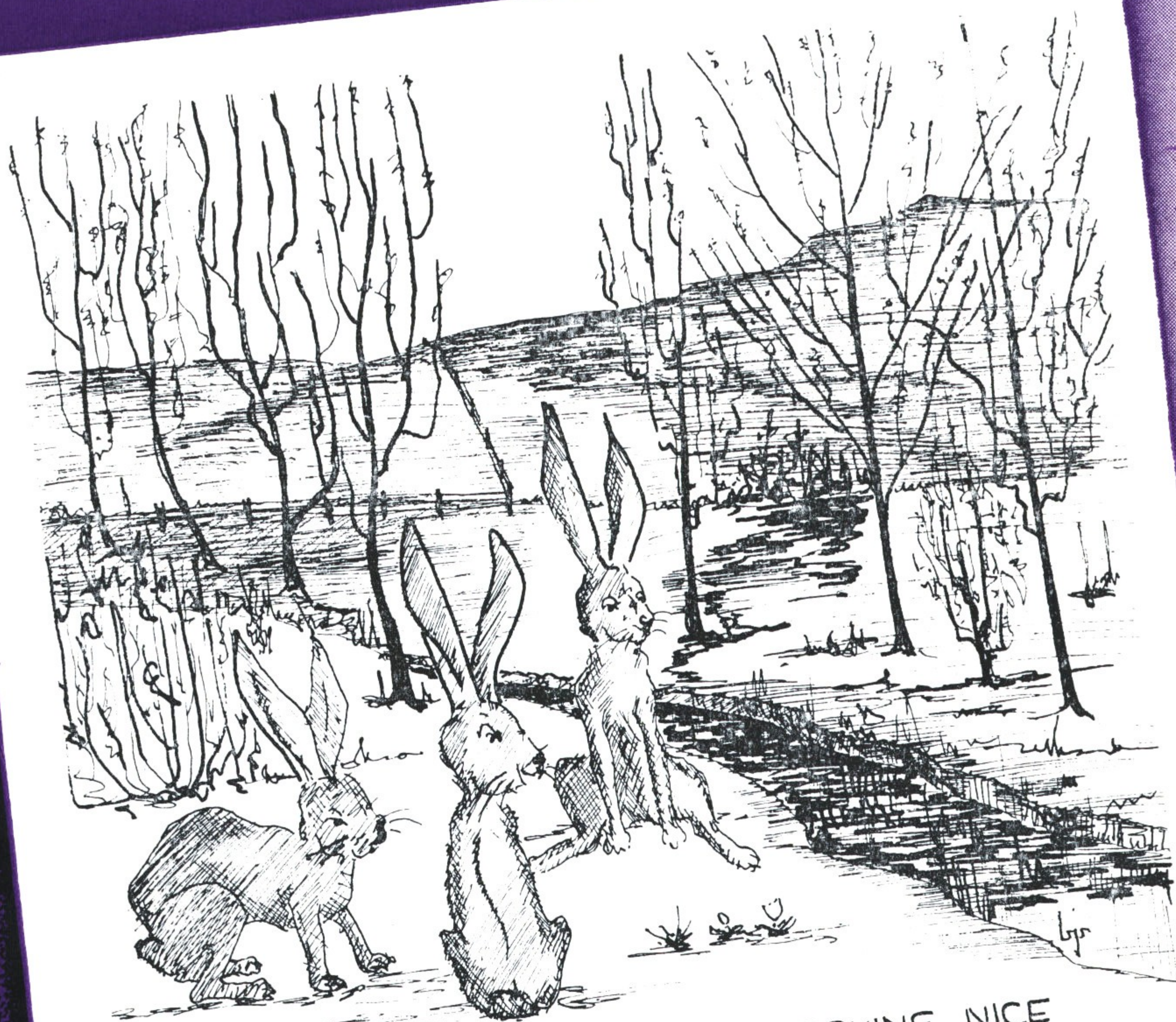


the AUCTIONEER



"NEBRASKA IS GOING TO BE LOOKING NICE
WHEN ALL THOSE AUCTIONEERS COME IN JULY."

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



"We have many things of interest for you in Nebraska. You will have an opportunity to visit many of the country's largest livestock auction markets either preceding or following the National Convention in Lincoln."

W. V. "Bus" Emrich
Past President
Nebraska Auctioneers
Association

THE AUCTIONEER
is the
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of
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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
Indiana

It's Lincoln in 1962

**Great City of Nebraska Will Welcome N.A.A. Convention
July 19 - 21**

By COL. B. G. COATS

Winter always brings thoughts of happy vacation days to come next summer—and to hundreds of N.A.A. members summer vacations always mean a chance to spend a grand and glorious week at the annual national convention of our Association. As convention time has a tendency to creep up and then suddenly jump at us, it's not too early to start thinking about it.

The beautiful city of Lincoln, will play host this summer to the N.A.A. national convention and the Ladies Auxiliary both to be held concurrently during the period July 19-20-21. Under the leadership of President Charles Corkle, and Auxiliary President Mrs. Tom Berry, long range planning which has been under way since the close of our national convention in 1961, are rapidly taking shape for what promises to be one of the most delightful conventions in the history of our Association.

A hard working staff comprising the Nebraska Auctioneers Association and officials of the N.A.A. are busy setting the stage. Several chairmen of important convention committees are in the process of being appointed and many members have indicated their desire to serve on committees. There will be no lack of support.

The citizens of Lincoln, Nebraska take the extraordinary pride in their city and are eagerly awaiting the chance to show it off to such a large gathering as a National Auctioneers Association convention. The beautiful Cornhusker hotel will serve as N.A.A. national headquarters and will also accommodate the daily and evening business sessions of the convention. Lincoln is a city of teeming enterprise, one that provides an abundance of industrial, commercial, recreational and cultural facilities. As a result Lincoln is a mecca for tourists and conventions. Because of its central location and its easy accessibility by every means of transportation, Lincoln will undoubtedly draw the largest attendance of any N.A.A. convention.

The overwhelming response to the advance registration for last year's conven-

tion at Houston, Texas, was an outstanding factor in the great success of that event. To insure an even greater success this year at Lincoln, President Charles Corkle, stresses the importance of making your reservations in advance. It would be wonderful if every member could be present, but even if that is not possible you can be represented by others that will attend.

Start thinking about the 1962 National Auctioneers Association, National Convention in Lincoln, Nebraska, now. The dates July 19-20-21. BE THERE!

Further Reflections On the Erickson Sale

(From PARKE-BERNET Bulletin)

Three months have passed since this particular drama, now a major footnote to art history, was played before a house including the largest number of millionaires ever to compete for standing room. In the intervening period, public interest has bestirred itself to enlarge the area of its impact; and Rembrandt's Aristotle is now as familiar to the man-in-the-street (and his more enterprising relative, the man-in-the-museum) as the features of the Mona Lisa, or even — to add a contemporary touch—those of that lesser barbudo, Fidel Castro.

Some hundreds of thousands of people in New York have in fact made it their business to analyze at first-hand, with motives ranging from curiosity to awe, the impact of this golden masterpiece of the dying Renaissance; as in Washington they have crowded together for a sight of the Fragonard, a century later in time and at the opposite pole of man's versatile inspirations. As late as last week the press was still busy with its seismographic recordings of distant aspects of the sale, stirred perhaps into action by the research in depth of our distinguished contemporary, the New York Times into the subterranean personal forces beneath the event.

Here, into these offices, the tidal wave has rolled, as the jetsam of press clippings, articles, comments, inquiries, arrived from abroad; the painting department has been submerged until a barrage of mail—some 200 or more letters a week—from hopeful possessors of greater or lesser canvases; and the beauty and symmetry of the method of public auction has suddenly dawned on the consciousness of many others, who had perhaps previously regarded us an outpost of Monte Carlo or Las Vegas. However—as we confided to you in a previous piece—we auctioneers are old hands at being rediscovered, and contrive always to look as surprised and pleased as we did the first time (way back about the second millennium, B.C.). As for the Erickson sale, we are most delighted by this: that focus of public attention in the field of painting has been shifted by it enough to center, at least for a time, on the vital humanistic past of our disturbed age.

Massachusetts Group Hears Legal Problems

The February meeting of the Massachusetts State Auctioneers Association was held in the Western end of the State and many auctioneers from that area were added to the membership rolls. The advertising department of the Boston Herald presented all who were present with a fine gift.

William Duggan, chairman of the legislative committee, reported they were still working on the Blue Laws with the idea of amending them so that members could conduct sales on holidays. A totally unexpected bill that would cause auctioneers to pay a much higher liability insurance than surrounding states was discussed and action planned.

Prospects of having a \$100 State License and being forced to record the name of the purchaser of every item sold in box lots

and “throw-outs” was also discussed. The State General Laws, as they pertain to our profession, were read and a better understanding of our problems was the result.

Next meeting will be held at Motel 128 in Dedham on March 5, State Attorney General, Edward McCormick, Jr., will be the speaker.

Colorado Auctioneers Hold Denver Meeting

By H. W. “BILL” HAUSCHILDT

Colorado Auctioneers held their Annual Convention at the Shirley-Savoy Hotel in Denver, January 20. The attendance was very good in spite of the intense cold weather that prevailed at the time.

Bernard Hart, Secretary of the NAA, gave a report on the history and growth of the National Auctioneers Association. Charles Corkle, President of the NAA, spoke in regard to organization and emphasized attendance at the 1962 National Convention to be held in Lincoln, Nebraska, July 19-21.

Other speakers included Col. E. T. Sherlock who reported on the work of the NAA License Law Committee; Fred Ramaker of Denver on livestock sales; Ernie Austin of Greeley on sale advertising and Harvey Baldwin, Denver, on furniture sales.

Elected officers for 1962 are: Lyle Woodward, Denver, President; J. Lee Sears, Ft. Lupton, Vice-President; and H. W. Hauschildt, Denver, Secretary-Treasurer. Ernie Austin and Dean Davis, Fort Morgan, were elected directors for a three year term and Fred Ramaker was elected for a two year term.

Following the evening Banquet, the entire group attended the Rodeo and Horse Show at the National Western Livestock Show, marking a fitting and entertaining close for a successful meeting.

Trade Associations — Membership in a Trade Association is like having a special fire department. It should be kept organized and ready for emergencies. Support your local, state and national associations and you will be ready for the emergencies when they arise.

BAGGAGE
CLAIM

GATE

**WISCONSIN AG. LEADERS
RUSSIAN TOUR**



Freund Describes European Trip In Letter To Editor

Dear Bernie:

Hello Old Timer, it has been sometime since I sat down to pen a few lines to a good friend. My wife has reminded me several times that I better give you a report of my trip to Europe, and the Iron Curtain country this past summer, July and August.

I did not attend the convention at Houston in July so I had better do my Boy Scout deed, and tell you about my experience.

I must say it was a wonderful trip to participate in, and one I shall never forget.

There were 32 men, (men only) all from Wisconsin, it was called the Wisconsin Agricultural Leaders Good Will Tour.

It was privately sponsored and organized as a supplement to the United States people to peoples exchange program.

Its main purpose was to carry a message of Good Will to the agricultural people of Europe, also the Russian and satellite countries.

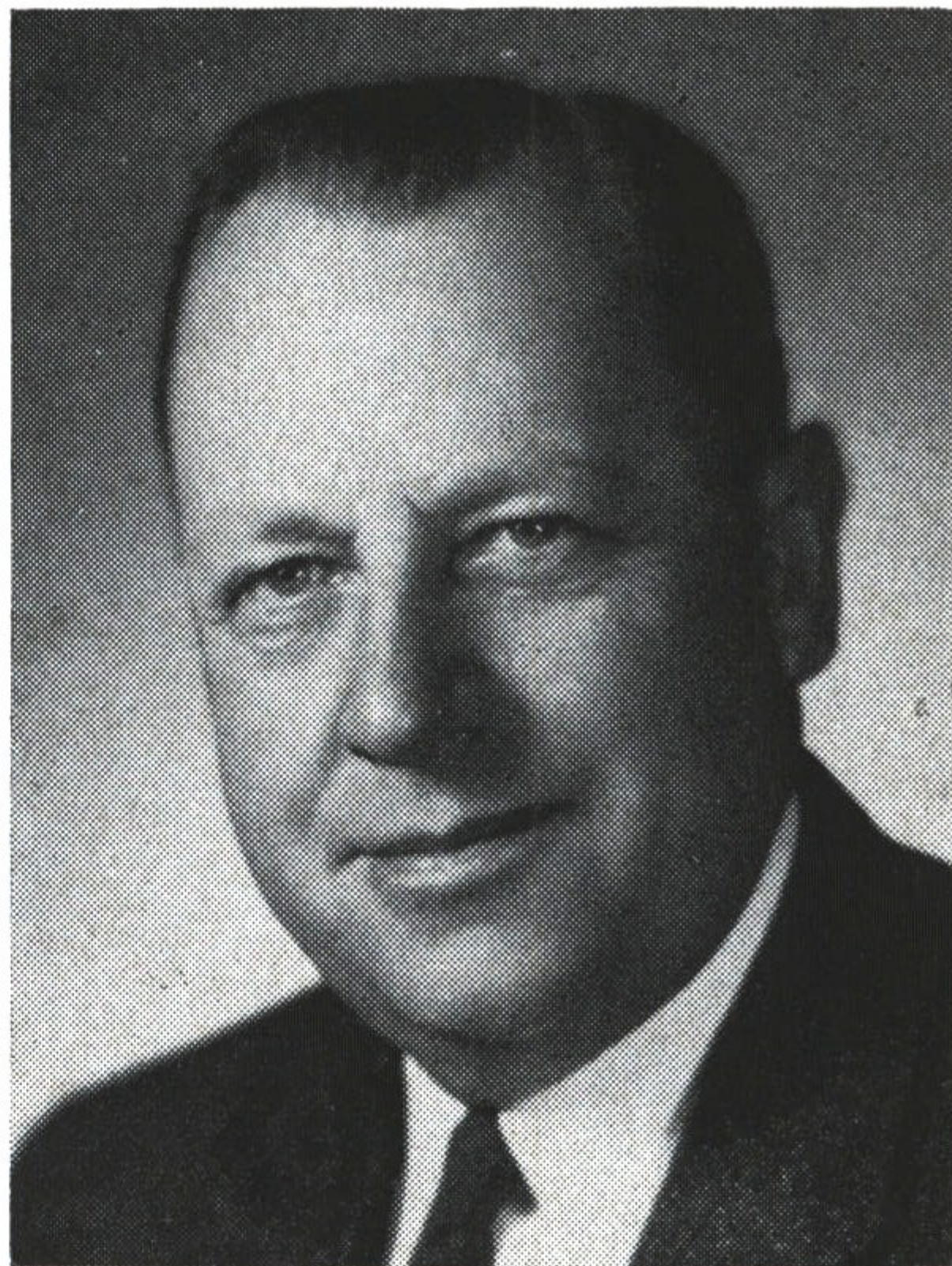
The 32 man group was composed of representatives of every phase of agriculture, veterinarians, teachers, coops, business, auctioneers, etc.

(Found no auctioneers in Russia)

Our itinerary for the 22 days during which we traveled approximately 20,000 miles, most of it by air and jet included visits to Belgium, the Netherlands, East and West Berlin, Poland, Soviet Union, Hungary, (total of 11 days behind the Iron Curtain) Paris, Switzerland, and returning home on August 20th.

The people to people tours are primarily a good will mission, to improve relations, and a better understanding between the people of the U.S.A. and Eastern Europe. Upon our arrival at Brussels, Belgium, after a 7½ hour flight from the International Airport of New York we toured this beautiful city, after attending church services on Sunday a.m.

The following day we traveled by bus to the Hague in the Netherlands, and visited a dairy farm enroute. The people of the Netherlands are a very thrifty and good people, and very progressive.



We then jetted to Berlin air port for a visit to East and West Berlin.

It was my first experience of visiting people of a free city as compared to a city of complete state ownership and control.

The streets of West Berlin are busy, stores and homes rebuilt, and the stores well stocked, churches rebuilt and the people working and happy.

When you enter East Berlin it was like walking into a different world. The rubble of World War II was still very evident, not many people on the streets, few autos, stores not inviting.

I saw many reasons why people would want to leave and go to West Germany.

During the latter part of July — 1961 when we were there, West Berlin was receiving from 1 to 4000 refugees per day, of all the refugees going to West, 25% are 25 years of age or younger.

Is there any wonder the Russians would build a wall? Because the people in this age bracket have had much indoctrination under the communists yet they prefer the freedom of West Germany and other parts of Western Europe as a place to live.

After seeing East Berlin and being told of all the people that had escaped to the West, I was very happy that my home was in Wisconsin, U.S.A.

After leaving Germany by the East Berlin airport, we arrived at Warsaw Poland.

We visited a Dairy plant and had an opportunity to visit with the Polish people. They are very anxious to learn about the U.S.A. and find out what we think of their country.

After leaving Poland, we spent the next 10 days in Moscow and the Kremlins, viewed the bodies of Lenin and Stalin (Poor Joe has been removed since our visit), then south of Moscow 1000 miles to observe the Russian collective farms in the Ukraine, shopping Krasnodar, Rostor on the Don river, then on to Kiev. I can only say that when you see the expression on the faces of the people that live and work on the collective farms of Russia, they are not happy.

It is a different system, no private ownership or free enterprise which is what has made the rural and urban American way of life so great.

We also visited Budapest Hungary when we observed a state farm, where people work merely for wages while on the collective farms, the labor income is determined by the profit derived from farm operation.

