

the AUCTIONEER



"CARPENTER ? HECK NO. I'M PRACTICING TO BE AN AUCTIONEER !"

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“Why not plan to spend part of the ‘good ole summer time’ down South by attending the N. A. A. Convention in Houston, Texas, where the facilities are the best ever offered at any Convention?”

Walter Britten
1961 Convention Chairman

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

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

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

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

CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUBLI-
CATION 15th OF THE MONTH PRECED-
ING ISSUE OF THE 1st.

Subscription \$6.00 per year. Single
copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half Page	22.50
Quarter Page	11.25
Column Inch	3.00

Copyrighted 1961

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



National Auctioneers
Association

- President**
Carman Y. Potter, Jacksonville, Ill.
- First Vice-President**
Charles Corkle, Norfolk, Nebr.
- Second Vice-President**
J. Meredith Darbyshire, Wilmington, Ohio
- Secretary**
Bernard Hart, Frankfort, Ind.
- Treasurer**
Henry Rasmussen, St. Paul, Neb.
- Directors**
(Terms expiring 1963)
Ernest C. Freund, Fond du Lac, Wisc.
C. A. Morrison, Grants Pass, Ore.
Wendell Ritchie, Marathon, Iowa
E. Joseph Steiner, Silver Spring, Md.
Lyle D. Woodward, Denver, Colo.
- (Terms expiring 1962)
C. B. Smith, Williamston, Mich.
Sam Lyons, Indiana, Penna.
Lewis G. Marks, Abingdon, Ill.
Ernest Niemeyer, Crown Point, Ind.
John A. Overton, Albuquerque, N.M.
- (Terms expiring 1961)
Harris Wilcox, Bergen, N. Y.
C. E. Cunningham, Greenwood, S. C.
Owen V. Hall, Celina, Ohio
Orville R. Moore, Louisville, Ky.
Tony Thornton, Springfield, Mo.

EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

Where Is The Auction

Profession Going?

By PAUL L. OWENS, Boise, Idaho

People are asking me what we will do with all the auctioneers our schools are turning out. Many say there are too many auctioneers already. They can sit down and name off several in the community who profess to be auctioneers but can find no work in their chosen field. In this respect the auction profession is no different than other skills. There are always a lot of carpenters, plumbers, electricians and others out of work. Many are without work because they lack that little spark that makes them a profitable employee rather than a money loser. No union can ever guarantee that an employee will return a profit to his employer. They can set up standards by which men qualify for membership. They fail however in equating these skills to production, ability to work with others and such features of adaptability. An auction school can turn a man out in a very short time with the ability to run bids, with the doors of his mind open to different specialities within the business and they can even inspire their students to want to become leaders in their communities. They can not however in the little time a man can afford to spend in an auction school remold their personality and character to the point that they are assured of success.

I can visualize the pitting together of courses involving several months and even years with an auction orientation that would more fully assure a student of success in his field. However I feel that in a field that has always been based on individual initiative and the recognition of competitive qualification as deserving a reward; will do well to leave the individual a little of the job to do himself. Many a successful auctioneer has learned his profession by studying other auctioneers constantly. Even those who have had the advantages of a school kick-off, succeed because they continue plugging, studying, practicing and finding out how to make his service of value to those in need of them. More expanded courses would certainly be

valuable to those who used them properly. Any who thought because they had taken such expanded courses that they had the jobs coming to them, would be in for a lot of disappointment.

If we are to maintain that certain something that makes the auction profession a clean field of reward for services rendered we must guard against false securities. Even laws qualifying auctioneers must be carefully written so that they will always demand qualification and never set up permits or charters based on geography.

It is pointed out quite frequently in the pages of the Auctioneer that there is a growing demand for the services of the auctioneer. The livestock industry continues to use more and more qualified men each year. It is wonderfully rewarding work and the auctioneer who is delivering these services has the advantage of knowing that his is a better world, because he has brought better buyers and better individual stock together.

The real estate field is still far behind in a lot of our communities. The volume of real estate that changes hands yearly is a challenge that the auction profession should continually aspire to sell. Many parcels of land are too long selling because normal appraisal methods leave too much to conjecture. Properties set with for sale signs that should be in production or transition because their owners are probing in the dark for the answer to their values. Communities where the auctioneer is doing a good job these lost periods are being substantially lessened. This saving of time alone when figured in terms of taxes, interest, insurance and other carrying charges are tremendous compared to the commissions the auction realtor collects for his services. We definitely need to turn out more and better auction real estate salesmen.

Many fields are open to the auctioneer with imagination, perseverance business sense and integrity. I would not even venture to conjecture as to how much business

we are losing yearly because we do not look into all our possibilities. The growth of machinery auctions in the past ten years is definitely a case in point. Construction men, dealers both in heavy equipment and farm machinery, and others are losing through depreciation alone many times the cost of a qualified auction team. It is encouraging that this field is beginning to be serviced by men with what it takes to turn these liabilities into assets.

One field in which I believe with a missionary zeal; is the humble community auction. The just plain junk sale though not so rewarding in dollars or personal villification, is probably under-developed as any facet of the auction field. There are many reasons for this neglect on the part of our membership. The most likely being that most of us aspire to sell in the more glamorous and rewarding fields. Selling junk is real hard work and the volume a fellow

must sell in a day in order to make expenses and a profit to take home is tremendous. There was a time when a fellow who operated a community sale or auction house was considered to be sort of trashy, shifty or plain crooked. This feeling on the part of both the public as well as the auction profession developed because more careless or unscrupulous and even plain lazy people gravitated toward that field. That attitude is rapidly changing because through good advertising, honest dealing and the providing of facilities to house such operations, many men have built for themselves both community respect and security. From the makeshift barn situation from which many beginnings came these men have built plants and facilities that aggregate thousands of dollars. More such businesses fail for want of facilities than from a lack of merchandise or opportunity.

This condition of course stems from the

The President's Letter

Dear Friends:

Spring is just around the corner and it won't be long until Convention time!

Now is an excellent time to ask ourselves what we've contributed to our profession, our State and National Auctioneers Associations.

You will find much satisfaction in preparing an article for "The Auctioneer," signing up a new member for the N.A.A. or by expressing your thoughts to the board of directors, concerning the functions of the N.A.A.

The N.A.A. has continued to thrive because it's membership has been made up of men with initiative, imagination, ability and the desire to see their profession recognized as one of the greatest! These men have unselfishly spent many hours to see the N.A.A. continue to grow and continue to serve as a strong voice for all auctioneers.

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

auctioneer's unwillingness to tie himself to the necessary mortgages and other business disciplines necessary to provide adequate facilities. I would not in the least criticise any man who is able to make the grade and graduate into livestock or other fields. I would however, cast a jaundiced eye at that group of otherwise failures, who could with the right determination deliver a great service to their communities through the building of furniture or junk sales.

From the angle of humanity alone there are some very great rewards, I am thinking about the low income groups who would greatly benefit and do benefit from such operations. Used clothing is an item most auctioneers hate to dirty their hands with, old furniture can be very marginal in value, used building material of which our larger cities have a terrific amount can be exchanged through the auction method when it will not stand normal storage and selling costs.

It is visionary of course to suggest such a thing but I am of the belief that the time approaches when more and more fellows will go into the auction business with no other thought in mind than to provide an exchange in his community for items too marginal to be profitably exchanged otherwise. By so doing they will in effect enrich their communities in proportion to the volume in material and dollars they handle. Recently I heard a "Goodwill" director claim the same ratio of value to the community for his operation as that of any manufacturing plant. If that value is true then the junk sale will do the same. To every person who sells an item for a dollar that would not have otherwise found a buyer for it has become enriched to that amount. In many cases he has even cleaned up and improved his surroundings at the same time.

I would not wish to be misunderstood in what I have said here. I am not attempting to say to the beginning auctioneer that he should aspire first, to become a junk sale operator. By all means keep your sights as high as you can possibly have them, however at the same time bear in mind that your service to your community is the only measure from which you can look for compensation and should it develop that your most available field is with the people who buy these items every day and every

week do not revert to self pity. Yours is every bit as important as any other fellows, so long as you conduct your operation according to those principles that continue to elevate the auction field.

In this endeavor alone we can employ and profitably as many auctioneers as our schools can turn out in the foreseeable future. We are not limited to the county in which we were born any more or to the country in which we were born. Our forefathers ventured into the lands of opportunity and have built tremendously. Is there any reason why our bounds are any less flexible, perhaps making possible an exchange of goods to people less privileged than ourselves is as worthy as any of the fields now being developed by point four and other aid plans, perhaps here is another field in which America can lead.

So anyone can dream, and many can follow, and if the show rings do not open immediately to the charm of your voice do not despair; there is no field where you can get so many hours selling in a week as you can just plain selling merchandise. There is plenty of it and the need for exchange is great.

Cook's Journal's Arrive In America

SAN FRANCISCO—The log and journal of the first two voyages of Capt. James Cook in the Pacific in 1768 and 1775 arrived from England by jet.

