

the AUCTIONEER



JULY 20-21-22

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“There’s a fine program awaiting the guests of the Texas Auctioneers Association and we in Texas are looking forward to meeting new friends and visiting with old friends. We’ll see you in Houston!”

**Walter Britten
1961 Convention Chairman**

THE AUCTIONEER
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Association.

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

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803 S. Columbia St. Frankfort
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Convention Program

By BERNARD HART

Due to the fact that all Program confirmations had not been received by May 15, the 1961 National Convention Program is not being published in this issue of "The Auctioneer." A full program will be published in the July issue, which will be mailed a few days early.

All indications point toward the greatest program we have ever had. As usual, the convention will officially open with a Luncheon on Thursday, July 20, with dignitaries of the City of Houston and the State of Texas as guests.

The program on the first afternoon (Thursday) will include a panel discussion on Livestock Auction Markets with Cecil Ward, Gainesville, Tex., President of the National Association of Livestock Auction Markets (NALAM) as moderator. This is something new in convention programs and in view of the growth and importance of this segment of the auction profession it is one of timely importance.

On Thursday evening we will all be together for the old fashioned Chuck Wagon Supper on the lawn of the Shamrock-Hilton. Col. and Mrs. Walter Britten have personally arranged for a demonstration by the Sheriff's Posse of Houston, which will be very colorful entertainment. The Fun

Auction will also be held on the Hotel lawn this same evening.

Friday's program will be highlighted by Panel Discussions on Industrial Auctions, Ring Work and Antiques, with qualified men in the respective fields serving as moderators. Friday night we will be entertained by top performers in the entertainment field including Leroy Van Dyke, auctioneer recording artist.

Saturday afternoon will be devoted to business and we will have some top speakers in the forenoon program which will follow a meeting of Presidents and Secretaries of the State Auctioneers Associations. The Grand Banquet with an important speaker will climax the convention.

Other plans during the convention include a meeting of Auction School representatives. All Auction Schools are being contacted and requested to be represented.

This is only a brief resume of three action packed days of instruction and entertainment for the entire family. Don't be left out.

Lets All Go To Houston

By COL. B. G. COATS

Once again in the very near future a rare opportunity will present itself. The National Auctioneers Association will meet in national convention at the Shamrock Hilton Hotel, Houston, Texas, July 20-21-22, which in scope and completeness of its arrangements, has never been offered before and may likely never be repeated. Don't miss it.

It is impossible to put into words the satisfaction to be had in travelling with one's family and friends, sharing the beauties of nature and enjoying the common bond which exists between us. Those who were at the convention last year in Louisville cannot find enough superlatives to describe the camaraderie and fellowship which made that convention a never-to-be-forgotten memory.

Now we can all look forward to all rec-

Directors Meeting

Officers and Directors of the National Auctioneers Association will meet at the Shamrock Hitlon Hotel, Houston, Texas, at 2:30 P.M., July 19, 1961. This will be an official business meeting of the group.

Business to come before the group will include the report of the License Law Committee, proposed changes in the present Code of Ethics and other subjects pertaining to the welfare of the auctioneer and the National Auctioneers Association.

Location of meeting will be posted in the Hotel lobby.

IN UNITY THERE IS STRENGTH

ords of attendance being shattered as by convention time, if not before, the N.A.A. will have a membership of 2000 and the Texas boys are determined to surpass all previous conventions in attendance, constructive program, entertainment, registration and hospitality. Many of us thought that the ultimate in conventions had been reached in Louisville and, in my opinion, up to that time it had, but now the Texas boys are throwing the doors wide open and working around the clock to make your visit one that will be treasured always and to give you a convention program so highly constructive and informative that every

Auctioneer present will be inspired to greater ambitions in the auctioneering profession. It would be well worth the trip just to meet those gracious people of Texas and they so want us to be with them.

Subsequent to the April number of "THE AUCTIONEER" reservations have been arriving at the Shamrock Hilton hotel from all parts of the United States and Canada. Today confirmation of my reservations arrived. Have you made yours? The number of advance registrations will enable the Texas boys to better gauge their plans for you and your family.

The Early Bird Gets The Worm

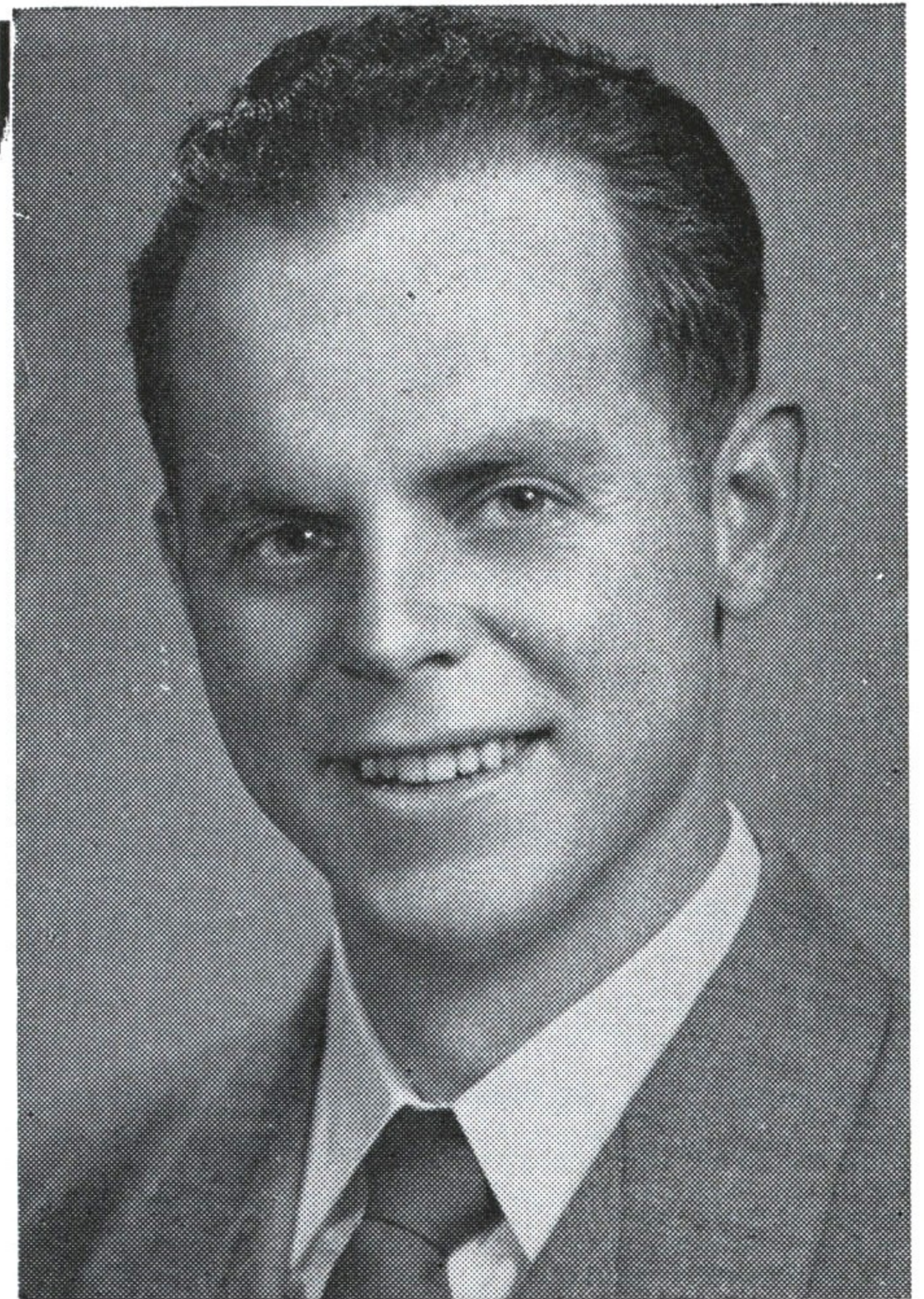
And then someone says, "Who wants a worm?" However, the real meaning of this expression is known by those who are active, energetic, prompt and determined to enjoy a high degree of accomplishment in the auction business and in life itself.

A portion of such accomplishment is known by those who have taken an active part in their own State and National Auctioneers Associations and by those who have attended the National Conventions which seem to become greater each year.

We realize that it is necessary only to mention the date, **July 20-21-22**, and the place, **Shamrock Hilton Hotel, Houston, Texas**, to those who have attended the N.A.A. National Conventions in recent years. However, we would feel guilty if we didn't extend a **special invitation** to those who have "missed out" in the past.

We are extremely proud of these N.A.A. Conventions and want you to know that the 1961 Convention is designed for the entire family. We are confident that if you go to Houston for this great event you'll return home a better, happier auctioneer. So plan your work and your auctions so that you will be able to be present for what promises to be a wonderful Convention!

I have just returned, at this writing, from the Nebraska Auctioneers Convention held in York, Nebraska. What an enthusiastic organization! There must have been 200 auctioneers and their ladies present



at the largest and one of the finest state conventions it has ever been my privilege to attend. You'll see a large number of Nebraskans in Houston.

Carolyn and I are looking forward to a visit with you in July.

Sincerely,

Carman Y. Potter
President of N.A.A.

Public Can Expect N. A. A. Members To Uphold Obligations

By J. MEREDITH DARBYSHIRE

The public has the right to expect that any business entrusted to members of the National Auctioneers Association will be handled efficiently, honestly and ethically. All members of the National Auctioneers Association are expected to follow rigidly our Code of Ethics.



It is of course impossible to incorporate into any written statement complete rules of conduct and our Code of Ethics in addition to the principles incorporated therein, indicate the high plane of business standards expected of the membership of the National Auctioneers Association.

Auctioneers should strive at all times to uphold the honor and maintain the dignity of our profession. It is our duty at all times to stand for the best in moral and civil laws. The professional auctioneer will find his highest honor is a reputation for being an honest, patriotic and loyal citizen and for his fidelity to provide trust and public duty.

Not all members are qualified and

equipped to furnish all the various auction services needed by the public. If a member receives an inquiry or assignment which he cannot for any reason give proper handling, he should refer the party making the inquiry either to another member of our association or to our national secretary. Every effort should be made to see that those coming to the National Auctioneers' Association for professional service will receive prompt, efficient service by members qualified to do the type of work involved.

The National Auctioneers Association is composed of men throughout the United States and Canada who offer professional services to the public, banks, insurance companies, estates, the courts and other institutions as well as men who are associated in various federal and other agencies who use the services of a professional auctioneer. There are many common objectives that can be approached on a state and national basis. The Association together with the leaders in our profession keep us informed on current problems and their solutions.

During the years, the National Auctioneers Association has built its foundation of service with its widespread membership in the United States and Canada. Since that time, the association has experienced a steady growth and today it enjoys an enviable position of leadership in the field of auctioneering.

Col. Billiter On Road To Recovery

Col. A. R. Billiter, Harvel, Illinois, who suffered a heart attack September 11, is much better and starting back in business. His first sale since his illness took place May 6. It was a general farm sale and went very well.

Col. and Mrs. Billiter and their daughter, Cheryl, are planning to attend the N.A.A. Convention in Houston July 20-21-22.

Jack Gordon Sends 50 New Members

Last December, Col. Jack Gordon, Chicago, picked up his copy of "The Auctioneer" and was greatly dismayed by the lack of response to the membership drive which had been launched by NAA officials two months prior. Others were also disappointed but the most of them did nothing about it.

Not so with Jack Gordon. Col. Gordon has helped to nurse this organization through periods when death was close at hand. He served a term as President of the National Society of Auctioneers, forerunner of the National Auctioneers Association, when that group was in its infancy. He has helped toward making a national organization of auctioneers of stability and strength that would have recognition and prestige in all avenues of business. But he was distressed and disturbed at the lack of interest displayed by fellow members of his profession in THEIR national organization — and he proceeded to do something about it.

About the turn of the New Year, Jack Gordon called NAA Secretary, Bernard Hart and stated, "Bernie, I am disappointed with the lackadaisical attitude of the members, and I am going to show them. I am going to get 50 new members between now and convention time."

Jack Gordon has made good his promise. He has been responsible for 50 new members since January 1, and is still working.

Montana Auctions Markets Assn. Meets

HAVRE, Mont. — The annual convention of the Montana Livestock Markets Association was held at Havre on May 6 and 7. Duke Gustafson and Danny O'Neill, owners of the Havre Livestock Commission Co., Havre, were hosts this year. A very good turnout of market operators and personnel from several states and Canada were present. A very good business session was held on Sunday, May 7. A refreshment hour and banquet, held at the Elks Club in Havre, on Saturday night, May 6, was term-

ed by all in attendance as a huge success.

The officers of the Montana Livestock Markets Association are the same as they were a year ago: Duke Gustafson, Havre, president; Don Venable, Glendive Auction Co., Glendive, Mont., vice president; Robin McNab, Bozeman, Mont., executive secretary; George Bounchar, Butte, Mont., treasurer.

The town chosen for next year's convention was Glendive.

Convention Committees

Following are the committee appointments for the 1961 National Convention. These committees will meet the first forenoon of the convention and as many as times thereafter as is necessary.

The first man listed on each committee will serve as Committee Chairman.

AUDITING

Lyle Woodward, Colorado
Owen V. Hall, Ohio
E. Joseph Steiner, Maryland
Harold Hilliard, Illinois
C. A. Morrison, Oregon

RESOLUTIONS

Wendell Ritchie, Iowa
Fred Quick, Illinois
C. B. Smith, Michigan
Harris Wilcox, New York
Sam Lyons, Pennsylvania
A. C. Dunning, Illinois
Ernest Niemeyer, Indiana

GRIEVANCE

Charles Corkle, Nebraska
Lewis Marks, Illinois
John Overton, New Mexico
Orville Moore, Kentucky
W. J. Wendelin, Texas
C. E. Cunningham, South Carolina
Tony Thornton, Missouri
Joseph W. Donahoe, Wisconsin

PUBLIC RELATIONS

(This is a 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



The Graduation Banquet of the Missouri Auction School, March, 1961.