Russian and Polish language is very difficult to understand, for a German like myself, I speak German quite well, but was lost in Russia and Poland. We had to depend on our girl interpreter most of the time. After leaving Budapest, we landed in Paris for the night at Club Lido, then several wonderful days in Switzerland, before returning to New York, via a Sabeno 707 jet with 154 passengers aboard. It was a great feeling when I stepped on American soil.

If I may add a personal note, I thought of my forefathers many times during the trip, and will say they were great people, and came to America because they wanted more than their home land had to offer.

Say a prayer for your forefathers, they had to build a way of life, with free enterprise and private ownership, freedom of worship that has made America the greatest land of all.

It is our duty to carry on this heritage, and keep America strong.

Let us sell Americanism to the Americans, and inspire freedom in the hearts of all people. Let us be alert to those who would destroy us by communism.

Ernest C. Frennd
Fond du Lac, Wisconsin

Livestock Markets' Organization Formed

MADISON, Wisconsin — The basis of a coordinated trade association structure for the independent livestock auction markets of the state was perfected at a meeting in Madison, February 2.

The Wisconsin Livestock Markets Association was organized to be made up of markets qualifying under the industry-adopted Code of Business Standards as "Certified Livestock Markets." The Association and its markets will participate in the Livestock Auction Markets Association, which is the industry-wide trade association. It is made up of 38 state associations and Certified markets from 42 states. The Wisconsin association is the latest to organize.

Jim Nolan, Nolan Livestock Auction, Marion, was elected President. Henry Drees, Drees Livestock Co., Peshtigo, was named Vice President. Tom Petroselli, Reeseville . . . Bud Epp, Rice Lake . . . Harold Zimpel, Fennimore . . . and Carl Kuehne, Seymour, were elected Directors from four districts in the state. Harold Mattes, Thorp, is Wisconsin Director on the industry association's Board of Directors.

Plans were announced to obtain an executive officer in conjunction with the Certified markets and state associations of Minnesota and South Dakota, through the industry association.

C. T. 'Tad' Sanders, General Manager and Counsel from Association offices in Kansas City, attended the meeting and assisted in the initial organizational steps taken.

Nolan summed up the purposes and objectives of the group in these terms: "The independent livestock auction markets of Wisconsin need to collectively inform the public of their services, as public markets, to merchandise livestock — and be represented effectively with competitive marketing methods and before govern-

ment bodies. The coordinated trade association organization provides the means to accomplish these objectives and to do a better job for livestock owners in the state..

A meeting of the state's 22 independent livestock auction markets making up the organization was announced for March

17 at Stevens Point.

Raymond Schnell, Dickinson, North Dakota, President of the Livestock Auction Markets Association, has been invited to address the group at the March meeting where organizational steps are expected to be completed.

The President's Letter

Auctioneers with whom I have visited during the last two months have been especially generous with their compliments on recent editions of "The Auctioneer." They have had high praise for the news carried and for the several articles dealing with the benefits to be derived from Organizations and what Associations can and should do to attract and hold memberships. Too, they have been pleased with the year end report of increased membership in the National Auctioneer Association.

The men who formed this Association and those who not only joined early but have continued to work hard in making it a strong organization are entitled to much credit for the progress that has been made in membership totals.

They insisted upon it being an organization for all Auctioneers regardless of the field in which he might be specializing. They insisted upon effort being made to assist Auctioneers in self improvement so that the auctioneer profession might be elevated to its proper place in the selling field.

The State Associations working for stronger organizations have been important factors in bringing the National Association to the attention of many Auctioneers.

While every member should be encouraged by the results of this effort we do know that numbers are important in an Association such as ours. Important for several reasons — Only an organization can represent the entire profession — To represent the profession properly every auctioneer should be a member. Each of us know Auctioneers who would benefit by becoming a member and the National Auctioneers Association would not only be a stronger but a better organization with their membership.

There are many splendid Auctioneers, some with many years of experience, others now on their way to success who should be members of this Association. Each of us know at least one we would be proud to have as a fellow member.

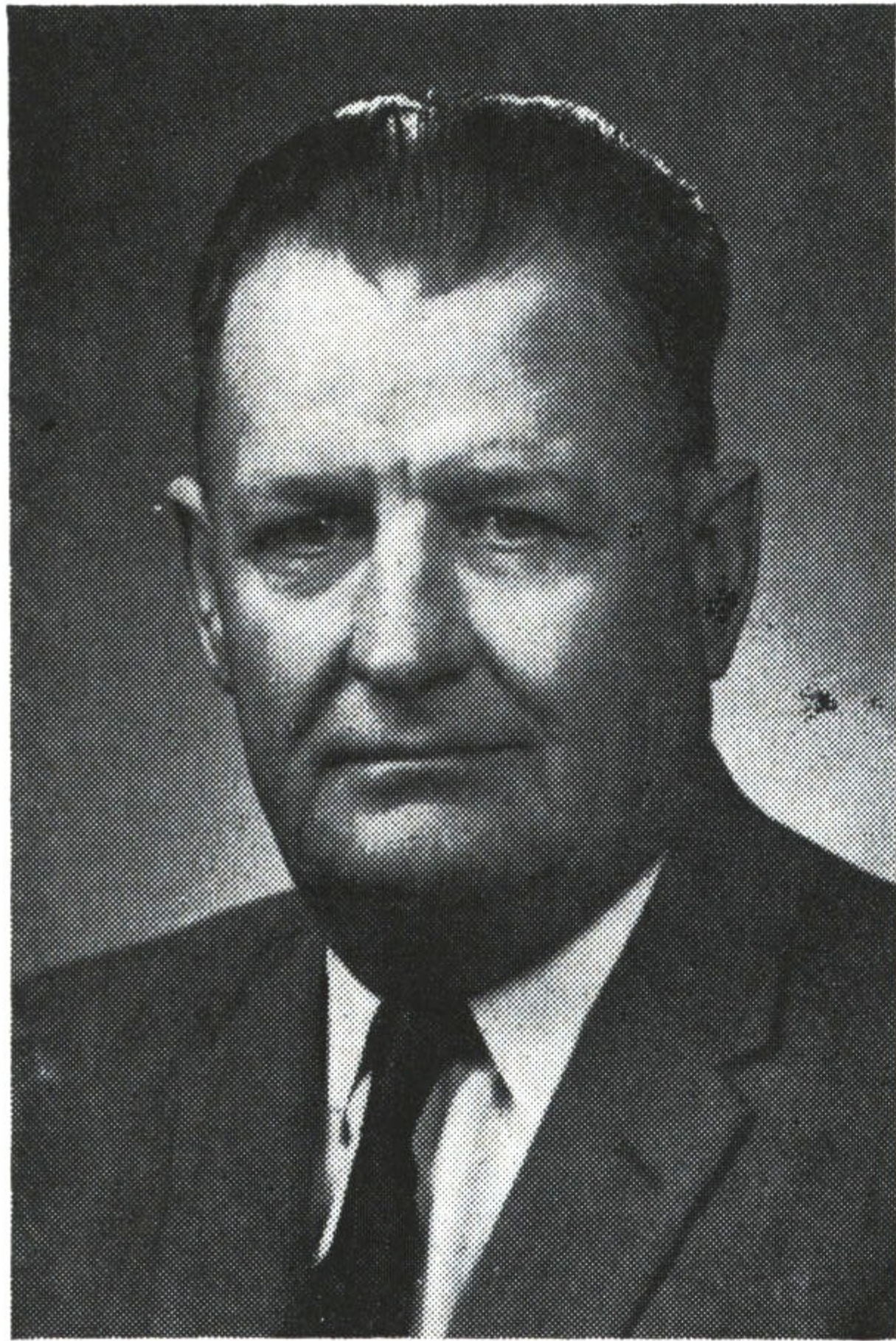
If we were to bring him into the Association we would not only double our membership but would bring him into the one group devoted to the promotion of the Auction Method of Selling. The fact that if we were to accomplish this we would have an average state membership equal only to the eighth high state in membership as of Dec. 31 proves it not impossible. It presents a challenge worthy of our time and effort.

Charles Corkle, NAA President

NAA Treasurer Is A Very Busy Person

With the National Auctioneers Association increasing in size the duties of the Treasurer are also greater than in former years. We have been fortunate in having the same Treasurer for a good many years, "Hank" Rasmussen having begun his second ten year term with his reelection last July.

All of "Hank's" time is not spent in carrying NAA money to the bank as is evidenced by the following column taken from the Grand Island (Nebr.) Independent. Col. Rasmussen reports that he has been using this method of advertising for some time and believes it to be good publicity.



**HENRY
RASMUSSEN'S
SALE CALENDAR**

Friday, February 9

Mrs. Henry Goering, Cushing

Saturday, February 10

Mrs. Clarence Allyn, Cushing

Monday, February 12

Gerald and Frances Spencer, Palmer

Tuesday, February 13

L. P. Ripley, Elba

Wednesday, February 14

Mrs. Alma Bredthauer, North Loup

Thursday, February 15

Raymond Beyersdorf, Wood River

Friday, February 16

Tom Reimers, Dannebrag

Saturday, February 17

Herb Fowler, Cairo

Monday, February 19

Adolph Rohrich, Wood River

Tuesday, February 20

Darwin McWilliams, Chapman

Wednesday, February 21

Herman Bredthauer Estate, Scotia

Thursday, February 22

Arnold Roepker, St. Libory

Friday, February 23

Tom Stryker, Scotia

Saturday, February 24

Fred and John Peters, Palmer

Monday, February 26

Al Smith, St. Paul

Tuesday, February 27

Henry and Bertha Schimmer,
Grand Island

Saturday, March 3

Oliver Soucie, Fairfield

Tuesday, March 6

Harry Olson, Phillips

Saturday, March 10

Annual Machinery Auction, St. Paul

Tuesday, March 13

Cashmere Jonak, Ashton

Watch for the sale date for the big Clean-
up Sale at Taylor Ranch, Grand Island.

If you are planning a sale call collect:

SKYline 4-4497, St. Paul, Nebr.

Find 29 Original Lincoln Papers

CHICAGO—The discovery of 29 previously-unknown original letters, notes and papers written by Abraham Lincoln was revealed recently.

State historian Clyde C. Walton termed the collection "the largest Lincoln find in recent years." The documents were donated to the Illinois State Historical Society by Elsie O. and Phillip D. Sang of River Forest.

Walton said the letters were discovered among the papers of a retired semi-recluse, Oscar A. Kersner, who died last March in Greenville, Ill., at the age of 70.

THE LADIES AUXILIARY

Hello Ladies:

Just a few words. I received a very nice letter from the ladies in Nebraska saying they have begun to make plans for the convention. Any of you ladies that belong to the National Auxiliary and your name is on the membership list will, I hope, receive a questionnaire in the mail. Please fill it out and return it as soon as possible to me, as the convention committee will need them very soon so they can set up the entertainment to suit you.

Also, this year, the ladies that hold life memberships will be asked to pay for their luncheon ticket so we can go on paying our share of the expenses. Our expenses increase as the organization grows, and I hope very much it grows larger year by year.

Come along ladies, and give us your support —

Margaret Berry, President

Gauguin Door Will Be Sold

LONDON — One of author Somerset Maugham's greatest artistic treasures, a part of a door on which Gauguin painted "Tahitian Girl," is to go under the auctioneer's hammer to the highest bidder.

And the bidding should be high. For the door comes from a tumble-down house on the South Sea island of Tahiti where artist Gauguin once lived. On it he painted "Tahitian Girl."

This and 34 other pictures in Maugham's collection, including works by other famous artists, will be auctioned April 10 at Sotheby's.

Children's Game

In 1916, Maugham went to Tahiti in search of a painting by Gauguin. He was told the artist had lived and worked in a house on the outskirts of Papeete. There, Maugham found some pictures, painted on the glass panels of three doors.

But the children in the house had found it was a fine game to scratch the paint away. The paintings on two of the doors

were wrecked and the youngsters were about to start on the third.

Maugham told the house owner that he wished to take the remaining painting.

You can't do that," said the owner. "It would leave me without a door."

The author thereupon agreed to buy the man a new door.

Maugham unscrewed the door and drove off with it. He later sawed off its wooden base and was left with a Gauguin original.

Antique Show Results In Crowds, Profits

The seventh annual antique show sponsored by the Westerly, R.I. Lions club met with success based upon experience and an ever-increasing interest in antiques.

The club is fortunate to have as a member Paul W. Munsell who, with the assistance of his wife, practically stages the entire project. Both are ardent antique collectors and their hobby is helping the Westerly club make money for scholarships and children's summer camping.

They contact antique dealers in the area, and some quite distant, offering them display space at a nominal rental. It is a tremendous help to have persons well

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. R. E. Featheringham,

Ashville, Ohio

Mrs. Walter Britten,

College Station, Tex.

Mrs. Earl White, Madisonville, Tex.

versed in antiques to head the action and lay the groundwork. The club takes no part of the sales receipts; all the sales made by the exhibitors are theirs.

Members of the club assist in procuring tables for the exhibitors and arranging the rental space. From an admission charge of 50 cents per person for those who attended the show this year the club realized over \$1,000 from a three-day show.

Auction Of General Store Reveals Many Unusual Antiques

By LOUISE C. BARDWELL

MILLINGTON, New Jersey—The Richard Coriell and Company General Store in Long Hill Rd., opposite the Erie-Lackawanna Railroad Station, was liquidated Saturday on the auction block because of illness in the family. Many residents alongside of dealers kept the bidding lively from 10 a.m. to 4 p.m.

One resident sat patiently from the start till early afternoon to obtain a grocery cart. "I have always wanted one to carry things from the house out to the barns," the person remarked to a friend.

Auctioneer Elwood G. Heller, a member of the National Auctioneers Association, brought the house down with laughter when he produced real antiques, two pairs of men's knit high laced gaiter boots with felt soles and rubber heels. They were knocked down to two housewives.

Perfection wick cleaners, kerosene lamp chimneys, wire carpet beaters, porcelain and wood wash boards, barn door latches, hip boots, old fashioned top-of-the-stove oven, egg boxes, stove poker and a stove pipe also were very amusing to the public gathering.

Groceries, hardware, tools, kitchenware, paint and store fixtures were auctioned, along with a key maker, scale, meat slicer, cash register, meat block, safe and refrigerators.

Richard Coriell opened the store in 1901 a short distance east of the present site. The store was demolished by fire Nov. 10, 1920.

A new store was built and, a few years later, Coriell added to the building which

now houses the post office and the Millington Savings and Loan Association with living apartments on the second floor.

Coriell was born and raised on a farm in West Millington on the present site of the Bonnie Brae Farm for Boys. He died in the summer of 1957. A nephew, the late William E. Coriell, two sons, Richard Lawrence and Chester, and a daughter, Miss Coriell, helped to manage the store.

Management of the store was interrupted for two years and five months when the establishment was rented to A. J. McGill. The store was taken back in 1956 and was run by Miss Marion Coriell and her brother, Richard Lawrence. The past five months, another daughter, Miss Doretta Coriell, has managed the business alone. She retired three years ago after 36 years as a teacher in the Hanover Avenue School, Morris Plains.

Miss Marion and Doretta Coriell are planning a little vacation in the near future.

Prices in January

(From PARKE-BERNET Bulletin)

Outstanding prices noted during the past month were: in the sale of January 13, a pair of Regence silver octagonal candlesticks, \$3,000; a pair of Louis XV carved walnut fauteuils by Georges Jacob (M.E. 1765) and a pair of Louis XV carved beechwood fauteuils in needlepoint by Louis Cresson (M.M. 1738), \$7,600; a Louis XIV Beauvais grotesquerie tapestry after J. B. Monnoyer and Jean Behagle, c. 1700, \$7,000; and a Louis XVI Aubusson armorial carpet, c. 1785, \$8,000.

In the Giannestras sale on January 20, a set of four Philadelphia Chippendale carved mahogany side chairs by Benjamin Randolph sold for \$14,000; other prices achieved in this sale indicate that Americana continues in great demand. Three prices of note in the Gavin sale, January 26 and 27, were \$6,000 for a Rhenish Gothic carved, gilded and polychromed wood altarpiece, with the Adoration of the Magi; \$5,200 for a suite of Louis XV carved and gilded fauteuils and a canape in cinnamon velvet; and \$6,800 for a Tabriz carpet. A rare copy of Townsend's Ornithology, the scarce predecessor to the first octavo edition of Audubon's Birds, fetched \$2,200 on January 30.

My First Ten Years As An Auctioneer

By COL. POP HESS



The date of this writing is Tuesday, February 13. Ohio is having the usual run of February weather; snow; some ice; cold winds and often around zero. But with this a short month, spring is around the corner; however, it can be a long corner to go around.

Public sales in Ohio are numerous. Our Ohio auctioneers are very busy in all types of auctions. Many very large general farm and livestock sales and many sales of farming equipment by dealers. Our many weekly livestock auctions have a strong run each week. We might say our farmers and livestock dealers are either making money or we might say they are just handling money. Well that is what money is for, why not?

Our February 1962 issue of this publication is on my desk, and I was happy to note we listed a membership in the NAA of all time high — 1687. Some day we will hit the 2000 mark if we keep digging.

Many letters came in this past month from many auctioneers. From the new beginner to the retired they were filled with comments, good deeds, complaints, and what have you. But the bulk was of the brighter side and only a few grumbled because they have competition and wonder why. The only answer I can think of is our competitors were born and grew up to be auctioneers and now are. As I see it, much of the improvement in auctioneers and better auctions has been brought about by hot, strong competition in the field. This puts the boy on his toes that wants to be better and an auctioneer in demand.