Bound in red leather, they were consigned to Warren Howell, San Francisco book dealer. He is "the unknown American buyer" whose representative, C. E. Harris, bid the top £53,000 (\$148,400) for the volumes at a public auction in London on November 28.

Mr. Howell, who said this was "the biggest price ever paid for a work of history," said he in turn was acting as an intermediary for another party, whose identity he was not at liberty to disclose.

"All I can say is that the ultimate purchaser is in America," he said.

The part of the car that kills most is the nut behind the wheel.

Lets Move To Meet The Opportunity That Is Coming

By COL. B. G. COATS

Five snow storms since December 12th, dropping thirty inches of snow, 20 continuous days of freezing weather, nine days registering zero or below and today another snow storm which the weather man says will drop six inches more of snow, has made this the most severe winter here in many years. In an age when we seem to never walk if we can ride, such snowbound streets and roads as we've had bring a touch of gloom and misery to everyday life. Getting about is just one big headache. The general feeling is getting to be: "Let's get home and settle down to watch TV."

This part of the country, normally free of extended snow storms and long drawn out cold spells has made for abandoned automobiles in the streets, accidents, etc. In general just about everyone is or are nonplussed during such storms. I have become an expert at snow shoveling trying to keep driveways open and just about the time all is cleared away a snowplow invariably roars up a few minutes later and piles the snow back into the driveway, so I gave up and just make the best of it. Cancellation of the auction sales has been in order for the past six weeks and business in general is at a standstill.

It is snowing now and being alone I can think of nothing better to do than to try and amuse myself and, I hope, interest you in these few lines to "THE AUCTIONEER."

By the time this article appears in print, our thoughts should be turning in the direction of Texas, and the 20th, 21st, and 22nd, of July, for on those three dates we all should be visiting with one another in the Shamrock Hilton Hotel, in Houston, Texas. Independent thinkers characterize the auctioneering profession. I sometimes think they give the outsiders the feeling of "everybody going off in all directions," and nobody following anybody. This independence among we the members of the N.A.A. has contributed much to the progress and development of our Association.



It must not be lost because this independence is the frugal spirit and will to win that fights through and always comes up with the right decisions and the flag of victory flying high. At our national convention, though, every member should dedicate himself to the concerted efforts of the Association as a whole.

Some of us will go to our national convention to eat, others to visit, some to hear the speakers, some to be entertained, but most go to do a combination of these. The inspiration that a high registration gives the officers is enough to go even if nothing else gets done. A large crowd electrifies the atmosphere and you get the best that is in a speaker because of this goal. The same goes for the Directors and everyone present. Your officers work harder and with renewed vigor when the crowd is large and enthusiastic. Association affairs run better when everybody comes and pitches in. So it is a mighty big contribution to your association just to be present.

Now that you are there you might just as well speak up. Especially if you disagree, don't sit quietly by and do nothing. Sell yourself. Sell your point of view. Argument and controversy are interesting and stimulating to the crowd and besides it will keep the powers that be on their toes about being too frivolous with issues. If all of us are always in agreement some of us are unnecessary. Therefore your opinions are useful and should be heard. Some of the membership is influenced by what you do, so you will have to take their blame and responsibility too, if your absence influences them to stay away.

The added burden placed on the faithful few who do show up and conduct the business of the association, makes parasites out of those who don't. The good that comes from it gives a free ride to the unconcerned. The best that we can all do is to be present. If those that are present must drag along a membership that is dull and indifferent, part of the energy for pushing ahead will have to be expended in pulling the dead. Those that care enough to go to their national convention and participate cannot be classified as dead weight for they become exposed to the other fellows problems and in so doing learn more about their own, and they likewise become exposed to this enthusiasm which adds to their own.

In the final analysis what is it that brings us to a national convention? Personal gain. This year and at this time figure the angles to the national convention and see what you will get out of it personally. Your voice in the affairs of your association, your presence in sparking the group's enthusiasm, your jokes, your visitations with Auctioneers from all parts of the country may not be your idea of cash on the barrel head but the knowledge, experience and friendships will all in the end become assets at the bank window.

Let us all move to meet the opportunity that the Texas Auctioneers Association will lay before us on July 20, 21, 22.

It continues to snow harder now than when I started this article so I will head for home and for the rest of the evening enjoy a book on Oriental rugs or settle down for an evening of TV.

See you in Texas. Let's get it done in 61 and make this the largest and best convention yet.

Art Treasure Fake Disclosed In Japan

TOKYO — Japan's art world is all in a tizzy.

A ceramic vase supposed to be 660 years old and declared an important cultural treasure by the government has been unmasked as a phony.

Not only is the vase only twenty-three years old, but it was made originally to serve as a "symbol of worship" for a defunct religious sect formed to support Japanese militarism in pre-war days.

The vase, known as the Vase of Eiji, was supposedly "discovered" in 1943 and subsequently named a cultural treasure as a fine example of art of the Kamakura Period.

But just recently a potter, Mineo Katmu, confessed that he and his father had made the vase in 1937 and that although the workmanship was excellent, the vase was by no means a national treasure.

"I could no longer deceive my conscience," he said.

His father, Tokuro, 62 years of age, was in Paris at the time studying European ceramics. But he cut his visit short and hurried back to Japan.

Tokuro, author of one of the most authoritative books on ceramics in Japan, backed up his son. They had made the vase.

He said he had been commissioned to make the vase by one of his patrons, Kinnosuke Gyobu.

The vase was to have been a symbol of worship for a new religion being formed by a group within the Japanese Imperial Army in an attempt to agitate public sentiment toward war. The idea died.

Then it was planned to announce that the vase was discovered on Dec. 8, 1941, the day (Japan time) the Japanese bombed Pearl Harbor. This plot to fire patriotism also was abandoned. The vase finally was "discovered" two years later.

The difference between amnesia and magnesia is that the fellow with amnesia can't remember where he is going.

Membership Growth Stressed A Decade Ago In The "Auctioneer"

"Renewed and added strength of the National Auctioneers Association is your responsibility. One of the sources of renewal is a revived interest in the organization, the bringing of new members into our fellowship. You will be doing yourself a duty. This is not far fetched either, for our principles and teachings are those which must now be preserved and propagated." In this manner the March, 1951 issue of "The Auctioneer" began. Then as now there was a continuing campaign to enlarge and strengthen the N.A.A.

Col. Henry Rasmussen, St. Paul, Nebr., was reported to have been "skunked" for the first time in his 24 years of being an Auctioneer at a Lord's Acre sale near Boelus, Nebraska which he conducted. A basket, the contents of which were not revealed, was offered for sale and Col. Rasmussen concluded the sale by naming a \$10.00 bid for himself for the basket. When the basket was opened a skunk sauntered out.

The Booster Page added seventeen names to its original listings of two. The new Boosters were C. B. Drake, Decatur, Illinois; Harry J. Argus and Co., Hammond, Indiana; Bart Bielenberg, Schleswig, Iowa; James Webb, Grand Island, Nebraska; Laird N. Glover, Crawfordsville, Indiana; C. H. Riley, Valentine, Nebraska; Joseph W. Donahoe, Darlington, Wisconsin; M. F. Boner, Marshall, Missouri; Walter Carlson, Triumph, Minnesota; E. L. McClosky, Edina, Missouri; M. C. Bowers, Elizabethton, Tennessee; E. W. Sparks, Sioux City, Iowa; Fred S. Ramsay, Madison, Tennessee; Henry Rasmussen, St. Paul, Nebraska; Guy L. Pettit, Bloomfield, Iowa; and J. B. Robinson, Sioux City, Iowa.

From Walter Carlson's column, "Along the Way," is the following quotation: "Make no little plans! They have no magic to stir men's blood. Make big plans! Aim high, and hope and work, remembering that a noble, logical diagram, once recorded, will never die, but long after we are gone will be a living thing, asserting itself with growing intensity."

The personality of the month was Col. G. S. Gordon, Shelbyville, Tennessee. A graduate of the Reppert School of Auctioneering in August, 1948, we went home and conducted six sales during the remainder of the year. In 1949 the number of sales rose to sixteen and in 1950, Col. Gordon sold forty-four sales. Col. Gordon is still a member of the N.A.A. ten years later.

Col. Joe Donahoe, Darlington, Wisconsin, reported that farm auctions in his locality were bringing top prices in 1951 for all livestock, feed and machinery.

The Auction Calendar reported numerous sales during the months of January and February. Included were sales conducted by Walter Holford, Edwardsville, Illinois; Edward Ahrens, Staunton, Illinois; G. S. Gordon, Shelbyville, Tennessee; Walter Carlson, Triumph, Minnesota; Samuel L. Winternitz and Company, Chicago, Illinois; B. G. Coats, Long Branch, New Jersey; Herbert Van Pelt, Whitehouse Station, New Jersey; Watson Van Sciver, Burlington, New Jersey; and Joe Donahoe, Darlington, Wisconsin.

New Partnership for Col. Clyde White

Col. Clyde White, NAA member of Murfreesboro, Tenn., and a past President of the Tennessee Auctioneers Association, has announced his partnership with John O'Brien in the White and O'Brien Realty and Auction Co. Offices of the firm are in the James K. Polk Hotel in Murfreesboro.

