin F. Cordes—Red Wing

## MISSOURI

Col. Ken Barnicle—Ellisville  
Col. Cletus Metzger—Hayti

## Missouri Auction School—Kansas City

Col. Jerry D. Popplewell—Amity

## MONTANA

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

## NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk  
Col. E. A. Camfield—North Platte  
Col. Dick Dolan—North Platte  
Col. Rod Gillespie—Gothenburg  
Col. John W. Heist—Beatrice  
Col. Harry Rasmussen—St. Paul

## NEW HAMPSHIRE

Col. Edward G. Dean—Nashua  
Col. Merle D. Straw, Jr.—Seabrook

## NEW JERSEY

Col. Ralph S. Day—Leonia  
Col. Herbert Van Pelt—Readington

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Col. Elmer Bunker—Albuquerque  
Col. Monroe Goree—Roswell  
The New Mexico Auctioneers  
Col. John Overton—Albuquerque  
Col. Gene Navalesi—Albuquerque  
Col. W. T. "Wag" Wagner—Farmington

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Col. Tim Anspach—Albany  
Col. Tim W. Anspach—Albany  
Col. Paul W. Calkins—Peru  
Col. Victor Kent—Hinsdale  
Col. Ronald D. Kniffen—Montgomery  
Col. Clarence Foss—East Aurora  
Col. Donald W. Maloney—Syracuse  
Col. William Maloney—Syracuse  
Col. Irvin "Pete" Murray—Ballston Lake  
Col. Harold Spoor—Baldwinsville  
Col. Ben Schwadron—Queens Village  
Col. David H. Tracy—Pavilion  
Col. Richard C. Tracy—Dansville  
Col. Sidney White—New York City  
Col. Harris Wilcox—Bergen

## NORTH CAROLINA

Col. Neil Bolton—Winston-Salem  
Col. Coyte D. Carpenter—Claremont  
Col. Billy Dunn—Laurinburg  
Col. Ben G. Hoffmeyer—Charlotte  
Col. Forrest A. Mendenhall—High Point  
Col. Robt. (Red) Mendenhall—High Point  
Col. A. T. Morris—Durham  
Col. Hugh Simpson—Union Mills  
Col. Kenneth W. Teague—Burlington

# IN UNITY THERE IS STRENGTH

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## NORTH DAKOTA

Col. Merle Clark—Marmarth  
Col. Bob Penfield—Bowman

## OHIO

Darbyshire & Associates, Inc.—Wilmington  
Hunter-Wilson-Mayhugh Co.—Hillsboro  
Col. O. L. Lansaw—Middletown  
Col. Clem Long—Dayton  
Col. Mearl Maidment—Bowling Green  
Col. John W. Moler—Dayton  
Ridenour & Merrill—Dayton  
Col. George Roman—Canfield  
C. Garth Semple & Associates,  
Inc.—Milford  
Smith-Babb-Seaman Co.—Wilmington  
Col. Carl V. Stahl—Toledo  
Col. Carl C. Stanton—Canton  
Col. Steve Steinmetz—Springfield  
Col. Roy N. Trotter—Lorain  
Col. Clyde M. Wilson—Marion  
Col. Lou Winters—Toledo

## OKLAHOMA

Col. Joe Burgert—Ponca City  
Col. Lewis W. Campbell—Wyandotte  
Col. Buck Cargill—Oklahoma City  
Col. V. K. Crowell—Oklahoma City  
Col. Jim Richards—Spencer

## OREGON

Col. Harold E. Ball—Portland  
Col. Virgil R. Madsen—Halsey  
Col. C. A. Morrison—Grants Pass  
Col. Virgil Munion—Roseburg  
Col. S. J. Frey—Sweet Home  
Col. Lynn Walters—Clackamas

## PENNSYLVANIA

Mrs. Tom D. Berry—West Newton  
Col. Q. R. Chaffee & Son—Towanda  
Col. H. L. Frye—Pleasant Unity  
Col. Jacob A. Gilbert—Wrightsville  
Col. J. M. Hoffer—Bellwood  
Col. Ralph W. Horst—Marion  
Col. J. Omar Landis—Manheim  
Col. Marlin J. Reifein—Fredricksburg  
Col. Oliver M. Wright—Wexford

## RHODE ISLAND

Col. Max Pollock—Providence

## SOUTH CAROLINA

Col. Fred T. Moore—Honea Path

## SOUTH DAKOTA

Col. Leo D. Neilan—Bonesteel  
Col. O. W. Nelson—Buffalo  
Col. Reginald R. Oakley—Silver City

## TENNESSEE

Col. L. B. Fuqua—Nashville  
Col. John W. Hicks—Nashville  
Col. J. Robert Hood—Lawrenceburg  
Col. H. C. "Red" Jessee—Morristown  
Col. James Matthews—Cowan  
Col. C. B. McCarter—Sevierville  
Col. L. Paul Monks—Fayetteville

## TEXAS

Col. Dub Bryant—Big Spring  
National Auction Institute—  
College Station  
Col. K. L. Espensen—Tyler  
Col. J. W. Foust—Lubbock  
Col. Tom Jeffreys—Andrews  
Col. Carl Self—Lubbock  
J. O. Lawlis Associates—Houston  
Col. Earl S. White—Madisonville  
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Col. Harry D. Francis—Newport  
Col. James E. Mullins—Pound  
Col. J. E. Sutphin—Newport

## WASHINGTON

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Col. Elmer L. Burnham—Thornton  
Col. Hank Dunn—Kennewick  
Col. Bill Johnson—Seattle  
Col. Robert F. Losey, Sr.—Renton  
Col. Orville Sherlock—Walla Walla

## WISCONSIN

Col. Joseph W. Donahoe—Darlington  
Col. Fred C. Gerlach—Brookfield  
Col. W. C. Heise—Oconto  
Col. Willard Olson—Delavan

## WYOMING

Col. Paul Brownfield—Riverton  
Western Auction Sales & Service—Casper

## CANADA

Col. Harold P. Higgins—Huntingdon, Que.

## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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*The National Auctioneers Association is continually growing in size and importance. Are you helping it to grow by getting new members?*

## THE MEMBERS SAY . . .

Dear Bernard:

Just thought I'd drop you a line and send a check for my 1963 dues. I really enjoy every issue of "The Auctioneer." I had a real good sale April 1st, with one of the biggest crowds ever to attend an auction sale in Laramie.

"Will try to see you in CINCINNATI."

Good luck,  
Bill Bagby  
Laramie, Wyoming

\* \* \* \*

Gentlemen:

I note on page 36, information which you were given in regard to the Metropolitan Auctioneers Association. I am one of those who has not been solicited as a member nor told anything about the Association by the members. I think that our organization should know something about what goes on if an organization is to be formed and called the Metropolitan Auctioneers Association.

Those of us who have auctioneered in the City of Minneapolis are not happy with the ordinances, not happy with the license fee and never have been; we are not happy with the new ruling which says that a corporation can hold a license that anyone working for the corporation can conduct an auction under the corporate license. We have been for some time, trying to get the City Council to correct some of these matters but without result.

The listed members of the Metropolitan Auctioneers Association are principally from areas outside the City of Minneapolis. Several months ago the City of St. Paul changed their Ordinances so that they were reciprocal with the City of Minneapolis. This means that they now, rather than a \$50.00 fee, charge \$250.00. I don't blame the auctioneers working in both Cities. They have got to put out such a substantial sum of money.

There are not enough auctions in the Twin Cities to support two auctioneers, let alone the number who are licensed. All of them must do considerable extra work of some other nature in order to make a living or they must conduct their auctions in outlying areas.

The Minnesota Auctioneers Association

has not been able to help in getting either the Ordinances in regard to the conduct of a sale or the fees changed in our favor. In addition to this, any time there is a reasonable sale we find that auctioneers from out of state come in and conduct the sale, pay no Minnesota taxes, collect their fee and leave the state. The boys in the new Association certainly have a right to organize and should organize if not properly taken care of by a State organization. I, however, do not agree with the method or approach they are using to get the desired changes.