Confidence And Good Will Important To Auctioneers

By ART ROBERTS, HARRODSBURG, KY.

To most professional people, and especially Auctioneers, GOOD WILL and CONFIDENCE are highly important. Over the years, by creating GOOD WILL and gaining the CONFIDENCE of the public, our profession has been elevated to a more specialized field and our services are today more in demand than ever before. I believe, and I think you will agree, that the days of the patent medicine salesmen and the three ring circus Auctions are over. Because of the CONFIDENCE of the public in our ability as Master Salesmen, we have been able to move competitively into every field of selling. Today there is scarcely a marketable item that has not been sold at Auction. Day by day our Local, State and Federal Governments are realizing the merits of selling surplus items and Real Estate at Auction. If we as Auctioneers will but keep and cultivate the CONFIDENCE and GOOD WILL of the public, we shall continue to move forward from both a professional and financial stand point.

CONFIDENCE, according to Webster is "TRUST; STATE OF FEELING SURE; RELIANCE UPON ANOTHER." Also according to Webster — "CONFIDENCE STRESSES FAITH IN ONESELF AND IN ONE'S POWERS, BUT IT DOES NOT IMPLY CONCEIT." Let all of us, as Auctioneers, be ever mindful of the definition. If we ever betray this TRUST or CONFIDENCE that is placed in us by our patrons, then we are conducting only a CONFIDENCE GAME, which according to Webster is "A TRICK OR A SWINDLING OPERATION," labeling us as Swindlers.

GOOD WILL simply means, "THE ADVANTAGE WHICH A BUSINESS HAS ACQUIRED BEYOND THE MERE VALUE OF WHAT IT SELLS." To us it means an advantage we have acquired beyond the mere value of our services. It is a bonus or coupon to be used at a future time in securing a sale. You know, one of Webster's definitions of GOOD WILL is "CHEERFUL CONSENT." Isn't this what we are all seeking when we ask someone

to sign an Auction Contract? GOOD WILL could possibly be the difference between a "yes" or a "no" answer to our selling the AUCTION.

The Auction Business today is a highly competitive field, causing some Auctioneers to adopt various practices of securing business at the expense of GOOD WILL and CONFIDENCE. There is no business in the world today that can prosper and grow by doing business with each customer only one time. They, like us, depend upon repeat business. Therefore it is imperative that we handle each Patron and each Auction in such a manner as to be able to be of service again and again. Every unethical transaction done by any Auctioneer belittles all of us. Let us not try to undercut or degrade anyone in our profession, but rather all work together, helping one another to attain the highest standard of conduct possible; thereby placing the Auctioneering Profession at the high level it deserves.

We must believe in our profession and in the Auction Method to be successful. It matters not whether we are selling a top registered stallion, real estate, tobacco, or a basket of used fruit jars, we must believe in its value and its usefulness or else we fail as salesmen.

We hear a lot about petty jealousy among Auctioneers. I think we often misinterpret competition for jealousy. It has been my privilege to sell at Auctions in some thirty odd States and I have never met an Auctioneer that did not introduce me and ask me to work awhile. Like you, I have heard complaining about who opens the Auction and the rotation of the other Auctioneers. It matters not that you open the Largest Auction in the world or sell last at a Used Furniture Consignment Sale if you will but use all of your knowledge, your skill, your ability, believe in the Auction Method, and gain the Confidence of both buyer and seller, your talent will be recognized and your services sought for future Auctions. It also seems to me that there is far too much discussion about the methods

IN UNITY THERE IS STRENGTH

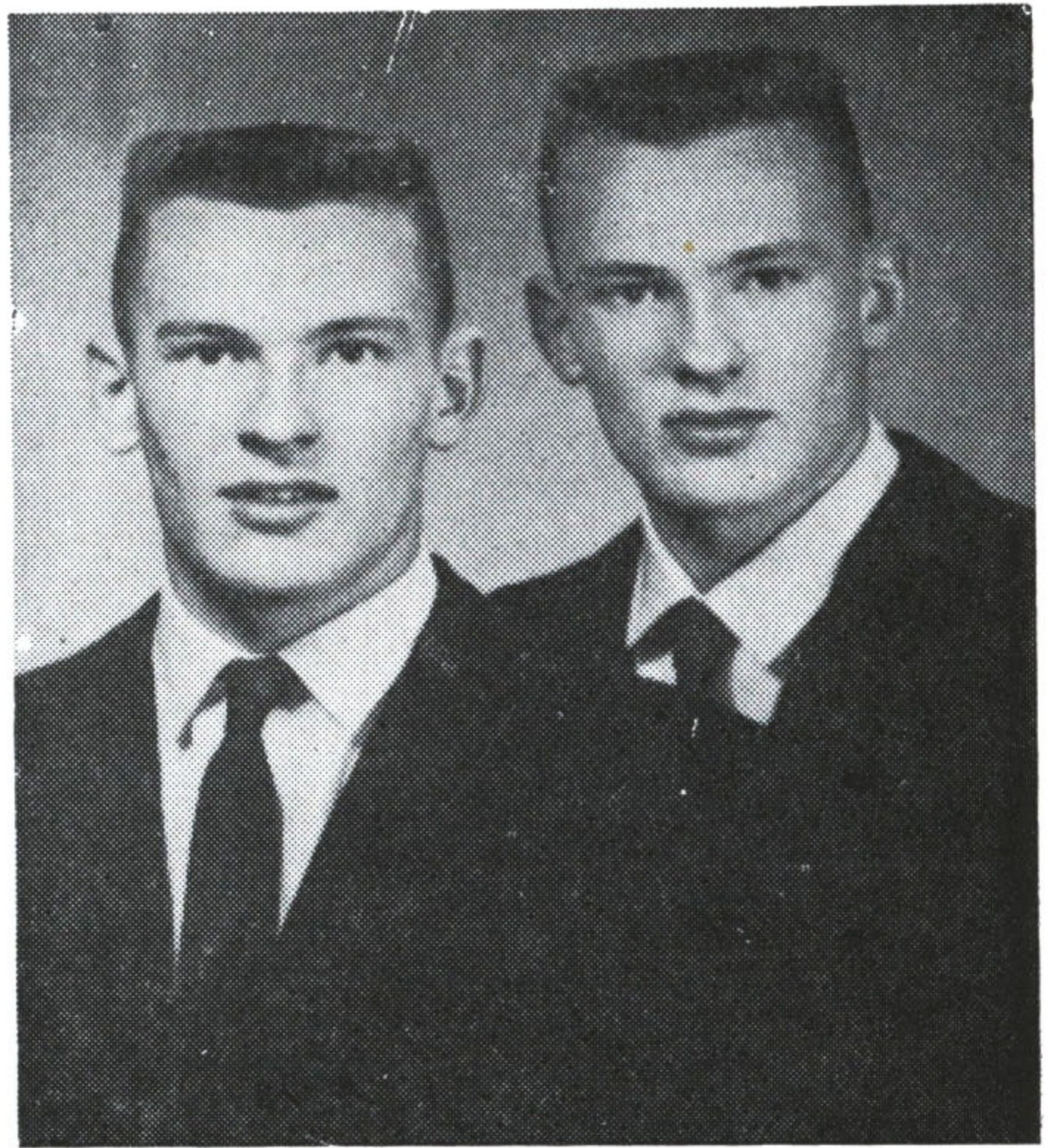
that Auctioneers use to get another bid. I suppose all of us feel that we must do whatever we can to sell every item at the highest possible price; but does it have to be discussed with everyone we meet? After all, the Seller we are convincing today may be our Buyer tomorrow.

To me the Auctioneering Profession is the most rewarding Profession there is today. Not only because of the personal gain, but because the rewarding knowledge of being of Service to others. I know of no profession that can serve more of our fellow men. The Widows and the Orphans; the rich and the poor; the wealthy and the bankrupt; those in good health and those that are ill; the dying and yes, even the Dead. They all have Property and Personality that must be sold. The return on our investment is great. We can sell thousands upon thousands, even millions of dollars worth of Property and Merchandise for a commission, and all we have invested is our voice and our time. There are no inventories to carry, no business insurance premiums to pay, no bad accounts to collect. Just be there—ready, willing and able to work. Our future is bright. There will always be Real Estate, Livestock, and Merchandise to sell. How much of it we sell at Auction depends upon you and upon me. It depends on our NATIONAL AUCTIONEERS ASSOCIATION, our willingness to work together, our conduct, our ethics, our ability, and upon the GOOD WILL and the CONFIDENCE of the people.

I know you will agree that a profession as rewarding as ours is worth every effort we can put forth to create GOOD WILL and to gain and to keep the CONFIDENCE of all people in our Community, our State, and our Nation.

Carlson Twins Win Graduation Honors

The graduation season has brought acclaim to the family of Col. Walter Carlson, Trimont, Minnesota. Their twin sons, Richard and Robert not only made highest scholastic achievements in their high school graduating class but they have also been awarded honors in their future educational programs.



Richard (left) and Robert Carlson, twin sons of Mr. and Mrs. Walter Carlson, Trimont, Minn.

Robert Carlson is one of co-valedictorians at Trimont High School. He has been active in sports as well as band, science club and the class play. He is on the staff of the school paper, co-editor of the high school annual, and a member of the student council. Robert has been awarded a 50% tuition scholarship at the Milwaukee School of Engineering, Milwaukee, Wisconsin.

Richard Carlson is salutatorian of the 1961 seniors at Trimont High School. His school activities have also included all sports as well as band, chorus, mathematics club, and the class play. He is on the staff of the school paper, co-editor of the yearbook and has been on the student council. Richard, who was Homecoming King in 1960, has been selected for sponsorship by the Fisher Body Division of the General Motors Corporation at Flint, Michigan in the General Motors Institute Cooperative Engineering Program.

"The Auctioneer" congratulates Richard and Robert Carlson. Their father, Col. Walter Carlson, was a long time columnist for "The Auctioneer" and has had numerous articles published since giving up his regular column.

The so-called vested interests are not always to be identified with business enterprises.

48 New Members Added To Roster During This Period

Nearly 49% of the memberships received during the last period were new members. Fifty renewal memberships brought the total received for the period from April 16 to May 15 to 98.

Those memberships received during the last period are listed below. An asterisk indicates renewal.

*Louis J. Marion, New York
 *Max Pollack, Rhode Island
 *M. E. Salmons, Arkansas
 *Hugh Simpson, North Carolina
 *Samuel S. Tibrea, Ohio
 *Wayne A. Coffey, Illinois
 *Vergil Means, Colorado
 Junior Haggenmacher, Arkansas
 Buddy Shoffner, Arkansas
 *Forest J. Bouse, Indiana
 *L. G. Schloatman, Wyoming
 *Harvey W. Swartz, Wisconsin
 *Cletus B. Metzger, Missouri
 *Clinton A. Peterson, Iowa
 *Henry J. Rodenburg, Iowa
 *W. P. Drake, Illinois
 Almit Breuer, North Dakota
 Robert Taylor, Illinois
 Don Hayden, Illinois
 Charles Bennett, Missouri
 Charles J. Huttinger, Indiana
 William Randolph, Indiana
 John W. Corrigan, Illinois
 Jack Sedgwick, Montana
 Willard Schnell, Montana
 Fritz Hoppe, Montana
 S. L. Voller, Montana
 Jack M. Raty, Montana
 Gibby Gilbert, Montana
 *Virgil R. Madsen, Oregon
 *Kenneth M. Rice, New York
 David S. Gronik, Wisconsin
 A. F. "Al" Strawser, Illinois
 *Buck Cargill, Oklahoma
 E. L. "Butch" Olson, Illinois
 *E. S. Van Berg, Colorado
 *Robert F. Losey, Sr., Washington
 *Irvin Eilers, Idaho
 *Elbert L. Allyn, Indiana
 *John Flynn, New Jersey
 *Richard Hargan, Kentucky
 *W. L. Renaker, Kentucky
 Gordon M. Peace, Illinois
 *Victor Kent, New York
 *Paul W. Lawton, Vermont

Carl Steck, Illinois
 *H. "Skinner" Hardy, California
 *Floyd C. Persails, Michigan
 *Archie Boyce, Alberta
 Martha Dewees, Kansas
 *Paul A. Hurst, Kansas
 *Raymond C. Bender, Maryland
 Gary D. Beardsley, New York
 *D. E. Blankenship, Ohio
 *Art Roberts, Kentucky
 *Thomas G. White, Kentucky
 J. W. "Bud" Price, Kentucky
 Odie Adcock, Pennsylvania
 Val Hochrein, Pennsylvania
 Clarence F. Kern, Pennsylvania
 Michael C. Schnitski, Pennsylvania
 Sherman L. Rumfield, Pennsylvania
 *Francis R. O'Connell, Pennsylvania
 *C. B. Stockton, Pennsylvania
 *James J. Ristimaki, Pennsylvania
 *Gale H. Koelker, Wisconsin
 *Robert H. Campbell, Maryland
 Art Slater, Wisconsin
 John Johnson, Wisconsin
 LeRoy W. Harnish, Wisconsin
 James L. Botch, Montana
 Russell B. Sparrow, Montana
 Jake Lackman, Montana
 Grant Stephens, Montana
 Robert A. Simpson, Illinois
 John P. Chumbley, Colorado
 *A. D. Miller, Colorado
 *Art L. Wilson, Kansas
 *C. William Cubberley, New Jersey
 *S. Dell Freeman, Kentucky
 *Everett L. Dennis, Colorado
 *Ben Schwadron, New York
 *Roy E. Cagle, Texas
 Luther Hill, Texas
 Lloyd Joyce, Texas
 Homer E. Daughtery, Texas
 J. R. Seastrunk, Arkansas
 *Edward H. Ahrens, Illinois
 *Sidney White, New York
 Albert F. Cox, Missouri
 *Bunnie Tyrrell, Kansas
 Maynard Bane, Kansas
 Ralph T. McClendon, South Carolina
 *Merle D. Straw, New Hampshire
 Mike Bandy, Illinois
 G. W. Clark, Tennessee
 Donald Babbitt, Minnesota

Auctioneer's Career Born At Box Social

Did you ever envy the farm auctioneer with his glib tongue? Do you admire his phrasing of words in selling and his ability to pick out a buyer who makes only a slight motion of his head or hands?