Col. White has many friends in the NAA fraternity who will be watching the success of the new firm and extend their best wishes.

There is a wealth of unexpressed love in the world. It is one of the chief causes of sorrow evoked by death: what might have been said or might have been done that never can be said or done.

A Total Of 150 Members Are Recorded During Last Period

A total of 150 new, reinstated and renewal members have been recorded in the Secretary's office during the period from January 15 to February 15. The 47 members who have joined the N.A.A. this month gave us a percentage of 31⅓% of new members.

Although the number of memberships arriving each day has decreased considerably we anticipate receiving large numbers of members from two or three State Associations during the next period.

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

Ed H. Bryce, Idaho
 *Joe Yates, Washington
 *Lester Martin, Indiana
 *Rhett Grant, Louisiana
 *Lowell Buck, Illinois
 *E. M. Rickey, Ohio
 *Amos M. Wittmer, Indiana
 John Leibel, South Dakota
 *R. E. Knotts, Ohio
 Chester March, Illinois
 *David B. Spielman, New York
 *M. A. Ward, Colorado
 *Edward B. Gibson, Colorado
 *Ben Houston, Colorado
 *F. Harvey Baldwin, Colorado
 *Howard Roland, Colorado
 *Joe Hicks, Colorado
 *T. C. Welton, Colorado
 *Wilbur Oversteg, Colorado
 Gail D. Kats, Colorado
 Reuben J. Stroh, Colorado
 *Keith Berkshire, Indiana
 Eddie Potts, New Mexico
 *Jack C. Minter, Louisiana
 *William J. Hagen, Montana
 *Curran Miller, Indiana
 *Paul Strieter, Indiana
 *Guy Jageman, Missouri
 *E. V. Wing, California
 *Duane Campbell, Ohio
 *John H. Dieken, Illinois
 *Tom McCord, Alabama
 *C. B. "Chuck" Kimberley, Iowa
 *Kenneth P. Erickson, Iowa

*Maurice DeVore, Iowa
 Frank Deeb, Indiana
 Gerald Pemberton, Missouri
 *C. A. Morrison, Oregon
 *Milton M. Koptula, New Jersey
 James A. Rutt, Missouri
 Reg. G. Cridler, Michigan
 Elmer G. Morvatz, Ohio
 Garry Greenwood, Colorado
 *Herbert Van Pelt, New Jersey
 *C. Benny Runyon, Virginia
 *Glenwood Adams, Ohio
 *J. Lee Sears, Colorado
 *W. H. Hogg, Texas
 *Gordon Clingan, Illinois
 Frederick Meier, New Mexico
 *Russell de Cordova, Texas
 *John E. Brown, Louisiana
 *Harold E. Vaughn, Ohio
 *Willard Olson, Wisconsin
 *William E. Ransom, New York
 *Mearl Maidment, Ohio
 *Harvey Lesh, Indiana
 *Joe E. Gingerich, Kansas
 *Irvin B. Bowman, Ohio
 *Leon E. Joy, Iowa
 J. C. Stevens, California
 *Edward Krock, Massachusetts
 *Lawrence Vogel, Indiana
 *Albert L. Frauhigher, Ohio
 *Bob Handrich, Michigan
 *Henry W. Howes, New York
 Charles Bagby, Indiana
 Albert E. Kuehnert, Texas
 *Ralph S. Day, New Jersey
 *David S. Blew, New Jersey
 *Seattle Myers, Virginia
 *Clarence W. Latham, Ohio
 *Howard Shults, Colorado
 *Virgil V. Munion, Oregon
 *Everett C. Killian, Illinois
 *Paul Peacock, Arkansas
 *Harold H. Van Syoc, Iowa
 Bernard C. Hamlin, West Virginia
 Andrea Licciadello, New Jersey
 Jim Reeves, Arkansas
 Don Reeves, Arkansas
 LeRoy Jennings, Arkansas
 Earl E. Hardeman, Wyoming
 *C. E. Cunningham, South Carolina

*William E. Hanzel, Illinois
*Abe Cantor, Illinois
*Jack Shore, Illinois
*Archie Shore, Illinois
Robert Goldstein, Illinois
Jay Friedman, Illinois
Alex Kraft, Illinois
Harold Pick, Illinois
M. A. Robinson, Indiana
Edward E. Bilbruck, Illinois
Norman Levy, Illinois
Norman Levy, Jr., Illinois
*W. D. Atkinson, Ontario
Frank Bennett, Ontario
*Clem Long, Ohio
*Byron C. Waddell, Michigan
Hal Satz, Florida
*Wayne L. Bloomer, Indiana
*Emma Bailey, Vermont
*E. E. Martin, Indiana
*Donald Bradley, Ohio
*Amon H. Miller, Indiana
Donald E. Coy, Nebraska
*Dean E. Forke, Nebraska
Ted J. Forke, Nebraska
*Don L. Forke, Nebraska
*Avery E. Forke, Nebraska
Donald Aldrich, Michigan
Albert Shaw, New Jersey
*James O. Lawlis, Texas
*J. O. Lawlis, Jr., Texas
*Ernest O. Maine, Rhode Island
*Clare Brown, New York
*Dub Bryant, Texas
*George Clower, Texas
*Garwood Gerdes, Texas
*Charles R. Tomlinson, Texas
J. C. Harper, Texas
Richard Gonzales, Texas
Clarence Mathews, Texas
Leon S. Rosenblum, New Jersey
*Milo Fodness, Minnesota
*George A. Martin, Maine
*James L. Keith, Iowa
*Arnold H. Barron, California
B. W. Kimbrell, Iowa
Arnold J. Johnson, Virginia
*Sam Lyons, Pennsylvania
*Albert Devore, Pennsylvania
*Wylie Rittenhouse, Pennsylvania
*R. M. Stewart, Pennsylvania
*Woodrow Roth, Pennsylvania
*Clarence P. Maier, Pennsylvania
C. J. Leiby, Pennsylvania
*Carl Stanton, Ohio
*E. K. Elmes, Minnesota
Bob Berger, Washington
Amos Hunziker, Kansas

James T. Priest, New Mexico
*Merl C. Knittle, Ohio
*Maurice Price, Michigan
*Louis L. Stambler, Hawaii
*C. M. Sturgul, Wisconsin
*Paul L. Owens, Idaho
*J. Herbert Peddicord, Ohio
*A. L. King Solomon, Florida

Baby Hippos To Be Auctioned At Zoo

NEW YORK CITY—The city's surplus property included two baby hippos. The authorities have decided to unload them both, but there was momentary confusion whether one was going on the block because of its appetite or the space it occupied.

Purchase Commissioner Roger J. Browne said Lilly, the baby hippo at the Central Park Zoo, was being auctioned because she showed "definite promise of becoming the greatest free-loader in town."

Daily she eats seven pounds of carrots, beets and cabbage, large quantities of hay and a half load of bread, he said. He was asked if the city could not afford this and he replied that it was feeling the strain.

However, when John Sandmann, senior keeper at the zoo, was asked the same question he said there was not room enough in the zoo pool for Lilly and her parents, Falstaff and Rosey. Mr. Browne then confessed he had just been "making press copy."

The other baby hippo, at the Bronx Zoo, is being sold because its mother is expecting again and more room is needed.

When pool space is limited, keepers fear that baby hippos may be stepped on or be crushed by accident.

The baby hippos were born within short periods of each other in 1959.

Also going on the block at the Central Park zoo, is a young male mountain goat from the Himalayas.

TESTED

"Trust her? You surely don't think she could keep a secret?"

"Well, I've trusted her with other things, and she kept them."

Tips on Topics of Today

By C. E. CUNNINGHAM,
Greenwood, S. C.

Here we are doing business in a NEW Year, booking NEW Sales, making NEW Friends, trying out NEW Ideas. Some of the NEW Sales we have will be good ones—some average — some on the negative side. However, most of them will be about what we make them. Please let me ask forgiveness right here for referring to my own experiences. But, you see I know me better than I know anyone else.

The attitude we take toward a particular situation or with people often times makes a lot of difference in the results we obtain. Sometimes I attend Sales, where the advertisement is put up everywhere it seems and of course a good job of advertising is very necessary. However, in some instances stopping and reading the large posters — all we can see, in letters as large as the sign, is the name of the Auctioneer conducting the Sale. What is being sold is in small print and the owners name is completely omitted. It has been my experience that the owner likes for us to let the public know who is having the Sale. Lets put our name down at the bottom of the poster in smaller letters. After all we are going to be in the spot light all day — Sales day.

Sincerity is an ingredient that can be used in every walk of life. However, it behoves each of us in the Auction profession to make sure we are sincere, both to the one we are selling for and to the public of which we serve. After all, some one in the crowd today often times is the owner we are selling for next month.