They are advertising in the Sunday paper in Minneapolis and St. Paul, stating that they will banner any and every auction in the corporation limits of either city until the City Council changes the ordinances. The greater share of the auctions conducted in the Twin Cities have been conducted by men like myself who have been at it for years and who take only certain classes of auctions—in my case, industrial auctions. For one or more auctioneer to attempt to accomplish something with the City Council by bannering any auction that I or any other auctioneer might have is not going to accomplish very much with the city Council. The only effect I can see is going to be injurious to the auctioneering profession. Minnesota has never been an auction state. Minneapolis and St. Paul have never been real auction cities. People seeing the banners are likely to say to themselves "What few auctioneers there are in Minnesota can't even get along among themselves, therefore I had better dispose of my merchandise by direct sale or by complete sellout to one individual." I don't believe that this thing has been thought through very well as to the net result. Neither Council has paid any attention. The boys bannered Court Houses and got a little publicity that way but then it died.

The only way I know of to really get anywhere is for the auctioneers to get a hold of voters in each ward and have them put pressure on their Councilmen—to get hold of politicians—various aldermen and have them put pressure on them; to get hold of attorneys to work with the

various aldermen and have them put pressure on.

The Better Business Bureau were the ones who drew up the control Ordinances which are costing the auctioneers so much they can't break even or make a living. The necessity of a sworn inventory has run the cost way out of line.

I would like to see these boys and any others who would care to take part, go after the Council members and go to the Better Business Bureau, but do it as a unit. We have been a professional group — we are not a number of gangsters — we should work together for the common good in a reasonable and honest manner. This takes a little longer but it is much more effective.

Yours very truly,  
Arthur G. Porter  
Minneapolis 23, Minn.

## Membership Activity Sparked By New Ones

Almost half the memberships processed during the period of April 16 through May 15 were new members. This was due in a great part to the activity in at least two of the states (Iowa and Kansas) where the State-National membership agreement is in force.

Of the 68 memberships processed, 33 were classified as new members. This is well ahead of 48 memberships processed in the same period a year ago of which 15 were new members.

Renewal memberships have been slow in arriving with more than 100 of the April expirations remaining delinquent as of May 15. Following is a list of those whose memberships were received during the above named period with the asterisk indicating a new member:

- \*Helen M. Schumacher, Missouri
- Ronald C. Hudson, Missouri
- \*Fred A. De Vries, Kentucky
- Leon Brinkley, Arkansas
- \*L. G. Armstrong, Kansas
- Merle D. Straw, New Hampshire
- Melvin H. Ellis, California
- \*Brazie Dan Goseyun, Arizona
- Ray L. Burgess, Wyoming
- \*Dean W. Pruitt, Wyoming
- \*Herbert A. Sukraw, Nebraska

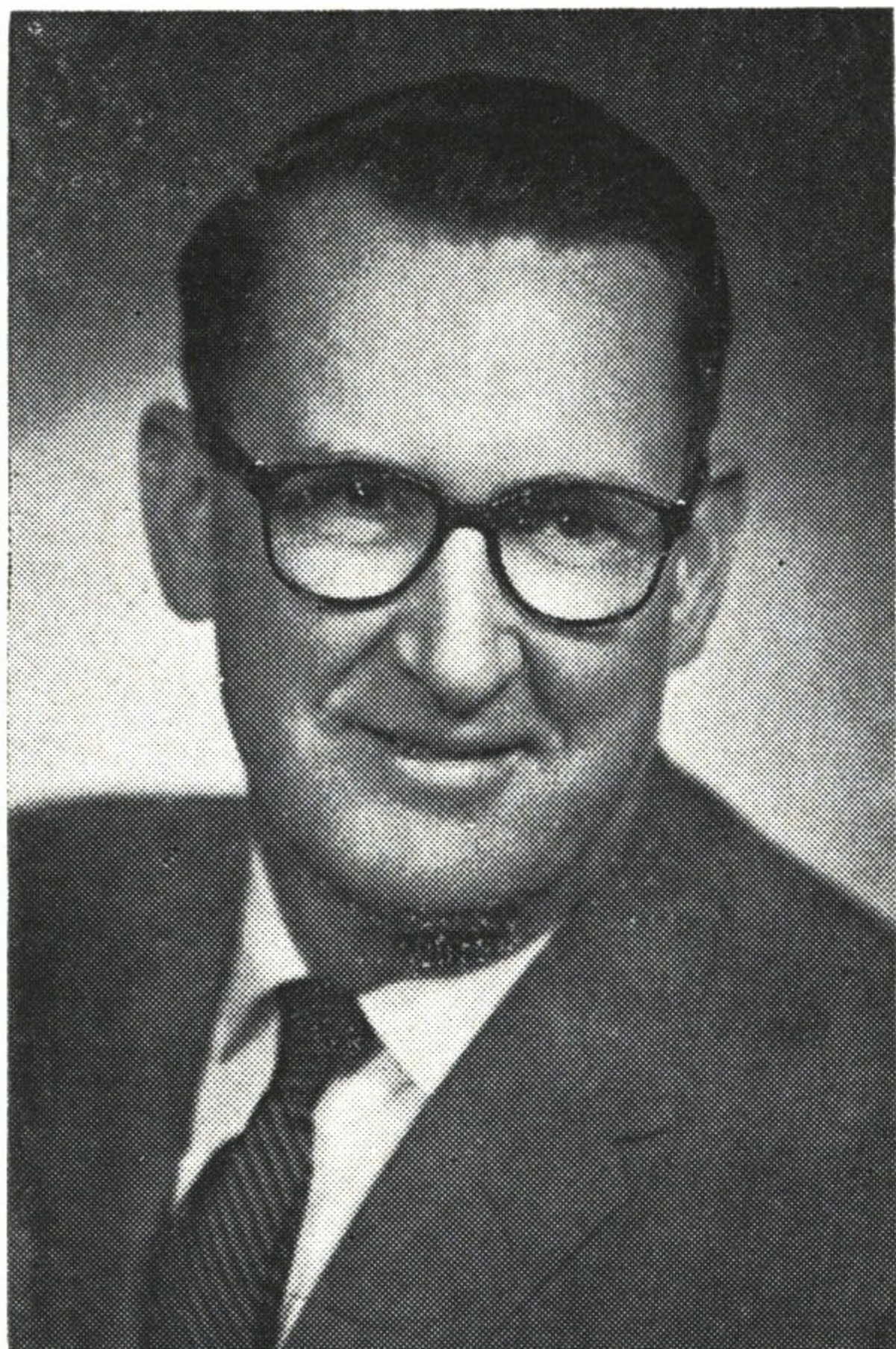
- \*Raymond H. Anderson, Tennessee
- William F. Shepherd, Indiana
- James F. Esch, Wisconsin
- \*Richard A. Mead, New York
- J. C. Harper, Texas
- Ronald D. Kniffen, New York
- Wes Chapman, Illinois
- G. C. Walters, Jr., Georgia
- R. E. Voorheis, Missouri
- Ray Clark, Indiana
- \*Gene Williams, Indiana
- \*Raymond Harper, Indiana
- \*Jack Nienhuser, Nebraska
- \*Hugo La Frenty, Iowa
- Kenneth Holze, Illinois
- James A. Cooper, California
- Walter L. Bales, Indiana
- \*Grover Howell, Texas
- Kenneth Davis, Arkansas
- \*R. L. Muench, Iowa
- \*Cornelius Donovan, Iowa
- \*Mervyn W. Puffett, Iowa
- \*George Yancey, Iowa
- William Persinger, Illinois
- \*James H. Schmitt, Kansas
- J. T. Denton, Kentucky
- Jack Harvey, Kentucky
- J. D. Woodward, Kentucky
- \*Jack M. McMullen, Michigan
- Kenneth M. Rice, New York
- Victor Kent, New York
- \*Clair G. Mason, Iowa
- \*Delbert D. Holtzen, Missouri
- Manuel C. Staton, Kentucky
- \*W. A. Gillum, Texas
- Paul W. Lawton, Vermont
- Virgil Irwin, Arkansas
- \*Larry H. Hastings, Oklahoma
- \*Dale Christman, Indiana
- Lewis W. Campbell, Oklahoma
- Carroll R. Kirby, Jr., Virginia
- Stephen A. McDonald, New York
- Bernard P. Day, New York
- \*Leon Richardson, Tennessee
- \*Norman H. Menzies, Massachusetts
- Evan C. Davis, Ohio
- G. A. La Munion, Maryland
- Dale Brown, Arkansas
- \*Earl Wieman, South Dakota
- \*Curtis J. Price, South Dakota
- Sidney White, New York
- \*Louis Rosproy, Kansas
- \*Ed P. Winter, Kansas
- \*Don Legere, Kansas
- Donald A. Dain, Kansas
- \*George Worrell, Kansas
- \*Mildred Simpson, Kansas

A Convention Feature . . . .