Auctioneering is an attractive job in areas where farm auctions are a regular part of the rural picture.

How can you become an auctioneer? You can go to an auctioneering school. There are a number of them in midwestern states. Auctioneer schools give actual sales experience as well as classroom work. Auctioneers say that along with school work there must be actual sales experience.

Another way to become an auctioneer is to work with an active auction man as an apprentice, helping to keep tabs on the things to be sold, helping the clerk with his duties, checking sales, and helping to collect money for the articles sold.

A prospective auctioneer might do as Arthur Peterson of Montcalm county, Mich., did some years ago. His father, a farmer who had a yen for going to farm auctions, not that he bought so much, but just because he liked auctions, took young Arthur with him. As the boy listened to the auctioneer he became determined to become one.

In 1925 he went to a short course at Michigan State University. Although he wasn't taught auctioneering, he did get a course in public speaking that helped to prepare him.

Then came a break for him when a nearby school was having a box social. Since he was interested in auctioneering he was asked to sell box lunches. Soon other schools were asking for his services.

At one sale, William Rasmussen, Montcalm county probate judge, was present. He and Peterson were friends of long standing. After the boxes were sold the judge asked him why he didn't sell at farm sales. Peterson told the judge that was what he wanted to do. Since the court often has to settle an estate by having an auction, the judge remembered Peterson. Soon after a family came and asked Peterson to cry an auction for them. That was in the depression days, but he made a few sales. In

the following years he made more sales, and Peterson found himself well established as a farm auctioneer.

Since then he has auctioneered at 1015 farm sales. He keeps a record of the date, place, and dollar value of each sale. His selling territory today covers about a 40-mile area in and around Trufant.

Peterson is becoming a collector. Over his head in the auction ring are cow and sleigh bells, and a dinner bell. At a farm auction last summer he found a set of nets such as horses once wore to keep flies on the move. This adorns the walls near a door. In the lunch counter is a shelf full of old kerosene lamps. Some came from his home. Others he has found at sales. He has an old lantern, the kind that would fasten on the dashboard of a buggy, throwing its light on the horse and the road.

Peterson says that people must like the auctioneer and he must like people to be successful. He must be able to talk a farmer's language and be honest in his ring dealings. The old saying that "practice makes perfect" could well be applied to the successful farm auctioneer.

Great Falls Auction Market Sold

GREAT FALLS, Mont. — Duke Gustafson and Danny O'Neill, owners of the Havre Livestock Commission Co. at Havre, have purchased the Great Falls Livestock Commission Co., it was announced here recently.

The purchase price was not disclosed but it was termed as one of the largest transactions in the Northwest involving a livestock auction market.

The new owners reported they will close the market for a month or so to prepare it for a grand opening sometime in July. Gustafson will move with his family to Great Falls to operate the market.

Ralph King was the former owner of the Great Falls firm.

Inscription on a tombstone: Here lies an athiest, all dressed up and no place to go.

No man should be lucky enough to get high up in the world if it's going to make him look down on his friends.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

• • • • •

Time is fast drawing near for the convention. Just one month from now and I trust that all of you have your plans completed to attend.

The program was listed in the May issue and to me it really sounds interesting.

To many of us this trip to our convention site gives an opportunity to see part of the great Southwest of our country. Both Owen and I are looking forward to that trip very much. To those of you who have never attended, why don't you plan to attend this year. I am sure that you will never want to miss another convention.

For a comparatively new business the Stinebaugh-Hall Auction Service has had a very busy spring. Real estate as well as chattels have been selling very good. Also, Owen has been extremely busy as they are opening a new sub-division in Lima, Ohio, as well as a shopping Plaza in our own Celina.

Our spring has been a cold and wet one. The farmers are two to three weeks behind in their work. But the countryside is so beautiful with its green foliage and flowers blooming. When spring arrives with all its beauty, I wonder how anyone can doubt that there is a God over us all.

Again I want to stress, ladies, help your husbands to decide to attend the convention. I'm sure you both will enjoy it. See you in Texas.

Sincerely,
Madonna Hall
President

* * * *

Dear Ladies:

Convention time is rolling around ever so fast and we surely hope you are all making plans to be in Houston at the Shamrock Hilton Hotel on July 20-21-22. We think that you will really have a marvelous time as we are planning a real "Texas style" good time for one and all.

If you read last month's "Auctioneer" (and which one of us would miss it?) you have seen our schedule, so I won't go into detail again. We think that it will be fun for everyone. However, I do want to stress

a few points about this year's program.

First of all, there is such a fabulous hotel for our Convention and they have been most cooperative. The accommodations are wonderful. The rooms for meetings, luncheons, the banquet, etc., are beautiful as well as being large enough for any and all of our needs. The swimming pool is fabulous (and this is not just a Texas brag as you will see when you come) and it will certainly entertain our children a large part of the time.

The shopping tour that we have planned is something unique. There are 72 stores—it is really a shopping city—where you can buy **anything**. There are department stores, ladies shops, shoe stores, beauty salons, gift shops, furniture stores. There is even a dentist just in case, and an optical company, just to name a few. Something else, too, Ladies. The Texas Auctioneers Association is going to furnish the buses for our tour so there will be no added expense for that. I hope that you are as excited and happy about this as I am.

The Chuck Wagon Supper, the Ladies Luncheon, and all the other functions for the Ladies are going to be most enjoyable.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. Owen Hall, Celina, Ohio

1st Vice President

Mrs. Tom Berry, West Newton, Pa.

2nd Vice President

Mrs. John Overton, Albuquerque, N.M.

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College Station, Tex.

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Harris Wilcox, Bergen, N.Y.

Mrs. Al Rankin, Algier, Ohio

Now, about our young people. There is going to be a coke and swimming party for them on Thursday afternoon. It will be well chaperoned and with ample life guards on duty. This should be a good way for them to get acquainted. There has been a room set aside for their use each day from 9 A.M. until 5 P.M. There is a tennis court, so be sure to bring your racket and balls; there is a playground; the swimming pool; there will be baby sitters available (I believe the rates are \$1.00 per hour). Be sure to bring the family's bathing suits. Everyone will enjoy the pool.

Ladies, if there is anything else that we have not thought of please, please let us hear from you. After all, this is not just for the men. It is for the entire family and anything we can do to insure a grand time for all is what we want. We had such a good time last year that we are really working hard to try to live up to the standard that has been in the past. We want you to come and enjoy yourselves.

Head for Houston in July, and we will see you then.

Sincerely yours,
Betty White

C. B. McCarter Sells Property For Church

The Church of God, Sevierville, Tennessee, sold some of its property to help establish a college fund for the 200 children living at the Church of God Home for Children. The property brought \$100,150.00, the highest ever sold in Sevier county.

In a letter of appreciation written to C. B. McCarter, Auctioneer for the sale, the Rev. Cecil Bridges, Superintendent of the Children's Home, said, "... I wish to express to you our most sincere thanks and deep appreciation for the kindness that you have shown toward this Home by selling the property for us free of charge.

"There are very few people in the country who have been that nice to us, and you can be assured that any time we can lend you a helping hand we will be more than glad to do so. By giving your fee, it will enable at least nine children to go to college for one year."

Semi-Annual Meeting Of Ohio Auctioneers

By DON E. FISHER, Sec.-Treas.

The Ohio Auctioneers Association will hold its Semi-Annual meeting on Sunday, June 11, beginning at 10:00 A.M. (E.S.T.) at the Washington Country Club, Washington C.H., Ohio. The Country Club located at the Southwest edge of town on State Route 70.

The program will begin with a coffee brunch served by the Ladies Auxiliary which will be followed by the regular business meeting at which time several important items of business are to be taken up.

At noon the ladies will join their husbands for the Noon Banquet. This will be followed by a program of entertainment under the direction of Col. Emerson Marting, Washington C.H. During the afternoon program the members will be privileged to hear a talk by Col. Charles Kinsey of Farmington, Michigan entitled "Conducting the Industrial Auction."

During the morning the Ladies Auxiliary will hold a business meeting and election of officers. In the afternoon they will have an entertainment program.

On Saturday evening June 10, there will be a get acquainted hour at 8 P.M. to be held at the Rendezvous Room, 331 W. Court St. This event will be hosted by Auctioneers from the Fayette and Clinton County areas. All are invited to attend.

Official headquarters for the members attending the Convention will be the Herefordshire Motel, located 1 mile west of town on U. S. 22 and State Route 3. Reservations for motel rooms should be made directly to the motel. Reservations for the Sunday noon banquet should be made to Don E. Fisher, 73 N. Sandusky St., Delaware, Ohio.

A special invitation is extended to all beginning Auctioneers and non-member Auctioneers as the program committee has something of special interest for all of them.

The Washington Court House Chamber of Commerce has done an outstanding job in assisting in planning this meeting and we personally urge all Ohio Auctioneers to attend and partake of the warm hospitality extended to them.

All Auctioneers Urged To Vacation In Houston

BY POP HESS



As your writer starts to make up this column for this June issue it is hard to realize that it is June with one more month until Convention time for the N.A.A. and the closing out of our run from September through July.

On receiving our May issue of this publication I was pleased to see on page two how we stood in membership as of April 15 when we went to press. The total membership was at an all time high — 1370 members. Yet it is far too low for the number of Auctioneers who are in existence throughout the United States and Canada. It was pleasing for us Ohio boys to see that Ohio still leads with a total of 110. The State of Illinois has jumped into second spot with 107, Nebraska is now third with 103. We will wait with much interest to see just how these three States running so close will wind up by Convention time. It is very possible that there are a few other States who could make a good jump that could nose out the three leaders as this May issue presents. As I see it as of the moment of this writing, it could be that a few long shots pop up at the last minute so all you states who are much in the lead should not let down as it is still wide open as to who will be the top state in membership by the close of July 22nd.

The writer has received considerable mail since writing the last column. One was from our president, Col. Carman Y. Potter. His letter was very interesting and I am sure we all will want to help him have his goal of 2000 members before he hands over his gavel to the next President elected in July.

We note that the Ladies Auxiliary has already got their Convention Program set up. They are on the ball. No doubt if all our Auctioneers were of the female family we would have a larger membership and more accomplished. So, boys, wake up.

They have not only set up their convention program but they have their baby sitters arranged. Of course, boys, this is for the babies exclusively and don't let that be the only lure you would have to attend the convention. I have often observed while attending Conventions of various kinds that it would have been a good idea for them to have had some man sitters so they would be able to go home and tell what they saw and heard at the convention. However, at the few conventions I have been privileged to attend of our National Auctioneers Association, I have seen very few of the male sex out of line, or under the line, in conduct. It goes to prove that Auctioneers are far from being a wild outfit and I have often noted that many Hotels where our National Conventions have been held, comment on the fine conduct. The Auctioneers behaved, in some instances, far better than had been expected as for years through some hook or crook rumors and thoughts of John Q. Public were that an Auctioneer was wild. How well I recall such remarks made to me when in my hey-day as an Auctioneer in demand. I recall one time right in my home community. I attended a church service as was my custom whenever possible when, on one occasion, there was a man and his wife who seldom came to that church or would know who did attend. As they were getting seated just in front of me, the wife glanced back and saw me and yelped out, "Gosh, I never expected to see you in church." The reason she made such a remark no doubt was her idea of what an Auctioneer really is.

Well, so much for all that. Here in Ohio we are hitting the middle of May as I pound off this column. We are very late in farming. Rain and cold weather has prevailed all through April and up to this

date. Farmers are going to be late. Sales are running down now. Farm sales from January 1 to May 1 were more than numerous. From here on in to August our weekly Livestock Auctions along with Purebred Livestock will make up the bulk of auctions held in Ohio. The prices bid have been very good in Livestock as well as Farm Equipment and our Ohio Auctioneers have had a strong sale season to date.

Many Ohio farms have been sold at Auction this year and All have brought good prices selling from \$200 to \$350 per acre. Many of these farms were sold to tenant farmers who have made good and now can own their own farms. This is far from any recession that has been so much talked about. I have often said, if you will leave the farmer alone he will make good in due time. There will always be farmer failures but it was the farmer who failed and not the farming business. Like all kinds of business it needs some good horse sense with some mule sense thrown in and he will come through.

Speaking of mules, one chap who read my column and my story on the farmer and the mule advises that he still doesn't see the joke in the matter as he knows what it is to be kicked by a mule and he wonders what should have been put in the box — (???) other than a mule. If this fellow will come to the Convention this July at Houston, Texas, I will have Bernie Hart take him out and get him straight on what should have been put in that box.