Confidence — now there is a good one. I remember when in Auction School, the head professor there telling us about this early experiences. He was principal of a High School in his home town, which to most of us seemed like a pretty good job and that his vocation in life had been fairly well set. But no, this man quit his high school job and became a very successful Auctioneer. Why? First, he really liked the Auction business. Secondly, he was respected in his community — sincere in his dealings with others and had won the confidence of those who knew him. A wonderful qualification for all good Auctioneers.



Recently I was conducting a large farm Sale, where more than 400 people were in attendance. There were two of us doing the selling that day. I had opened the Sale, sold the household furnishings and had sold the 300 acre farm. My associate then started in on the farm machinery. A total stranger walked up to me, introduced himself, making the statement this was his first time to attend one of my Sales, (He was a long way from home) but he said he liked my sincere, honest way of conducting the sale. I thanked the man and really appreciated his comments. Through the influence of this Gentleman I am selling on March 18th one of the largest farm sales I have ever held. 435 acre farm, 45 head of Reg. Hereford cattle, a full line of machinery and household furnishings.

We Auctioneers must take it upon ourselves to be a gentleman at all times, we can't afford to do no less. Our influence, good or bad, has a greater impact upon the public than the local minister. He has almost the same congregation to work with all the time — while we have a different one each sale and often times our crowd is much larger than his. We have started the

C H A N T in our locality "Every ONE take ONE to Texas in July" would you join us?

Marketing Congress Preparations Begin

DALLAS, TEX. — Plans for novel entertainment and outstanding program features of the 1961 Livestock Marketing Congress have been made, it has been announced by C. D. 'Doc' McEver, Austin, Tex., general chairman. It will be held in Dallas, June 21-24.

The Livestock Marketing Congress is staged as an annual national forum on trends and developments in livestock marketing. The National Association of Livestock Auction Markets is sponsor of the industry event.

Texas Nationally Certified markets are hosts for the Congress, which marketmen predict will establish a new record in attendance and participation.

The planning committee has met twice in Dallas-making extensive preparations. The last meeting was held Feb. 5 at the Sheraton-Dallas Hotel, which will be reservations and events headquarters.

Actively taking part in plans and preparations is the individual division of the Dallas Chamber of Commerce.

The Congress will feature annual convention sessions of the National Association of Livestock Auction Markets and the National Livestock Dealers Association. The Continental Sweepstakes Cattle Sale will consist of carload lots of cattle representative of certified markets' trade areas throughout the nation. For the first time this year, the livestock dealers association will stage a quarterhorse sale.

A post-Congress, 7-day excursion tour of Mexico, has been added for those who wish to take part. The group will leave Dallas by chartered American Airlines for Mexico City and Acapulco.

Livestock and livestock market men from Canada and Mexico will attend adding a Pan-American touch to the Congress.

One day of the 4-day Congress will be devoted to program and entertainment events designed to attract all segments of the livestock industry in Texas to spend the day and evening in Dallas, meeting with out-of-state people in attendance.

Serving with general chairman McEver are: Grover C. Lee, Strawn, Tex., executive assistant; Russell Tubaugh, Belle Plaine, Iowa, program chairman; Dewey Smith, Edinburg, Tex., entertainment, chairman; June De Cordova, Dallas; J. W. 'Billy' Bode, El Campo; Oris Reynolds, Abilene; and Jay R. Taylor, Amarillo, Sweepstakes Cattle Sale Committee. Dr. John G. McNeely, Tex. A & M., College Station, heads a program cooperation committee from the agricultural university.

Promotional Meet Held By Dealers

ASHVILLE, N. C. . . A regional meeting of livestock dealers was held at the Battery Hotel in Ashville, N. C., Saturday, Jan. 21, it was announced here by William D. Reamy, Fredericksburg, Va. Reamy is the southeast director of the national Livestock Dealers Assn. with headquarters in Kansas City, Mo.

The purpose of the meeting was to acquaint livestock dealers in the area with the programs and objectives of the national trade association. A good attendance was reported.

C. F. Augustine, Lamar, Colo., is president of the association, which is in its second successful year as the industry's business trade organization of nearly 25,000 independent livestock dealers and order buyers. Participating firms and individuals display the NLDA "Seal of National Integrity."

Two major accomplishments of which the Association takes particular pride are: (1) Adoption of the "Livestock Dealers' Code of Business Practices," setting forth a high level of commercial honor in livestock transactions, and (2) establishment of trade practices conferences with the U. S. Department of Agriculture for mutual interpretation and understanding of the Packers and Stockyards Act now applicable to all dealers.

The southeast district is one of six regional districts, each represented by a national director of the association.

Industry representatives assisting Reamy in hosting the meeting were: J. W. Young and E. E. Young, Knoxville, Tenn., and A. C. Coffman, Timberville, Pa.



The above picture of a National Convention scene is being reprinted as a reminder that ladies attend NAA conventions in large numbers. Have you made your plans to be a member of a group like this at the Shamrock Hilton Hotel, Houston, Tex., July 20-22?

THE LADIES AUXILIARY



Special Invitation To Ladies Auxiliary

We are truly looking forward to July, and want to put in our early reminder to everyone that we are issuing a special invitation to one and all to try our Texas hospitality. Everything possible will be done to make this year's Convention and your trip to Houston a most enjoyable one.

Plans are well underway for some very special Texas-style entertainment plus many other things that you just must come to see for yourselves.

Make your plans now to make the trip in Houston in July, and we promise you a real Texas-type good time.

Betty White
Bryan, Texas

Cattle Auction Held In Hotel Night Club

KIAMESHA LAKE, N. Y. — The Concord Hotel's big night-club stage, upon whose boards some of the entertainment world's most eminent personalities have trod, were in for some giant-size treading. The New York Holstein-Friesian Association concluded its forty-first annual convention with an auction sale of cattle on the night-club stage.

This shift to pure beef from the hotel's normal practice of presenting some of Broadway's best-known talent stems directly from the fact that Raymond Parker, the Concord's general manager, is a cattle fancier himself. He owns 200 head of pedigreed Brown Swiss cattle, which he keeps at his Grahamsville dairy, about fifteen miles northeast of here.

As one cattle man to several others, Mr. Parker offered the facilities of the Concord to the Holstein group for its annual conclave, and the Catskill cattle sale was the result. After three days of frolicking amid the hotel's plush surroundings, the 800-some convention delegates wound up their parley with the auction.

The old-fashioned cattle sale was held in the resort's mammoth new Imperial Room, a night club that seats 2,500 and whose clientele normally dresses in the height of fashion. The Holsteins going on the Concord block were real blue-bloods, but the auction itself was open to the public and was a "come-as-you-are" affair. Neighboring farmers, too busy to take time out for a change of clothing, were welcomed to the elegant club in their over-alls. About 1,500 persons were on hand.

For two days before the sale, the basement of the hotel's new deluxe, six-story wing resembled Madison Square Garden during a rodeo. Special stalls were built to accomodate the animals, and these were led, a few at a time, up a ramp onto the large stage. During the auction, spotlights played on the cattle to tunes provided by the hotel's jazz bands.

The Concord never before has played host to a cattle auction although through the years the hotel has been the scene of conventions whose personnel ranged from pharmaceutical groups to police chiefs.

Shiny, new passenger cars have appeared on the stage of the Imperial Room during automobile dealers' conventions. At one musicians' convention, an orchestra of 150 musicians performed there. Until now,

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Owen Hall, Celina, Ohio

1st Vice President

Mrs. Tom Berry, West Newton, Pa.

2nd Vice President

Mrs. John Overton, Albuquerque, N.M.

Secretary-Treasurer

Mrs. Ernest Freund,
Fond du Lac, Wis.

Historian

Mrs. Tim Anspach, Albany, N.Y.

DIRECTORS:

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

Mrs. Earl White, Madisonville, Tex.

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

Mrs. Tim Anspach, Albany, N.Y.

Mrs. Artie Baldwin, Denver, Colo.

Mrs. Walter Britten,
College Station, Tex.

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Harris Wilcox, Bergen, N.Y.

Mrs. Al Rankin, Algier, Ohio

however, no one ever dreamed that cattle would four-step across the night-club stage.

The bucolic atmosphere was not confined to the cattle exhibits. Elaborate displays of farm equipment, ranging from a hand-seeder to a huge tractor, were arrayed in the hotel's exhibition lobby. A chicken farmer specializing in white Leghorns also arranged to take space for a showing of his poultry.

Everything from a real country hoedown to a sedate musicale was scheduled for the convention guests. During their stay, the delegates' wives took in a varied program that too included a cosmetics demonstration in the sun lobby and a demonstration of the arts of preparing hors d'oeuvres, decorating birthday cakes or frying a stack of "wheats."

For the men, there were all types of sports activity, ranging from runs on the ski slopes near the hotel's Swiss Chalet to a plunge in the pool or ice-skating on the two-acre artificial rink.

Two City Hookup Spurs Bidding

The chant of auctioneers in St. Louis and Atlanta, Ga., was heard simultaneously via amplified long distance telephone hookups in both cities recently as the government tried to boost its returns on surplus property sales.