# Dairy Cattle At Auction

. . . . Panel Discussion

One of the many interesting features at the 1963 National Convention will be the panel discussion on "Dairy Cattle Sales" scheduled for Friday afternoon. Talent for this program will be experts in this field.



**COL. A. C. THOMSON**

a dairy farm in Kansas, holds a B.S. Degree in Dairy Husbandry from Kansas State University, and has done Extension work in Kansas and Wisconsin. He served as Associate Editor of Hoard's Dairyman and was formerly manager of Willow Springs Ranch, Morrison, Colo., Hickory Creek Farms, McHenry, Ill.

Col. Thomson is a member of the NAA, is active in managing and selling dairy sales in all parts of the country. As a former exhibitor of dairy cattle he was winner of the Klussendorf Award for Showmanship at the National Dairy Cattle Congress. He is a past president of the Illinois Holstein Friesian Association, Vice President of the Chicagoland Angus Association and is a Director of the Holstein-Friesian Association of America.

R. H. Hastings, executive editor of the *HOLSTEIN-FRIESIAN WORLD*, has an extensive background in public relations, promotion and advertising of the Holstein

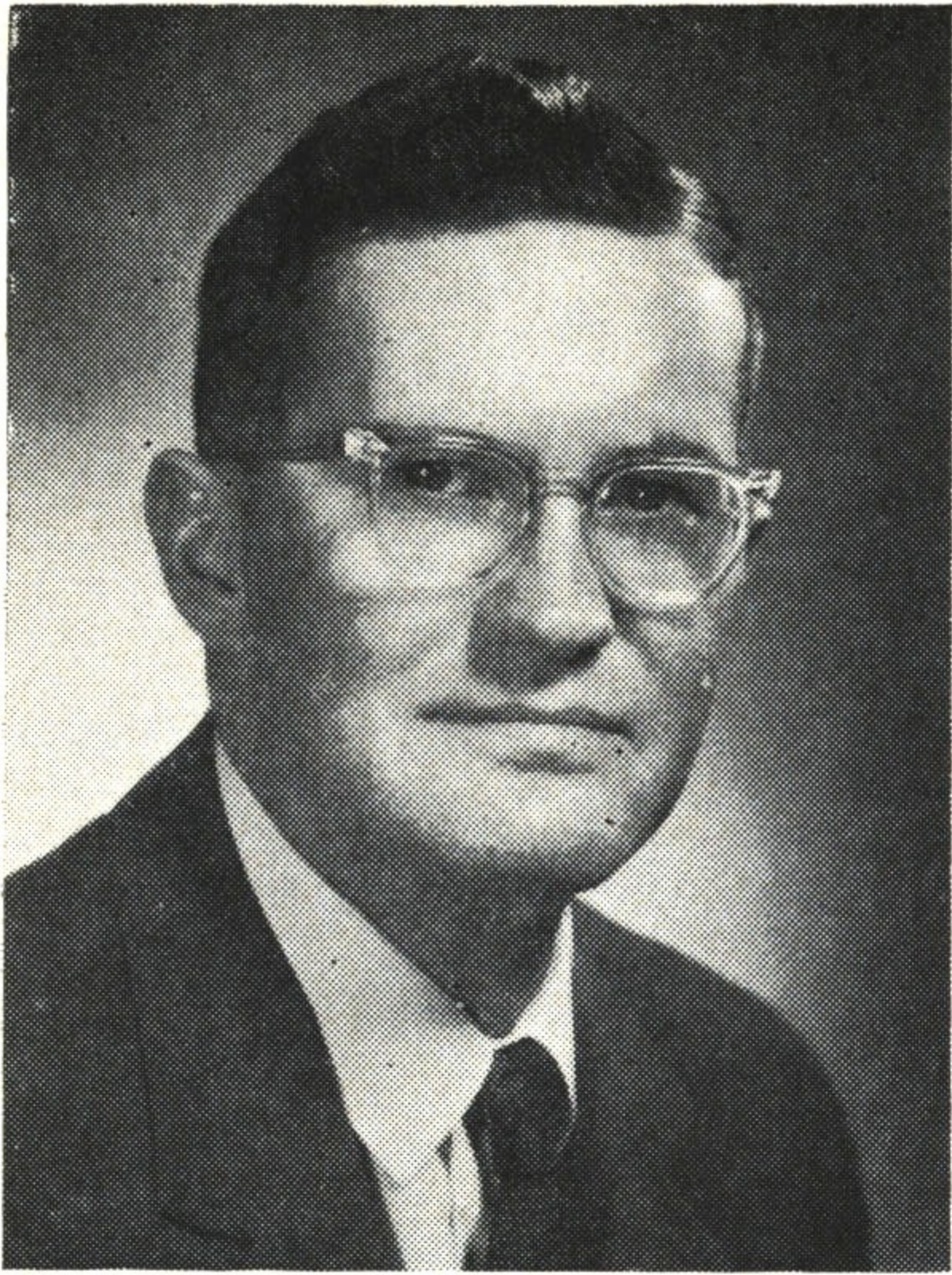


**COL. HARRIS WILCOX**

Col. Harris Wilcox, Bergen, N.Y., past President of the NAA, will be in charge of the program. Col. Wilcox is President of the firm, Harris Wilcox, Inc., Sale Managers, Auctioneers and Realtors. He is owner of Craighen Farm and its herd of Registered Holsteins, a 1943 Graduate of Cornell University, is married and the father of two children, Craig, 16, and Lenore, 12.

In addition to his connection with the NAA, Col. Wilcox is a past President of the New York State Auctioneers Association, President of Byron-Bergen Central School Board of Education—1951-57, a member of the Farm Bureau, the Holstein-Friesian Association of America, and an active Presbyterian layman.

A. C. "Whitie" Thomson, was raised on



R. H. HASTINGS

breed of dairy cattle. For ten years he was editor and advertising manager of the NEW YORK HOLSTEIN-FRIESIAN NEWS and for 13 years was associate editor and advertising copy writer for the HOLSTEIN-FRIESIAN WORLD. Since 1960 he has been executive editor of the latter publication, the largest circulation dairy breed magazine in existence.

In his capacity with the magazine he has traveled throughout the United States, Puerto Rico and Canada, and is widely known in the Holstein industry. He is a recognized authority on the subject of dairy cattle advertising and has taken part in numerous seminars on advertising and promotion. His editorials and articles are read by dairy breeders in the United States, Canada, South America, and 43 other countries where the WORLD is received.

**The National Auctioneers Association's rightful goal is 2000 members. We will attain this goal when a sufficient number of loyal members show their affection for their Association to achieve this worthy desire. We will obtain this rightful goal when a sufficient number of members go forth and proudly tell the story with zeal, ardor and enthusiasm. July 18th will soon be upon us. You still have time.**

—B. G. Coats

## Good Crowd, Prices Lower At Pony Sale

CANFIELD, Ohio—There was a good crowd at the Mahoning Valley Pony Sale at the Canfield Fairgrounds. Some prices were low, some fairly good. The sale management thought the average was about in line with other sales this year.

A consignment sale never brings the prices that a top dispersal sale does, of course. There is no committee selecting ponies, and anybody can consign. Some entries are thin, and some have an amateurish job of clipping done.

Top price was \$500, paid for a registered Shetland pony, a palamino, from the Leo Sonlen farm at Canton. One other went for more than \$400.

As happens with all livestock, bidding was good on those which were tops in quality.