The writer of one letter received suggested that I use my column for jokes and less of the other stuff I write about. Well, if that should be true then my column is full of jokes without being made up in advance. Speaking of jokes and stories, many are told and why I never know. They are told to make people laugh and have for me on many occasions helped to pull out of mud into solid ground, or filled in to take my listeners minds off some sour note just said. Yet I feel in all cases too many jokes of certain caliber are in this modern day out of place and he who tells them should first have the pulse of his audience on just what he tells or how he tells them. I have seen sales hurt to some extent by stories some Auctioneer told trying to be funny. So you, young Auctioner, watch your foot on this line. However, short home-made remarks

can pull you through many a hard bump if applied with judgment and are much more effective than some long worn out story often told which can put your sale day in the Red.

Now, Auctioneers and your families, July is a good vacation time. Why not make the Auctioneers National Convention the feature of your vacation? All the way to Texas from any direction you may have to travel, you will pass through interesting country for stop offs. You'll return home to your regular grind as an Auctioneer knowing you have met up with many Auctioneers of the land and you may have a much better opinion of yourself as well as of them. Who more deserves a time out than the Auctioneer of today? The place is Houston, Texas, July 20-21-22.

Community Auction Draws Crowds

POLAND, Ind.—What kind of a day was it in this self-reliant village of 200 inhabitants in Clay County?

It was the biggest day in the 26 consecutive years of the annual community auction, when there was scarcely street room for the thousands of persons from near and far who came to take part in the festivities and enjoy the unofficial homecoming.

Under the friendly persuasion of Charley Anderson, now 89 and still an active farmer and stock raiser, town leaders inaugurated the community sale feature in 1935.

"It has gotten bigger year by year," said merchant Marion Sendmeyer. "Now it's an occasion for renewing friendships among thousands of people as well as being a means of selling off discarded farm and home items at no cost."

Poland merchants enhance the offerings by placing new merchandise on the auctioneer's block.

Charley Anderson, who clerked the first sale, was on duty for the 26th consecutive year. And he did not need spectacles to help him keep the running record of the sale. He lives alone in a modest home, looks after a 40-acre farm, cares for 15 head of cattle, 50 hogs and does all the cooking and house cleaning.

IN UNITY THERE IS STRENGTH

Charley thinks a lot of the trouble with the country today is that most people won't work hard enough to help themselves and the nation. His seven-day-a-week work day starts at 5 a.m. and concludes when he goes to bed at 8 p.m.

Anderson, as agile as a kitten, sidled up to me and asked: "Would you please take a picture of our auctioneer? You know a fellow of his age might not be here for many more sales."

He was speaking of veteran auctioneer Cap Downing of Brazil. Cap is 85.

Zeke Anderson, the town's barber for nearly half a century, did a land office business cutting hair and visiting with old-timers at the sale.

He's one of the few barbers who will trim a patron for a dollar. "Shucks," he commented, "it's not worth any more than a buck to cut a head of hair, especially when you can do the job well in about 10 minutes."

While this year's sale was sponsored by the Poland Community Volunteer Fire

Department, almost everybody in the area chipped in to assure the sale's success. Wives and mothers baked hundreds of pies, prepared huge kettles of chili and gobs of coffee.

Little Poland is pretty self-sufficient. It has a combination modern hardware-furniture store, a general store, a gift shop, a bank, a restaurant-service station, a roller mill, a barber-shop and is headquarters for a rural telephone cooperative.

They've already set the date for next year's sale: It's the last Saturday in March.

Recent Reppert Grad Opens Auction House

Lynwood Taylor, a graduate of the winter class of The Reppert School of Auctioneering, is opening his Auction House at 1337 West 116th Street, Cleveland, Ohio, and had his first Sale April 1, 1961.



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**

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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Cols. Quick And Slater To Conduct Fall Hall Glen Auction

By EAVALYN WEBB

(Editor's Note: Col. Fred Quick, Aurora, Illinois, and Col. Art Slater, Eau Claire, Wisconsin, will conduct an auction June 13-16 of the furnishings of the Fall Hall Glen Resort. The following article was submitted to "The Auctioneer" by Evalyn Webb, West Chicago, Illinois, who has done much research concerning the history of the auction business and auctioneers.)

* * *

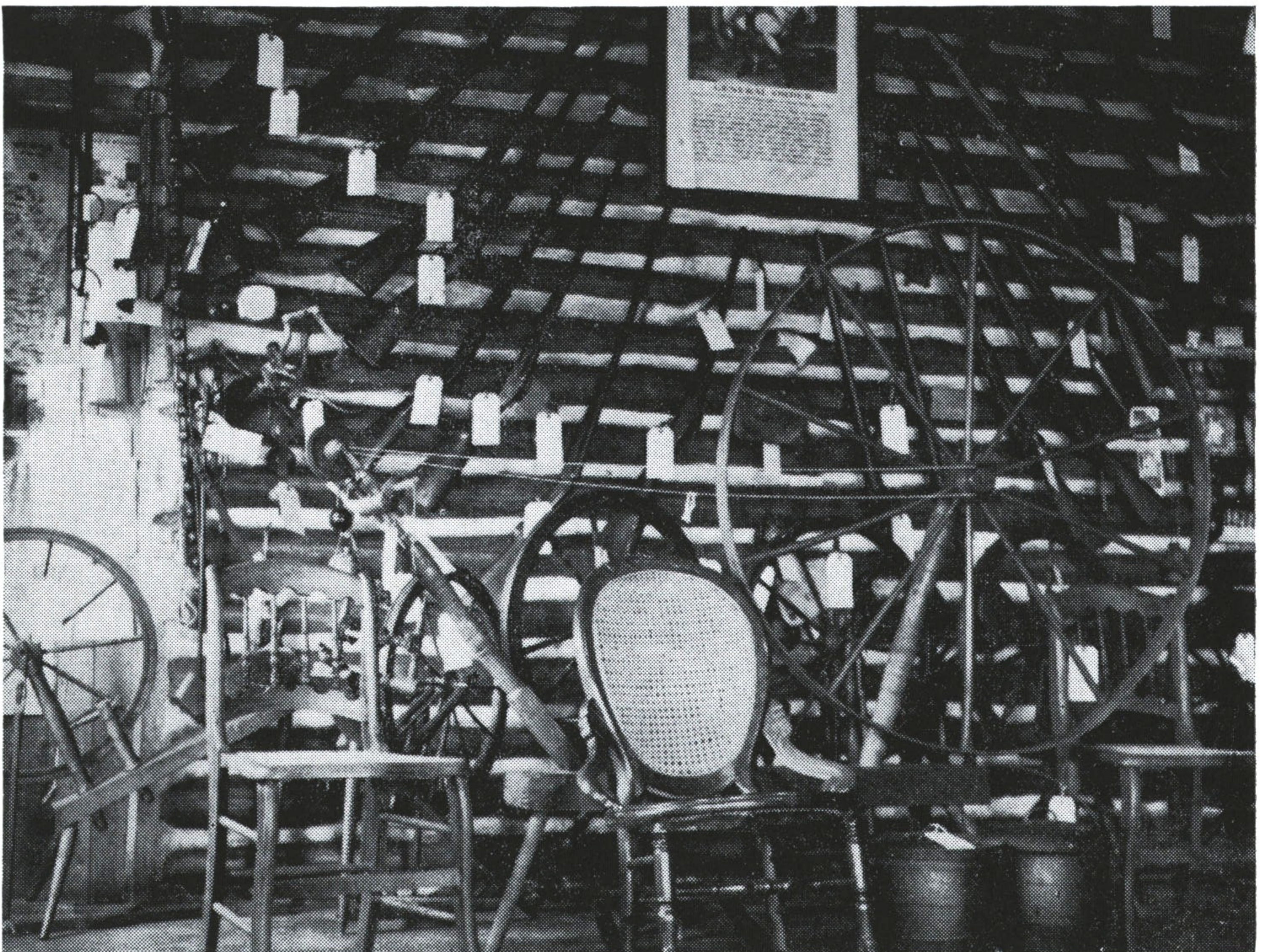
As you know all good things must come to an end and when Mrs. Maudelene Hall, owner of FALL HALL GLEN resort, Black-River Falls, Wisconsin, sold the grounds to the Wisconsin Christian Youth Camp Inc., it meant the parting of the incredibly fine furnishings, all mellowed with years; some bought at auction by the

late Colonel Fred Bowman; some collected by Jim and Maudelene Hall, who adhered to the beautiful, the old, and the humble things in life.

It was the simplicity of FALL HALL GLEN resort that made it the perfect restful place for travellers from every where and from every walk in life to enjoy. Names such as Colonel Charles Lindberg, Ambassador Finch of South America, John Studebaker and Neil J. Clark are upon the register.

Soon the little log cabins — Lullabye, Bird's Nest and Wing Song—will be filled with the merry youthful voices of children who are striving for better living.

The Wisconsin Christian Youth Camp Incorporated will take occupancy just prior to the auction. They have arranged for



ten day accommodations and temporary offices for Colonel Fred G. Quick, Aurora, Illinois and Colonel Art Slater, Eau Claire, Wisconsin and their assistants.

When the big tent is stretched out over the dreams of yesteryear and Colonel Quick and Colonel Slater put upon the block the walnut congressional desk (used in the first congress to meet in Washington, D.C.) and the beardedman pressed glass syrup pitcher, thirteen spinning wheels, Indian lore, Buffalo robes and all the heirlooms of Maudelene Hall, FALL HALL GLEN will fade away but the hospitality and the memory of the beautiful, simple life will remain.

The auction of FALL HALL GLEN furnishings will be managed and conducted entirely by Colonel Quick, Colonel Slater, and their associates, from June 13-16 or until completely liquidated. The big top will provide room for everybody and the Christian Youth Camp will have refreshments.

FALL HALL GLEN is located 6 miles south of U. S. Rte. 12 on Wis. Rte. 27, Black River Falls, Wisconsin.

Inspection June 12 and days of auction only.

Tapestries, Rugs Blue Chip Investments?

NEW YORK—Renaissance tapestries and 200-year-old French rugs have outdistanced 18th Century French furniture as the bluest of blue chip investments, with medieval manuscripts and French porcelains running a close second.

That's the latest investment tip from experts on the antiques market, where even China shops are enjoying a bullish trend.

"Shrewd buyers of objects of art and rare editions of books fared much better in 1960 than collectors of printed paper in the form of stock," said monetary expert Franz Pick.

According to summings up of the \$100 million 1960 market in Pick's world currency report and in a new trade magazine, International Art Magazine, there are plenty of opportunities for canny collectors to double their money within a year in certain categories of antiquities.

Tapestries, which have been a drug on the market since the disappearance of palatial, hard-to-staff mansions, are mak-

ing a comeback, thanks to the interest of decorators and museums. Prime quality Spanish and Flemish tapestries rose 100% in value last year.

So did Savonnerie and Aubusson French carpets of the 18th and 19th centuries, which are enjoying an unprecedented vogue with decorators. Most Americans would discard rugs as worn as these, but wealthy connoisseurs wouldn't think of having anything but an antique underfoot. Usable French carpets are getting rare, hence the upturn in their value.

Fine examples of Sevres French porcelain of the 18th Century appreciated 75 to 100% in value in 1960, and manuscripts of the 12th to 14th Century—in particular those illustrated with miniature paintings—are up 75% over '59 prices.

Fine French furniture of the Louis XV and XVI eras, which skyrocketed 150% in value in 1959, rose about 40% in 1960. Not a bad showing, either, when you compare it with investments in securities and real estate.

If a master French cabinetmaker left his signature on the piece of furniture, the value may be even greater. A dog bed, signed by the famed S. I. Sene and bearing the seal of the furniture warehouses of Marie Antoinette, brought \$15,345 at a Paris auction last month.

No Fuss For Feathers

LONDON—Rare plumes that once adorned the osprey, eagle and bird of paradise went on sale here for the first time since 1914. But few dealers were interested in buying and prices were low.

Some of the feathers date back to the turn of the century. Most came from a private collection that had remained in storage for more than forty years in a London warehouse. They were brought to Britain before the Importation of plumage Act of 1921, which prohibited the import of most unusual feathers because of the "unnecessary killing" of birds.

Selfishness is what causes us to think nothing is too good for us — but just right for others.

Promiscuous Use Of Title

“Colonel” Should Be Regulated

By COL. HOMER H. SPARKS, SHARON, PA.

Editor's Note: The following article was written in the form of a letter to the Editor. We feel that Col. Sparks' ideas will be of interest to readers of "The Auctioneer."

* * *

The pleasant surprise I experienced in reading the editorial taken from my Personality Write Up of some ten years ago was really a moment I'll remember. Many, many thanks.

I still contend that Auctioneers are born and not made, but I agree that we need instruction and education to develop the talents of a Born Auctioneer. Our Schools and Colleges are a MUST, but they should be most careful in their enrollments.

It is most gratifying to feel that my wisdom of ten years ago is regarded more now than then.

Another subject I have always been much concerned about is the promiscuous use of the title, "COLONEL." There are Auctioneers most deserving of this title and there are Auctioneers that defame and degrade it. I find by consulting Webster's New International Dictionary, Second Edition, Unabridged, that non-military are entitled to use the term as well as military under certain conditions as quoted by Webster and I quote "A TITLE OF COURTESY GIVEN TO A PROMINENT CITIZEN." The attainments of a prominent citizen are generally reached on a gentlemanly basis and are generally persons of good morals, clean living, influential and leaders in their community. An Auctioneer possessing these attainments, in my opinion, is certainly deserving of the title, "Colonel."

By reason of Webster's definition, the title is to be given. It could be given or conferred! By whom? The N. A. A. of course. I should like to see a project launched starting from the Grass Roots, i. e., State Boards or Sub-Divisions thereof prescribing a plan of upgrading requirements whereby a member desiring to be-



come a Colonel Auctioneer could aspire thereto and on completion thereof be certified by the Local and State Boards to N. A. A. for Official Confirmation and Ordination by reason of a proper ceremony held at the National Conventions and a certificate of attestation be issued to the Conferree. I believe this solution would be most helpful toward the elimination of promiscuous use.