Now my continued story on some 80 years growing and to be an auctioneer where I left off in the February issue. I will give you some of the high lights on

the first sale and some that followed the first ten years. It would be a long story if I jotted down everything in detail, but I will mention some hot spots I can never forget.

1901 to 1910. My first sale was on October 18, 1901, a warm bright day. Just a few days before the sale date, I had the misfortune to break off one of my center upper front teeth. So looking like a kid, and called a kid, (yet 21 years old) to top out my first appearance as an auctioneer with a big mouth and one outstanding tooth absent. The sale was to open at 1 p.m. I was there by 10 a.m. Only three miles from home but I wanted to be there on time. The word was out that kid would be the auctioneer and they all laid aside their farm work and came by time to kick off. Many folks, all standing and looking at what they would have to look at and hear as an auctioneer. They did not just look, they stood and gazed at me from head to foot. I was dressed in my best Sunday suit (in fact the only suit I had). Had one of them Derby Hats (they wore them back in the early 1900's and before).

As the hour of one came my mouth was as dry as a wood chip that had laid in the hot sun for many days. For the first time had I become really conscious that the Fatal Hour was here. Down in the back of my head I was thinking if I had the price to pay some guy to take this job off my hands, I would do it. Then I recalled the story of the boy who went to war and when he was ordered to the front lines where the bullets were flying, he sat down and started to cry and said he wished he were home. Then I realized, all who said I could or could not do it, it was up to me to clear the air once and for all.

IN UNITY THERE IS STRENGTH

I gave the word the sale was on. Not a big sale—some seed potatoes—some 25 head of cows—100 head of sheep, and a few horses and that was it. As I look back on it all I feel it was my many friends I had made in that community that stood up and bid regardless to help me make the grade. The sale clerk helped me to keep straight as through all the years as an auctioneer I would get confused on just what was bid, but in this early time I was more behind than ahead. The sale was over by four p.m. Some congratulated—some just smiled—some did not take the last look before they left or said good-by. So in due time I drove home—did my chores—and crawled under the bed to await the rumors and reports. Some were good—some were fair—some too much of a kid, and not enough experience. Some said they bid and I did not see them and some said they did not bid but they were sure I counted them in. However, all sales made that day had paying buyers and nothing was left to talk about.

Following that it was not too many weeks till I was called to sell a sale of about the same line up only this one had some farm tools in it and so on.

As I got into 1902, I averaged about a sale a month. Twelve sales for that year then each year added a few more and at the end of ten years, by 1910, I had nearly 400 sales behind me and the bulk of them general farm sales and household goods. Most of these sales in that period were not of a high total but good clean sales. I had some hot competition of some six other auctioneers that came into the county to conduct sales and most of the better sales. If I was on at all, it was with an older auctioneer. But through it all it was auction education and as I have long stated in my columns and to the young men who come for advice. "Count on ten years to be the master of the job, if not by then, take on a job that more fits your needs." Through the ten years from 1901 to 1910 here are some of the amusing and unamusing points that attracted my attention.

Back in my third year when I thought I was a man auctioneer, I got my first sale some distance from my home and the man hiring me had never seen or heard my work but was told by someone he should get me for his sale. Horse and

buggy days—fifteen miles one way—and I was to be at his farm for dinner. The sale was at late noon time. Roads were not too good and I was most of the forenoon getting to his place. I pulled in near 12 noon and there were not too many around the place as I started to unhitch a tired horse from the buggy. About that time, the man I was to sell for stuck his head out the kitchen door and yelled "Bud you cannot put your horse in the barn, I only have one stall left and I am saving that for the auctioneer." When he learned I was it, he used unprintable words in proclaiming he thought he hired a man auctioneer. "You are nothing but a kid." My face was red but his sale went over about as the average sales I had conducted. On leaving he said he was sorry he took me for just a kid, and in my years of sales I had some return engagements for him and his family.

One other time that was amusing in taking note of a farmer yanking his wife, who was bidding on some cows, out of the sale ring because her way of bidding was winking the right eye. This husband did not approve and proclaimed hard he was not going to have his wife winking at auctioneers.

At one of my early sales, I think about the fiftieth one I conducted in 1902, I was selling an afternoon sale and it was our custom to sell the horses the last thing. This sale was hot right up to the last horse. This was his wife's favorite buggy horse and bidding was average and when I was where I thought it was time to say sold, the farmer owner looked up at me, shook his head, grabbed the halter strap, and took the horse back into the barn. He came out and said that the sale was over. However, the last bidder on that mare, raised up and wanted to know if he bought the mare. The owner said no he wouldn't sell her. Well it took sometime to clean up that mess.

No doubt I had said in opening the sale the highest bidder will be the buyer. For myself at that stage of the game as an auctioneer I had not yet gathered together the answer to such a predicament. I recalled what an old man said to me one time. "If you do not know the right answer, keep your mouth shut, someone may answer it for you. But that thing went on for two weeks. Both seller and buyer tag-

ging at me what to do. Finally they had a hearing before the Justice of the Peace. The old Justice tried to be neutral but never thought to ask anyone what was said at the opening of the sale or no one raised the question. However, down in my belly I knew what was said. But luck was with me. The old Justice remarked that at an auction when anything is sold it is up to the auctioneer to say SOLD. His direct question to me was did I at any time in selling this mare say SOLD. I could honestly say no and many witnesses around to back it up. His final decision was due to the fact the auctioneer had not said sold — No Sale — (many times I have since thought it was a good thing this was not in a court or with lawyers who knew law, to get that kind of a decision and have it stick). Also from that time on, in my opening remarks handled the wording of the highest bidder will be the buyer, more in modern language unless I positively knew what was cooking.

The name of Ambrose was one I was

a little skeptical of back in my sales of 1908. With much behind me in sale experience, I called a sale for some folks and the husband's first name was Ambrose. As a rule in most sales not too large, starting at noon, you would eat dinner with the owners. I noted the Mrs. was much on managing Ambrose on what he done or said. We started the sale out between the house and barn with Mrs. standing at the back door every so often. She would squeal out 'Ambrose come here.' He would say to me wait a minute. They would have a quiet talk and back he would come and the sale got going again. After this happened several times I got a little jumpy and just as we were getting into the good part of the sale where I would make some good commission, out come the yell from the back door 'Ambrose.' He waved me down and this time she took him inside the door for some minutes. Finally out the door came both her and Ambrose. He got up beside of me and said folks I am sorry but the old



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woman says we have to stop the sale. She thinks things are selling too cheap. She seemed to be the only one present that thought that way. My face was red and I always remember the name of 'Ambrose.'

Through those first ten years I had sales where one owner died just as the sale was over. I had one where the owner went hay wire in his mind and was committed to a State Hospital. One where the husband and wife and son-in-law who were all living together got into a fight. It was a full day's sale, snow knee deep, zero weather, and they were at such odds no lunch or dinner was served. I sold the full day without even a cup of coffee, but got the job done.

One other sale, a man and wife were separated and fighting. He told her to have dinner for the auctioneer at noon and we were starting at 10 a.m. to sell and she declared she would not cook for anyone that was working for him. Just what he said back to her I did not hear but at 12 noon we were selling right at the back door. The mad wife opened the door and said to her husband, "Dinner is ready, get your helper and bring him in."

Had a sale for a man and his wife on a Saturday. Quite a good sale and seemed like happy folks. However, between that sale night and Monday, the young wife ran off with the hired man and took what loose money was taken in at the sale.

The most amusing sale to untangle was one where two families on the same road with their farms adjoining. Husband of one and wife of the other passed away the same year. There was a father with six children on one side of the road and a mother with the same amount on the other side. In a two years' time that father and mother decided to get married and in this united the two farms and the two families. As a few years passed, they had some children of their own. In due time when the husband and wife passed on it was an estate where the heirs were his children, her children and their children and as too often disagreements came up. With the administrator, I conducted the sale. It would take pages to explain what all happened in that sale but it was finally held and no one hurt.

In 1908, I came to the conclusion I would

make my life's work auctioneering. I found or thought I found farm work was hard on my back and with ambition that I should get more into the county seat town and be closer in contact with more sales and more time to work out plans for better and more sales. So by inducing my Preacher Land Lord to let me lease his farm to a good dairy farmer and I would in a way oversee the management when needed. He agreed with me and we got the right man and that farm put on a new face and both did well. I moved to the county seat of about 5,000 population and within one year took over a livery barn for a side line and that at the time became a top connection for meeting all new comers and connections. Sales increased and I was fortunate to hire an experienced man who could run or handle a livery barn business when I was at a sale and this stayed good until 1914 when the autos put the livery business out of existence.

In my April column we will live the years of 1911 through 1920 — featuring twenty years as an auctioneer.

Kansas Auctioneer To Armed Services

Larry LaGasse, Rice, Kansas, a member of the Kansas and National Auctioneers Associations, is now a member of the United States Army. He has enlisted in the Quartermaster Division for three years and will take his basic training at Camp Carson Colorado.

A graduate of the Reisch American School of Auctioneering, Mason City, Ia., LaGasse started auctioneering in 1958 and is a member of Kansas, Nebraska, and National Auctioneers' Associations.

He had been employed at the Koenig Sale Barn, Junction City; Concordia Sales Company, Concordia; and Hansen Livestock Auction, Beloit. He had been a partner with Carsen Hansen, Beloit, in a general auctioneering business.

We must have respect for both our plumbers and our philosophers, or neither our pipes nor our theories will hold water.

Pennsylvania Auction Law

No. 708 AN ACT

To define license and regulate resident and nonresident auctioneers and apprentice auctioneers in this Commonwealth, and revising, consolidating and making the law uniform relative thereto; conferring certain powers and duties on the Secretary of the Commonwealth and on certain departments and officers of the State and local governments; providing for the keeping of records and the inspection thereof; repealing certain inconsistent laws, and providing penalties.

The General Assembly of the Commonwealth of Pennsylvania hereby enacts as follows:

Section 1. Short Title.—This act shall be known and may be cited as “The Auctioneers’ License Act.”

Section 2. Definitions.—As used in this act:

(1) “Goods” shall mean any goods, wares, work of art, commodity, compound or thing, chattels, merchandise or personal property, which may be lawfully kept or offered for sale, including domestic animals and farm products, but shall not include nor apply to sales at auction conducted by or under the direction of any public authority, or pursuant to any judicial order or decree, or in the settlement of any decedent’s estate, or to any sale required by law to be at auction, or to any sale conducted by or on behalf of any charitable corporation or association if the person conducting the sale receives no compensation therefor.

(2) “Person” shall mean and include an individual, firm, copartnership, association or corporation, but applied to “association” shall mean the partners or members of any partnership, limited partnership, or any form of unincorporated enterprise, owned by two or more persons, and as applied to “corporation” shall mean the officers or directors thereof.

(3) “Auctioneer” shall mean any citizen of the United States and of the Commonwealth of Pennsylvania having two or more years’ experience as an active auctioneer in the profession of auctioneering

and being duly licensed as provided in this act.

(4) “Apprentice Auctioneer” shall mean any person eighteen years of age or over, being a resident of the Commonwealth of Pennsylvania for one year or upwards, and having completed a prescribed course of study at an accredited auctioneering school approved by the department and one year’s apprenticeship under the supervision and control of a duly licensed auctioneer, or at least two years’ apprenticeship under the supervision and control of a duly licensed auctioneer and duly licensed as provided in this act.

(5) “Auction” or “Sale at Auction” shall mean the verbal exchanges between an auctioneer or apprentice auctioneer and the members of his audience, constituting a series of invitations for offers for the sale of goods or real estate made by the

A Word of Explanation

In this issue we are presenting in full the text of the Pennsylvania State License Act for auctioneers.

This law came as the result of continued efforts of the Pennsylvania Auctioneers Association.

It is the intent of the sponsors that this law not be used as a club to “get some auctioneer” that has pulled a fast one on you, but rather as an aid in bettering methods of operation for the protection of all auctioneers and the public alike. The policing action of the law will go slowly and any auctioneer who tries to live up to the law but makes minor infractions will not be put out of business. The law is not everything they wanted but is a big foot in the door and the group can sponsor amendments as time goes on. Operation of the law will not be perfect but with everyone cooperating it can be a useful tool for the auction profession.

IN UNITY THERE IS STRENGTH

auctioneer or an apprentice auctioneer, offers by members of the audience, and the acceptance of the highest or most favorable offer by the auctioneer or an apprentice auctioneer.

(6) "Department" shall mean the Department of State who shall administer the provisions of this act.

Section 3. Issuance of Licenses: Supervision and Control.—The department shall issue auctioneers' and apprentice auctioneers' licenses under the provisions of this act. The department shall supervise and control all licenses issued under the provisions of this act.

Section 4. Copies of Department Records as Evidence; Fees for Copies.—(a) Copies of all records and papers or documents filed in the office of the Department of State, and of all proceedings by or before the Secretary of the Commonwealth, or his duly appointed representative, with the secretary's action thereon, and stenographic notes of testimony or other evidence submitted, when certified under the seal of the department shall be admitted to be read in evidence in all courts in this Commonwealth in all cases where the originals would be admissible in evidence under the provisions of this act. In any proceeding, the court having jurisdiction may, on cause shown, require the production of the original.

Section 5. Information Not to be Divulged; Penalties; Exceptions; Rulings to be Public Records.—(a) Neither the Secretary of the Commonwealth nor any deputy secretary, representative, clerk or other employee of the department shall, directly or indirectly, wilfully exhibit, publish, divulge or make known to any person or persons any record, report, statement, letter or any other matter, fact or thing contained among the papers, documents or records of the department, or ascertain from any of them or from any investigation or proceedings made or held by or before the department or any of its deputies, members, secretary or representatives, excepting in the manner as is expressly authorized by this act and excepting when the production of any information in any court is duly required by subpoena issued by special order of the court or other regular process. Any violation of the provisions of this section shall be a misdemeanor, upon conviction where-

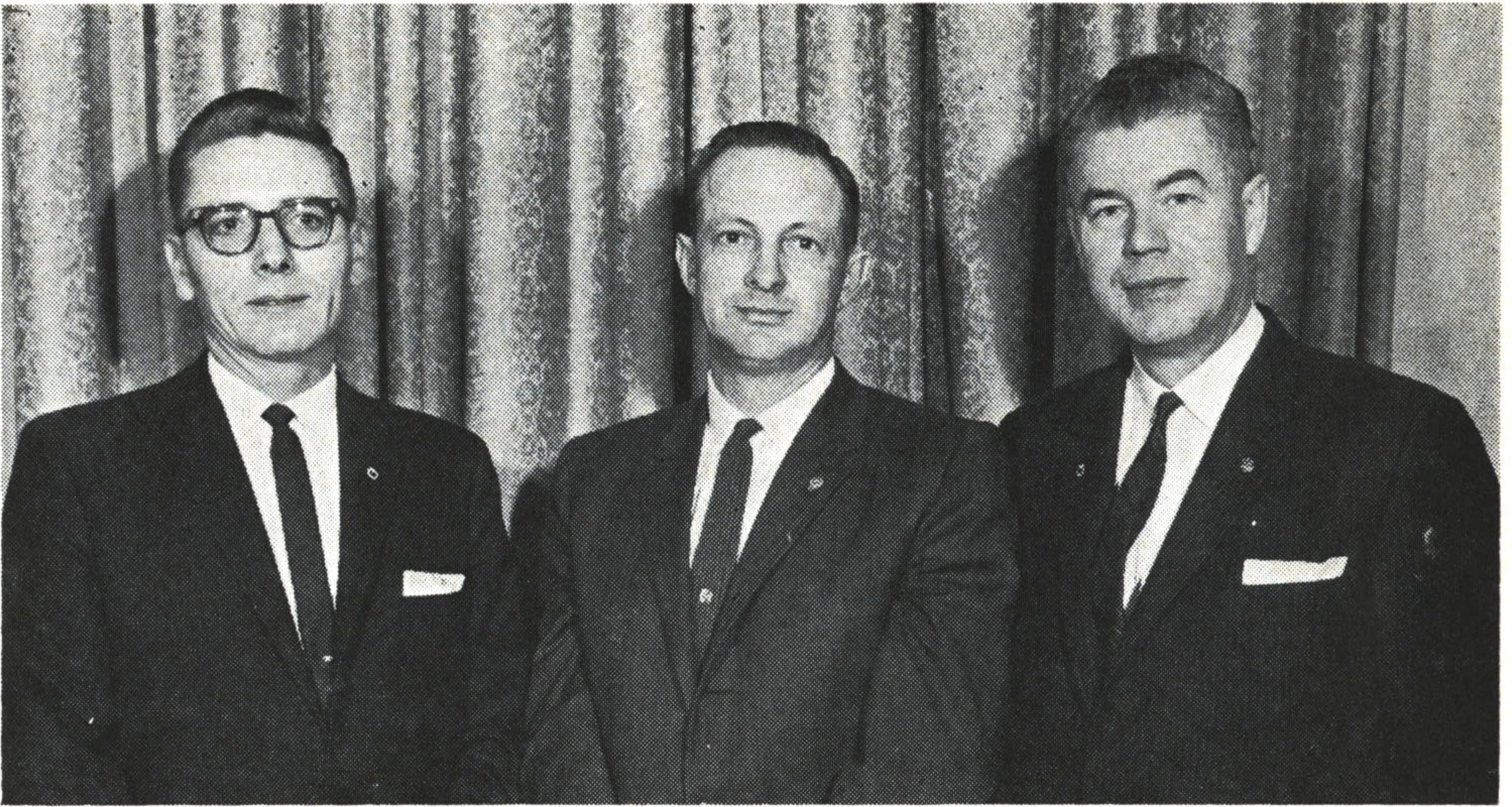
of, the person so offending shall be sentenced to pay a fine not exceeding one thousand dollars (\$1000).