First pony in the sale was a 3-year-old dappled mare with light mane and tail, with popular size and color, registered, soon to have a cold, and she brought \$110.

A number of registered mares brought less than \$100. At least two from well-known farms, bred to foal in May and June, five years old, brought \$60 each.

There was a time when registered fillies could be sold over the phone at weaning time for \$300 each. Almost any registered mare at a sale five years ago would bring \$500 to \$600, and prices above \$1,000 were not uncommon.

A stylish two-year-old from the Wallace McKenzie herd, sorrel with light mane and tail, was the first one to get over \$200. She went up slowly but she brought \$280.

A road pony, a gelding that had done some winning, brought \$72.50.

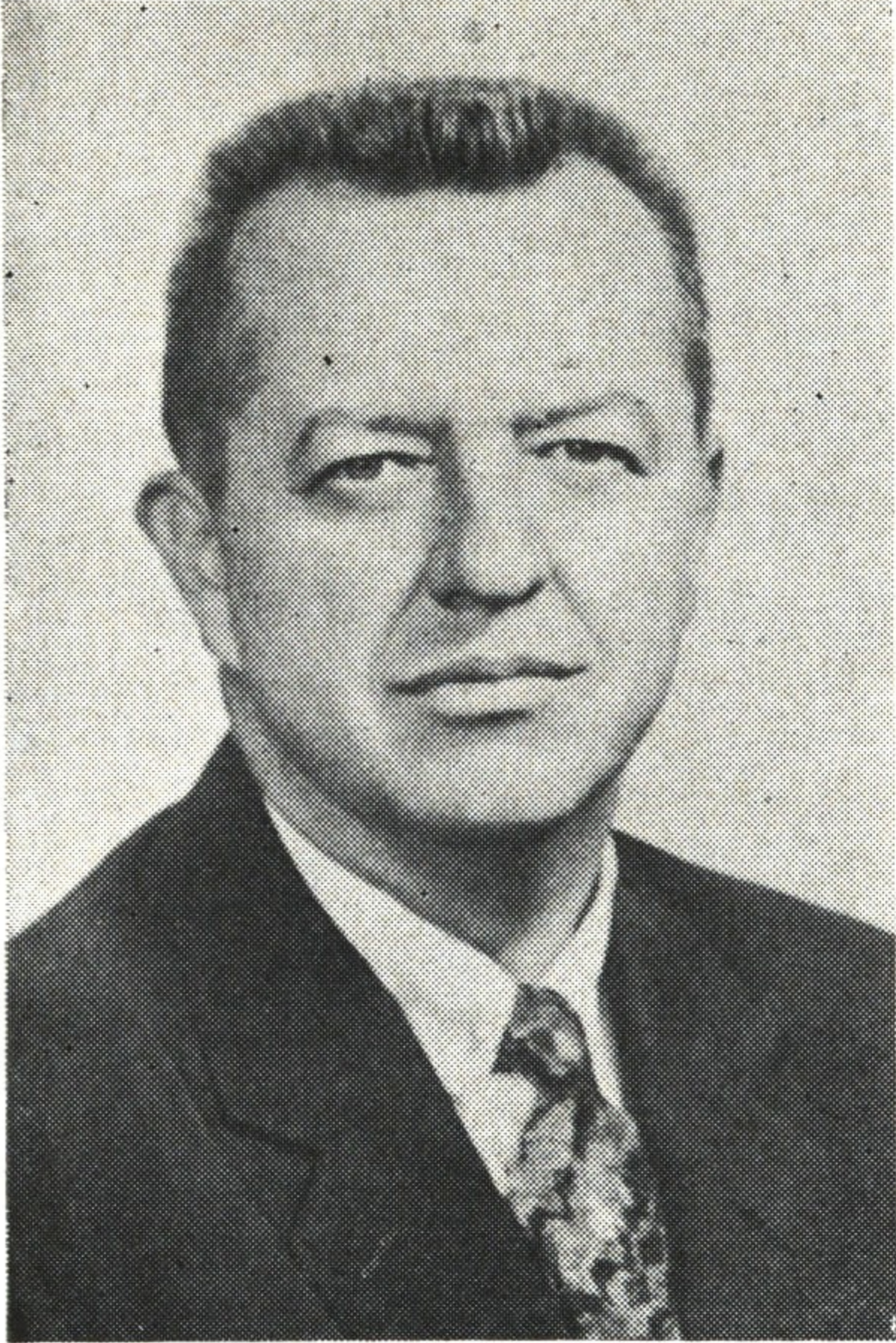
Nearly all the ponies sold, because consignors considered this sale as good as any. A pony auction is unlike almost any other public sale, in that a consignor can refuse to let the animal go, if the price doesn't suit him.

A number of flashy little stallions, of the right size and color, sold from \$60 to \$100.

Two dispersal sales held recently, had very good prices. At the Emerald Farms dispersal in Pennsylvania, ponies sold from \$155 to \$2,400. The John Tolan sale at Springfield, Illinois, averaged \$635.



## Some Convention Personalities



**JAMES C. DOWNS, JR.**

James C. Downs, Jr., of Chicago, Ill., will address the National Auctioneers Convention Friday evening, July 19th. Mr. Downs' appearance will mark the first time that a nationally known economist has addressed our organization. We are indeed fortunate to be able to secure Mr. Downs since he makes only a limited number of speeches each year.

Mr. Downs is Chairman of Real Estate Research Corporation and Senior Partner of Downs, Mohl and Company. He is also a director of several financial institutions, Midwest Stock Exchange and National Homes Corporation.

In 1952, Mr. Downs was awarded a degree of Doctor of Commercial Science by the University of Florida. This is the first and only doctorate ever given by a major university for academic contributions to the field of real estate.

Mr. Downs is the Editor and Publisher of the well known National Market Letter. He is also the author of the book "The Principles of Real Estate Management."

A pencil and notebook will be a necessity

during the speech. You will hear many statements that will mean dollars in your pocket in months to come. Mr. Downs is recognized as one of the nation's foremost economists. He hasn't missed a major economic prediction in years.

The information received from this speech should without a doubt make you enough money to pay for your entire convention expenses several times over.

\* \* \* \*



**DR. TENNYSON GUYER**

Dr. Tennyson Guyer has been selected as Banquet Speaker for the National Auctioneers Convention. He will address the assembly immediately following the Grand Banquet and presentation of awards, Saturday evening.

Millions of people from Los Angeles to Boston, from Minneapolis to Miami, know Dr. Guyer as Ohio's Ambassador of Good Will. He has been called a blend of Will Rogers and William Jennings Bryan, and has affectionately been tagged as Prince of Platformers, Master of Mirth, and America's Premier Inspirational Speaker!

Dr. Guyer was born in Findlay, Ohio, the town Tell Taylor made famous with his immortal ballad, "Down by The Old Mill