It is really thrilling to be addressed as Colonel when you know what is required of you to be deserving of the title. I believe it will make one think, "Am I living up to requirements?" "Am I worthy of this recognition?" I know it does this to me.

Automat With Dinner Music For Cattle

BRISTOW, Okla. — Robert Blackstock, a lawyer, has invented a "Bobstock" to feed automatically eighty-five head of cattle on his farm nine miles from here.

The device also plays bugle calls to let the cattle know it is time for dinner and then switches to dinner music.

N.A.A. Member Has Triple Occupations

MONDOVI, Wis. — No one can accuse James Heike of putting all his eggs in one basket. He is a farmer, auctioneer and a singer, an arrangement which works out fine except when he turns up a little hoarse for a singing engagement after a day of "crying" a farm sale.

Heike, 35, of Mondovi, is the tenor in a barbershop quartet called the Mellow Four. All are Farmers Union members, which sometimes gets the group dubbed the Farmers Union quartet.

The other members are Harold Moy, baritone, also of Mondovi; Earl Knight, the lead, and Arthur Barnhardt, bass, both of Menomonie. Knight, an insurance man, is the only non-farmer.

Heike came by his singing, and perhaps also his auctioneering, naturally. His parents, of Swiss descent, used to yodel, a skill somewhere between singing and the auctioneer chanting.

Heike, who sang in the Trinity Lutheran church here, started his semiprofessional singing five years ago. He and the others in the quartet are members of the Menomonie chapter of the Society for the Encouragement and Preservation of Barber Shop Quartet Singing in America. They travel in a 50 mile area to sing at dinners and social events of all kinds.

Three years ago Heike became interested in auctioneering after hearing a record called "The Auctioner's Song." Partly to prove he could do it and partly to supplement his own income, he took up the trade seriously.

He used the record to practice, then attended an auctioneer's school at Mason City, Iowa, for a few weeks. He is a member of the National Auctioneers Association.

Now Heike averages about 50 auctions a year. Quite often one of them falls on the same day as the Mellow Four quartet is singing.

Auctioneering, Heike said, is more than just standing on a box to do the selling. Several days before the sale he begins helping with preparations. He advises on how machinery should be lined up and how cattle should be fitted.

Like most auctioneers, Heike works on a commission of the gross, so it is to his

interest to see that things sell well. Many of his auctions are the sales of small farm units which have become uneconomic because of high costs. Other sales result from retirements, putting land in the soil bank or because the operator has switched to other work, he said.

License Committee Meets In Chicago

The License Law Committee of the National Auctioneers Association met at The Palmer House in Chicago, April 24-25. This committee was appointed by the NAA President, Carman Y. Potter, complying with a motion passed on the convention floor at Louisville, last year. This motion stated, "That a committee be appointed by the President to study existing State License Laws for Auctioneers and make recommendations for a fair and equitable License Law that could be adapted for all states.

Members of the Committee are E. T. Sherlock, St. Francis, Kans., Chairman; Ernest Freund, Fond du Lac, Wisconsin; and J. Meredith Darbyshire, Wilmington, Ohio. Col. Sherlock is a past President of the NAA as is Col. Freund. Col. Darbyshire is a past Secretary, past Director and currently 2nd Vice President of the NAA. All three committee members are respected for their success as auctioneers and for the contributions they have made toward the growth and success of the National Auctioneers Association.

In the Chicago meeting, the Committee was successful in agreeing upon a License Law proposal for auctioneers. The draft of this proposal is now in the process of review by each of the committee members and will be presented to the Board of Directors of the National Auctioneers Association for approval at their next official meeting which will be at the Shamrock Hilton Hotel, Houston, Texas, at 2:30 P.M., July 19, 1961.

Carman Y. Potter and Bernard Hart, officers of the NAA, met with the committee in the Chicago meeting.

To stretch the truth is not so good —
One really should not do it.
It soon will get so very thin
Most folk can see right through it.



No this is not the great Atlantic Ocean. It is the swimming pool at the Shamrock Hilton Hotel in Houston. From this picture one can get an inkling of the size of both the fabulous Hotel and the pool by comparison with the water skier and motor boat.



You will find rates at the Shamrock Hilton to be comparative with other Hotels that have served as NAA Convention Sites in the past and ALL Hotel Guests are welcome to use the pool WITHOUT additional cost. Make the 1961 National Convention and a visit to Houston and the Shamrock Hilton a must. It will be a never to be forgotten experience.

Four Downtown Buildings Bring \$400,000 At Auction

In one of the largest auctions of downtown real estate ever conducted in Lexington, Ky., four buildings were sold for a total of \$395,800.

The late F. P. Drake, owner of the properties, stated in his will that he desired the properties to be sold by auction. The Citizens Union National Bank and Trust Company of Lexington, carried out these instructions by authorizing an absolute auction.

Col. W. P. Scully, Lexington, member of the National Auctioneers Association, and a past president of the Kentucky Auctioneers Association, was in charge of the auction. He was assisted in the ring by two other Lexington members of the NAA and KAA, Col. E. I. "Buddy" Thompson and Col. George Scott, Jr.

Each property was sold on location, the first being the building at 363 East Main Street at 10:00 A.M. This building located next to the new Downtowner Motor Hotel

was bought by that establishment for \$47,500.

Next was the three story building at 115-119 West Main Street. Selling began at 11:00 A.M. and was terminated on the bid of \$161,000 by Mrs. Lena H. Skuller of Lexington.

At 1:30 P.M. the auction moved to 145 West Short Street where Robert Crabtree of Lexington was the successful bidder on the three story building at \$56,800.

Final property sold was the Northern Bank Building at 249 West Short Street. This desirable piece of real estate was purchased by the New Union Building and Loan Association of Lexington for \$130,500.

All properties were sold on April 4. Col. Scully and his associates are to be commended upon the successful sale of this important real estate and all auctioneers can be reassured that the auction method is the best way of selling. How else could all these properties of been sold in one day at satisfactory prices?



This downtown Lexington (Ky.) building sold for \$161,000 under the hammer of Col. W. P. Scully. Note the large crowd that has gathered to witness this important feat of salesmanship.



Auctioneer "Bill" Scully with portable auction block and public address system selling a three story building in Lexington, Ky. Note that the auction is being conducted on the sidewalk in front of the building being sold. Nearly \$400,000 worth of real estate changed hands "on the sidewalks of Lexington" last April 4.

Marketing Congress Invitations Mailed

KANSAS CITY, MO. — Industry invitations to the 1961 Livestock Marketing Congress have been mailed, it was announced by the National Association of Livestock Auction Markets, sponsors of the Congress.

The Congress is described as an annual affair devoted to comprehensive discussions of livestock marketing trends and developments. An outstanding feature of the Congress this year is a Livestock Industry Development Day, which is given over to a program of speakers and forums on marketing, coupled with entertainment features and climaxed by an open-air arena rodeo that night.

The National Association of Livestock Auction Markets and the National Livestock Dealers Association hold their annual conventions in conjunction with the Congress each year.

The Continental Sweepstakes Cattle Sale will be held at the Texas State Fair Coliseum on Saturday, June 24. It will consist of carloads of cattle from NATIONALLY CERTIFIED markets and NLDA dealers from throughout the U. S.

C. O. 'Doc' McEver, Austin, Texas, is general chairman of the Congress; and the Texas Livestock Auction Association is state host for the event.

"If the cost of a college education continues to snowball for many more years, a person can make a profit by remaining ignorant."—Grit.

Aging Of Persian Rugs Practised To Boost Value

(EDITOR'S NOTE—In France and Italy, merchants age the wine. In Iran, they age the Persian rugs. It all started hundreds of years ago when sellers exported cast-off, second hand carpets and buyers became convinced the best Persian rugs have a lived-on look.)

* * *

ISFAHAN, Iran—The grizzled rug merchant spread a rich Persian carpet on the road and smiled gratefully as a flock of sheep walked across it and a speeding car smeared the bright pattern.

"Thank you, my friend, thank you," he nodded, as a camel trod mud into the fabric.

With two weeks of such abuse the gaudy new rug is a faded antique and the price tag is doubled.

New or used, the carpet business is still one of the biggest industries in Iran, the Persia of old. More than 100,000 workers—from tribal women in desert tents to ragged children in a sweat shop—find part-time employment weaving rugs.

They bring in some \$20 million a year in exports, a government publication said.

The first Persian carpets to go to the West, hundreds of years ago, were second-hand castoffs, but they started the myth that a good Oriental carpet should have a worn, faded look.

Merchants promptly complied, and bazaar alleyways all over Iran are now floored with rugs laid out to age. Puzzled citizens still find dealers invading their homes, offering better-than-new prices for their worn carpets.

The carpets find their way to the most modern offices and elegant homes in the West, but the weaving process is centuries old. There is not one rug machine in all Iran.

Two rough-hewn logs form a frame, cotton or silk threads are stretched between them for a base, and the flying fingers of the weavers begin tying them together with bright wool.

Millions of knots are needed to complete the intricate pattern, a rainbow of color in near microscopic detail.

"These three women are experts but they will take a year to finish this rug," said the director of Isfahan's Fine Arts College factory, perhaps the best in the country.

Some of the bigger rugs found in the Shah's palaces may take 10 years to finish. At the Haghighi factory in Isfahan, six women are weaving a rug three yards long by four yards wide. They expect to finish in three years.

Ordinary carpets take at least a month for a team of weavers, crouched on their benches, depending on the detail of the pattern and the number of knots to be tied.

A coarse, deep-piled carpet may have 40 knots to the inch, the finest thin one may have 375. A special rug now being woven as a gift for Britain's Queen Elizabeth has 562 minute knots to the inch.

Children's hands, once trained, are considered ideal for the fine work. Although child labor is outlawed, countless 5 or 6-year-olds still work in the villages. The Haghighi factory employs 30 workers, from 12 to 60 years of age.

A child may earn 33 cents for a 7-hour day, an average worker 66 cents and the high-paid experts \$1.60. The average worker ties 8,000 knots a day.

A top-quality rug brings as much as \$265 per square yard in Tehran, and a full carpet may run to thousands of dollars. Even with rock-bottom wages, the factory's profits appear modest.

The wool comes from Iranian sheep and the color dyes from fruits and plants — shells, almonds, pistachios or pomegranates. Many are ground to powder under millstones turned by camels.

"A Persian carpet will last at least 100 years," says rug expert Mohammed Shakiba. "But some in our museums are more than 500 years old."

"Foreigners treat them too gently," he added. "Here we just scrub them with water."

Nobody knows just how much former President Eisenhower added to the Persian rug market by his state visit in 1959. His staff was impressed by the lavishness

of the welcome as their cars rolled over miles of carpets spread in the streets.

And the rug merchants beamed as the President's tires ground in that aged, high-priced look.

Tennessee To Hold Annual Meet In June

By COL. E. B. FULKENSON, Sec.-Treas.

The Tennessee Auctioneers Association have completed their plans for their Third Annual Convention to be held June 18 and 19 at the Mountain View Hotel in Gatlinburg, Tennessee.

The Program Committee has a very interesting and educational program lined up with some out of state speakers to appear on the Program.

There will be entertainment for the children as well as for the adults.

Col. Fred Ramsey, President of the Tennessee Auctioneers Association, and his staff of officers are extending a cordial invitation to all Tennessee Auctioneers as well as out of the State Auctioneers who are interested in the Association to be present at the Third Annual Convention.

Some people itch for what they want when they should be scratching for it.

Dear Auctioneer,

I'm sending you this letter,
And hope that you'll be glad,
To send your \$20.00
For the best cause ever had.

Perhaps if you've been thoughtless
And your dues are way past due
You'll send it in tomorrow
And join our group anew.

Or if you know another Colonel
Who has never thought to sign
Give him this application
And get his name on the line.

Let's make this association
The best we've ever had
Let's get behind it boys
And tomorrow you'll be glad.

You'll get your monthly Auctioneer
And keep up on the news.
Send in news yourselves sometimes
Along with yearly dues.

N.A.A. dues \$10.00.

State dues \$10.00.

Editor's Note: The above poem was written by Col. H. W. "Bill" Hauschildt, Secretary of the Colorado Auctioneers Association, and used as a method to entice auctioneers to pay their dues.

Established 1948



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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.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

We have moved from Ft. Dodge to Webster City and are in the Livestock Auction business along with our regular auction work.

We are operating the Wehrheim Peterson Sales Pavilion, formerly the V. H. Wehrheim Comm. firm.

Clinton A. Peterson
Webster City Iowa

* * * *

Dear Bernard:

I am now in my 58th year in the Auction Business, the first six of which were spent in association with my Father, and the last 52 in my own name. I have sold monkeys, poll parrots, canaries, merry-go-round horses, and most any other item you can think of.

I auctioned a sale April 20 in an estate where the father's hobby was catching snakes of all kinds including rattle snakes. Several of his collection are in our Carnegie Museum with Dr. D. A. Atkinson's name on them. He was bitten several times by rattlers but this did not deter him. In his estate I sold a gallon jar of rattle snakes and a half-gallon jar of other varieties. This brings me back to my child-

hood days when my father told me, "You are never too old to learn."

Thought you might be interested in knowing about the sale of snakes. Have been very busy lately since the snow has cleared away and have sales set through May 27.

Wishing my brother auctioneers a most successful year, I remain.

Very truly yours,
Oliver M. Wright
Wexford, Pa.

* * * *

I am a new graduate of the Missouri Auction School and want to become a member of your fine organization. I am making my bid for a spot in the auction business. I love to be around good sales whether working or not, and I don't know what is any better than listening to a good auctioneer.

I know some of the fellows in the N.A.A. and think they are of the best.