(b) The provisions of this section shall not apply to any final ruling or decision of the Secretary of State with the record relative thereto, and upon which the same was founded which final ruling or decision shall have been duly made and entered after investigation and hearing. All records shall, immediately upon the entry of any final ruling or decision, become public records of the department subject to inspection by any person interested.

Section 6. License Required; Restrictions as to Citizenship, Age, Apprenticeship and Examination.—(a) From and after January 1, 1962, it shall be unlawful for any person, copartnership, association or corporation to engage in or carry on the business or act in the capacity of an auctioneer or an apprentice auctioneer within this Commonwealth without first obtaining a license as an auctioneer or an apprentice auctioneer from the department, except that such license need not be obtained by any person conducting an auction or sale at auction of any equipment, livestock, household goods, personal property or real property of any kind or nature if the same is individually owned by said person.

(b) No person, copartnership, association or corporation may be licensed by the department as an auctioneer unless such person and all of the members of any such copartnership or association who are actively engaged in the auctioneering profession and all of the officers of any such corporation who are actively engaged are of the age of twenty-one years and upwards, are citizens of the United States and of the Commonwealth of Pennsylvania, except as provided in sections 6 and 9 of this act, and shall have served as an active auctioneer for two years or more, or shall have served an apprenticeship as a duly licensed apprentice auctioneer of not less than two years in the employ of a duly licensed auctioneer or of not less than one year in the employ of a duly licensed auctioneer after having completed a course of study in auctioneering at an accredited school approved by the department, or upon application, proof of experience equivalent thereto.

(c) Any person engaged in the auctioneering profession for a period of two years or



Emerson Marting (center), Washington C.H., Ohio is the new president of the Ohio Auctioneers Association. On the left is Richard W. Babb, Wilmington, Secretary-Treasurer and Gene Slagle, Vice-President, is on the right.

more may be issued an auctioneer's license if he meets all of the prerequisites of applicants for such licenses, except that he shall not be required to have served in the employ of a duly licensed auctioneer, or as a duly licensed apprentice auctioneer for a period of two years: And provided, That such application for license shall be made to the department within ninety days of the effective date of this act.

(d) Any person who remains inactive for a period of seven years without renewing his license shall, prior to having a license reissued to him, submit to and pass an examination.

Section 7. License, Department to Issue.—It shall be the duty of the Department of State upon payment of the license fees required by this act to issue licenses as auctioneer or apprentice auctioneer to all individuals, and as to auctioneers alone, to all copartnerships, associations and corporations who qualify under and comply with the provisions of this act.

Section 8. Applications; Examinations; Expiration Dates. — (a) Applications for licenses as auctioneer shall be made, in writing, to the department upon a blank provided for the purpose by the department, and shall contain such information as to the applicant, or when the applica-

tion is made by a copartnership, association or corporation as to its members or officers, as the department shall require. The application shall be signed by the applicant, or in the case of a copartnership or corporation by any member or officer thereof, and shall be accompanied by the recommendation of at least two citizens not related to the applicant or to any member or officer of any copartnership or corporation so making application, who shall be owners of real estate within and residents of the county in which the application is made, certifying to the honesty, truthfulness and good repute of the applicant, or in the case of a copartnership or association or corporation, its members or officers by name, and recommending that a license be granted the applicant, and by the recommendation of one licensed auctioneer or licensed member or officer of a copartnership, association or corporation licensed as an auctioneer. If the applicant, or in the case of copartnership or corporation any of its members or officers, shall have resided or shall have engaged in business for less than one year in the county from which the application is made, such application shall also be accompanied by the recommendation of at least two real

(Continued on Page 20)



MISSOURI AUCTION SCHOOL
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DECEMBER 1961

Marketmen Take Sharp Issue With P & S Director Girard

Auction Markets Council Upholds Act But Opposes Administrative Policies

WASHINGTON, D.C. — The 15-man Livestock Market Council of the Livestock Auction Markets Association has expressed sharp disagreement with Clarence H. Girard, Director of the Packers & Stockyards Division, U.S. Department of Agriculture, over prevailing policies in respect to administration of the P&S Act.

The differences came to light at the recent Trade Practices Conferences in Washington, Feb. 12-13, as initiated by the Council, when Girard, according to the Council's spokesman, rejected the industry's recently adopted "Declaration of Principles" and established Code of Business Standards, as having no place in relation to USDA regulations prescribing Trade Practices in livestock marketing.

The "Declaration" issued last December by the industry trade association is a 7-point statement which upholds the right of livestock owners to exercise a free choice in the method and means selected to market livestock, declares free and open competition in livestock marketing to be basic to a stable economy, states seller and buyer satisfaction to be the true measure of the standards and practices prevailing in all livestock marketing transactions, accepts the principles incorporated in the P&S Act as in the public interest, asserts full responsibility by Certified Livestock Market owners for the proper conduct of their business and invites consideration of these principles throughout the livestock industry.

Deploring the tendency to straight jacket livestock marketing in rigid rules as a "service" to the livestock industry, the Council proposed recognition of a broad framework of standards based on the fundamental principles of proprietorship responsibility and honesty, in keeping with the provisions of the Act as enacted by Congress.

"The apparent desire to expand author-

ity, substitute departmental regulations for common sense, experience and judgment in the livestock industry, with an urgent appeal being voiced by government spokesmen in terms of 'problems' with which the industry cannot cope and the 'services' the USDA desires to offer, smacks strongly of an effort to utilize the authority under the P&S Act to apply current theories of supply management and regimentation to the entire livestock and meat industry," C. T. "Tad" Sanders, Kansas City, Mo., General Manager of the markets and trade association and Council spokesman, stated.

"The reluctance of the USDA to discharge its responsibility of an efficient administration of the Act and to reduce existing regulations under the Act from their present state of conflict and confusion, to simple, understandable terms, coupled with absolute rejection of industry responsibility under the Act, has already led to lack of regard and respect for the Act itself," Sanders concluded.

Members of the Council taking part in the Trade Practices Conference were: Raymond Schnell, Dickinson, North Dakota; Joe L. Sorenson, Roseville, California; J. W. Prince, St. Johns, Michigan; W. H. "Billy" Hodges, Alexandria, Louisiana; Cecil Ward, Gainesville, Texas; J. T. Wooten, Rocky Mount, North Carolina; J. W. Marvel, Webster City, Iowa; Forest Noel, Mexico, Missouri; C. O. Emrich, Norfolk, Nebraska; J. E. Manning, Ogden, Utah; Ingvard Svarre, Sidney, Montana; W. I. Bowman, Montgomery, Alabama; G. W. Gardner, Lexington, Kentucky; T. R. McKinley, Dodge City, Kansas; and C. T. "Tad" Sanders, Kansas City, Missouri.

"A sense of humor goes hand in hand with independence of thought and an eternally questioning mind."

—Dwight Eisenhower

Pennsylvania Auction Law

(Continued from Page 7)

estate owners not related to the applicant of each of the counties where he or each of such members or officers has formerly resided or engaged in business during the said period of one year prior to the filing of such application, certifying to the honesty, truthfulness and good repute of the applicant, or its members, or officers by name, and recommending that the license be granted. Each application shall be accompanied by two photographs of the applicant, or in the case of a copartnership, association or corporation of the applicant members or officers thereof. Upon the filing of an application, the department may investigate the allegations contained therein and if, upon investigation, it finds such allegations untrue, it may refuse to examine or license the applicant, or may rescind any license issued by it on the basis of materially untrue allegations in the application for license, setting forth in writing its findings and the reasons for its refusal or rescission and furnishing a copy thereof to the applicant.

(b) Application for license as apprentice auctioneer shall be made, in writing, to the department signed by the applicant, setting forth the period of time during which he has been engaged in the profession, stating the name of the last employer or the name of the person, firm, copartnership, association or corporation then employing him or into whose employ he is then about to enter. All applications shall be made upon a blank provided for the purpose by the department and shall contain such information as to the applicant, in addition to the above prescribed, as the department shall require. The application shall be accompanied by the recommendation of his employer or prospective employer, certifying that the applicant is honest, truthful and of good repute and recommending that such license be granted. All such licenses shall expire on the last day of February subsequent to the date of issue, unless sooner revoked or suspended by the department, and renewed annually as hereinafter prescribed.

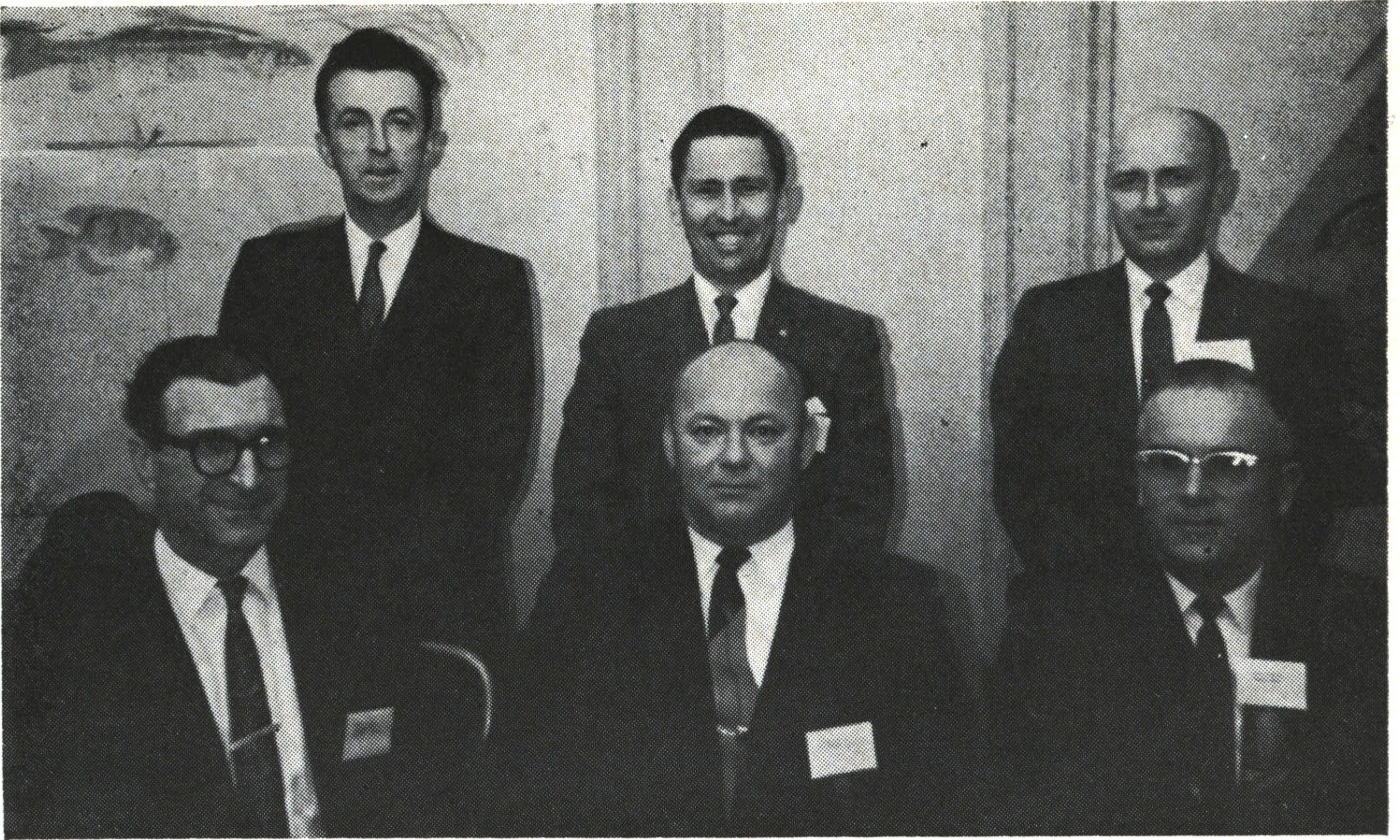
(c) No person may be licensed as an apprentice auctioneer and no person, copartnership, association or corporation may be licensed as an auctioneer by the

department unless such person and all of the members of any such copartnership or association and all of the officers of any such corporation intending to actually engage in or actually engaging in the auctioneering profession as an auctioneer or apprentice auctioneer, shall first submit to and pass an examination prepared and conducted by the department. The department shall hold examinations on the second Saturday in January, April, July and October, in the cities of Philadelphia, Pittsburgh and Harrisburg, or at such other locations and at such hours and under such rules and regulations as the department shall prescribe. The department may make a special dispensation or exception because of religious scruples of applicants as to the day of the week upon which the examination shall be held. The examination for an auctioneer's license shall include questions on the applicant's ability to read and write English, his knowledge of real estate values and of various goods commonly sold at auction, and of mathematics and other common school branches. The examination for an apprentice auctioneer's license shall be limited to mathematics applicable to the auctioneering profession and to a knowledge of the provisions of "The Auctioneers' License Act." In the event the license of any auctioneer or apprentice auctioneer shall be cancelled by the department subsequent to the enactment of this act, no new license shall be issued to such person unless he complies with the provisions of this act.

Section 9. Temporary Permits for Apprentice Auctioneers.—An individual who fails to pass the examination may apply and receive from the department a temporary permit to operate as an apprentice auctioneer until the next regular examination. An individual who fails to pass the examination at two successive examinations shall be ineligible for a similar examination until the expiration of six months from the time such individual took the last examination.

Section 10. Authority to Transact Business Not Transferable.—Authority to transact business as an auctioneer or apprentice auctioneer under any license issued by the department shall be restricted to the person named in such license and shall not inure to the benefit of any other person.

IN UNITY THERE IS STRENGTH



Officers of the Michigan Auctioneers Association pictured above are (standing) Wayne Feighner, Director; Garth Wilber, retiring President and Director; Jack Bell, Director. Seated are Everett Miller, retiring Secretary-Treasurer, now a Vice President; Glenn Casey, President; Stan Perkins, Secretary-Treasurer.

Where an auctioneer's license shall be issued to a corporation or association, authority to transact business thereunder shall be limited to one officer of such corporation or association to be designated in the application and named in the license. Each other officer of such association or corporation desiring to act as an auctioneer in connection with the business of the said association or corporation, or otherwise, shall be required to make application for and take out a separate license in his own name individually. Where the licensee is a copartnership, the license issued to such copartnership shall confer authority to act as an auctioneer upon one member of such copartnership only, who shall be designated in the application and named in the license. All the other members of the copartnership desiring to act as auctioneers in connection with the business of the partnership, or otherwise, shall be required to apply for and take out individual licenses in their own names.

Section 11. Nonresident Licenses.—A nonresident of this State may be licensed as an auctioneer or apprentice auctioneer

upon complying with all the provisions and conditions of this act relative to auctioneers and apprentice auctioneers.

Section 12. Reciprocity with Other States. In connection with the application of a nonresident of this State for a license as an auctioneer or apprentice auctioneer, the department may accept, in lieu of the recommendations and statements otherwise required to accompany the application for a license, the license as auctioneer or apprentice auctioneer issued to the applicant by the proper authority of the state of his domicile upon the payment by the applicant of the proper license fee and the filing, with the department of a duly certified copy of the license issued to the applicant by the other state. The provisions of this section shall only apply to licensed auctioneers and apprentice auctioneers of those states under the laws of which similar recognition and courtesies are extended to licensed auctioneers and apprentice auctioneers of this State. Every nonresident applicant shall file an irrevocable consent that suits and actions may be commenced against the applicant in the proper court of any county of this State

in which a cause of action may arise in which the plaintiff may reside by the service of any process or pleading authorized by the laws of this State on the Secretary of the Commonwealth, the consent stipulating and agreeing that the service of process or pleadings on the Secretary of the Commonwealth shall be taken and held in all courts to be as valid and binding as if due service had been made upon the applicant personally within the State. The instrument containing the consent shall be authenticated by the seal thereof if a corporation, or by the acknowledged signature of a member or officer thereof if otherwise. All applications, except from individuals, shall be accompanied by the duly certified copy of the resolution of the proper officers or managing board authorizing the proper officer to execute the same. In case any process or pleadings mentioned in the case are served upon the Secretary of the Commonwealth, it shall be by duplicate copies one of which shall be filled in the office of the department and the other immediately forwarded by registered mail to the applicant against whom the process or pleadings is directed.

Section 13. Fees for License and Renewals. — The fees to be charged by and paid to the department by licensees for all licenses and renewals thereof issued shall be as follows:

(1) A fee of twenty-five dollars (\$25) shall accompany an application for examination for an auctioneer's license, and in the event that the applicant successfully passes the examination, no additional fee shall be required for the issuance of certificate of registration.

(2) A fee of ten dollars (\$10) shall accompany an application for examination for an apprentice auctioneer's license, and in the event that the applicant successfully passes the examination, no additional fee shall be required for the issuance of a certificate of registration.

(3) It shall be the duty of all persons licensed to practice as auctioneers or apprentice auctioneers to register, annually, with the department and pay for each such registration the sum of fifteen dollars (\$15) and pay for each annual registration as an apprentice auctioneer the sum of five dollars (\$5). The application for renewal of an auctioneer's or apprentice auctioneer's license shall be made to the de-

partment, annually, on or before January first of the next succeeding year.