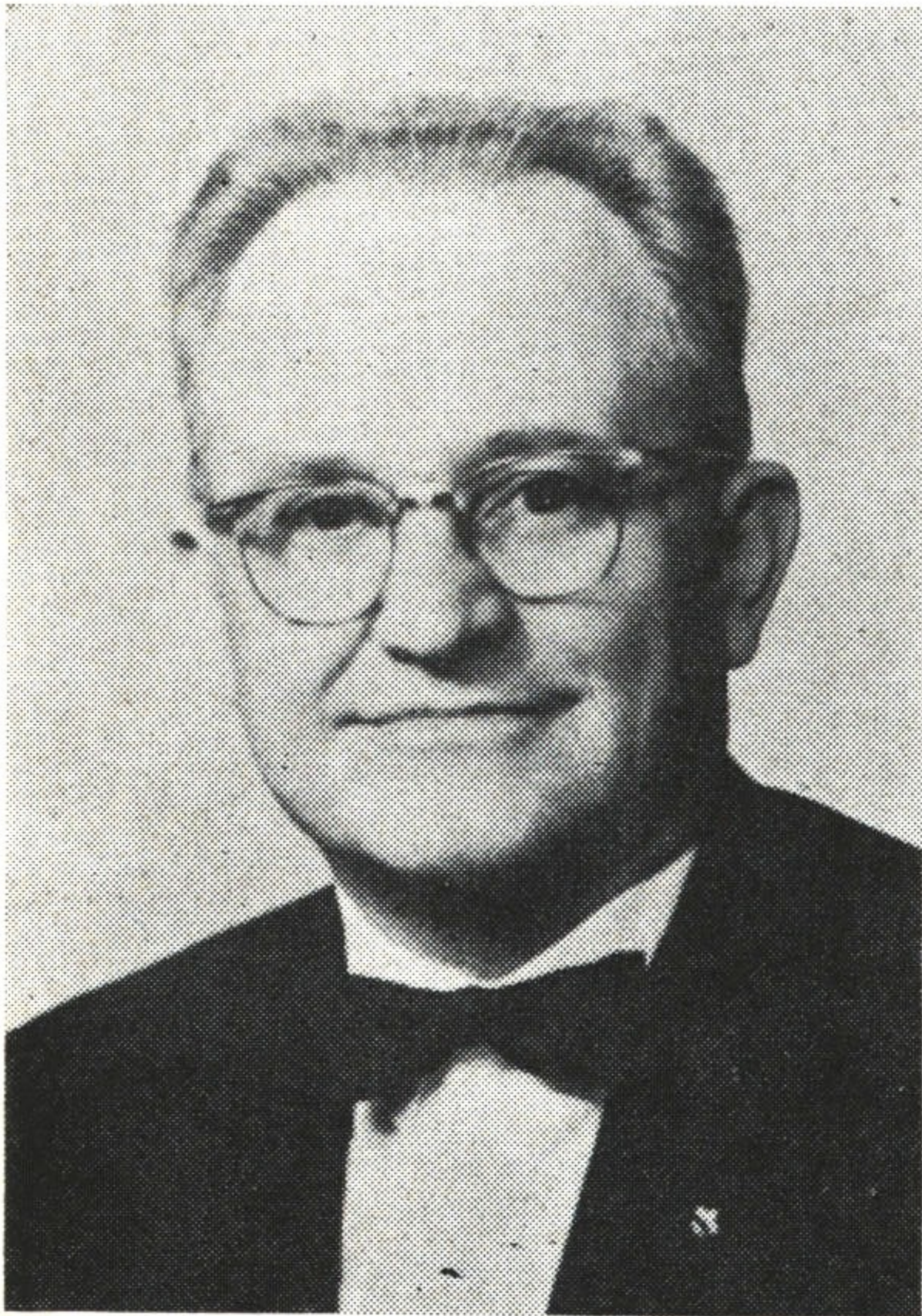
# IN UNITY THERE IS STRENGTH

Stream." He grew up in the lustre of many magic names that have made Findlay a legend, people like Zane Grey, Marie Dressler, Marilyn Miller, Russel Crouse, O. D. Donnell, Dr. Cloyd Heck Marvin, Dr. Norman Vincent Peale, Peggy Kirk Bell, and others.

Dr. Guyer's speaking career began almost by accident when he carried out a pinch-hit engagement for his brother. His whirl-wind style and rapid fire delivery has carried him into every state in the country, Canada, Cuba, and 13 foreign countries in Asia, Africa and Europe.

He is a member of the Ohio Senate and serves as Public Relations Director for Cooper Tire and Rubber Co., in Findlay. He is married and the father of two daughters.

\* \* \* \*



**PERLE L. WHITEHEAD**

Perle Whitehead will address the National Convention on Thursday evening. This will not be his first exposure to auctioneers as only last fall he was the featured speaker at the Indiana Auctioneers State Convention.

Mr. Whitehead is a retired Deputy Regional Scout Executive of Boy Scouts of America, the region comprising Ohio, West Virginia and Kentucky. He was born near Germantown, Ohio, and most of his life has been spent with the youth of America.

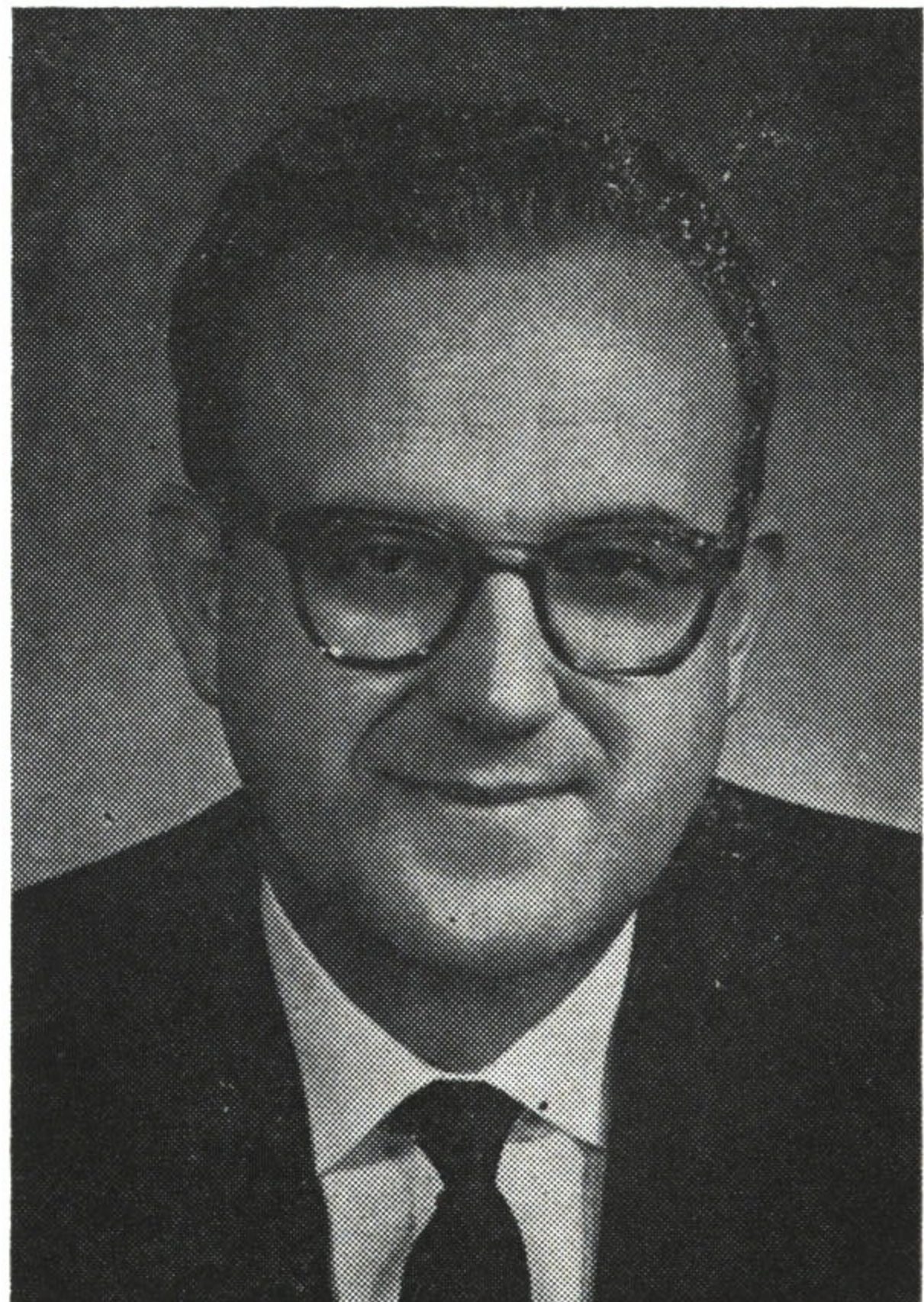
However, he served overseas in World War I with the Red Diamond Division and participated in three major offensives.

As a boy, Mr. Whitehead won the Perry Cleveland Centennial Essay Contest and the Buckeye Corn Growers' Contest. He taught rural school and was Boy's Work Secretary of the Dayton Y.M.C.A. He organized Boy Scout Troop #6 at Dayton, as Scoutmaster in 1919 and the Unit is still active.