Find enclosed my membership application card and check to cover.

Yours very truly,
Albert F. Cox
Cape Girardeau, Mo.

IN UNITY THERE IS STRENGTH

Dear Col. Hart:

Received your statement today and am enclosing a check for \$16.00 to cover membership dues, the Booster Page listing, and four of the dual purpose Decals.

I enjoy the publication, "The Auctioneer," and am very eager to read what is taking place in other states as well.

I often wonder if we would all act on the first five words of every page of "The Auctioneer" how large and great the Auctioneering Profession might become. In Unity There is Strength.

Auction methods are different here in the Willamette Valley and I have been having difficulty getting them interested in the National Organization. However, I am going to keep on trying. I was transplanted from Hay Springs, Nebraska, and enjoy living in this beautiful state of Oregon.

Hoping this finds you in good health, and keep up the good work.

Auctioneeringly yours,
Virgil R. Madsen
Halsey, Oregon

* * * *

Dear Mr. Hart:

Being a new member in the N.A.A., let me first say how proud that I am to be associated with such a fine group of men as I have had the pleasure to come in contact with in the auction business.

I am new to Auctioneering in comparison with most of you but I proudly state that I am successful also. My luck has been profoundly good. I took over as manager and Auctioneer of a small sale here in Youngstown. It wasn't very good but is now in good standing with any in the area. That is my main reason for writing this letter.

Having received my first issue of "The Auctioneer" and reading it from cover to cover, I feel that I must be alone in the organization in regard to the regular two sale a week auctions commonly known as the General Merchandise sales. I read about the large livestock sale or farm sales that netted large amounts for a prime beef or farm tractor and, gentlemen, I am here to say that the small Merchandise Sales that run regularly every week, winter and summer, can and do contribute to as much or more of merchandise and turnover of money than do any of the others.

I am sorry to see that more of my fel-

low regular, every-night Auctioneers are not members of the N.A.A. and you can bet that I will do what I can to change that because, believe me, boys, it takes a salesman to sell a box of nothing to someone who didn't want it in the first place, and to sell enough volume to make a profit.

I sincerely hope that this letter inspires more small regular auction people to write and this in turn will give credit due to the many thousands of small auctions throughout the country.

Sincerely yours,
Bill Ware
Youngstown, Ohio

* * * *

Dear Bernie:

I have been trying to get time to write you the news and all and get off my \$5.00 check for the Booster Page. I believe it's due.

Well, I sold a \$20,850.00 sale this afternoon in a solid pour down of rain. The sale lasted two hours. We were all soaked. We had a wonderful crowd of business men and every one in general. I sold the property a year ago for \$18,200.00. It was 260 feet of Gatlinburg Highway property. We left the eve of this sale a year ago for Louisville, Kentucky, to the wonderful convention. Maybe our attending this Convention and all the swell ideas we picked up made the profit for our good friend, Carl Smith. He had also collected over \$1,000.00 lease on property. We sold another sale a few days ago that my competitor sold four years ago for \$7,750.00. It brought \$11,700.00 so land prices are holding their own in good locations. We sold four real estate sales last week. We sold an 88 acre rough farm, sold at auction the last time in 1929. Mr. Gilford Flynn paid \$6,000.00 for it. The buildings had all fallen down and the old hill farm had been forsaken for ten years. We sold it for \$6,150.00. In 1929 land prices were at their peak just before the depression. This was an estate sale. Four of the finest brothers owned it. We called them the friendly four. They had some other business property that we also sold at auction.

I have so much I would like to tell you. We had a sale December 22, just three days before Christmas, on our own property. We sold our home out of Sevierville

IN UNITY THERE IS STRENGTH

with the highway frontage for \$40,700.00. We built us a new brick home on two hundred acres in a good growing community not far from Sevierville, Tennessee. Pigeon Forge is only three miles away and Gatlinburg only seven miles. We built in the edge of woods for background on a beautiful rise. We see off in the distance our lovely mountains approximately 300 yards away. A crystal creek twinkles through some beautiful green meadows. Our new home has 3600 feet of floor space. There is every kind of lumber in it. Mixed floors are maple, birch, beach, walnut, hickory, pine, cherry, oak, persimmon and ash. We have six unbreakable picture windows, a car port, a living room 24 x 30 with a big heatlector fire place. The inside trim is red cedar and there is walnut trim in my office and the utility room. It's our own floor plan and we love it. All auctioneers and their families will always be welcome when they are in this part of Tennessee. We still try to have the mountain hospitality in our home. Just everybody is welcome. Bernie, this goes for you and your family. Come see us some time. Enjoy a vacation in the Smoky Mountain area.

The boys have four ponies, all identically matched with white manes and tails, a sandy, strawberry roan color. They are breaking them in on a stage coach which we plan to use in our advertising program. They also have the ugliest jenny in the world. I may ride the donkey to Houston, Texas. I'd come to the Houston Convention if I had to ride a jackass.

We are simply booked solid through August on real estate, except for the week of July in which our convention takes place.

Let me tell you here and now that a new secretary has been added to our company. She was born six weeks ago at a Knoxville Baptist Hospital and weighed 8¾ pounds. She is red headed, blue eyed, and is always peaceable except when wet or hungry. Her name is Martha Evelyn. One of the little girls put it, "That makes twelve of us now, daddy," and they are all bound for Houston or bust, July 20-21-22.

The older boys, Edd and Fred, are almost the backbone of our company. Edd is 18 now. He made enough money on one of his own sales to buy 25 acres of Sevier County land last fall. We put every penny

we make in good real estate. They are keeping several cattle, hogs and so forth. Eddie sold a 580 pound sausage sow today for 15 cents a pound, or \$87.00. He bought her for \$55.00 a few months ago. She raised twelve fine pigs which he sold for \$10.00 a head. So you see, the boys are learning all their values the old country way, Bernie. That is all their old dad has—practical bay horse sense and what I've learned at the Reppert Auction School and our most education conventions and from our good friend, R. C. Foland. I run some of his way of advertising the tother day and my phone has rung off the wall ever since.

I booked a 300 acre farm after the sale today to be sold in August, an estate sale. It is in an adjoining county and there are twelve heirs. We don't go out of the county except when we are called for. Our sales get bigger and there are more of them every year. We add something to our advertising and try to give a little better service each year. We charge 10% big or little, old or young. We netted a four per cent above expense last year. We sometimes sell a sale for nothing. We had a family that had a lot of sickness last year and their little sweet baby died. We had a 10% contract in our files but we didn't charge them a single penny. We even footed the advertising bill.

We are selling 51 town lots for the Church of God Home for Children. They have 200 orphan children. There, they are setting up a college fund to educate these fine children. Our services are gratis.

I wish I could do more for our fine young Auctioneers. Ralph Saylor, from Florida, you Auctioneers down there get with this fine young man. He has all the determination and is absolutely honest and is devoted to his fine wife. He can make some of your businesses boom. He is also willing to work. He helped the boys haul baled hay last summer on the farm. Bernie, if you print this in our magazine, I hope Ralph sees it. I've been laying off to write him. Our family all loves Ralph and Helen and wish them the best success in the world.

The property Ralph helped me buy for \$2,500.00 and everybody said C. B. had gone loco, brought \$4,850.00, a nice profit. It sold at auction and we got 5,000 feet of framing we used in our new home. The property I bought from my competitors

sale at \$7,950.00 brought \$12,200.00. We spent 29 hundred dollars on improving it and the little farm. We are carving it into about 30 large lots which we believe will average \$500.00. You know we paid \$5,500.00 for it in a court sale. We try to stay away from selling too much of our own property but the public believes us when we tell them its got to go.

I could keep writing. When I get around to it I can't get stopped but we'll all have a long talk in Houston, Texas, Bernie, and all our family wouldn't take anything in the world for all the friendship gained by these Conventions. Everyone that plans to make a bigger success plan now to be in Houston, July 20-21-22.

Just an old friend to all auctioneers,

C. B. McCarter
Sevierville, Tennessee

* * * *

Dear Bernard:

My compliments and congratulations on your last issue of "The Auctioneer." I think it is one of the best you have published. I was very much impressed with the article on "Theatrics, Fanfare Could Kill Livestock Auctions." I am sure this is a phase of the business to which every Auctioneer in the land should give his special attention and yet one which seemingly has been much ignored. Many successful Auctioneers in the country today are often called into new areas to sell and if they do not talk in such a manner as to be clearly understood, I am sure the results of their auctions would not be as good as otherwise.

I also liked the article, "Improve Your Methods," by Kenyon B. Brown, Pennsylvania. Even though I disagree with some phases of his article, I think it contains many good points.

Another article, "Have License Law Promoters Got the Cart before the Horse," is very impressive and one which demands very careful consideration by the profession.

I hope the Association will continue to grow and expand with more and more Auctioneers realizing that in this modern day that there are many phases of the business which needs to be cleaned up and revised. I believe with the continued activities of the members of the National Association that much can be done toward

making our profession a national recognized one. I know that your efforts toward this objective are being continually exerted. Keep the good work up.

Wishing you the best and with kindest regards, I am,

Sincerely yours,
H. Earl Wright
Mt. Gilead, Ohio

Ten Years Ago In "The Auctioneer"

The June, 1951, issue of "The Auctioneer" announced preparations for the annual N.A.A. Convention to be held in Decatur, Illinois.

The Officers and Board of Directors of the National Auctioneers Association acknowledged a debt of gratitude to Col. John W. Rhodes, Editor. The vote of thanks stated, "It is a tribute to the Editor and to an organization of great activity and growth that has furnished the material for . . . countless printed words. And it is a tribute to the many Auctioneers who have been and are engaged in supporting the publication so that all may benefit thereby."

"Today we find the National Auctioneers Association on top, with every intention and prospect of staying there. Today we find new all-time highs in the number of men engaged in the Auction business. And we find new highs in "The Auctioneer" subscribers, all adding up to new highs in interest and enthusiasm that the profession has never before known.

"Now we look ahead—to the next issue of "The Auctioneer" and to all subsequent issues pledging again our very best in service to a great organization, a great profession and to all Auctioneers engaged in extending and intensifying still further its sphere of influence."

New Boosters in June, 1951, were J. D. Kirkpatrick, Grand Island, Nebr.; Philip A. Engelmeier, Pittsburgh, Pa.; J. Robert Hood, Lawrenceburg, Tenn.; E. F. Volzke, Broken Bow, Nebraska; Mac M. Rothkopf, Brooklyn, New York; and Walter Holford, Edwardsville, Illinois. A total of 45 Auctioneers made up the Booster Page listing then.

Col. Walter Carlson in his column "Along The Way," stressed the use of photography

in modern advertising. He suggested that Auctioneers use a photo in their advertising as a personal trademark and cited the following example as proof of the results:

"A year or two after I started in business, with a world full of auctioneers to compete against me, one incident happened that answers the question. I heard about a sale possibility in the winter and drove a dozen miles with a team and sled to see the man, while roads were blocked for other modes of travel. I had never met this man before. When I drove in the yard, he was busy talking to his new tenant, which helped to make the situation even more awkward for me. I was asked to wait at the house a few minutes until he finished his business with the other man. When he came through the kitchen door, his wife said, 'Henry, this is the auctioneer that has his picture in the paper.' The picture broke the ice for me. The auction was an ideal sale, on an ideal winter day, with a mammoth attendance and record prices. The commission check was the largest I had ever known up until that time. It was one of the kind that makes, 'People prefer people they know'."

Pop Hess told of checking script at Radio Station WRFD, Worthington, Ohio, for advertising a \$100,000 new furniture warehouse sale for Guy Johnson; a Purebred Cattle sale for H. Earl Wright, Mt. Gilead, Ohio; and a sale for Cy Sprunger, Kidron, Ohio.

The licensing of auctioneers was an issue ten years ago. Col. B. G. Coats reported that control would cure much of existing problems and would be the profession's biggest step forward. According to Col. Coats, the requirements of definite education standards, the passing of comprehensive examinations and proof as to character and integrity before an Auctioneer could offer his services to the public as a professional Auctioneer, would go a long way toward curing much of the evil in our business today. With no legal restrictions as to who is qualified, the work of novices is more acceptable to overzealous and unscrupulous people than that of the genuine expert.

In summing up the discussion on licensing Col. Coats said, "We are not 'too early' and 'too weak' to command the same public respect accorded other licensed professions of the highest caliber. Can you

imagine a Doctor, Lawyer, Engineer, Architect, Banker or any other profession paying a license fee in every local community in which they do business. If such was the case the laws would be changed over night. They are all organized and fight for their interests without any selfish motive whatsoever. If the Auctioneers of the United States allow themselves to remain dormant and indifferent to such a vital problem and permit the practice of licensing you out of business, you are in the wrong profession and the time will come when you will be looking for another vocation. You can protect yourself and your profession only through organization. Many and varied are the opinions on the subject of licensing Auctioneers on a state wide basis, but after four years of study in several states and many communities the opinion expressed is my own personal one and in no way whatsoever speaks for the National Auctioneers Association or of any state Auctioneers Association."

"The Final Bid" offered the following pastoral tale:

Country Auctioneer—Pardon, Miss, but swimming is not allowed in this lake.

City Girl—Why didn't you tell me before I undressed?

Country Auctioneer—Well, there ain't no law against undressing.

Finally in June, 1951, on the back cover an announcement was made by Mrs. Walter Holford, Chairman Pro-tem, of a meeting for the ladies to be held during the National Convention for the purpose of organizing a N.A.A. Auxiliary.

Water Color Brings Top Price In London

LONDON — A sale of paintings and drawings of the English school at Sotheby's Galleries brought a top price of £8,800 (\$24,640) for a Norwich water scene painted by John Crome.