Section 14. List of Licensees.—The department shall be required to publish, annually, a list of the persons, copartnerships and corporations registered for that particular year.

Section 15. Licensees to Furnish Bond.—An auctioneer's license or an apprentice auctioneer's license shall not be granted or issued to any person, copartnership, association or corporation until the applicant has filed with the department an approved bond payable to the Commonwealth of Pennsylvania in the amount of two thousand dollars (\$2000). Such bond shall have as surety a duly authorized surety company. All the bonds shall be conditioned for the faithful observance of the laws of the Commonwealth relating to sales at auction and all the laws, rules and regulations, promulgated by or appertaining to any department, board or commission of this Commonwealth. The bonds shall be filed with and retained by the department. Every bond shall be turned over to the Department of Justice to be collected if and when the licensee's license shall have been revoked and his bond forfeited as provided in this act.

Section 16. Records of Sales; Inspection. — (a) Every auctioneer or person engaged in the business of selling goods or real estate at auction whether acting in his own behalf or as the officer, agent or representative of another shall, after the receipt or acceptance by him of any goods or real estate for the purpose of sale at auction and at the time or after offering the same or any part thereof for sale at auction, write or cause to be written in a book to be kept by him for the purpose:

(1) The name and address of the person who employed him to sell the goods or real estate at auction.

(2) The name and address of the person who was the owner, the authorized agent of the owner, or the consignor of the goods or real estate immediately prior to the receipt or acceptance for the purpose of sale at auction of the goods or real estate by the auctioneer.

(3) The terms and conditions upon which the auctioneer receives or accepts the goods or real estate for sale at auction or a copy of the written contract.

(b) The book and the entries therein

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made as provided by subsection (a) of this section shall, at all reasonable times, be open to the inspection of the department, or any person who shall be duly authorized in writing for that purpose by the department and who shall exhibit the written authorization to the auctioneer.

Section 17. Permit Fee in Lieu of Licensing Fee in Other Political Subdivisions.

—(a) No political subdivision of this Commonwealth shall have the power or authority after the effective date of this act to levy or collect any license tax from, or to require the licensing in any manner of, any auctioneer or apprentice auctioneer who has been licensed and bonded under the provisions of this act in lieu of such license tax or license fee heretofore imposed by any political subdivision. Every licensee licensed hereunder shall for each sale conducted for any one owner or person pay a permit fee of two dollars and fifty cents (\$2.50) to the treasurer or corresponding official of the political subdivision wherein such sale is held. The payment of the permit fee, however, must be required by resolution or ordinance duly enacted by the political subdivision.

(b) In any city of the third class, permits shall be issued on or prior to the day of sale by the treasurer thereof. In any other political subdivision, the permits shall be issued on or prior to the day of sale by the officer exercising duties similar to that of city treasurer.

Section 18. Contracts Written; Penalty for Violation.—(a) No person shall act as auctioneer on the sale at public auction of any goods, wares, merchandise or of any property whatsoever until he shall have first entered into a written contract or agreement in triplicate with the owner or consignee of any property to be sold, containing the terms and conditions upon which the licensee receives or accepts the property for sale at auction. The contracts shall, for a period of two years, be kept on file in the office of every person so licensed and the contract shall be open to inspection as provided in subsection (b) of section 16 of this act.

(b) Any person violating the provisions of this section shall be guilty of a misdemeanor, and upon conviction by a court of record having jurisdiction, shall be sentenced to pay a fine of not exceeding fifty dollars (\$50). The person so convicted may

also be subject to such other penalties as the commission without a hearing may direct. The fines shall be collected and paid into the State Treasury for the use of the department to aid in the payment of the costs incurred in the administration of this act.

Section 19. Display of Licenses or Facsimiles Thereof; Notice of Change of Employer; Violation.—(a) Every person, co-partnership, association or corporation licensed as an auctioneer under the provisions of this act shall be required to have the certificate of registration prominently displayed in their office and the current renewal card or any facsimile thereof available on demand at all sales at auction conducted by any licensee.

(b) All auctioneers shall prominently display in their office the certificate of registration of all apprentice auctioneers employed by them, and the current renewal card or any facsimile thereof of all apprentice auctioneers employed by them, shall be available on demand at any sale in which an apprentice is employed. All licenses issued to apprentices shall designate his employer by name. Prompt notice in writing within ten days shall be given to the department by the apprentice auctioneer of any change of employer and the name of the new employer into whose service the apprentice auctioneer is about to enter, or has entered and a new license shall thereupon be issued without charge by the department to the apprentice for the unexpired term of the original license. The new employer shall be a duly licensed auctioneer. The change of employer or employment by any licensed apprentice auctioneer without notice to the department shall automatically cancel the license issued to him, and it shall be the duty of the employer named in the license to notify the department of any change.

(c) The violation of any of the provisions of this section by any licensee shall be sufficient cause for the suspension or revocation of his or its license in the discretion of the department.

Section 20. Investigation of Complaints; Grounds of Suspension or Revocation of Licenses; Hearings. — (a) The department may, upon its own motion and shall promptly upon the verified complaint in writing of any person setting forth specifically the wrongful act or acts complained of,

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investigate any action or business transaction of any licensed auctioneer or apprentice auctioneer and shall have the power temporarily to suspend or permanently to revoke licenses theretofore issued by the department under the provisions of this act at any time when, after due proceedings as hereinafter provided, it shall find the holder to have been guilty in the performance or attempt to perform any of the acts prohibited to others than licensed auctioneers or apprentice auctioneers under the provisions of this act to wit:

(1) Of knowingly making any substantial misrepresentation; or

(2) Of knowingly making any false prom-

ise of a character likely to influence, persuade or induce; or

(3) Of a continued or flagrant course of misrepresentation or making of false promises through agents or apprentice auctioneers; or

(4) When it shall be shown that the license within five years prior to the issuance of the license then in force has been convicted in a court of competent jurisdiction of this or any other state of forgery, embezzlement, obtaining money under false pretenses, extortion, conspiracy to defraud, or other like offense or offenses; or

(5) Of any failure to account for or to pay over moneys belonging to others which



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have come into his or its possession arising out of a sale transaction within a reasonable time; or

(6) Of any misleading or untruthful advertising; or

(7) Of any act or conduct in connection with a sales transaction which demonstrates incompetency, bad faith, or dishonesty; or

(8) Of knowingly using false bidders, cappers or puffers; or

(9) Of knowingly using buzzers, bells or any excessive or continuous sounds produced by mechanical devices for advertising purposes in connection with any auction.

(b) Before refusing, suspending or revoking any license the department shall, in writing, notify the applicant or licensee of the charges against him, accompanying the notice with a copy of the complaint, if any, filed and the department shall accord the applicant or licensee ample opportunity to be heard in person or by counsel. If the applicant or licensee shall desire, the department shall grant a hearing upon the charges to be held on not less than ten days prior notice in writing to the applicant or licensee given, and shall furnish licensee at the time of giving the notice with copies of any and all communications, reports, affidavits and dispositions in the



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possession of the department touching or relating to the matter in question. At the hearing, the applicant or licensee shall be entitled to examine, either in person or by counsel, any and all persons complaining against him as well all other witnesses whose testimony is relied upon to substantiate the charges made. He shall also be entitled to present such evidence, oral and written, as he may see fit and as may be pertinent to the inquiry. The hearings may be held by the department, or any member thereof, or by any of its duly authorized representatives or by any other person duly authorized by the secretary of state for that purpose in any particular case, and they shall be held in Harrisburg, Pennsylvania. At the hearings, all witnesses shall be duly sworn by the duly authorized representative before whom the hearing is held and stenographic notes of the proceedings shall be taken and filed as part of the record in the cause. Any party to the proceedings desiring it shall be furnished with a copy of such stenographic notes upon the payment to the department of a fee as the department shall by general rule or regulation prescribe not exceeding fifty cents (50c) per folio.

Section 21. Review by Court on Suspension or Revocation of Licenses; Right to Appeal. — The refusal of the Secretary of the Commonwealth, or the department, to issue any license after application properly made and compliance by the applicant with the requirements of this act, shall be subject to review by the Court of Common Pleas of Dauphin County upon petition for writ of mandamus or other appropriate remedy with the right of appeal to the applicant as in similar cases.

(b) The decision of the department in suspending or revoking any license issued under this act shall be subject to review by the court of Common Pleas of Dauphin County.

(c) The ruling or decision of the department shall be final when in favor of the licensee and in dismissal of the complaint filed, if any. If against the licensee or in any way to licensee's injury or prejudice, the licensee may, at any time prior to the date fixed by the department in its said notice as the date it shall become effective, appeal from such decision to the Court of Common Pleas of Dauphin County

in accordance with the provisions of the "Administrative Agency Law."

Section 22. Secretary to File Transcript of Record, etc.; Hearing on Appeal, Orders or Rulings. — Within thirty days after the service of notice of appeal, the Secretary of the Commonwealth shall file with the prothonotary of the Court of Common Pleas a transcript of the records of the proceedings in its office, duly certified over the seal of the Department of State, which record shall include all papers on file with the department affecting or relating to the inquiry or investigation conducted by it and all the evidence taken in the hearing, including the stenographic notes of testimony. Notice of the filing of the transcript with the term and number to which filed shall be given by the department to the licensee and as well to the party or parties, if any, upon whose complaint the proceedings before the department were instituted. The cost of the transcript at fifty cents (50c) per folio and one dollar (\$1) for certification shall be entered as part of the record costs in the cause to be paid as the court may direct. In all proceedings upon appeal, the Department of Justice shall appear for and represent the Commonwealth.

Section 23. Records of Courts to be Evidence; Revocation and Suspension of Licenses; New Licenses Pending Investigation or After Revocation.—(a) In all proceedings upon appeal from any of its decisions, the record, or a duly certified or exemplified copy, in any proceedings at law or in equity in any court of competent jurisdiction in this or any other state in which the applicant or licensee charged or under investigation shall have been a party, shall be admissible where the issue of fact involved in the proceedings are pertinent to the inquiry before the department and the verdict of the jury or judgment of the court in any action at law or the decree of the court in any proceeding in equity shall be prima facie as to the facts at issue in the proceedings and necessarily adjudicated therein. The verdict of the jury in any criminal prosecution in a court of record of this or any other state in which the applicant or licensee charged shall have been the defendant shall be conclusive as to the facts charged and at issue in such prosecution.

(b) Where during the term of any license issued by the department, the licensee shall be convicted in a court of competent jurisdiction in this or any other state of forgery, embezzlement, obtaining money under false pretenses, extortion, criminal conspiracy to defraud, or other like offense and a duly certified or exemplified copy of the record in the proceeding shall be filed with the department and the department shall revoke the license by it issued to the licensee convicted.

(c) In the event that any licensee shall be indicted in this or any other state for forgery, embezzlement, obtaining money under false pretenses, extortion, criminal conspiracy to defraud, or other like offense or offenses and a certificated copy of the indictment be filed with the department or other proper evidence be to it given, the department shall have authority, in its discretion, to suspend the license issued to the licensee pending trial upon an indictment.

(d) In the event of the revocation or suspension of the license issued to any member of a copartnership or to any officer of an association or corporation, the license issued to a copartnership, association or corporation shall be revoked by the department unless within a time fixed by the department where a copartnership the connection of the member whose license has been revoked shall be severed and his interest in the copartnership and his share in its activities brought to an end, or where an association or corporation the offending officer shall be discharged and shall have no further participation in its activities.

(e) Pending an investigation or proceeding before the department affecting any licensee and pending final decision upon any appeal taken by a licensee from the ruling of the department, no new license shall be issued to a licensee or to a copartnership of which he is a member or employee or to an association or corporation of which he shall be an officer or employee except for the period of the investigation or proceeding and subject to the action of the department thereon or therein.

Section 24. Licenses After Revocation or Conviction. — (a) After the revocation of any license, no new license shall be issued to the same licensee within a period of at

least one year from and after the date of the revocation nor at any time thereafter except in the sole discretion of the department.

(b) No license shall be issued by the department to any person known by it to have been within five years convicted of forgery, embezzlement, obtaining money under false pretenses, extortion, criminal conspiracy to defraud or other like offense, or to any copartnership of which any person is a member or to any association or corporation of which any person is an officer or employee or in which as a stockholder any person has or exercises a controlling interest either directly or indirectly.

Section 25. Penalties in Certain Cases. —

(a) Any person, copartnership, association or corporation who shall after January 1, 1962, engage in or carry on the profession or act in the capacity of an auctioneer or apprentice auctioneer within this Commonwealth without a license, or shall carry on or continue the profession after the suspension or revocation of any license to him or it issued or shall employ any person as an apprentice auctioneer to whom a license as an apprentice auctioneer has not been issued, or whose license as such shall have been revoked or suspended, shall be deemed guilty of a misdemeanor, and upon conviction thereof, shall be sentenced for the first offense to pay a fine of not less than fifty dollars (\$50) nor more than one hundred dollars (\$100), and for a second and subsequent offense shall be sentenced to pay a fine of not less than five hundred dollars (\$500) nor more than one thousand dollars (\$1000) or undergo imprisonment for a period of not more than one year, or both.

(b) Any holder of a certificate of registration who shall fail to apply for a renewal of his or her certificate of registration on or before the renewal date thereof and who continues the practice of auctioneer or apprentice auctioneer shall, on conviction thereof, be subject to a fine of not more than twenty-five dollars (\$25) to be collected by summary conviction as like fines are collected by law, and in case of nonpayment of fine to undergo an imprisonment for a period not to exceed ten days. Any such person shall have the right of appeal as in other cases of summary conviction.

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Section 26. Oaths; Subpoenas; Process; Witness Fees; Enforcing Attendance; Power of Secretary and the Department. —

(a) The secretary and each of his duly authorized representatives and any special representative appointed by him to hold a hearing in any particular case shall have power to administer production of books and papers. In any hearing, the process issued by the department shall extend to all parts of the Commonwealth and the process shall be served either in like manner as are served writs of subpoena in the court of common pleas or by any person designated by the department for that purpose. The person serving the process shall receive such compensation as may be allowed by the department not to exceed the fee prescribed by law for similar services in the courts of common pleas and the fees shall be paid in the same manner as provided in this act for the fees of witnesses subpoenaed at the instance of the department. All witnesses who shall be subpoenaed and who appear in any proceeding before the department shall receive the same fees and mileage as allowed by law to witnesses in the court of common pleas, which amount shall be paid by the party at whose instance the subpoena was issued or upon whose behalf the witness has been called. When any witness who has not been subpoenaed at the instance of any party to the proceeding shall be subpoenaed at the instance of the department, the fees and mileage of the witness shall be paid from the funds appropriated to the use of the department in the same manner as other expenses of the department are paid.

(b) Where in any proceeding before the department, any witness shall fail or refuse to attend upon subpoena issued by the department or any of its representatives, or appearing, shall refuse to testify or shall refuse to produce any books and papers the production of which is called for by the subpoena, the attendance of any witness and the giving of his testimony and the production of the books and papers required shall be enforced by any Court of Common Pleas of this Commonwealth in like manner as are enforced the attendance and testimony of witnesses before commissioners appointed by any court of the United States or of any other state to

examine or take the testimony of witnesses within this Commonwealth.

(c) The Court of Common Pleas of Dauphin County shall, upon the application of the Secretary of the Commonwealth, issue commissions or letters rogatory to other states for the taking of evidence for use in any proceeding before the department. The department shall make such application at the instance of any party to the proceeding before it unless in its opinion the application is made for the purpose of delay. Any party shall be entitled as of right to subpoenas from the department directed to witnesses and for the production of books and papers as the party may desire.

Section 27. Grounds for Revocation of Auctioneers' Licenses.—No violation of any of the provisions of this act on the part of any apprentice auctioneer or other employee of any licensed auctioneer shall be grounds for the revocation of the license of the employer of an apprentice auctioneer or employee unless it shall appear upon the hearing had that the employer had guilty knowledge of the violation. A course of dealing shown to have been persistently and consistently followed by an employee shall constitute prima facie evidence of knowledge upon the part of his employer.

Section 28. Unlawful Act.—(a) It shall be unlawful for any licensed auctioneer or apprentice auctioneer to pay any compensation in money or other valuable thing to any person other than a licensed auctioneer or apprentice auctioneer for the rendering of any service or the doing of any of the acts by this act forbidden to be rendered or performed by other than licensees.

(b) No apprentice auctioneer shall accept or receive compensation of any kind from any person other than the licensed auctioneer by whom he is employed for any service rendered or work done by him as an apprentice in the discharge of his duties.

(c) The violation of the provisions of this section by any licensee shall be sufficient cause for the suspension or revocation of his license in the discretion of the department.

Section 29. Actions by Unlicensed Persons Prohibited.—No action or suit shall be instituted nor recovery be had in any

Gain New Friends At Convention

Many, many lasting friendships are founded at our own National Conventions, some with an international flavor. Dan Fuller, Albion, Nebr., has cited us a most exemplary instance.

It was during the 1954 convention in Omaha, that Col. and Mrs. Fuller invited a young auctioneer to go to dinner with them. This turned out to be Col. W. D. Atkinson, Stouffville, Ontario, Canada.

Since that first meeting these folks have renewed acquaintances at annual conventions and have exchanged greetings at Christmas time. Col. Fuller reports that Col. Atkinson has become quite a successful auctioneer in Canada, and is one of the owners of a weekly Sales Arena known as the Stouffville Stockyards. A unique feature of this auction is that they have three auction rings operating at the same time.