Mr. Whitehead pioneered Scouting work with handicapped children, orphanages and delinquents. He pioneered in experiments with Unit Advancement Plan, Day Camps, Summertime Programs, State Fair participation and educational publicity on a large scale. His work along these lines would require a book to amply describe.

He retired August 1, 1961, after more than 41 years in the Scouting Profession but continues his service to boyhood in a voluntary capacity and he maintains his contacts over the country via the speaking platform.

\* \* \* \*



**DR. CARL C. BYERS**

Dr. Carl C. Byers recently completed twenty-five years as an outstanding Ohio school administrator. For fifteen years (1942-1957) he served as Superintendent of Schools in Parma, Ohio, where he gained nationwide attention for his forward-look-

ing ideas in school administration. In recognition of his accomplishments the athletic field of the Parma City School District was named "Byers Field."

At 25, Dr. Byers became the youngest city high school principal in Ohio, at Gallipolis. At 31, he became the youngest City Superintendent in Ohio at Parma in suburban Cleveland. At 28, he was the youngest Rotary Club president in Ohio.

Dr. Byers frequently guest appears on radio and television, and has presented his own radio series, "Prescriptions for Happy Living."

He combines ready wit with thought-provoking commentary, selling, in his own words, "education, better human relations, practical Christianity, and good sane Americanism."

\* \* \* \*



**CHARLES A. HILT**

Charles A. Hilt, agricultural relations manager for Pet Milk Company, St. Louis, Missouri, was born and reared on a farm in Tazewell County, Virginia.

Mr. Hilt participated in 4-H Club work during his elementary schooling and in vocational agriculture in high school. He received a B.S. degree from Emory and Henry College, Emory, Virginia and taught math and coached baseball and football for two years in a Virginia high school.

In 1939 Mr. Hilt joined Pet Milk Company as a fieldman at Greeneville, Ten-

nessee. He was transferred to Fremont, Ohio, in 1943, where he was head fieldman for seven years.

Mr. Hilt went to Bryan, Ohio, in 1950 as a district field superintendent for Ohio, Indiana, Michigan and Maryland and Delaware when these two states were added to the district in 1959.

While living in Ohio, Hilt served several years on the board of directors of the Ohio Milk Products Manufacturers. He served on a special committee in both Ohio and Michigan to establish state quality standards for manufacturing milk and was a member of the board of directors of the American Dairy Association for Ohio for three years.

In 1960 Hilt was appointed to the newly created job of agricultural relations manager at the general office and company headquarters in St. Louis, Missouri.

## Parents, Brother of Mrs. P. Good Killed

Mr. and Mrs. William Poling of Van Wert, Ohio, were killed in an automobile accident near Peoria, Ill., last month. Their son, Charles of Battle Creek, Mich., was also killed. Charles' wife who was driving, was seriously injured. The group was returning from a visit to relatives in Texas and were hit head-on by a car that skidded, the occupants of which were both killed.

Mr. Poling was a well-known retired farmer and had been county commissioner of Van Wert county for a number of years. The Polings are survived by seven children, one of whom, Alice, is the wife, of Paul L. Good, wellknown auctioneer and Angus breeder of Van Wert.

## Vernon Stockyards Sells To Reynolds

VERNON, Texas — New owner of the Vernon Stockyards is Orris Reynolds of Abilene. Reynolds, formerly part owner and manager of the Abilene Livestock Commission Co., sold his interest to his father and purchased the controlling interest in the market here from Mrs. Lorraine Kent.

# Cincinnati -- 1963 Convention City

## Queen Of The Midwest On America's Rhine

Like most American cities, Cincinnati has its one great moment of berserk fury. It came in 1884. the year of the courthouse riot.

The incident that started the riot wasn't much—a murder, an ordinary killing for profit. The slayer was caught and sentenced to 20 years. But the citizens of Cincinnati exploded over what they believed was the climax of a series of insufficient penalties handed out for violence. Over 10,000 citizens jammed Music Hall at a protest meeting. It was an orderly meeting. The speakers soberly and quietly expressed the citizens' anger at the record crime wave.

Quiet and orderliness gave way to flaming riot when at the end of the meeting an unknown firebrand called on the crowd to hang the slayer.

The crowd was too big for the combined efforts of the fire and police departments. Someone broke down the jail door but 300 policemen and soldiers cleared the building. There were a half-dozen dead, two-score wounded.

Blood was on the moon. The mob slept during the night, and returned the next day. More soldiers had reinforced the defenders of the jail.

All day the mob and the soldiers fought. The battle stopped at intervals while the wounded were carted out of the way. Part of the mob got into the courthouse and set it afire. Vandalism went on all over the city, but particularly in the stores which sold guns and ammunition. At one time, a mob supporter trundled up to the fighting front with a wheel barrow loaded with pistols.

As it had done the first day, the mob went home that night to sleep. When it returned for the third day's battle, it found the jail and remnants of the courthouse filled with militia called from every Ohio city. That discouraged the crowd. It made one more attack on the jail that night, but militia bullets once and for all ended rioting in Cincinnati.

Nobody knows how many died in the three-day riot. At least 50 were killed. Probably 300 were injured. The mob never got the slayer. He had been removed before the riot started.

The riot was all the more surprising because Cincinnati was a city of music and laughter, beer gardens and dance halls, vaudeville stages and street parades. It was a "wet" city before the Prohibition era. Vine street was the gay white way with over 200 drinking places in a two-mile stretch.

These were respectable drinking places and every customer was hail, fellow, well met. The finer establishments were resplendent with heavy mahogany furniture and brilliant chandeliers. Foucar's—long since gone—had a very special attraction: a big nude by Dubeneck in the fleshiest of fleshy tints. When last heard of, the picture rested in the Art Museum. Another nude hung in a sitting room at the Sinton (then the St. Nicholas). Scandal had it that the model was a lady of great fame, European nobility, no less.

The customer always was a king and his taste could not be pampered too much. The food of those days is still with us. Many Cincinnati restaurants still pride themselves on the excellence of the sauerbrauten, potato pancakes, pig knuckles, goulash and dumplings.

To be in business then, mine host had to provide music. And such music. The customers were of a variety and they called for music the same way. Ragtime was sandwiched between Irish melodies and Beethoven. Strauss waltzes followed the sweet ballads of the day. The soloists were of two kinds; manly baritones and buxom sopranos of hour-glass persuasion.

There was a fellow, a waiter, along Vine Street in those years that you may remember. Ben Turpin, his name was. He made good in the movies, they say.

Carrie Nation visited Vine Street but never produced her hatchet. Exhaustion, she said, would have stopped her in the first block. That was Vine Street at the

# IN UNITY THERE IS STRENGTH

turn of the century.

Best-governed city is the title Cincinnati can claim now, but it was not always thus. Once she was boss ridden and graft was municipal disease.

George B. Cox was the boss. August Herrmann and Rudolph Hynicka were the heirs apparent.

Like many another political tycoon, Cox operated from a saloon. He was elected to city council in 1877 when he was but 24. Politics and real estates were so profitable that he got rid of the saloon. Nine years later he was the wheelhorse of the Republican party in Cincinnati. In another two years he was absolute boss of Cincinnati.

Cox missed no bets. He made a few public appearances, but let Herrmann and Hynicka do that work. Everybody liked jolly August Herrmann, the very picture of a hand-shaking, back-slapping politician. Hynicka was a suave man, a chill odds-player who could rattle the skeleton in everybody's closet. In the later years of

machine, Hynicka did not even spend much time in Cincinnati, but dictated events from his office atop a New York burlesque theater. He owned a chain of them.

The machine didn't introduce anything new to politics, but it worked the old tactics to death. Political job-holders got out the vote or retired from employment. The poor got coal and food and everybody got beer and bratwurst at the picnics.

The reformers made two attempts to indict Cox, but never got anyplace. After 30 years of ruling as he pleased, the boss just got tired of politics and quit.

Herrmann and Hynicka couldn't keep the machine going and it fell to pieces for certain when Cox died in 1916.