The auction idea is to bring competitive buyer emotion into the sales, and the twin city hookup is to spread the market interest. Available was some \$8,000,000 in surplus goods, ranging from Army shoes and skid chains to tugboats and railroad cranes.

As colored slides of the property was flashed simultaneously on screens at the Jefferson Hotel here and the Hotel Grady in Atlanta about 175 buyers here and about 400 in Atlanta began bidding for the property.

Some things like Army tugs that cost the government as much as \$1,000,000 in 1945 went begging at \$28,000.

A Navy tug that cost \$540,000 was bid up to \$88,000 because it had a new diesel installed in 1950.

While many items returned less than 10 per cent of original cost, various pieces of equipment that could be used in the construction industry brought as much as 25 per cent despite the fact they were seven years old and only in "fair condition."

One used crane from the Granite City Army Engineers Depot which cost \$21,648 in 1953 started with a bid of \$5000 and was bid up to \$9,750.

Six lots of unused military shoes, declared surplus and costing \$3 a pair new, sold from \$1.90 to \$2 a pair. Unused tire chains listed at \$10.70 a set cost brought a surprising bid of \$12.

And the biggest surprise of all was a used compressor listed in "fair condition" as available at Anniston, Ala., Ordnance Depot and valued at \$1539. This was sold at \$2900. St. Louis officials said the catalogue listing had to be "in error." One bidder estimated the machine "worth at least \$5000."

William H. Rhoades, in charge of surplus property sales at the Granite City Depot, said original value of the goods exceeded \$8,000,000, and was stored at 10 military installations. Successful bidders had to deposit 20 per cent of the purchase. Armed military police stood guard to discourage any holdup.

The Question Box

Q—If I go in with a furniture store operator to start an auction house and I have no capital, only the auction knowledge, what should I set as percentage for my work, assuming that I would work full time to promote the business? S. R.

A—It would seem that an even split of the profits would be in order. We are basing our answer with the assumption that you would be spending full time in promoting the auction, the other party would furnish the building and operating capital, all other expenses to be divided equally.

Note: Further answers will be welcomed from members who have had first hand experience with an operation similar to the one described.

Auctioneers Appear To Be Immune To Recession

By COL. POP HESS



The date of this writing is Monday, February 13. Here in Ohio we still have nice winter weather. It is unusual for Ohio but we have had our ground covered with snow since the first week in December. We have had it below zero and above zero many days. However, our main highways have been open for driving with the exception of two or three days. Our Ohio Auctioneers have been on the firing line almost daily all winter. Sales are numerous and the boys report good prices all down the line in farming equipment and livestock even though we hear and read much about a recession inherited by the present Administration. We find our auction sale buyers in the front ranks and bidding as usual. Maybe there is no politics in the auction sale ranks of Ohio.

The February issue is on my desk and this issue is one that stands out as being full of items and news and suggestions all the way from the front cover to the back outside cover. By the way, speaking of the back outside cover, presenting our Leroy Van Dyke thrilled me much as this is one boy with Auctioneer lingo who can put into action a program that can be used for all auction sales, meetings, and what have you. We here on our Farm Sale program have had the pleasure of having in our files his recording, "The Auctioneer," and we often play it when we have an opening in full. We have it on our opening disk as we come on each week with farm sales. We use his Auctioneer lingo and we treasure it highly.

For some years we needed an Auctioneer in action to open our Announcement Runs. I used some of our Ohio boys but could not use them all and it would appear as if we were promoting one certain Auctioneer. Then I tried to make one of my own but that was nothing to write home about. Then came Leroy's disk so we

clipped and taped his lingo and it has been on our run daily now for some years. We have folks write in wanting to know who that Auctioneer is and if they could secure him for their coming Auction.

Now, as I note his page ad on personal appearances, we have drafted a nice announcement and will use it at convenient times to tell some 400,000 folks tuned in over Ohio where they can find this good entertainer and how to reach him as we feel we owe this to our boy, Leroy Van Dyke, who can put a clear punch in the Auctioneer lingo that makes it understandable. From what I have noted when I have seen him on T.V. programs on the Red Foley show, he can put enthusiasm in any man's get-together or meeting. John Q. Public never really tires of listening to the Auctioneer and his chant—what we Auctioneers often refer to as lingo. The writer hopes he will soon get an invitation to come to Ohio, the state which has given birth to many Auctioneers from the best to the poorest.

Mrs. Hess and myself had some trouble this winter keeping both feet on the ground. We pick up colds which some call flu, but, whatever it is, I hope we can soon be bullet proof. The thing I don't like about it is that it keeps my nose dripping. I am trying to invent some kind of contraption like a windshield wiper on the auto so I can just press a button and it will keep wiping. Of course, to get the thing to work you would have to have a nose like I have with plenty to hitch on to.

Quite a few letters have drifted in since my last column in about the usual vein. One letter received was from an Auctioneer who sure feels that our State and National Associations for Auctioneers should set up a fee rate and that each Auctioneer out over the land in his division should have the same price. That may

IN UNITY THERE IS STRENGTH

sound good on paper but we have just been reading about some outfits that are in hot water and going to jail on price fixing and we would not want that to happen to our Auctioneers.

That would be much worse than working for nothing. It also reminds me as I look back that we have for many years had unions that cause strikes to get higher wages and after a long drawn out unemployment affair they finally settle and the rate per hour goes up a few bucks. It is tacked on to the product and now as we sit on the outside looking in, we find that they have milked the old cow Bone Dry. The product now sells so high that there are no buyers or takers if there is any other way out and now they call it a recession and want to raise wages to stop unemployment.

After living in this great United States of America for eighty years, I am having trouble digesting this kind of a move. They say we have millions of people starving to death. Yet, on the other hand, they want to cut down on the production of foods to make it scarce. They tell us that we are bad off for ready cash, yet they are talking about spending millions to send a man to the moon. Where that will pay off is not yet in my book. They say they want to keep up with the Jones' and we are behind in Moon Shooting. Now, as I write this, over the air comes news that the Jones' have overshot the moon and put us three years behind.

Well, to conclude this subject, from what I have observed about this Jones outfit, the more of them shot into the moon, the less we will be associating with. Rather we should take our gold bars at Fort Knox and take care of our own folks and get them back to work and food. I have a good old Irish friend who drops in on me often to talk things over. This matter we talked about a lot. Finally my friend, Pat, threw up his arms and said, "There is a rotten screw loose some place!"

My judgment would be that our Ohio and National Auctioneers Associations should not be interested in setting up a trust arrangement. Every Auctioneer who is awake gets sufficient pay for the ability he has to conduct the sales, to handle different locations, various kinds of auctions, and all kinds of service that he has to furnish. It would be very difficult to rig up any kind of set rules as to charges. It would

throw the entire set-up into an uproar and encourage bootlegging and so forth.

No boys, as I understand the purpose of all our State and our National Associations, we are concerned with closer contact with all Auctioneers, to make better service in Auctions, and to keep a watchful eye at all times on the fly-by-night who is out to get them today and forget them tomorrow. That is the biting bug that has done so much harm down through the years in degrading what a proper Auction Sale really is and what it stands for.

Well, folks, as we read this issue, 1961 is in the month of March. It is a busy auction sale time for general farm and livestock sales. It is a big field but has many Auctioneers to choose from.

Polish up the old kettle and give your clientele the best you have in service as the life of an Auctioneer is not just for one year or five years, it is a life-time business. The first ten years you cut your best chawing teeth but the last ten years they start to decay and you have to pay to have them pulled out and you wind up either toothless or with a set of store teeth — which are the worst when it comes to eating my favorite, raspberry pie. After eighty years I would like to find some guy's receipt on how to grow a new set that will stand hard chawing as my custom butcher has been delivering some darned tough cow or bull beef to me to chaw.

There's not too much I can do about it though and the prices are 75c to \$1.25 per pound. What happens to the selling price of the farmer and the price over the counter is quite a breach. But as I come to think about it, those choice steers and heifers have heard about that recession that hit us as we came into 1961. However, I am of the old school and love our America and feel there are enough of us left to bring out the bottle of pills that will cure the virus that is often found in politics.

By the way, will you please in writing me, always address your letter thus: Pop Hess, c/o WRFD Radio, Worthington, Ohio. Some just address me Pop Hess, Worthington, Ohio, and our Post Office has many letters and mail and the mail clerk can not always put his finger on just who or what guy gets his mail where. As Worthington is a suburb of the City of Columbus, thousands of parcels of mail come in every hour. Thanks.

Livestock Markets Adopt Trade-Mark

KANSAS CITY, MO. — A new and distinctive trade-mark will identify certified livestock markets and their services nationwide. Distribution has been completed this week to each qualifying market, according to C. T. 'Tad' Sanders, general manager, National Association of Livestock Auction Markets.

The trade-mark emblem denotes a "brand" of services based on a public market pledge of 17 operating principles to livestock-owner customer, and an industry administered code of business standards governing their market operations.

Plans were announced earlier to establish and fully develop each certified market as a key industry in its trade area. Such plans are based on the trade-mark identity, it was stated.