You, too, can make lasting and valued friendships with others engaged in your profession through your attendance at a National Convention. Plan to be in Lincoln, July 19-21 !!!

court of this Commonwealth by any person, copartnership, association or corporation for compensation for any act done or service rendered the doing or rendering of which is prohibited under the provisions of this act to other than licensed auctioneers unless the person, copartnership, association or corporation was duly licensed as an auctioneer at the time of the doing of the act or the rendering of the service.

Section 30. Enforcement of Act.—The Department of State is hereby authorized and empowered to adopt, fix and establish all rules and regulations necessary for the proper administration of the provisions of this act.

Section 31. Specific Repeals.—The following acts and parts of acts and their amendments and supplements are repealed.

The act of May 4, 1927 (P. L. 519), known

as "The Borough Code," reenacted and amended July 10, 1947 (P. L. 1621), in so far as it relates to the licensing and regulation of auctioneers therein.

The act of June 23, 1931 (P. L. 932), known as "The Third Class City Code," reenacted and amended June 28, 1951 (P. L. 662), in so far as it relates to the licensing and regulation of auctioneers therein.

The act of June 24, 1931 (P. L. 1206), known as "The First Class Township Code," reenacted and amended May 27, 1949 (P. L. 1955), in so far as it relates to the licensing and regulation of auctioneers therein.

The act of May 1, 1933 (P. L. 103), known as "The Second Class Township Code," reenacted and amended July 10, 1947 (P. L. 1481), in so far as it relates to the licensing and regulation of auctioneers therein.

Section 32. General Repeal.—All acts and parts of acts are repealed in so far as they are inconsistent herewith.

Section 33. Effective date.—This act shall take effect immediately.

APPROVED—The 29th day of September, A. D. 1961.

DAVID L. LAWRENCE

The foregoing is a true and correct copy of Act of the General Assembly No. 708.

E. JAMES TRIMARCHI, JR.
Secretary of the Commonwealth

Strong Angus Demand At Auction Sales

Strength of the market for registered Angus cattle is evident in auction rings. First 126 sales this year showed higher averages. Buyers paid an average price of \$869.80 for the 2,818 bulls sold at auction. This returned \$2,441,092 to Angus breeders during the first quarter of the fiscal year. The 6,009 females brought \$2,634,479 for an average of \$438.42. Overall average price per head on bulls and females was \$574.99, an increase of \$128 over last year's averages.

Miracles sometimes occur, but one has to work terribly hard for them.



Mid-January graduating class of 1962 in a course of basic auctioneering and teachers, sponsored by Boise Junior College (Boise, Idaho) in cooperation with the Idaho State Board for Vocational Education and the Intermountain Auction Institute are pictured—(left to right): Col. Al Decker of Boise; Gerald Hockstrasser of Boise; Gordon Haun of Milton-Freewater, Ore.; Louise Taylor of Gaston, Ore.; Norman Taylor of Gaston, Ore.; and Frank Daniel of Wendell.

Second row: Claude Waln of Boise Junior College; Willard Harder of Boise; Col. Paul L. Owens of Boise; Sam E. Ulrich of Eden; Martin Zandbergen of Boring, Oregon; Col. Harvey Iverson of Gooding.

Back row: LeRoy Ryska of Star; Albert W. Nisley of McMinnville, Ore.; Col. Robert Wesely of Boise, Connie Redmond of Bel-field, North Dakota and Clarence Strange of Caldwell.

(Note: All towns with state not designated are in Idaho.)

Mid-Winter Term At Intermountain School

When it comes to exciting, action-packed classes, probably no educational institution in the west surpasses the mid-winter course offered by Boise Junior College, in cooperation with the State Board for Vocational Education and the Intermountain Auction Institute.

During the 1962 two-week session, students enrolled in the auction course from North Dakota, Oregon and Idaho, and were graduated on January 19.

Individuality was paramount in the course, as each student learned to develop his own voice and personality through the "chant"—the auctioneer's stock-in-trade.

Keyed to the "west," this class was scheduled to permit a field trip to a livestock sales ring and participation in an antique auction. Actual selling experience "on the block" was offered to students twice during the course.

For the first time in four such classes, a woman—Louise Taylor of Gaston, Ore., completed the vigorous course and a former student — Wayne Carney of Paul, Idaho—took a "refresher" review.

Auctioneers, members of the Intermountain Auction Institute, all specialists in their fields, conducted the classroom and practical experience courses.

Instructors included: Col. Clayt Tschirgi of Fruitland, Col. Ken Troutt of Middleton, Col. John Hayes of Nampa, Col. Harvey Iverson of Gooding, Col. Paul L. Owens of Boise, Col. Al Decker of Boise, Col. Arvin Spofford of Boise, Col. Robert Wesely of Boise, Col. Joe Church of New Plymouth,

Col. Gordon Haun of Milton-Freewater, Ore., served as co-ordinator.

Graduating class of ten "colonels" were:

Joseph F. Daniel of Wendell, Idaho; Willard F. Hardear of Boise, Idaho; Albert W. Nisly of McMinnville, Oregon; Connie C. Redmond of Belfield, North Dakota; LeRoy V. Ryska of Star, Idaho; Clarence P. Strange of Caldwell, Idaho; Louise C. Taylor of Gaston, Oregon; Norman Taylor of Gaston, Oregon; Samuel E. Ulrich of Eden, Idaho; Martin Zandbergen of Boring, Oregon.

Ten Years Ago In "The Auctioneer"

"You know, men, they say a fool and his money is soon parted. Allow me to compliment you people, the way you're bidding I can assure you there's not a fool in the crowd." This ice-breaker was used by Col. John W. Rhodes at a slow moving sale ten years ago.

"It is evident that the men who drew up these federal regulations were not auctioneers," said President Paul Brockelman ten years ago in "The Auctioneer." He encouraged those who hadn't, and thanked those who had given their comments and views on having a universal licensing law drawn up.

HOSPITALITY is wanning under the stress and strain of a busy nation to-day. June N. Holford felt that if Americans lost the art of being hospitable, an art which has been our heritage for generations, ours will truly be a declining civilization.

Ten years ago in Pop Hess's column, he tells of the strength of an auctioneer. At the time he was born, the fastest way of travel was horseback. The horse and Doc got stuck in the snow and Col. Hess was sitting up when the doctor arrived. "It was just another auctioneer being born."

At an Ohio sale ten years ago, top bull brought \$25,000 with an average of eighty lots of cattle bringing \$2,000 per head.

Col. B. G. Coats also reminded us ten years ago that hospitality was one of the best ways to gain members for our association. As soon as you lay eyes on a strange auctioneer, grab his mitt and let him know you're glad to see him.

Also from Col. Coats' column: "The benefits that one can derive from being a member are unusual. He who becomes a member will take away far more than he can possibly give. A member will have the satisfaction of knowing indeed, that he is associated with the best minds and the most successful auctioneers in the auctioneering profession upon whom he can call for advice and counsel.

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Members guarantee good faith and well rendered services, thinking more of good will and their client's welfare than the amount of commissions or fee they earn, and they are actively striving to make conditions better for all auctioneers. A hard battle has been fought, one that has been beset with many difficulties, but we are fully satisfied that the worst is over and that now we are in a position to take advantage of our honest gains.

Every auctioneer owes it to himself to be a member as by so doing it helps to build up the profession in your community.

This poem appeared ten years ago in "The Auctioneer."

There on the public sale ground
young, middle aged and old,
Were bidding in a fashion that just
simply knocked you cold!
The Auctioneer was shouting
in the cold and chilly breeze.
And folks just didn't mind a bit
to shiver, shake and freeze!
They bid against each other,
friend and neighbor, kith and kin,
Buying up a lot of bargains they would use,
no telling when!
There were buckets without bottoms,
prongless forks and wobbly stands,
Flying through that crowd of buyers
reaching out with eager hands!
And right there in the center
stood the lunch tent, crowded tight,
And you'd thought that folks were starving,
never'd had a single bite!
The hot dogs went like hot cakes
at fifteen cents apiece,
And that steaming flow of coffee
just never seemed to cease!
There were pies and great white onions,
and the eager, hungry folk
Ate up their change at random
in a way that was a joke!
There were smiles and conversation,
and a friendliness that's rare
On that vast and busy sale ground,
crowded like a city's square!
And all up and down the highway,
for a mile, I know or more,
There were cars and trucks and wagons,
buggies, carts and wheels galore.
Now if you'd like excitement
and a moment never stale,

Just put on your hat and beat it
to a big time "Public Sale."

—by Mary Pence Claywell

Crawfordsville, Indiana was the site of a four day antique auction conducted by Laird Glover, Barnum Dazey, Albert Henthorn, Boots and Hardaway ten years ago. The sale consisted of 2,200 items of China and glassware and 200 pieces of furniture. The sale amounted to over \$17,000.00.

Ten years ago Col. J. B. Robinson of Sioux City, Iowa was awarded a fifty year gold card with a lifetime membership in the B. M. & P. International Union of America.

January 22 and 23, 1952

Jacksonville, Florida

Auction license bill protested by 5 to 2 vote.

A very successful annual meeting of the Iowa Society of Auctioneers was held in Ames, Iowa, on January 27, 1952. A noon dinner was enjoyed by approximately 100 auctioneers from every county in Iowa.

The annual election of officers was held with Leon E. Joy of Ames, moving up to the presidency, from the vice-presidency; Wendell Ritchie of Marathon was elected the new vice-president; and Howard B. Johnson of Story City, was re-elected secretary-treasurer. In the post of directors: Jeff Stanton of Lake City was elected to fill Wendell Ritchie's vacancy, and newly elected directors for three year terms were Hugh McGuire of Holstein, Ted Holland of Ottumwa, and Lyle Erickson of Cresco.

The honored guest speakers for the afternoon were Mr. C. L. Housh and Mrs. L. W. McCormick.

S. B. Johnston of New Hampton was elected an honorary member to take his place with William Ritchie of Marathon and Paul Bockelman of Sioux City, as honorary members in the Iowa Society of Auctioneers.

South American: "In my country the most popular sport is bullfighting.

Englishman: "Isn't it revolting?"

South American: "No, that's our second most popular sport."

Many Members Processed As Organization Gets Larger

New, renewals, and reinstatements totaling 215 were recorded during the period from January 16 to February 15. The 58 new members among these represent a percentage of 26.9.

New members are always received with much enthusiasm, for we feel not only do they benefit us greatly by increasing our number and influence but we also benefit them by offering the powers of organization and our good fellowship.

However, old friends are the best friends it is often said. And, we would certainly appreciate receiving the dues checks from our expired members so we may remain old friends.

Those whose memberships were received this month are listed below. An asterisk indicates new members.

Orville Sherlock, Washington

- *Billy G. Williams, Missouri
- Frank P. Barron, California
- E. W. Gibson, Texas
- Bud Curry, Texas
- Earl Hardeman, Wyoming
- Edwin E. Ringler, Michigan
- Irving B. Rosen, Texas
- Carl Stanton, Ohio
- Mary J. Cole, Michigan
- Vernon I. Cole, Michigan
- Clare H. Brown, Jr., New York
- Bernard C. Hamlin, West Virginia
- Ralph Rosen, New York
- C. A. Morrison, Oregon
- Wendell Kundson, Illinois
- Willard Olson, Wisconsin
- C. M. Sturgul, Wisconsin
- *Freeman F. Glenn, Michigan
- Russell Kruse, Indiana
- R. E. Featheringham, Ohio
- *Hubert Amos, Ohio
- Joe Prelich, Canada
- *Ken Whaley, Illinois
- *John Curtis Boggs, Ohio
- *Leo D. Neilan, South Dakota
- *J. F. Owen, Kansas
- *Lowell Jenkins, Kansas
- *William Milacek, Oklahoma
- *George Wenmoth, West Virginia

- *D. C. Perry, Ohio
- *Clifford Denny, Ontario
- *James Robert Rizzell, Missouri
- Anthony P. Zifcak, Rhode Island
- Glenwood Adams, Ohio
- *Don L. Chamberlain, Missouri
- John Frank, Canada
- Morris Schwartz, California
- Emerson Marting, Ohio
- *G. K. Wagner, Pennsylvania
- *Elmer H. Kauffman, Pennsylvania
- *Lester Weaver, Pennsylvania
- *Alvin Miller, Pennsylvania
- *Victor Rhoades, Pennsylvania
- *Alvin Almes, Pennsylvania
- *S. John Gray, Pennsylvania
- Harry O. Berg, North Dakota
- Richard C. Brodie, Michigan
- *Everett Miller, Michigan
- *Rod Amos, Michigan
- *Jay Fisher, Michigan
- *Wayne Feighner, Michigan
- Maurice DeVore, Iowa
- Thomas McCauley, Illinois
- Arthur A. Long, Illinois
- Ray Hudson, Illinois
- *Charles Ray Hudson, Illinois
- E. V. Wing, California
- James Esch, Wisconsin
- Clarence Latham, Ohio
- Cy Ferguson, Ohio
- Ray Linder, Ohio
- Ernest Maine, Rhode Island
- Elias H. Frey, Ohio
- M. J. Schoch, Illinois
- T. C. Jensen, Nebraska
- E. Dewey Anderson, Indiana
- Harold H. Van Syoc, Iowa
- Leonard Kriser, Illinois
- Charles Kriser, Illinois
- A. R. McGowan, Illinois
- Joe Madden, Wyoming
- Milo Fodness, Minnesota
- Albert E. Kuchnert, Texas
- Robert Schnell, South Dakota
- Albert O. Maas, Minnesota
- *Robert L. Weseley, Idaho
- Paul L. Owens, Idaho
- *W. G. Haun, Oregon
- *Ken White, Ohio

IN UNITY THERE IS STRENGTH

Dale Smith, Ohio
Howard Benker, Indiana
H. C. Staats, West Virginia
Edward E. Bilbruck, Illinois
J. E. Russell, Illinois

*Paul Brownfield, Wyoming
Larry P. Carlon, California
William L. Gaule, Illinois

*C. L. Wilson, North Dakota

*Howard McAnly, Illinois
Wayne A. Coffey, Illinois
Everett C. Killian, Illinois
Harold Pick, Illinois

Edward H. Ahrens, Illinois

*Andy Little, Missouri

James A. Rutt, Iowa
Guy Jageman, Missouri
Edward Krock, Massachusetts
Garwood Gerdes, Texas
Lawrence Bernard, Nebraska
Gerald Pemberton, Missouri
Louis L. Stambler, Hawaii

*Aldo Andreatta, California
Bernard Wehinger, California
Myron Berman, Massachusetts
Calvin Brown, Michigan

*James D. Bayman, Indiana

*Monroe Goree, New Mexico

James L. Keith, Iowa
Charles D. Garrison, New York
Virgil Munion, Oregon
Stan Radde, Minnesota
O. L. Lansaw, Ohio

David W. Bailey, Kentucky
G. D. Downing, Kentucky
James N. Farris, Kentucky
Edwin Freeman, Kentucky
Stanley Fritz, Kentucky
Paul Herron, Jr., Kentucky
Wayne Kessler, Kentucky
George Scott, Jr., Kentucky
Thomas White, Kentucky
W. R. Wolford, Kentucky

*S. Braden King, Maryland

*Lee W. Wells, North Carolina

R. W. Main, California
Arthur Gordon, Illinois
Joseph Goldberg, Illinois
F. Harrey Baldwin, Colorado
C. W. Rosvall, Colorado
M. A. Ward, Colorado

*Laverne Sheldon, Colorado
Thomas Pearch, Colorado

*Dean Davis, Colorado

E. R. Austin, Colorado

E. S. Van Berg, Colorado

G. D. Kats, Colorado

*E. J. Wingate, Colorado

T. C. Welton, Colorado

S. Lockhart, Colorado

Edward Gibson, Colorado

J. Lee Sears, Colorado

Fred Ramaker, Colorado

Charles Sherlock, Colorado

*Bill Warnock, Colorado

Pierce P. Wall, New Jersey

Richard Gonzales, Texas

Elmer Lee Hardin, Illinois

John T. Logsdon, Oklahoma

*Paul W. Leiker, California

Paul K. Gilbert, Pennsylvania

Roy I. Ebersole, Pennsylvania

*John Lewis, Pennsylvania

Clem Long, Ohio

Norman E. Knowles, Jr., Virginia

Jack C. Minter, Louisiana

Charles Vosburg, New York

Colonel Sparkman, Oklahoma

Samuel Savedow, Florida

*Byrne Strickland, Nevada

Ray J. Hohmann, Iowa

James V. Lewis, West Virginia

J. O. Lawlis, Jr., Texas

Jay Friedman, Illinois

Robert Goldstein, Illinois

A. R. Billeter, Illinois

Leon Rosenblum, New Jersey

Chuck Kimberly, Iowa

*Cecil B. Blair, Pennsylvania

*Eugene Derr, Pennsylvania

*Henry K. Freed, Pennsylvania

*Kenneth Geyer, Pennsylvania

*Howard Heinly, Pennsylvania

*Rowland Hobson, Pennsylvania

*Raymond McPherson, Pennsylvania

*James Mohr, Pennsylvania

*Ralph Richards, Pennsylvania

Ben G. Hoffmeyer, North Carolina

Adrian Atherton, Kentucky

Henry Chilton, Kentucky

Roy Draper, Kentucky

Owen M. Faust, Kentucky

*Bud Greenup, Kentucky

Rufus Hansford, Kentucky

*Jack Harvey, Kentucky

George Kurtz, Kentucky

W. C. Ledford, Kentucky

Eugene Monson, Kentucky

Edward Maupin, Kentucky

John Maloney, Kentucky

Billy Mitchell, Kentucky

Johnnie Taylor, Kentucky

Lexie L. Wyatt, Kentucky

Edgar Walker, Kentucky

J. D. Woodward, Kentucky
 Art Roberts, Kentucky
 Ira Potter, Kentucky
 Harold Cox, Kentucky
 John L. Cummins, Kentucky
 Ebert J. Smith, Kentucky
 O. L. "Bud" Hamilton, Kentucky
 Orville R. Moore, Kentucky
 W. H. "Doc" Owens, Kentucky
 Thomas M. Watson, Kentucky
 Harold Flanagan, Iowa
 *Harold Nordwall, North Dakota
 Hugh Gorman, Illinois
 Edwood Heller, New Jersey
 J.A. McGinnis, Oklahoma
 Lennis W. Bloomquist, Iowa
 *John D. King, North Carolina
 Harry D. Francis, Virginia
 J. E. Sutphin, Virginia
 J. O. Lawlis, Sr., Texas
 Martha Kurtz, Kentucky

Auctioneer Becomes Mayor of Dover, Del.