The boss left his mark, however. He had blown up municipal pay rolls and slashed taxes until the city was almost bankrupt. The debt was tremendous, income couldn't meet current bills. In 1924, the Charter Committee achieved a special election in which the alderman form of government was scrapped and the city



Tyler Davidson Fountain in Cincinnati's Famed Fountain Square is one of the summer beauty spots in the Queen City. This is a very short distance from the Netherland-Hilton Hotel, convention headquarters.

manager form was substituted.

Now Cincinnati is governed by nine council members chosen by proportional representation elections. It holds and intends to keep its title of best-governed.

Not all of Cincinnati's famous politicians were of the Cox variety. Rutherford B. Hayes practiced law here before he became President of the United States. He was Cincinnati's city solicitor and at one time congressman for the Cincinnati district. He was governor of Ohio before becoming President in 1877, the same year the budding George Cox became an alderman.

William Howard Taft, of the famous smile, was a native of Cincinnati. He was born here in 1857. He became an assistant prosecutor in 1880 and started the political career which carried him to the presidency in 1909. On the way, he stopped at the Ohio Supreme Court, in the U.S. solicitor-general's chair, at the Phillipines, where he was the island's first governor. In 1904, he was secretary of war. In 1908, he defeated William Jennings Bryan, for the presidency.

Taft was defeated by Woodrow Wilson, but his public career was not ended. When he died in 1930, he had been chief justice of the United States for nine years.

Living in Cincinnati has always been different. The city was born almost as soon as the nation and every growing pain of the democracy tweaked the nerve that is Cincinnati. The little village opposite the mouth of the Licking River has grown to one of the powerful cities of America. It's four-county metropolitan district is the 16th largest in the nation with almost a million residents.

From the lusty days of the pioneer to the streamlined age of atomic energy and television, Cincinnati has been a leader. There has been no fence navigating—Cincinnati and her people go all the way.

They still are growing. World War II brought a new influx of workers to her plants. The number is uncertain, but estimates say some 25,000 came here. Most of them will stay.

And like the native, they will become true sons of a tradition-steeped land—a friendly people, industrious, generous but still thrifty, like John Cleves Symmes dreaming of a yet greater city to be built on the banks of the beautiful Ohio River.

## Old Master Painting Sells For \$600,000

NEW YORK — The soaring market in first class old masters has been marked by another entry in the record books.



"The Merry Lute Player," a masterpiece of the 17th Century Dutch painter Franz Hals, brought a bid for \$600,000 at the Parke-Bernet galleries from London art dealer Edward Speelman, who sat at the London end of an open telephone line terminating in the auction rooms.

He did not indicate whether he was acting as agent for anyone. One gallery official said it was believed a private collector in England was involved.

The price was an auction record for a Hals, and the third highest price ever paid at an American auction.

"The Merry Lute Player," 35½ by 29½ inches and painted about 1627, was one of 24 paintings auctioned from the collection of the late Oscar B. Cintas, a Cuban sugar and railroad magnate and one-time ambassador to the United States, who established a foundation to assist artists of Cuban lineage. In 46 minutes, the sale netted \$1,280,500.

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Science tells us that we would live to 500 years of age if we could permanently drop the temperature of our blood by eight degrees.

## Texas Auctioneer Sells In S. America

H. V. (Bert) Reyes, Beeville, Tex., auctioneer and sale manager, known to many Hereford breeders as manager of the South Texas Hereford Association sales at Beeville and formerly as a fieldman for the Texas Hereford Association, served as auctioneer at the National Livestock Show at Valencia, Venezuela, late in March. Reyes speaks Spanish fluently.

Col. Reyes appeared on the 1961 NAA Convention Program at Houston.

## Million Dollar Sale

The Manheim (Pa.) Auto Auction registered 923 units at its March 29 sale and sales reached 83%. According to the auction's report, this accounted for transactions in excess of \$1 million on that one day — real proof that the auction business has really come of age, if ever there have been any doubts about it.

Legend has it the American style doughnut was invented by a Maine sea captain who added the holes so sailors could slide the doughnut on the spokes of the ship's wheel. Thus they could eat and steer at the same time.

## GRIEVANCES

Grievances to be presented to the Grievance Committee during the National Meeting should be in the hands of the Secretary not later than June 15, in order that the defendants can be given ample notification.

## Dates and Places

JUNE 2—Kansas Auctioneers Convention, Beloit, Kansas.

JUNE 2 & 3—Pennsylvania Auctioneers Association Summer Meeting, Mt. Pocono

JUNE 4 & 5—Wisconsin Auctioneers Association Annual Convention, Wisconsin Rapids.

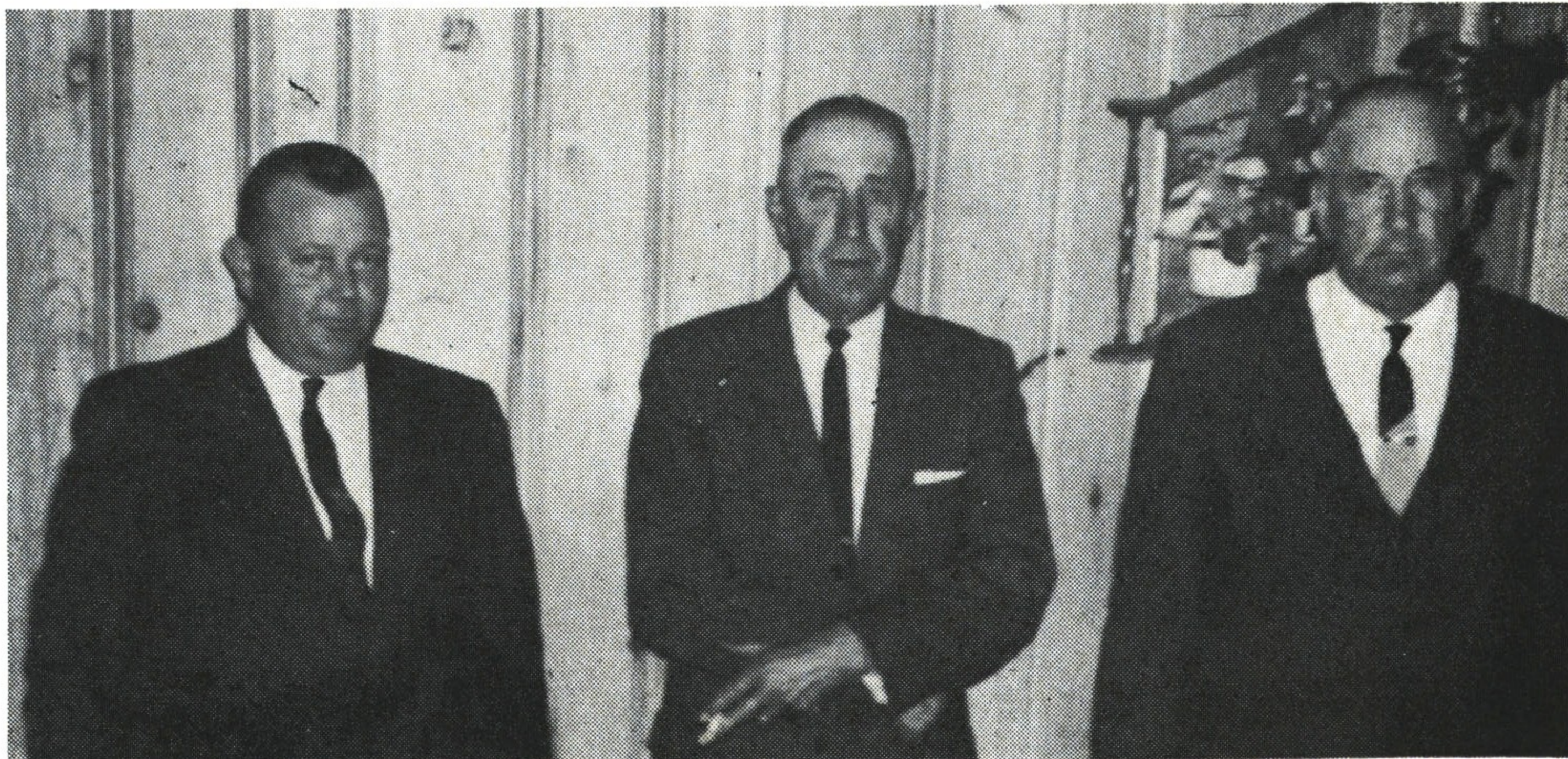
JUNE 8 & 9—West Virginia Auctioneers Association Second Annual Convention, Camp Caesar.