"The best answer to the livestock man's

natural need and desire for better bargaining power lies in full utilization of certified livestock market services to merchandise livestock," Sanders said in making the announcement of the new trade-mark. "These services equally provide greater efficiency for all kinds of livestock buyers," he concluded.

The National Association has been a strong advocate of a free choice in all avenues of livestock marketing by livestock producers, feeders and buyers.

An active advertising program detailing their modern merchandising market services is being undertaken by each certified market in its trade area.

A hangover is a case of losing your head the night before and waking up with two of them the next day . . .

Middle Age: The period when some people become sadder and wiser, but most people become sadder and wider.



Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana



Graduating Class, Meridian Mississippi, Branch of Western College Of Auctioneering, Billings, Montana, January 1961.
Kneeling: Bill Tinnin, Meridian, Instructor; Eddie Wood, Amarillo, Texas, Instructor; Standing: Bill Hagen, Billings, Instructor; Jim Reeves, Bradford, Arkansas; Bob Thomas, Billings, Instructor. Standing, next row: Andrea Licciardello, Swedesboro, New Jersey; Bernard Hamlin, Huntington, West Virginia; Thomas Graves, Garden City, Kansas; Richard Lane Brown, Magnolia, Arkansas; LeRoy Jennings, Magnolia, Arkansas; Jim Vines, Lubbock, Texas; Donald Reeves, Bradford, Arkansas; Ralph Hamlin, Chesapeake, Ohio.

Michigan Livestock Exchange Totals \$41 Million in Decade

ST. LOUIS, Michigan—A 10-year sales record of \$41,983,387 is the achievement of the Michigan Livestock Exchange, St. Louis, since its first auction was held Jan. 22, 1951.

Animals sold in the decade include 315,000 hogs, 155,000 cattle, 52,000 veal calves, and 61,000 sheep, consigned from as far north as the Upper Peninsula and as far south as the Ohio border. Two consignments of cattle in 1959 came from North Dakota, 1,280 miles distant.

Gradual improvements in facilities, yard operations, and selling techniques have attracted 27 meat packing companies to send their buyers regularly to the Monday auctions.

“Our latest and most important change is our live-grading program for hogs,” Manager Ray Montague said. “Last fall we built a new barn specifically to handle hogs, and we now use the grading system set up by the U.S. Department of Agriculture. With this new plan we can sell 1,000 hogs an hour, where it used to take five hours. St. Louis was the first Michigan auction to use the live-grading method for selling hogs.”

The exchange is one of the two largest fat-cattle auctions in the state, meeting the market needs of many Central Michigan raisers who utilize their surplus grains to produce fat cattle.

“Within a radius of 50 miles,” Montague commented, “there are at least 30 farmers who are handling from 200 to 600 cattle per year in their feed lots, which means that we get a good flow of finished stock.”

The exchange was organized by 400 farmers of seven Central Michigan counties who wanted to provide themselves with better opportunities for marketing their animals. The 10-acre plot on which the yard is located was presented to them by a group of St. Louis businessmen, with the provision that the site would become theirs if they continued in business for five years.

Starting with \$60,000 original construction cost, the property now is valued at \$100,000. There are more than 37,000 mem-

of all the livestock sold in Michigan.

ber patrons who each year market 25%

Stock begins to arrive early each Monday morning, with trucks and trailers discharging their loads into the ramps leading to the pre-sale pens. By auction time, 1:30 p.m., parking lots are filling and the amphitheater in the main building holds an audience of buyers, sellers, and spectators.

There's an orderly confusion of sounds and sights—protesting animals, the auction bell, the auctioneer's staccato chant, and the constant movement of people. Twenty-five employees efficiently handle the office details and the yard work under the supervision of Montague. He has been in charge for six years.

And there's a festive touch to the scene. Beneath the amphitheater, a restaurant operated by the Concordia Ladies' Aid Society of the St. Louis Lutheran Church serves lunches to the visitors. Occasionally a vendor dispenses fruits and vegetables from the parking lots.

Livestock auctions are a vital part of the farming industry. The importance of the industry makes the future look promising for the cooperative owners of the St. Louis auction.

Customer's Ski To Park-Bernet

Despite the snow, about 500 persons went to the Park-Bernet Galleries for the second session of a two-day auction of continental furniture and oriental decorative arts.

Among those present for the sale, which realized a total of \$65,340, were several women who said they had skied along Madison Avenue to reach the galleries at seventy-sixth Street.

You can never get much of anything done unless you go ahead and do it before you are ready.



Mid-January graduating class in a course of basic auctioneering, sponsored by Boise Junior College (Boise, Idaho) in cooperation with the Idaho State Board for Vocational Education and the Intermountain Auction Institute are Front Row (left to right): John Hurt of Boise, Norman A. Welch of Connell, Wash.; Tony Van Wyk of Countese, Alberta, Canada; Riley Freeman of Baker, Oregon. Second Row: Merv Betts of Roosevelt, Utah; Cecil Patterson of Jerome; Rock Hutchings of Central Point, Oregon; Gordon Haun of Milton-Freewater, Oregon; Floyd Rosecrans of Boise; Jerry Hope of Halfway, Oregon. Back Row: Andy Reinland of Cusick, Wash.; J. F. McDaniels of Boise; Joe F. Key of Oakland, Calif., Kent Gist of Fruitland and Delbert Alexander of Castleford.

Snowbound Members Plan For Convention

By COL. B. G. COATS

Twenty years from now when the present generation of Auctioneers have families of their own, they will be saying:

"We don't have winter weather like we had when I was young. Why I remember when we had zero weather morning after morning. The first snow came early in December and we didn't see bare ground until . . ."

The rough winter the present generation Auctioneer will recall will be the winter of 1960-61 and if he had any sales booked that he was unable to have because of the weather he will recall it much more vividly. Maybe you Auctioneers in the west are used to such winters. If so, believe me you

are welcome to them. This winter has really been a dandy here in New Jersey.

And just to think of it. Autumn had been unusually warm and pleasant. The good old Farmers Almanac predicted an "open" winter and nobody—or almost nobody—had even thought about tire chains or snow tires. In this part of the country they were things of the past.

All of which goes to show that old-fashioned winters are again in style and who knows, we may have them as a regular thing from now on.

Anyway, we won't be hearing soon from the old time Auctioneers who say "Winters ain't what they used to be." They are.

The continued snow storms and inclement weather must have given you some time to reflect upon your Association and caused you to give some time to obtaining a new member or perhaps writing a few lines to

"THE AUCTIONEER". It has been such a long hard winter that I am sure the entire membership would like to hear from you. If there was anyway of knowing I would bet that while you were waiting for the weather to moderate and the skies clear that you made plans to attend the national convention in Houston, Texas, July 20, 21, 22. It will do us all good to get away for a few days after this unforgettable winter.

Have You Answered The Request Yet?

By Col. B. G. Coats

During the past few months articles have appeared in your publication, "THE AUCTIONEER," requesting you to do your part in consummating the the request of our President to bring our membership to 2,000 members. I am surprised that he did not

request that the membership be increased to 4,000 as it is just as easy to obtain this number as it is 2,000. Easy if each of us will do our part. You alone are the judge in your own case.

If you have not come forth with a new member why not do it now? The President does not say "must" but simply "will you?" "Let us not forget that the strength of our Association is important but more important is the stuff of which its members are made." You will never find time for anything. If you want time you must make it. Make time now by laying aside whatever you are doing and give your association the benefits of your efforts by sending in to the Secretary at least one application for membership.

At an auction in Worcester, England, a Briton paid \$280 for a lock of Napoleon's hair.



INSTRUCTORS, Intermountain Institute, January term: Standing, Clayton Tcherigi, Fruitland, Ida.; Ken Troutt, Middeltown, Ida.; Harvey Iverson, Gooding, Ida.; Arvin Spofford, Boise, Ida.; Harlan Smith, Rupert, Ida.; all auctioneers. John Hayes, Nampa, Ida., and Joe Church, New Plymouth, Ida., were not present for the picture.

Seated are: Clyde Waln, Boise Junior College Department of Vocational Education; Mrs. Charles Little, Distributive Education Secretary for the Vocational Board; and Paul E. Owens, School Administrator and Instructor, all of Boise, Ida.

Youngest Lady Auctioneer Practices For Future

PRAIRIE VILLAGE, Kan. — Everything in her home—including the kitchen sink—goes to the highest bidders when 13-year-old Martha Dewees, the nation's youngest professional lady auctioneer, practices "crying a sale."

"I'm not very good at selling dirty dishes though," the blonde 7th grader admitted.

Receipts show that Martha is skilled when the sale is the real thing. Since her graduation from auction school last August, she has auctioneered at a hardware store close-out, charity festivals and church bazaars and has taken bids at horse and pony sales.

Since early childhood, Martha has wanted to be an auctioneer but her father, Richard W. Dewees, NAA member and president of the Missouri Auction School, would not permit her to attend classes until another girl enrolled.

"I'm in!" Martha exclaimed victoriously last summer when a 18-year-old girl applied for training at the school.

Before that, Martha's father was the prime target of her persuasive talents.