By JIM FLOOD

DOVER—Crawford J. Carroll, a 33-year old auctioneer who kept up his campaign talk right through a heavy rainstorm, is Dover's new mayor.

He received 560 votes in yesterday's municipal elections to 333 for Emanuel D. Barros and 280 for Lester H. Thompson Jr.

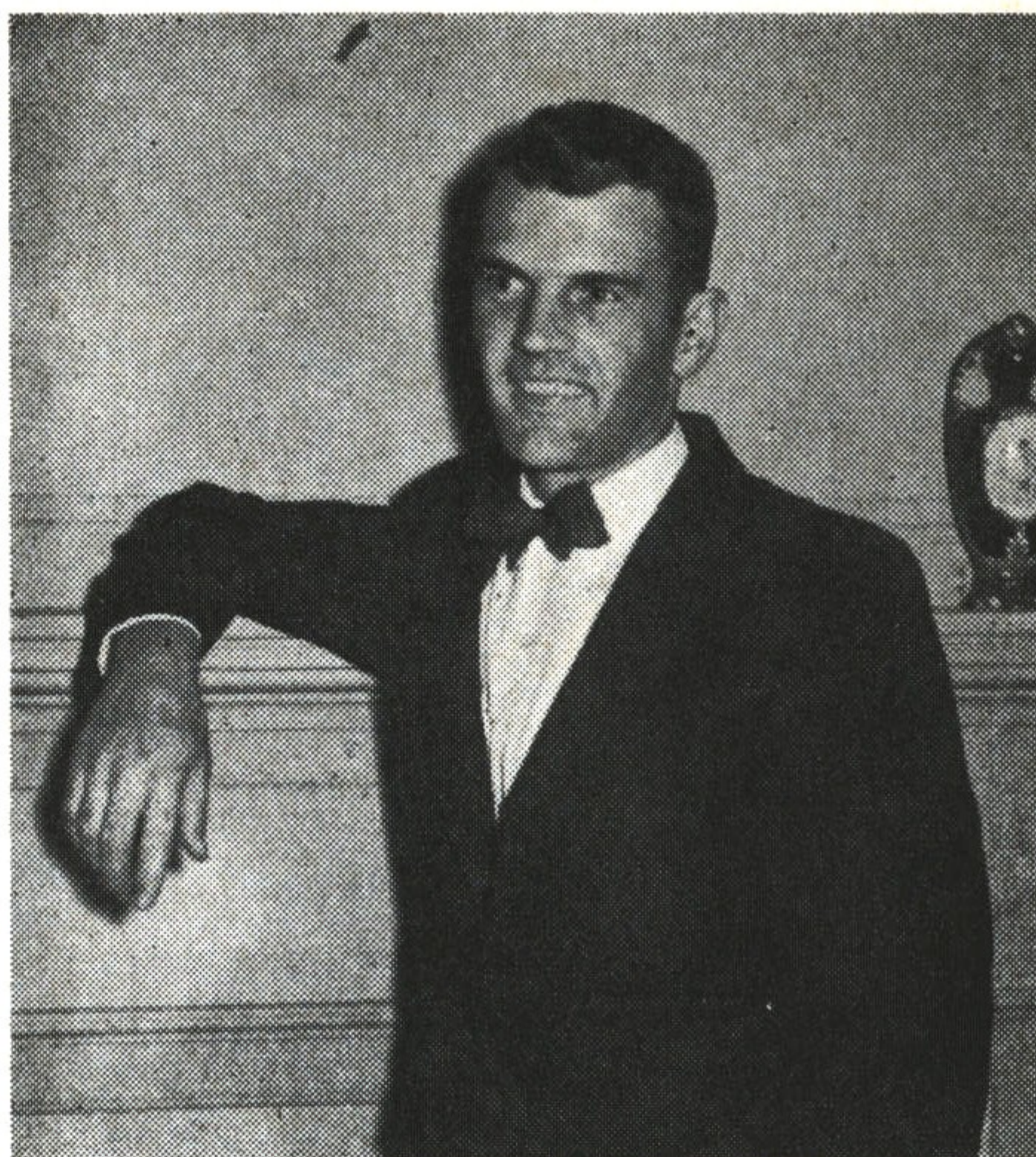
Carroll takes over the capital city's top post while halfway through a third two-year term as councilman. Council will appoint someone to fill his 1st District seat at the new council's first meeting on February 12.

Carroll succeeds Mayor W. Edward Haman, 68, who decided not to run after five successive two-year terms.

The new mayor is married to the former Roberta Pleasanton of Dover and the couple has three children, Crawford II, 6, Lawrence, 3, and Yvonne, five months.

Carroll is associated with his father and his cousin, Anthony Carroll, a State Highway Department commissioner, in the auctioneering and farm sales business.

He was first elected to council when he was 28 and is the youngest ever to hold a council seat. He is also the youngest mayor the city has ever had.



Editor's Note: Col. Crawford Carroll's election to the office of Mayor of Delaware's Capitol City is something that members of the auction profession can be justly proud. He joins a long list of auctioneers who have served capably and efficiently in important governmental offices.

We are not surprised to learn of his success in winning this election because we know Col. Carroll as an ambitious young man who is continually seeking ways in which he can better serve his clients. At our last three National Conventions (Denver, Louisville and Houston) Col. Crawford Carroll has been the only registrant from the State of Delaware. Previous to that time we had no registrants from the State of Delaware.

In reporting her husband's success in becoming Dover's youngest Mayor we wish to pass on to all of you the closing statement in Mrs. Carroll's letter, "I would like to extend an invitation to all to visit our lovely and historical City of the first state of the Union."

A Rubens to Be Sold

LONDON—A Rubens portrait of the Duke of Lerma, one of six equestrian studies by the Flemish artist, will be sold at auction in Madrid May 4. The portrait is expected to sell for more than \$750,000, according to Sotheby's, the London auction house that is conducting the sale.

West Virginia Auctioneers Elect Officers



On Sunday, February 11, 1962, at 1:00 p.m. the West Virginia Auctioneers Association met in its first annual convention in Charleston, West Virginia.

This was the first annual convention for the auctioneers and their wives since the association was formed and chartered September 8, 1961. The main speaker, Attorney George W. Wood, who has advised and given legal guidance to the association from the outset, gave a very informative talk.

In addition to the regular business at hand, a new board of Directors and officers were elected for the coming year. Col. H. C. Staats of Charleston, seated on left,

(above was re-elected President and Treasurer; Col. Paul Snodgrass of St. Albans, W. Virginia, seated on right, was elected Vice-President; Col. Wilson E. Woods of Webster Springs, West Virginia, standing on right, is the new secretary. Col. W. S. Brock of Pt. Pleasant, standing on left, and Col. O. B. Harris of Beckley, West Virginia, not present, were elected to the Board of Directors.

Auctioneers and their wives in the next photo from various sections of the state attended this convention. They were served a very delicious dinner and spent an enjoyable afternoon.



New Publication to Enter Auction Field

By COL. B. G. COATS

A new weekly magazine will begin publication in the near future — a magazine devoted entirely to the needs of Auctioneers.. This new periodical, THE AUCTION REPORTER, will be read by dealers and private collectors of Antiques, Rare Books, Firearms and just about everything sold at auction.

THE AUCTION REPORTER will list with full details (well in advance of the actual date of sale) auctions being held in the ten northeastern states from Maine to Maryland. By publishing this material THE AUCTION REPORTER will be providing a unique and much needed service to all who buy at auction sales.

All the Auctioneer has to do is to put THE AUCTION REPORTER on his mailing list to receive announcements of his auction sales, and THE AUCTION REPORTER will publish the information and see that it gets to the buyers you want to reach. THE AUCTION REPORTER does not accept any paid advertising. Auctioneers are under no obligation whatsoever in submitting notices of their sales.

The publication will list the date, location and objects to be sold at your auctions and the data will be in the hands

of the subscribers well before the date of each sale listed. The more advance notice the publication receives, the more frequently a listing will appear. (If, for example, the magazine gets your announcement six weeks in advance of the date of sale, there will be listings in four to six issues.)

The only income derived is from subscriptions to THE AUCTION REPORTER. If you reside in any of the northeastern states from Maine to Maryland and wish to enjoy this unique service, communicate with THE AUCTION REPORTER, 15 East 26th Street, New York 10, New York. This is not an organization. It is strictly a publication.

Sale in Bloom!

There was a "blooming" good farm sale held Monday, Feb. 5, near Glenwood, Iowa. It was the closing-out farm sale of Carroll Bloom. The auctioneers were Col. Mike Bloomer of Glenwood, assisted by Lennis Bloomquist of Pocahontas.

Mike, incidentally, is president of the Iowa Auctioneer's Association and Lennis is Association secretary.

Sincerity is the indispensable ground of all conscientiousness, and by consequence of all heart-felt religion.

—Immanuel Kant

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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:

I think "The Auctioneer" is the finest publication that I receive and I would like to thank you and all those connected who help to make it what it is. I would like to see all auction schools give a one year subscription to their graduates. It puts the right attitude in the minds of auctioneers who are beginning their profession. I have found that quite often one will get help and advice in a brotherly fashion from another member of the Auctioneers Association, but it seems that one who is not a member hates to offer good advice or help a beginner. I am no longer in the beginner stage, but I

know what many young auctioneers have to go through, and I am always willing to advise and help someone who is trying to get on the right road. I am looking forward to the convention at Lincoln next summer.

Enclosed is a check for \$10.00 for my 1962 dues.

Please keep up the good work.

Very truly yours,

Milo Fodness

Kenneth, Minnesota

Dear Fellows:

Check enclosed for "The Auctioneer." As usual I read it from civer to civer,

IN UNITY THERE IS STRENGTH

I always enjoy it so much. We certainly have been snowed in around Jackson County as we seem to be in heart of storm area this time. Have had around 15 inches of snow on ground all through the winter.

Sorry to read of so many deaths and accidents among our ranks.

Hope to see everyone possible at the Convention in Lincoln.

Sincerely,
Guy Jageman
Independence, Missouri

Dear Sir:

We are enjoying our new duty station here at Elmendorf Air Force Base, Anchorage, Alaska. It is truly one of the last remaining frontiers. The beauty of Alaska's outdoors makes it a haven for the sportsman. Alaska is probably the world's greatest fishing hole and those big salmon can really jar your back teeth. The big game hunting is also excellent but in my opinion comes second to fishing.

I enjoy the articles in "The Auctioneer" and in my opinion you and your staff are doing an outstanding job.

Sincerely yours,
Capt. James A. Rutt

Kind Sir:

Enclosed check for \$6.00. I would like to become a booster for "The Auctioneer." Also please send me the bumper strips. I think the auction business is a wonderful business, and "The Auctioneer" is a wonderful book. I am sure each will continue to grow and prosper. I have been an auctioneer for six years and I hold from four to six sales each month. The auction business has been very good to me and I am sure it has to all other auctioneers. If at any time any auctioneer should come through Roswell, New Mexico, it would be an honor to me for them to stop and have dinner or coffee with me.

Thank you.

Monroe Goree
Roswell, New Mexico

Dear Bernie:

Just a note to let you know that we here on the coast are progressing right along. In the article enclosed you will see a "roomful of rockers." You can buy them anywhere in California for \$5.00 to

\$12.50 but not at auction. Almost all sold for over \$20.00 and some as high as \$37.50. Our company slogan now is "you never know."



Just to let some of the newer arrivals in the business see what a little public service can lead to, I enclose a picture of myself at the rostrum of the State Senate of California pleading for the repeal of Women's Suffrage, a project that a few of us took on during our centennial year (1861 - 1961). Needless to say we were not successful in our attempt to do so, but we did get a whale of a lot of publicity for our town by stumping the biggest events of the state with an entourage of bearded speakers and a civil war cannon and traveling in horseless carriages.

After the action was over I found to my surprise that I had been voted Chamber of Commerce man of the year, and both Democrat and Republicans want me to get my feet wet. Local organizations want me to judge speaking contests and so on.

I'm not saying all these things to tell all members what a great guy I am, but to try to add weight to the good advice that our elders have tried to give us for years. "Life is axiomatic. For every action there is a reaction." For my money public service is a must. It is impossible to stay in a community and take all the time. One must give in direct proportion to what he gets. The only people who make money work in the mint. The rest of us must earn it. In two charity sales here this year we raised over \$2500.00 for community projects. It is a great feeling and

I just hope that all of the young members will step in and grab a handle when there is something to be done in their communities.

Thank you for putting out a magazine of more and more quality each month. I'll certainly be looking forward to meeting you and all the rest in Nebraska this year.

Yours truly,
Ray Holloway
Porterville, California

Dear Bernie:

You will find enclosed our check for \$5.00 for Booster ad in "The Auctioneer."

Everything is going along very good in Kentucky. The best tobacco market we have ever had is coming to a close. It sold higher than ever before. It was a pleasure to sell this year's crop.

Real estate and livestock are selling good in our section of Kentucky and there is a lot of activity in both fields. Looking forward to seeing you and all other members in Nebraska next July.

With best wishes to all for a most successful 1962, I remain,

Yours truly
John L. Cummins
Cynthiana, Kentucky

Dear Editor:

Though it is a little late, I want to wish you and "The Auctioneer" a happy and prosperous 1962 — I shall ever be a subscriber to the most entertaining and instructive magazine published in the field of Auctioneering. I always read "Pop Hess's" articles. But I disagree with what he has to say in the last paragraph in the January issue — I am glad to see the membership picking up. As soon as I get through auction school this coming fall, I will sure join up.

Sincerely,
Al Gay
Seattle, Washington

Dear Bernie:

We would appreciate it so much if you would print this in "The Auctioneer." As you probably have heard I had to leave Missouri and a good business due to ill health. My health is improving a little everyday here in this wonderful climate. We plan to make Phoenix our home. There seems to be a lot of auction business here

according to the newspapers. I'm going back in the auction business when I feel able.

I want to thank my many friends for their phone calls, get well cards and letters during my illness. It is gratifying to know that they would take time out from their busy schedules to think of me. I'm always waiting for the mailman to see what word of cheer I'll receive from Col. B. G. Coats such as a blond in a bikini or French nurse card.

I feel fortunate to be a member of an organization with such a fine group of men.

Sincere regards,
Bill McCracken
Phoenix, Arizona

Dear Bernard:

Enclosed you will find my personal check for \$10.00 for renewal of my membership and subscription to "The Famous Auctioneer." The writer has been devoting 100% full time to the auction business for the past forty years, and it's only natural that your high class auction paper is very much appreciated.

Yours very truly,
Albert O. Maas
Millville, Minnesota

Beef Cattle Auction Records High Prices

Circle M Ranch owned by M. P. Moore, Senatobia, Miss., has for many years been a pace setter for the Hereford breed in the averages established at their annual auctions. The 1962 sale at this establishment was one of the most outstanding that has ever been recorded in the beef cattle industry.

A total of \$327,250 was collected from the sale of 51 head of Polled Herefords on February 12. Twenty bulls sold for a per head average of \$10,630 while 31 females averaged \$3,699. The 51 lots averaged \$6,416 each.

Top selling bull brought in \$43,000 while a bred heifer sold for \$6,700. Needless to say, the auctioneers were all NAA members, namely, Jewett Fulkerson, A. W. Hamilton and Bryan Swilley.

Unrenewed Memberships Cause Changes in Standing By States

January 1, 1962, was the expiration date for over 500 members of the NAA. Of these expired members, less than half have been renewed to this date.

Although 58 new memberships have been received during the past period, along with several reinstatements, our total as of February 15 is 1,522—165 short of our December 31, 1961 high of 1687. However, this exceeds last year's total at this time by 315.

It makes our 2,000 goal seem in a distant future, but here at the executive office we feel sure the members of the NAA will not let our membership fall behind. Our expired members must surely realize the values of their organization and will not only remit their own dues but will also get a new member for the NAA.

The executive office wishes to encourage the state organizations to push, push, push to get the expired members paid up and new members enrolled.