The auction sale included several works by J. M. W. Turner, Samuel Palmer, Thomas Gainsborough and George Romney.

A small Turner drawing of Llangollen, in Wales, brought £3,000 and a landscape by Palmer, entitled "The Evening Star," was sold for £5,200.

The 172 lots offered brought a total of £73,500.

Membership Total Reaches New High Of 1469 On May 15

A gain of 91 new and reinstated members brought the National Auctioneers Association membership to 1469 on May 15.

A change occurred in the lead during the last period when Illinois surged ahead of Ohio with an 11 member gain. Nebraska held its third place position and Pennsylvania, in fourth place, continued to move toward the 100 member mark.

Montana tripled its membership in two months by adding ten members during the period just past.

Since June 20, 1960, 27 states have increased in membership. Eight have remained the same and 15 have decreased in membership. Three foreign countries, forty-nine states and the District of Columbia are represented by one or more members in the N.A.A. Alaska is the only one of the fifty states which does not have an auctioneer member in the N.A.A.

The membership tabulation by states follows:

STATE	Members April 15	Unrenewed Apr. 1 Expires	Members May 15
Alabama	6	1	6
Arizona	2		2
Arkansas	17		21
California	30	2	31
Colorado	28		33
Connecticut	4		4
Delaware	3		3
Dist. of Columbia	1		1
Florida	15		14
Georgia	13	1	13
Hawaii	1		1
Idaho	11		12
Illinois	107	1	118
Indiana	84	6	87
Iowa	44	1	46
Kansas	61	1	66
Kentucky	59		63
Louisiana	7		7
Maine	3	1	3

Maryland	15		17
Massachusetts	23	1	23
Michigan	42		43
Minnesota	16	1	17
Mississippi	3		3
Missouri	42		45
Montana	25	1	35
Nebraska	103		103
Nevada	2		2
New Hampshire	1	2	3
New Jersey	29		32
New Mexico	10		10
New York	46	1	52
North Carolina	19	1	20
North Dakota	8		9
Ohio	110		112
Oklahoma	19		20
Oregon	9		10
Pennsylvania	90		95
Rhode Island	5		6
South Carolina	4		5
South Dakota	8		8
Tennessee	56		58
Texas	44		47
Utah	3		3
Vermont	5	1	6
Virginia	25	1	25
Washington	8		9
West Virginia	12	1	12
Wisconsin	73	3	79
Wyoming	11		12
Canada	14	1	15
Germany	1		1
Australia	1		1
TOTALS	1378	28	1469

Rare Signature Brings \$6,000

NEW YORK — The nearly 300-year-old signature of Button Gwinnett, a Georgia signer of the Declaration of Independence, sold for \$6,000.

The signature, which appeared on a colonial deed dated March 11, 1773, was purchased by the Carnegie Bookstore here. Auction officials said Glinnett's signature is one of the rarest among the signers of the Declaration of Independence.

"The Auctioneer" 1949 - 1961

By COL. B. G. COATS

Strange as it may seem, an editor is a sometime sentimental being, even to the point of innocuous mental evocation. With this sage observation we go back to 1949 when Col. John W. Rhodes, in all innocence, assumed the august and hallowed mantle of editor of "THE AUCTIONEER." The years that followed were the most trying for the National Auctioneers Association as everyone connected with the organization realized that many sacrifices were going to have to be made if the organization was to continue. With this thought in mind Col. Rhodes never gave up when at times it looked hopeless. His determination to keep the Association together through the medium of "THE AUCTIONEER" never faltered. After four years of unselfish devotion to the N.A.A., Col. Rhodes, was obliged to turn over the reins of Editor. His decision was indeed a blow to the entire membership as Col. Rhodes was looked upon as the saviour of "THE AUCTIONEER."

Who was to follow in his foot steps? With a limited membership the job of editor was tossed from pillar to post when, like Col. Rhodes, in all innocence "yours truly" tried his hand at it for two years and was then obliged to pass it on to someone else.

That someone else was Col. Bernard Hart, as it was at our national convention in Omaha, Nebraska, July 1954, that our Association elected him Secretary and Editor of "THE AUCTIONEER" which positions he has continued to fill most admirably. Thus, in our own selfish way come July 1961, we "celebrate" an anniversary, even though purely personal in nature.

I know that Col. Rhodes and Col. Hart share my feelings when I say that the three of us have been most fortunate for the post of editor has brought us only satisfaction and a sense of fulfillment; an awareness of the instinctive fellowship, existing between those of us fortunate enough to have the common meeting ground of our beloved Association. As each of us tackled our job we fully ap-

preciated our limitations for we knew that in a large measure the success of our labors depended on you, the readers. Your comments, your criticisms and your submitting of material for publication are most necessary if we are to have a bigger and better publication.

Frankly in rereading our sagittal dissertation of those primordial days, I am amazed at our own prophetic sagacity, for you have commented helpfully; you have criticized constructively; and you have contributed material far beyond our fondest expectations. You have disproved the statement that the job of editor is a thankless one. You have demonstrated many times that when you are pleased you will indicate your approval. To you, in turn, Col. Rhodes, and myself express our humble gratefulness. I know that Col. Hart, would want me to express his sincere thanks and appreciation for your loyal support. Since 1954 he has given us a publication that we can all be mighty proud of and he will continue to do a better job if you will supply him with the material. He looks forward to receiving the material just as much as you do to receiving "THE AUCTIONEER."

Mares Sold For Amish Tax Debt

NEW CASTLE, Pa.—Three Belgian mare workhorses were sold at auction by the Federal Government and brought \$152 more than was owed in Social Security taxes by the Amish farmer from whom they were seized.

Only two bidders were present when the horses were auctioned off on a lot bid on a farm near here. The high bidder at \$460 was Mark Andio, a horse dealer from Youngstown, Ohio.

The Internal Revenue Service seized the horses from the Amish farmer, Valentine Y. Byler of New Wilmington, Pa. in place of what is said was \$308 in Social Security taxes he owed. Mr. Byler is a self-employed

farmer, as are many other members of the Amish sect in this area.

The Amish are prohibited by their religion from using mechanical devices such as automobiles and tractors for transportation or in their work.

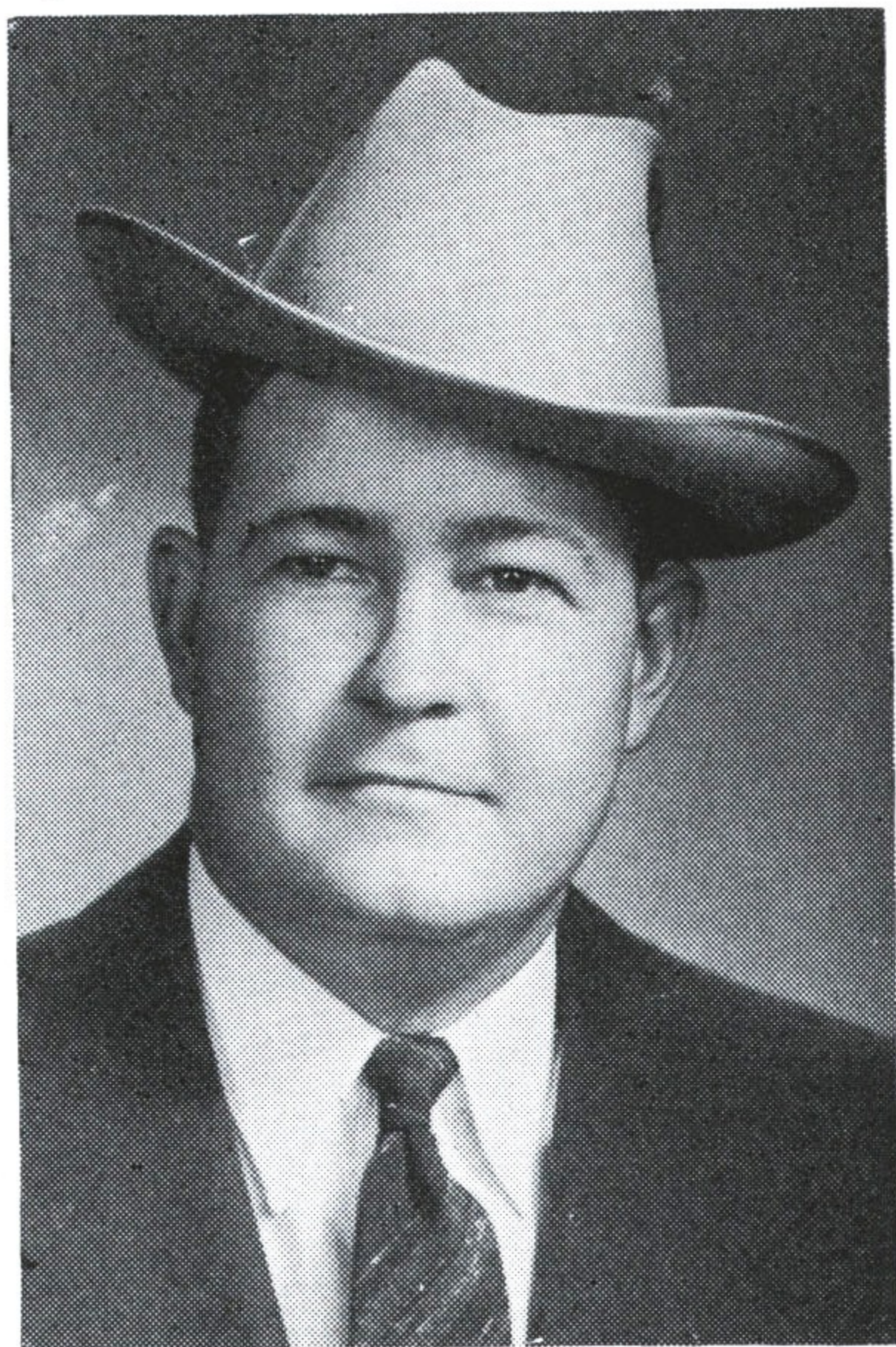
About a half-dozen Amish have indicated they may sell their farms here and move to Canada to escape Social Security and other requirements.

G. A. Funkhouser, district collection manager of the Revenue Service was auctioneer at the sale. He was asked why Mr. Byler had been singled out from other Amish farmers who owed back taxes.

"Because he was one of the more aggressive noncooperative taxpayers," Mr. Funkhouser said. He said Mr. Byler had not filed a statement, let alone paid the tax.

Britten Elected To Head Texas Group

Members of the Texas Auctioneers Association and Auxiliary met at the Carlton Hotel in Tyler, May 7, for the Annual Convention and Business Meeting of that group.



A good crowd turned out for the meeting although the bulk of them were from the East Texas area. With the National Con-

vention being held in Houston this year, much of the meeting was in regard to plans for this event.

The program opened at 10:00 P.M. with Col. Rhett Grant, Mansfield, La., giving the Invocation. Mr. Casey Fannin, City Manager of Tyler, gave the welcome address and the response was handled by Col. Wayne Gibson, Bryan, Vice President of the Texas Auctioneers Association. Col. J. O. Lawlis, Houston, gave the Secretary-Treasurer's report.

Bernard Hart, Secretary of the NAA, was introduced by Col. W. J. Wendelin, Henderson, and he addressed the group in regard to the continued progress of the NAA and reported an all time high membership. He stressed the fact that this was probably the greatest year in NAA history which would be climaxed by the most outstanding convention at Houston.

A short business session was held and officers were elected. Col. Walter Britten, College Station, was named President, succeeding Col. Earl White, Madisonville. Col. Wayne Gibson was re-elected Vice President and Col. K. L. Espensen, Tyler, was elected Secretary-Treasurer.

Luncheon was enjoyed by those present at noon followed by an address by Mr. Reagon Brown, Extension Rural Sociologist of A & M College of Texas.

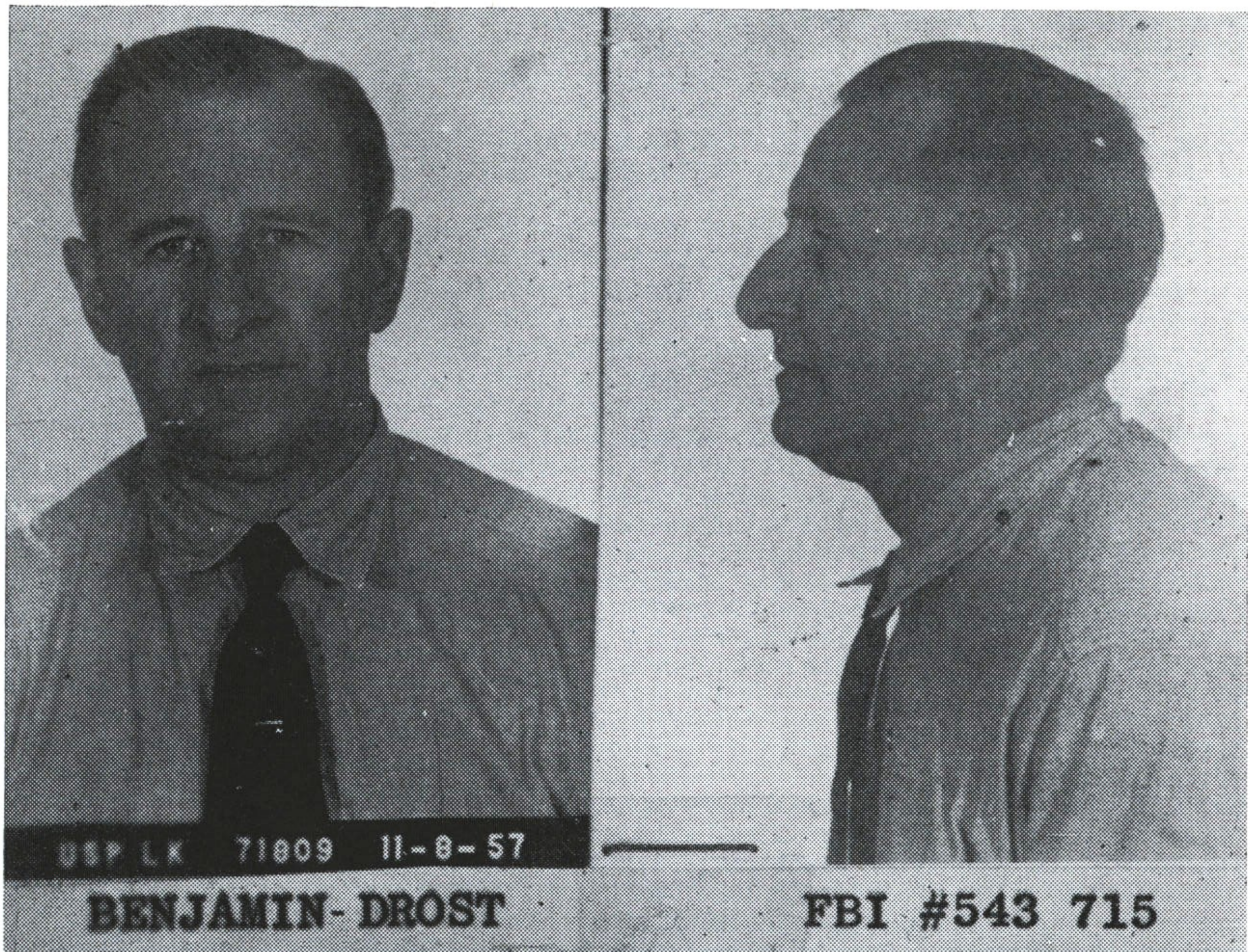
Remainder of the afternoon was spent in NAA Convention Planning.