"Since I expect to work my way through college by auctioneering," the girl explained, "I argued that I could get a lot of experience and do a lot of good in the meantime by volunteering my services at charity functions."

She doesn't expect to find opportunity lacking, explaining:

"Women are always trying to raise money."

As for her experience up to now, her father commented: "In accompanying me to auctions over the years, Martha got to be quite a critic."

At the carnival at St. Ann's school here, which she attends, the youthful auctioneer's classmates kept reselling items, paying as much as 50c for a single caramel apple "just to keep Martha going."

The students were not in the dark about what the chanting was all about. The rhythm, tone and tempo of Martha's selling spiel were articulate; the words easily understood.

"The chant is money bid plus the money asked—put together by filler words such as 'now' and 'anymore'," Martha explained. "Speed is used to facilitate the sale and not to confuse the buyer," she added.

Along with her school homework, Martha manages to enlarge her auctioneering training by advanced study on such subjects as sales management, antiques, pedigrees, auction ethics and advertising, livestock diseases and real estate laws.

She also is active as a Girl Scout and baby sitter.

On the business end of her homework, her biggest help is her two-year-old brother, Paul. Martha's chant races on and on, coming to an abrupt switch only when the toddler "bidder" haphazardly flings an arm into the air.

Fine Program Set For Illinois Meet

By FRED G. QUICK, Aurora, Ill. Pres.,
Illinois Auctioneers Association

At last fall's convention of the Illinois State Auctioneers Association, Col. John M. Bliss of Princeville, was appointed as Program Chairman for the Annual Spring Meeting of this group. Col. Bliss reports that all plans have been completed for the event to be held Sunday, April 9, at the Pere Marquette Hotel in Peoria.

Registration will officially open at 9:00 A.M. and will continue until the noon luncheon. A meeting of the Board of Directors as well as a short business meeting of the membership will be held before noon.

In the business meeting reports on the progress of the Association and topics that will interest all auctioneers will be discussed. Plans for the big two day State Convention to be held in Springfield this fall will also be aired.

Local Peoria concerns are sponsoring a variety of entertainment during and after the Noon Banquet Luncheon.

Jim Munton, Bellwood, Ill., will deliver the featured address entitled, "Make Them Want It." Mr. Munton is a very talented

speaker and has been in sales management and sales training for 22 years. He has personally worked with and trained over 1200 sales people. Since 1958 Mr. Munton has been connected with the Dale Carnegie organization, starting as a salesman at that time he is now managing director of the Dale Carnegie Sales Courses in the Metropolitan Chicagoland area. His address will be one that no auctioneer within driving distance of Peoria can afford to miss.

Col. Bliss wishes to point out that this meeting will be open to ALL auctioneers in the State whether or not they are members of the Illinois State Auctioneer Association. Also, the entertainment is being arranged so as to appeal to the entire family and all auctioneers are requested to bring their families for a day of enjoyment.

Those planning to arrive in Peoria the day before are asked to make their reservations direct with the Pere Marquette Hotel. Col and Mrs. Bliss will be on hand to greet the early arrivals.

This will be an excellent opportunity for Illinois auctioneers to express their thoughts and desires and we ask that you help make this a successful meeting by your attendance.

East Auction Market Sales Show Decline

The need for more "middle marketing" by farmers was emphasized by Ronald N. Goddard during the recent annual meeting of the Cooperative Marketing Associations in New Jersey, Inc. The director of marketing for Cooperative G.L.F. Exchange, Inc., Ithaca, N. Y., said that growers must take over more farm products' preparation and processing functions if they are to receive a fair share of the consumer's dollar.

He recommended that farmers retain control of their products until they reach the retail store, and said this might be done by stronger cooperative organizations.

Two other speakers also stressed the need for strengthening farmers' marketing co-ops. Dr. Homer J. Preston, chief of Fruit and Vegetable Branch, USDA's Farmer Cooperative Service, said that good organization and management were the keys to the success of co-ops.

Edward Evans, assistant vice-president

of the Springfield Bank for Cooperatives, Springfield, Mass., stated that co-ops will need larger financial resources in the future, and said that credit extension will be based on the co-ops' demonstrated ability to repay and their record of good management.

The group also heard a report on volume and value of sales at New Jersey farmer-owned auction markets for the 1960 season. The report, compiled by the State Department of Agriculture and presented by Vinton N. Thompson, director of Division of Markets, showed that total volume of eggs and poultry sold at New Jersey farmer-owned auction markets declined sharply during the year just ended. Volume and total value of fruits and vegetables were above the previous year, due mainly to an increase in the number of sales by methods other than auction.

During the year ended October 31, 1960, the value of egg sales at the auction markets amounted to \$8,834,000, compared with \$10,374,000 the year before. Volume was down from 935,984 cases in 1959 to 742,390 cases in 1960. However, price per case showed a 7.4% increase, averaging \$11.90 in 1960, compared with \$11.08 in 1959.

A total of 1,273,000 pounds of poultry, valued at \$194,195, was handled by the markets in 1960. In 1959, 2,077,000 pounds of poultry were sold for \$301,800. Price per pound rose 5.5% last year from 14½ cents to 15 3/10 cents.

At the fruit and vegetable markets, value of sales amounted to \$9,563,000 in 1960, compared with \$9,095,000 in 1959. During 1960, nonauction sales accounted for almost \$2 million in contrast to 1959, when this category of sales was valued at a little more than \$1 million.

Victor Lenco, of Robbinsville, was re-elected president of Cooperative Marketing Associations, members of which include 16 of the farmers' co-op associations which operate fruit, vegetable, egg, poultry and livestock markets in New Jersey.

Other officers re-elected were: first vice-president—Joseph Maccarone, of Swedesboro; second vice-president—Clayton H. Stains, of Flemington; treasurer—Thomas B. Kirby, of Glassboro, and secretary—Paul N. Taylor, of Millville. David T. Shepard, of Cedarville, was elected third vice-president.

BOOSTERS FOR "THE AUCTIONEER"

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

ARKANSAS

Col. R. W. Henderson, Jr., Magnolia
Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. Tom Caldwell—Ontario
Col. James Gibson—Alameda
Col. R. W. "Bob" Main — Garberville
Col. Morris Schwartz—Hollywood
Col. E. V. Wing—Gerber

COLORADO

Col. Natte E. Austin—Greeley
Col. Ed. Gibson—Denver
Col. Herman W. Hauschildt—Denver
Col. Howard Roland—Grand Junction
Col. C. W. Rosvall—Denver
Col. Howard Shults—Grand Junction
Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. Joseph F. Sedmera — Lakeland

GEORGIA

Col. Paul E. Baker—Adairsville
Col. Elmo Z. Peppers—Rockmart
Col. R. A. Waldrep—Gainesville

HAWAII

Col. Louis L. Stambler—Honolulu

IDAHO

Col. Jim Messersmith — Jerome
Col. Paul L. Owens—Boise

ILLINOIS

Col. Edward S. Burns — Monmouth
Col. Wes Chapman—Seneca
Col. Harry A. Chrisco—E. St. Louis
Col. Gordon Clingan—Penfield
Col. W. P. "Bud" Drake—Decatur
Col. John H. Dieken—Pecatonica
Col. Michael M. Gordon—Chicago
Col. Harold Hilliard—Greenville
Col. Ray Hudson—Morrisonville
Col. A. R. McGowen—Oak Lawn
Col. Chester March—Rockford
Col. J. Hughey Martin—Colchester

Col. W. Virgil Meador—Fairfield
Col. Melvin R. Penning—Forreston
Col. Carman Y. Potter—Jacksonville
Cols. L. Oard & Lloyd Sitter—Anna
Col. Fred G. Quick — Aurora
Col. Tom Sapp—Springfield
Col. James L. Shank — Princeton
Col. R. J. Schuster—Joliet
Col. Ray Tuttle—Sheldon

INDIANA

Col. Keith Berkshire—Logansport
Col. Jim Buckley—Shelbyville
Col. O. S. Clay—Shelbyville
Col. R. C. Foland—Noblesville
Col. Leo Grindley—Ft. Wayne
Col. Hubert L. Jones—South Bend
Col. Russel Kruse & Son—Auburn
Col. Amon H. Miller—Evansville
Col. Ernest Niemeyer—Crown Point
Col. Harold D. Parker — LaPorte
Col. Earl Ray—Tangier
Col. Herman V. Ream—Peru
Reppert School of Auctioneering
Decatur

Col. Herman Strakis—Indianapolis

IOWA

Col. Maurice M. Devore—Plano
Col. Arnold H. Hexom—Waverly
Col. Wendell R. Ritchie, Marathon

KANSAS

Col. J. B. Hickerson—Wichita
Col. Jack McVicker—Garden City
Col. Jesse Scott—Garden City
Col. E. T. Sherlock—St Francis
Col. Frederick E. Sherlock—St. Francis

KENTUCKY

Carter Realty Auction Co.—Scottsville

MAINE

Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester
Col. Abe Goldstein—Boston
Col. Lou Goldstein—Boston
Col. Phil Goldstein—West Roxbury
Col. Abe Levin—Lunenburg
Col. Frank "Honest Chuck" Onischuk
—Westminster