Following is a listing of the states and how they stand to date:

| | Members Dec. 31, 1961 | Unrenewed January Expires | Members Feb. 15, 1962 |
|-------------------|-----------------------------|---------------------------------|-----------------------------|
| Alaska | 1 | 0 | 1 |
| Alabama | 6 | 0 | 7 |
| Arizona | 6 | 0 | 6 |
| Arkansas | 13 | 0 | 13 |
| California | 44 | 8 | 38 |
| Colorado | 42 | 21 | 25 |
| Connecticut | 6 | 1 | 5 |
| Delaware | 3 | 0 | 3 |
| Dist. of Columbia | 1 | 0 | 1 |
| Florida | 19 | 4 | 17 |
| Georgia | 20 | 2 | 20 |
| Hawaii | 1 | 0 | 1 |
| Idaho | 8 | 1 | 8 |
| Illinois | 135 | 26 | 113 |
| Indiana | 110 | 16 | 97 |
| Iowa | 60 | 8 | 53 |
| Kansas | 76 | 0 | 76 |
| Kentucky | 66 | 28 | 42 |
| Louisiana | 9 | 2 | 7 |
| Maine | 4 | 0 | 3 |
| Maryland | 17 | 2 | 16 |
| Michigan | 56 | 10 | 48 |

| | | | |
|----------------|------|-----|------|
| Minnesota | 17 | 3 | 16 |
| Mississippi | 2 | 1 | 1 |
| Missouri | 54 | 6 | 52 |
| Montana | 43 | 0 | 43 |
| Nebraska | 109 | 0 | 113 |
| Nevada | 2 | 0 | 3 |
| New Hampshire | 5 | 1 | 4 |
| New Jersey | 41 | 7 | 33 |
| New Mexico | 9 | 3 | 7 |
| New York | 58 | 5 | 57 |
| North Carolina | 25 | 6 | 20 |
| North Dakota | 15 | 2 | 15 |
| Ohio | 121 | 26 | 100 |
| Oklahoma | 30 | 5 | 26 |
| Oregon | 16 | 0 | 18 |
| Pennsylvania | 99 | 0 | 135 |
| Rhode Island | 5 | 1 | 4 |
| South Carolina | 8 | 2 | 5 |
| South Dakota | 10 | 3 | 8 |
| Tennessee | 55 | 0 | 56 |
| Texas | 50 | 30 | 21 |
| Utah | 2 | 0 | 2 |
| Vermont | 7 | 1 | 6 |
| Virginia | 29 | 3 | 25 |
| Washington | 15 | 3 | 11 |
| West Virginia | 12 | 1 | 12 |
| Wisconsin | 83 | 6 | 77 |
| Wyoming | 12 | 0 | 13 |
| Canada | 15 | 2 | 14 |
| Germany | 1 | 0 | 1 |
| Australia | 1 | 0 | 1 |
| TOTALS | 1687 | 249 | 1522 |

Auction Market Sold

GLENDIVE, Mont. — Jack Milne and George Granmoe announced they have purchased the Glendive Auction Co., from Don and Bonnie Venable who operated the auction since 1953.

The new owners also revealed plans to replace the main building which was burned in December. The burned out structure is being razed now and will be replaced by a fireproof building featuring the latest in facilities and equipment. Until the new building is ready, business is being conducted by private treaty, Granmoe said.

20th Anniversary Celebrated By Ohio Auctioneers Group

By **DON E. FISHER**

On Saturday, January 13th and Sunday, January 14th, 1962, 150 auctioneers and their wives converged upon the Capital City of Ohio (Columbus) to attend the 20th anniversary meeting of the Ohio Auctioneers Association which was being held at the Southern Hotel. This was one of the best attended meetings in the Association's history.

Saturday evening's program was devoted to a Real Estate seminar with L. Howard Jewell of Mt. Gilead serving as chairman. Members of the panel at the seminar were Donald Stafford, East Rochester, Ohio; Owen Hall, Celina, Ohio; Kenneth Bumgarner, Washington C.H., Ohio; and Mr. William Boyko of the State Attorney Generals Office. This seminar was followed by a buffet which both the auctioneers and their wives enjoyed.

Sunday's program consisted of the regular business meeting and election of officers in the morning, plus induction of 38 new members into the Association. Election results showed Emerson Marting, Washington C.H., Ohio, elected President; Gene Slagle, Marion, Ohio, elected Vice-President and Richard Babb, Wilmington, Ohio elected Secretary and Treasurer. Newly elected directors were Van Smith, Wilmington, Ohio; Hobart Farthing, Findlay, Ohio; and Howard "Tip" Erlenbach, Pickerington, Ohio. Named to the Advisory Board was Donald Stafford, East Rochester, Ohio, and Don E. Fisher, Delaware, Ohio.

At noon the auctioneers were joined by their wives for the Grand Banquet which was followed by a most humorous and entertaining speech by Mr. Perle Whitehead of Cincinnati, Ohio.

Following these festivities the ladies returned to their meeting and the men regrouped to hear a panel discussion moderated by out-going President, Donald Stafford of East Rochester, Ohio. Serving on the panel were Charles Hunter, Hillsboro, Ohio who discussed "Advertising"; Russ

Kiko, Canton, Ohio, whose topic was the "Modern Farm Sale" and Emerson Marting, Washington C.H., Ohio who explained the duties of "Ringmen."

Three highlights of the convention was the record attendance, the record number of new memberships and the fact that five of the charter members of the Association were present at the meeting, namely C. M. "Pop" Hess, Clarence Latham, Clayton Sooy, Robert Norton, and Jonas Keim.

Mr. and Mrs. Herman Strakis of Indiana were Owen Hall's guests at the meeting.

This concludes the report of the finest convention ever to be held by the Ohio Auctioneers Association.

Operation State Convention Launched

By **COL. DAN FULLER, Albion, Nebr.**

Ray Flanagan, President of the Nebraska Auctioneers Association, called a meeting of the Directors and Past Presidents at the Country Club in Albion, Nebraska on January 21, 1962. There were twenty-eight in attendance, including Col. Charles Corkle, National President, and Mrs. Corkle.

The meeting was called to order at 11 a.m. by President Flanagan, stating that the meeting was called to complete arrangements for the State Convention to be held in Albion, Nebraska on May 6, 1962.

A fine luncheon was served.

The meeting reconvened at 1:30 P.M. After completing the arrangements for the State Convention and inasmuch as Nebraska is to be host to the National Convention to be held at the Cornhusker Hotel in Lincoln, NAA President Charles Corkle was given the floor. Col. Corkle as was expected gave a very fine outline of a program that will be educational, entertaining and beneficial to each and everyone who will avail themselves of the opportunity to attend the National Convention in Lincoln, July 19-20-21.

Virginians to Hold Big Charity Auction

By NORMAN E. KNOWLES, JR.
Vice President, Virginia A.A.

The Virginia Auctioneer Association will hold a Charity Auction in Roanoke, Virginia, on the 21st of April 1962. The proceeds of this auction will go to the Virginia Crippled Children's Society.

Items to be auctioned off will be donated by the merchants, celebrities and citizens of the state and all friends of children and the society.

This auction will be under the direction of Earl Bland of Roanoke.

Members of the Auctioneers Association of Virginia would like to hear from the Associations of the other states, in the form of something of value that can be auctioned and turned into money; or if you wish, a check to the Society would be fine.

All auctioneers of the state of Virginia are asked to help in this project and this auction will be in conjunction with the next meeting of Virginia Auctioneers Association.

Everyone who reads this; would you please give a little, to help a lot, to those who cannot walk?

Please remember that no man ever stood so straight as when he stooped to help a crippled child.

For further information, please contact Earl Bland, Route 1, Box 169 A, Roanoke, Virginia.

Thank you.

Record Number Sell In Cattle Auction

ONTARIO, Oregon—In the small town of Ontario, February 17, 7,000 head of cattle went up for sale. That is 2,000 more cattle than Ontario's official population of people.

The Chamber of Commerce of this community, in Eastern Oregon's Malheur County, claimed it was the largest single auction sale of one brand cattle ever held in the country.

The cattle were from the Island Ranch in adjacent Harney County. Gib Masterson and Associates purchased the animals three

years ago from Henry Vogler along with a three-year lease on the Island Ranch properties.

Corkle to Speak at Illinois Spring Meet

By CHARLES KNAPP, President
Illinois Auctioneers Association

Aurora has been chosen as the site for the annual spring meeting of the Illinois Auctioneers Association. The date is April 8.

Charles Corkle, President of the National Auctioneers Association, will be the featured speaker on the program.

Other features planned include an address of Welcome by the Mayor of Aurora, and Mr. George Morgan, a prominent Elgin attorney will speak on legal affairs.

A tour through Mooseheart has been planned for the ladies.

Get Tickets For Equipment Show

Tickets for admittance to the Business Equipment Exposition to be held at Chicago's new exhibit hall, McCormick Place, April 9 through April 13, may be secured by ordering them through the National Auctioneers Association.

Practically every business machine will be displayed by its manufacturer. Exhibits will include copying equipment of all types as well as printing machines and the usual machines found in modern offices.

If you plan to be in Chicago during the days of this Exposition you will not want to miss attending. Admission is by ticket only and we will have a limited number for distribution to members of the NAA.

One of the sadder facts of life is that it's quite possible to lend a hand and borrow trouble at the same time.

Why is it that the fellow who has an hour to kill always spends it with someone who doesn't?

A few reels of your old vacation films usually put your guests in a traveling mood.

THE LIGHTER SIDE . . .

ONLY KIND

"Should I marry a girl who can take a joke?"

"That's the only kind you'll get."

INNCURABLE OPTIMIST

Customer—Have you a book called "Man, the Master of Woman"?

Salesgirl — The fiction department is on the other side, sir.

SAME OLD STORY

"I don't want to see any callers this afternoon," said an executive to his secretary. "If they say their business is important, just tell them that's what they all say."

During the afternoon a woman called and insisted on seeing him.

"I am his wife," she explained.

And the secretary replied:

"That's what they all say."

CAN'T LOSE

The devil was always challenging St. Peter to a game of baseball, but St. Peter never took him up. Finally, the Dodgers, the Giants and the Yanks all went to heaven. So naturally St. Peter called up the devil.

"Now I'll play you that game of baseball," he said.

"You'll lose," said the devil, "you'll lose."

"Oh, yeah," replied St. Peter. "Right now I've got the greatest collection of baseball players you ever saw."

"You'll lose," said the devil, "You'll lose!"

"What makes you so sure we'll lose?"

"Because," laughed the devil, "we got all the umpires down here."

LIQUID DIET

Judge: "Officer, what makes you think this man is drunk?"

Officer: "Well, Judge, I didn't bother him when he staggered down the street or fell flat on his face, but when he put a nickel in the mail box, looked up at the clock on the church and said, "Good heavens. I've lost 14 pounds," I brought him in."

A SHORT, SHORT STORY

He loved her

She loved him

They loved each other.

But his mother didn't like her mother

And her mother didn't like his mother

And her father didn't like his income

And his father didn't like her extravagance

So they were married and lived

Quite unhappily until his father,

And her father, and his mother

And her mother all became

Grandparents.

LOVE THAT MULE

Professor: "If I saw a man beating a donkey and stopped him from doing so, what virtue would I be showing?"

Voice in back: "Brotherly love."

RELAXING FACIAL

A tired mother lay down on her sofa to catch 40 winks. She felt one of her youngsters patting her face and half on the verge of sleep, enjoyed this token of her child's affection.

The doorbell rang and she hurriedly went to the door. She told the salesman she didn't need anything. He looked at her so queerly that as she went back to the living room, she glanced into a mirror. Her face was almost entirely covered with yellow and green trading stamps.

TRY AGAIN

Ethel was just home after her first day at school. "Well, darling," asked her mother, "what did they teach you?"

"Not much," replied the child. "I've got to go again."

WARY

Druggist: "This hair restorer will grow hair on a billiard ball."

Customer: "Wouldn't that slow up my game?"

HONEYMOON FINALE

Young Bride: "Now, dear, what'll I get if I cook a dinner like that for you every day of the year?"

Hubby: "My life insurance."

IN UNITY THERE IS STRENGTH

DECISION

Policeman: "You saw this lady driving toward you. Why didn't you give her half the road?"

Unhappy driver: "I was going to, just as soon as I could find out which half she wanted."

HUMANE CUSTOMER

Diesel Truck Driver: "Hey, Cutie Pie, would ya mind bringin' me some more soup for this bowl?"

Diner Waitress: "Certainly not. You like our soup?"

Diesel Truck Driver: "Hell, no! I'm just tired watchin' this bug wade around. I want him drowned."

COMMUNISM THREAT

Physician: "Now, see here, Sam. You'll just have to cut down on your intake of alcohol or else you won't have a red corpuscle left. You know what a red corpuscle is, don't you?"

Tipsy patient: "I think itsh a Russian non-commissioned ossifer."

CALLS IT!

The kindergarten teacher was instructing her class in the use and value of coins. She placed a penny on her hand and showed it to Billy, asking, "What is it?"

Billy looked at the coin very closely then replied "Heads."

RESERVED SEATS

Suitor—Do you ever peep through the keyhole when I am sitting in the parlor with your sister?

Small brother (with a burst of candor) sometimes when mother ain't there.

ORDER OF IMPORTANCE

"May I speak with you a moment, sir?"

"Certainly, young man, what is it?" said Mr. Smith.

"Well, sir, I—er—that is to say—can I—would you mind—?"

"Well, well, laughed Mr. Smith, "so you want to marry my daughter and are shy about asking, eh? Take her, my boy, and good luck to you."

"Oh no, it wasn't that, sir—I—I wondered if you could lend me some money."

"Lend you money?" replied Mr. Smith, glaring. "Certainly not! Why, I hardly know you!"

QUITE A JOLT

A gentleman was surprised when the good looking young lady greeted him by saying, "Good evening." He couldn't remember ever having met her.

She evidently realized her mistake, for she apologized and explained: "Oh, I'm sorry. When I first saw you I thought you were the father of two of my children."

She walked on while the guy stared after her. He didn't know she was a school teacher.

MAKE BELIEVE

Bride: "Joe, honey, let's make people think we've been married a long time."

Groom: "Do you think you can carry both suitcases?"

SOME NIGHT

A man has less courage than a woman. Try to imagine one with 12 cents in his pocket trying on seven suits of clothes.

FREE ADVERTISING

In a school in one of the poorer districts of a big city, a questionnaire was sent home with a new pupil requesting information regarding the home environment, number of brothers and sisters, father's occupation and so on.

The next day the child returned with a scrap of paper on which was the following: "We have 18 children. My husband can also do plumbing and carpentry work?"

INEXPENSIVE

Wife to husband: "You remember that new dress I bought the other day?"

Husband: "Yes."

Wife: "Well, Mrs. Jones next door bought one just like it."

Husband: "I suppose that means I'll have to buy a new one?"

Wife: "That would be cheaper than moving."

AND SO IT GOES

The not so newly wed couple were having one of their battles. The wife said, "I wish I had taken my mothers advice and never married you."

The husband looked at her in amazed surprise. "You mean to tell me your mother tried to prevent our marriage?"

"She certainly did," was the reply.

Remorsefully he exclaimed, "Heavens: How I've wronged that woman."

W. P. Scully Is Dead

William P. Scully, 48, a past President of the Kentucky Auctioneers Association, died Tuesday, February 20, following several months illness.

Scully at one time headed the Lexington (Ky.) Real Estate Board and the Kentucky Real Estate Commission. He was quite successful in the auction field and especially in the real estate auction field. This publication carried a feature with pictures in the issue of June, 1961, of a big day for Col. Scully, when he successfully sold four downtown business buildings in Lexington.

NAA members will remember Col. Scully as the "sparkplug" who at the Denver convention was successful in causing the members to choose Louisville as the 1960 Convention site.

Scully is survived by his wife, a daughter, his mother, four sisters and one brother.

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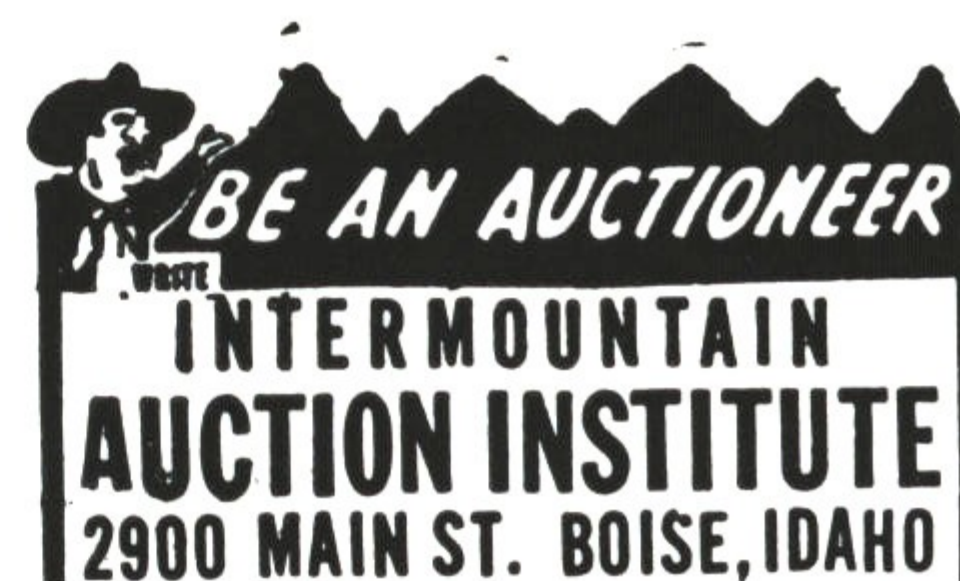
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The Auctioneer

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Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

1. Added Membership will make your Association a stronger influence in your community.
2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.
3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally—Example, licensing.
4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.
5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.
6. Added Membership in your Association will enlarge your circle of friends and business contacts.
7. Added Membership in your Association will give you greater personal security in the protective support of the Association.
8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.
9. Added Membership in your Association will assist you in any part of the country that your profession may take you.
10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.