Hogs Go Well At State Sale

MICHIGAN — At the recent state all-breed bred gilt sale and sale of MSU swine evaluation station boars at East Lansing, 49 gilts and 16 boars were sold. The gilts averaged \$128. Top price of \$185 was paid by paid by Nelson Provoast, Whittemore, for a Yorkshire gilt. Consignor was Vernon and Leona Hutchings, Ortonville. Breed averages for the gilts were: Yorkshires \$150; Hampshires \$123. Poland Chinas \$131; Chester Whites \$117; Durocs \$116; Spottel Poland Chinas \$117.50; Tamworth \$95.

Sixteen boars averaged \$141. Highest price paid for a boar was \$190 for a Hampshire shown by Richard Wooden, Cassopolis. Buyers were Mr. and Mrs. Iril Shilton, Portland.

Wanted By FBI



BENJAMIN DROST, also known as **Bernard Drost, Larry Jackson, Lawrence Rodney Jackson, Rodney L. Jackson.**

Drost is being sought by the Federal Bureau of Investigation as a Conditional Release Violator. A warrant was issued for his arrest February 26, 1959, by the United States Board of Parole, Washington, D.C. Drost has prior experience as an auctioneer and has been known to frequent all types of auctions. He has also been known to join lonely heart clubs. He is described as follows:

Born: September 3, 1909, Gronau, Germany.

Race: White

Weight: 195 pounds.

Sex: Male

Hair: Brown, graying.

Height: 5' - 11½"

Eyes: Blue.

Build: Stocky.

Occupation: Auctioneer, cook, truck driver.

Scars and Marks: Large burn scar right forearm; 1" irregular scar on right eyebrow; 4" scar on left index finger; vaccination scar on upper right arm.

If you receive any information concerning the whereabouts of this individual, you are requested to immediately contact the nearest office of the Federal Bureau of Investigation, the telephone number of which may be located on the first page of your local telephone directory.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Brad L. Wooley, 7017 Hillwood Dr., Little Rock
Secretary: James W. Arnold, Howard Dr., Magnolia

Colorado Auctioneers Association

President: J. Lee Sears, 1000 Hoover, Ft. Lupton
Secretary: H. W. Hauschildt, 2575 S. Broadway, Denver 10

Illinois State Auctioneers Association

President: Fred Quick, 172 Woodlawn St., Aurora
Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

President: Ernest Niemeyer, 205 Wells St., Crown Point
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

Idaho Auctioneers Association

President: Harvey Iverson, Gooding
Secretary: Paul L. Owens, 2900 Main St., Boise

Iowa State Auctioneers Association

President: Jay Arnold, Mallard
Secretary: Lennis W. Bloomquist, RFD 2, Pocahontas

Kansas Auctioneers Association

President: Chas. M. Macy, 311 E. Maple, Hill City
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: Edwin Freeman, Harrodsburg
Secretary: Martha Kurtz, Sturgis

Auctioneers Association of Maryland

President: John Miller, Jr., 120 W. North Ave., Baltimore
Secretary: Barr Harris, 875 N. Howard St., Baltimore

Michigan Auctioneers Association

President: Garth Wilber, R.R. 3, Bronson
Secretary: Everett Miller, Rives Junction

Minnesota State Auctioneers Association

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

Missouri State Auctioneers Association

President: Ken Barnicle, Rt. 1, Ellisville
Secretary: Don Albertson, Green City

Montana Auctioneers Association

President: R. J. Thomas, 1709 Mariposa Lane, Billings
Secretary: W. J. Hagen, Box 1458, Billings

Nebraska Auctioneers Association

President: L. Dale Hanna, Box 523, York
Secretary: Glen Schwarz, Central City

New Hampshire Auctioneers Association

President: C. Lovell Bean, Rt. 2, Concord
Secretary: George E. Michael, 78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

President: William P. Parr, 27 Hillside Terrace, Newton
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Tim Anspach, 1906 Central Ave., Albany
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

Auctioneers Association of N. Carolina

President: W. Craig Lawing, 212 Gumbranch Rd., Charlotte
Secretary: Jack H. Griswold, R. 10, Box 221-A3, Charlotte 6

North Dakota Auctioneers Association

President: F. E. Fitzgerald, 1206 N. First St., Bismarck
Secretary: Gerald Ellingson, Edgely

Ohio Association of Auctioneers

President: Donald Stafford, P. O. Box 45, East Rochester
Secretary: Don E. Fisher, 73 N. Sandusky St., Delaware

Oklahoma State Auctioneers Association

President: Delbert Winchester, 611 W. Maine, Enid
Secretary: Bryan Blew, Box 203, Cherokee

Oregon Auctioneers Association

President: Marvin Ruby, 34½ W. Baseline Rd., Hillsboro
Secretary: Mrs. Lane Sudtell, 3915 Silverton Rd., Salem

Pennsylvania Auctioneers Association

President: Woodrow P. Roth, 539 Seem St., Emmaus
Secretary: Kenyon B. Brown, Box 388, Doylestown

South Carolina Auctioneers Association

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

Tennessee Auctioneers Association

President: Fred S. Ramsey, Madison
Secretary: E. B. Fulkerson, R. R. 4, Jonesboro

Texas Auctioneers Association

President: Walter Britten, College Station
Secretary: K. L. Espensen, 513 Pamela Drive, Tyler

Virginia Auctioneers Association

President: Stanley King, Wytheville
Secretary: Frank D. Sale, R. 1, Radford

Association of Wisconsin Auctioneers

President: Joseph W. Donahoe, 706 Harriet St., Darlington
Secretary: Gordon Clayton, R. 1, Belmont

Wyoming Auctioneers Association

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

THE LIGHTER SIDE . . .

NOT CURABLE

A man called upon a physician for advice. The physician diagnosed the case as one of nerves, and prescribed accordingly. The fee was five dollars and the prescription two dollars. The man had only five dollars. He said to the physician: "Doc, five dollars is all I have. Lend me two dollars and I'll have the prescription filled."

The physician gazed at the man for a moment, then said: "I have made a mistake in my diagnosis. Your nerve is all right. You are afflicted with an enlarged gall. There is no remedy for that."

SLOWING UP

P—Boy, is he getting old!

F—How can you tell?

C—Getting old is what you are when a night out is followed by a day in!

DANGEROUS

As the new barber nicked the one-armed stranger for the second time, he said, "You have been here before?"

"No," said the stranger sadly, "I lost this arm in a sawmill."

DISCRETION

First Wave—What would you do if you had five dates with a sailor and he didn't even attempt to kiss you?

Second Wave—I'd lie about it.

NON COMPASS MENTIS

Leaving a Washington cocktail party, one guest went the wrong way on a one-way street when he was stopped by a policeman who inquired: "Where do you think you're going?"

"I dunno," he replied, "but I must be late. Everybody's coming back."

ONCE AND FOR ALL

A blushing young woman handed the clerk a telegram form containing only a name, address, and the word "Yes."

"You know," said the clerk, "you can send ten words for the same price."

"I know," she said, "but wouldn't I look eager if I said it ten times?"

RETARDED GROWNUP

A proud mother wished to enter her 5-year-old daughter in an exclusive school where the minimum age was 6.

"She can easily pass the 6-year-old test," the mother told the principal. But the teacher was openly skeptical as he said to the little girl, "All right, say some words."

The child looked at the man with dignity for a moment and then asked her mother, "Purely irrelevant words?"

HAVE YOU HEARD THIS ONE?

Doctor You have acute appendicitis.

Wave—Listen, Doc, I came here to be examined, not admired.

DECEIVING

Dr. I. Q.—Tell me sir, what is lukewarm water?

Contestant—Water that looks warm but isn't.

SURPRISE!

The teen-aged girl, after two lessons from the driving school took her father out for a spin in the family car. "Oh, daddy!" she trilled. "Doesn't speeding over hill and dale make you glad you're alive?"

"Glad? I'm amazed!"

A MANLY FIT TOO

Mrs. Gush—That dress is the most perfect fit I have ever seen.

Mrs. Chargit — Then you should have seen the one my husband had when he got the bill for it.

ONE WAY

My brother never met with a disappointment in his life."

"How's that?"

"He never looks for anything but trouble."

HOPE-CHEST MONNIKER

Visitor—"What was your mummie's name before she was married?"

Young Innocence — "I think it must have been 'Savoy.' That's the name on our towels."

IN UNITY THERE IS STRENGTH

NOTHING BUT THE TRUTH

Prosecutor: "Now tell the jury the truth, madam. Why did you shoot your husband with a bow and arrow?"

Defendant: "I didn't want to wake the children!"

LEGITIMATE EXCUSE

A lion who lived in the jungles met an ant. The lion roared and said, "Why aren't you big and strong like me?"

The little ant calmly looked up and answered, "Shucks, man I've been sick!"

GOOD FOR SOMETHING

Making his first call after installing electricity in a backwoods cabin, the meter inspector found that very little current had been used. "Don't you ever use the light?" he asked.

"Sure," drawled the old fellow.

"How long at a time?" the inspector asked.

"Just long enough to see to light the oil lamp."

MISSION ACCOMPLISHED

The sweet young bride-to-be turned to her future husband at the marriage license window and said, "Seems kind of silly to buy a license, now that the hunting is over."

THE TRUTH TRIUMPHS

A boy was a witness in court, and the lawyer said, "Did anyone tell you what to say in court?"

Boy, "Yes, sir."

Lawyer, "I thought so. Who was it?"

Boy, "My father, sir."

Lawyer, "And what did he tell you?"

Boy, "He said the lawyers would try to get me all tangled up, but if I stuck to the truth I would be alright."

EARLY TO BED—

A young draftee was startled out of a sound sleep by his platoon sergeant his first night in the Army.

"Hey, you!" bellowed the sergeant, "it's 4:30!"

"Four-thirty?" mumbled the rookie. "Man, you'd better get to bed. We got a big tomorrow."

NOT SO HOT

Marriage is like a bath—by the time you get used to it, it's not so hot.

THAT'S USING YOUR HEAD

The young lover was obviously reeling out a heavy line trying to impress the beautiful young girl at his side.

"Those soft lovely hands," he whispered. "Your warm lips. And those beautiful eyes! Where did you get those eyes?"

The girl answered unimpressed, "They came with my head."

BOOMERANG!

"Did you give your wife that lecture on economy you talked about?"

"Yes."

"Any results?"

"I've got to give up smoking."

TALKED TOO MUCH

As the policeman helped the bruised man up from the pavement in front of the bar, he said: "Can you describe the man who hit you?"

"That's what I was doing," was the answer, "when he hit me."

CONVERSATION PIECE

A lady approached a surgeon and asked if he would perform an operation. "What for?" he inquired. "Oh, anything you like. You see I attend a lot of women's bridge parties and, never having had an operation, I simply can't take part in the conversation."

REPRISAL

The man in the barber chair signaled with his finger, "Got another razor?" he whispered. "Why" asked Vincent the barber. "I'd like to defend myself," said the customer.

IMPARTIAL

"Well, Neal," said his uncle, "I hear you're engaged to one of the lovely Carlson twins."

"That's right," replied Neal proudly.

"But," said his uncle, "how on earth do you manage to tell them apart?"

"Oh," answered the young man, "I don't try!"

Angus Tops 1960 Sale Mark

The Champion futurity female sold for \$1,100—\$40 over last year—at the recent Michigan Angus futurity show and sale in East Lansing. Buyer was Holiday Farm, Kent County, owned by Mr. and Mrs. Tom Crawford.

Michigan State University had the futurity champion bull which sold to Merlin Kraft, Kent County, at \$1000. MSU also had reserve champion bull, which sold to Roland Wesler, Van Buren County, for \$575. Reserve champion female came from Thistlemere Farm, Oakland County, and sold to Holiday Farm at \$850. The entire 77 lots of cattle in the sale averaged \$423, with the futurity entries averaging \$458.

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industry or profession
from which he gains his
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