JUNE 16—Arkansas Auctioneers Association Annual Convention, Little Rock.

JUNE 22—South Dakota Auctioneers Convention, Hotel Sheraton Johnson, Rapid City, S. D.

JULY 9—Oklahoma Auctioneers State Convention, Shawnee, Okla.

JULY 18-19-20—NATIONAL AUCTIONEERS CONVENTION, NETHERLAND HOTEL, CINCINNATI, OHIO.



Officers of the newly formed Metropolitan Auctioneers Association in Minnesota, shown from left to right are: Col. Paul Perkins, Secretary; Col. Albert Maas, Vice President and Col. George Broderson, President.

# THE LIGHTER SIDE . . .

## CHANGE

A harried department store clerk, tired of his hectic job, quit it and joined the police department. A few months later a friend asked him how he liked being a traffic cop.

"Well," he replied, "the pay and hours aren't too good, but one thing I like—the customer is always wrong."

---

## CURE

Mrs. Jones confided to a next-door neighbor that she finally cured her husband of biting his nails.

"Good gracious," said the neighbor, "how'd you do it?"

"It was really simple," was the reply. "I hid his teeth!"

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## SENIORITY

Two little boys had a favor to ask their mother. "You ask her," said the older one. "No, you," suggested the younger, "You've known her longer than I have."

---

## NO INHERITANCE TAX

Have you heard the story about the man in the market for a car who saw an ad in a Long Island paper offering a new Cadillac for sale for \$50? The first day he passed it up as a joke, but when it appeared for the third time he went to look at the car. The address given turned out to be a beautiful estate. The owner, an attractive middle-aged woman, showed him the car and let him drive it. It was in perfect condition, and he promptly clinched the deal. After the bill of sale was in his hand he couldn't suppress his curiosity any longer. "Would you mind," he asked the woman, "telling me why you're selling such a beautiful car for \$50 when you could have gotten at least \$4,000?"

"Not at all," she replied. "In my husband's will he left instructions to deliver the proceeds from the sale of his Cadillac to his secretary, who had been so kind to him."

---

## DISAPPEARING ACT

The great trouble with luck is that it often disappears when you need it most.

## FATHERLY LOVE

A farmer married a young widow with a seven year old son. Shortly after the wedding she went to the city to shop. On her return home she asked the boy how he got along with his new father.

"Swell. Twice he rowed me out on the lake and let me swim back."

"Heavens, isn't that too far to swim?"

"Oh, no, the only trouble I had was getting out of the bag."

---

## TEMPTATION

A young minister was taking his wife to task for breaking her promise not to buy a new dress. "It must have been the Devil's fault," she murmured. "He tempted me."

"You could have said, 'Get thee behind me, Satan.'"

"I did," she said, "but he whispered over my shoulder 'It fits you beautifully in the back, too'."

---

## SIMPLE DEDUCTION

Two army privates spotted a dead animal laying alongside a camp road and they stopped to look at it. "The thing has two stripes," said one.

"That's settles it," said the other. "It's either a skunk or a corporal."

---

## POTENT

A waiter in a chic restaurant stumbled accidentally pouring a drink, ice cubes and all down the back of a lady customer.

The woman grasped, giggled, wriggled and writhed as she tried to get the ice cubes out. With all eyes on her she leaped to her feet, overturning the table and knocking her escort to the floor. Then the two hurried out in wild confusion.

"Waiter," called an onlooker on the other side of the room, "we'll have two of whatever they had."

---

## PROCOCIOUS

A cute little three-year-old, dressing for her birthday party, gazed into the mirror entranced. "Boy," she breathed, "am I going to be a handful when I grow up."



**NO LIMITS**

Cop: "All right, let's have the story."

Witness: "All I know is, after we had a few drinks, he kept talking about jumping out the window and flying around the building. And next thing I knew, he had jumped out the 20th story window."

"Why didn't you stop him?"

"Well, at the time it happened, I thought he could too."

---

**MAY GET REALLY ROUGH**

Gene—Has the depression hit you yet?

Bill—I say it has! First I lost my job and I went back to the old man's to live; sent my children to the orphan's home; my wife back to her mother; and I shot my dog.

Gene—That's bad.

Bill—Yes, sir. If times get any worse, I'm afraid I'll have to give up my car.

---

**CAN'T WIN**

"How many cigars do you smoke a day?"

"About ten."

"What do they cost you?"

"Twenty cents apiece."

"My, that's two dollars a day. How long have you been smoking?"

"Thirty years."

"Two dollars a day for thirty years is a lot of money."

"Yes, it is."

"Do you see that office building on the corner?"

"Yes."

"If you had never smoked in your life, you might own that fine building."

"Do you smoke?"

"No, never did."

"Do you own that building?"

"No."

"Well, I do."

---

**THE IRS AGREES!**

Psychiatrists say it's no good for a man to keep too much to himself. The department of internal revenue says the same thing.

---

**LONELY HEARTS**

Then there were the two guys who were stranded on a desert island when a bottle washed ashore. In it was a note that almost drove them nuts. It was a message from two gals stranded on a desert island.

**TAKE YOUR CHOICE**

The young couple had just finished going over their monthly bills and were down to the last two.

"Gosh, honey," said the husband, "we're practically broke. I don't know which to pay—the electric company or the doctor."

"Oh, the electric company, of course," answered the wife. "After all, the doctor can't shut off your blood."

---

**WHAT WE NEED**

What this country needs is a permanent wave as permanent as a temporary tax and temporary tax as temporary as a permanent wave.

---

**MUST BE**

Religion has been described as that which you have if you continue dressing for church after the Sunday paper has been thrown on the porch.

---

**COLLECT CALL**

"I need your help," a patient told a psychiatrist, "because I have developed the habit of making frequent long-distance calls to myself."

"Making numerous long-distance calls to yourself sounds like a rather expensive habit," commented the psychiatrist.

"Not at all," replied the patient. "It doesn't cost me a penny. You see, I always reverse the charges."

---

**WISE M.D.**

She: Why Doctor, you told me to show you my tongue, but you haven't even looked at it!

Doctor: No . . . it was only to keep you quiet while I wrote out the prescription.

---

**SAME OLD URGE**

Two elderly gentlemen strolled by the Ziegfried Theatre when out stepped one of those ravishing beauties.

"I feel like taking her out again," whispered one.

"Have you had her out?" said the other.

"No, but I felt like it once before."

---

**LEGAL**

"See here, sir! It says on this application you just filled out that you are supporting two wives. That's bigamy!"

"Oh no. My son just got married."

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- Why does anyone go to seminars?
- Why does anyone want to get ahead?
- Why does anyone want to meet old friends?
- Why does anyone want a vacation?
- Why does anyone want to hear something new?

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July 17-20, 1963

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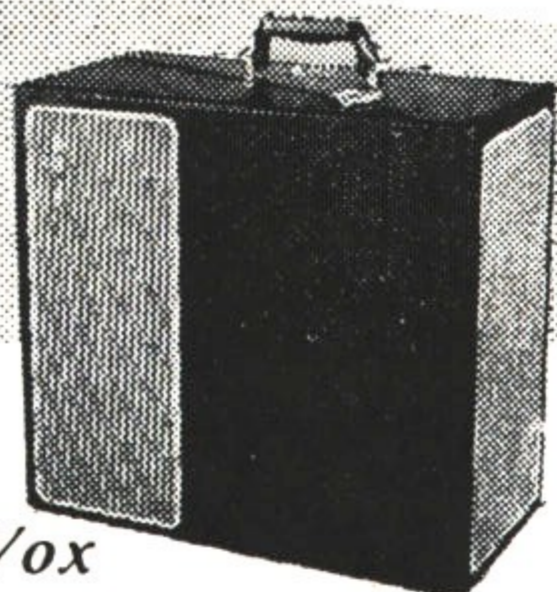
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