MICHIGAN

Col. Harvey S. Parker—Pontiac

BOOSTERS FOR "THE AUCTIONEER"

Col. John M. Glassman—Dowagiac
Col. Garth W. Wilber—Bronson

MISSOURI

Col. Ken Barnicle—Ellisville
Col. Joe L. Horn—St. Louis
Col. George A. Mann, Kansas City
Missouri Auction School—Kansas City
Col. Jerry D. Popplewell—Amity

MONTANA

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

NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk
Col. Rod Gillespie—North Platte
Col. John W. Heist, Beatrice
Col. Eddie Morris — Ashland
Col. Henry Rasmussen—St. Paul
Col. Rex Young—Plattsmouth

NEW HAMPSHIRE

Col. Ed Dean—Nashua
Col. Ray Houle—Intervale
Col. Merle D. Straw, Jr.—Seabrook

NEW JERSEY

Col. R. J. Charlins — Neptune
Col. B. G. Coats—Long Branch
Col. Ralph S. Day—Leonia
Col. John Flynn—Ringoes
Lorraine and Don's Antiques—Hackettstown
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
Col. John Overton—Albuquerque
Col. Eddie Potts—Albuquerque
Col. Chester Shough—Albuquerque

NEW YORK

Col. Tim Anspach—Albany
Col. Paul W. Calkins, Peru
Col. Clarence Foss—East Aurora
Col. W. E. Gregg—Jacksonville
Col. Donald W. Maloney, Syracuse
Col. William Maloney, Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Kenneth Rice, Hamburg
Col. Ben Schwadron—Queens Village
Col. David H. Tracy, Pavilion

Col. Richard C. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson, Jr. — High Point
Col. Basil Albertson, Sr.—High Point
Col. Coyte D. Carpenter—Claremont
Col. Billy Dunn—Laurinburg
Col. Turner Kees—Hickory
Col. Robt. (Red) Mendenhall—High Point
Col. Gene A. Saine, Hickory
Col. Kenneth W. Teague, Burlington

NORTH DAKOTA

Col. Bob Penfield—Bowman

OHIO

Darbyshire & Associates, Inc.
Wilmington
Col. Don E. Fisher—Delaware
Col. R. E. Guiss—Akron
Col. O. L. Lansaw—Middletown
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. Millard F. Merrill—Dayton
Col. George Roman—Canfield
Col. "C" Garth Semple—Milford
Smith-Babb-Seaman Co.—Wilmington
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. V. K. Crowell—Oklahoma City

OREGON

Col. Virgil R. Madsen—Halsey
Col. Virgil Munion—Roseburg

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Clarence P. Maier—Lansdale
Col. Wayne R. Posten—E. Stroudsburg
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Max Pollock—Providence

SOUTH CAROLINA

Col. Fred Mullis — Lancaster

BOOSTERS FOR "THE AUCTIONEER"

KENTUCKY

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

TEXAS

Col. Russell de Cordova—Mexia
Col. K. L. Espensen—McAllen
Col. Don Estes—Desdimona
Col. Tom Jeffreys—Andrews
Col. James Little—Odessa
National Auction Institute—
College Station
Col. Kenneth Richardson—Bryan
Col. W. J. Wendelin—Henderson
Col. Earl S. White—Madisonville
Texas Auction Co. (J. O. Lawlis & Son)
Houston

VIRGINIA

Col. David H. Gladstone—Norfolk

Col. C. B. Runyon—Falls Church

WASHINGTON

Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla

WEST VIRGINIA

Hale's Auction Service—Williamson

WISCONSIN

Col. Joseph W. Donahoe—Darlington
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh
Col. Larry Roberts — Lake Delton

WYOMING

Col. George R. Mayfield—Dubois

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

"Aloha" from Hawaii! We are having a grand time on Waikiki Beach. Had the pleasure of meeting and having lunch with Col. Lou Stambler on Wednesday. Hope to see you at the National.

Alvin Kohner
Winona, Minnesota

* * *

Dear Bernie:

I received the greatest little magazine in the world as usual this month, and nine times out of ten I sit right down and read it from cover to cover but with lots of sales, recording and tapes to make, I just didn't get around to reading it until today as I boarded the plane in Billings. "The Auctioneer" is surely a tribute to the auction business and some of the younger boys coming into the business now are very fortunate to read how some of the old auctioneers line up sales, etc. I like Carman Potter's article on Ethics, Ernie Freund's Aims and Goals of the 60's and, of course, the wonderful items of wit and humor that come from Pop Hess. Also, Lou Winters opinion on how to achieve success and the wonderful layout that Harris Wilcox

gave on arranging a Farm Auction was especially good for the auctioneer who has never been to an auction school.

Auctioneeringly yours,
R. J. "Bob" Thomas
Billings, Montana

* * *

Dear Sirs:

I am enclosing a check for membership dues as well as a listing on the Booster page.

I enjoy reading "The Auctioneer" and I believe that any Auctioneer who doesn't get this magazine is really missing an opportunity to enjoy some good reading.

Yours truly,
V. Munion
Roseburg, Oregon

* * *

Dear Col. Hart:

Enclosed please find a bank money order in the amount of \$10.00 for my dues. May the N.A.A. and all the members enjoy the privilege of peace and prosperity in 1961 and be constructive workers always, thereby assuring the solidarity of our association. Let us all be willing to help one another in any way possible and stick together

IN UNITY THERE IS STRENGTH

no matter what or who opposes us. May there be no weak links in the chain.

Sincerely,
Irvin B. Bowman
Greenville, Ohio

* * *

Dear Friend Bernie:

I am enclosing my check for 1961 dues. I do not want to miss a single copy of "The Auctioneer", it is very interesting. I am already making plans to attend the National next July. Each year when I come home from the National Convention I am sure that we will never have a better one, then the next one is better so I am going to Houston to see how they can better the Louisville Convention. If the Texas boys can top that, they are geniuses.

We are having our winter run of farm auctions at this time. Many of the middle size operators are starting to sell out. We have had several sales where we sell three or four tractors, self-propelled combines, field harvesters and other large equipment on one sale. Two row tractor equipment is as obsolete as horse drawn equipment. Prices are higher than a year ago. I sold one combine for \$4400.00, one tractor for \$3800.00, many wagons with hydraulic hoists and boxes up to \$450.00. It is quite different selling items like the above mentioned to selling all horse drawn equipment and horses as I did when I first started in the Auction Business in 1913. I have lived through a wonderful part of the 20th Century. I have traveled to sales on every form of transportation except a boat. I hope to sell any more sales in the next few years mainly to see what takes place in farm equipment.

Yours sincerely,
Leon E. Joy
Ames, Iowa

* * *

Dear Bernie:

I want to compliment you for the fine big February issue of the best magazine in the world, "The Auctioneer." It's the only magazine that I take that I always look for each month. I am looking forward to the "Question Box" starting in the March issue.

Sincerely,
Al Gay
Seattle, Washington

* * *

Dear Bernie:

I should have written this letter a long

time ago. As a matter of fact it should have been just after the convention in Louisville. But as the Auction business goes on, so do I and we had a very busy 1960.

I notice by "The Auctioneer" that you get little or no Auction news from Arkansas. There is Auction in Arkansas and the method is growing more every day. There are very few professional Auctioneers in this part of the country but there are a lot of part timers.

Back to the gist of this letter. We enjoyed our trip to the Louisville Convention to the highest degree. We will not miss another of the Conventions anywhere even if it is in Honolulu. Just to be associated with such a fine group of men is a pleasure. We met our fine friends from Billings, Montana, Bob and Wilma Thomas and their kids, and Bill and Edie Hagen and we all enjoyed the speakers, festivities, and company of all the Auctioneers. We will be in Texas when the time comes. Thanks again, Bernie, for the hospitality, baby sitters and all. I even saw my friend from Colorado, Colonel Shultz, who once had an honest horse which tried hard and gave his best no matter what the competition. He said the horse had a lot of character. Character is what you'd do when nobody would find it out.

Enclosed are checks for two N.A.A. memberships from Arkansas.

See you in Texas!

B. L. "Brad" Wooley
Pine Bluff, Arkansas

* * *

Dear Fellow Auctioneers:

Just received "The Auctioneer" and was glad to hear that everyone is doing fine. It looks like everything is running smoothly throughout the Auction business. All of the men here are doing a fine job and that is what I like to see.

Enclosed you will find a renewal dues check for ten dollars. Now please use this for the betterment of our association. As this is my first letter to you just overlook that.

Here is just a little reason why you should be a member of the National Auctioneers Association. In December, 1959, I was on a T.V. program and helped to put on an Auction show to advertise the Auction. Well, I was asked to sell the sale and sold it for four weeks. When I opened the sale I said, "Ladies and gentlemen, as a member of the N.A.A. . . ." Prices went sky high. Those people had faith in me and knew

IN UNITY THERE IS STRENGTH

that I was a straight shooter shooting for high dollar.

I see a lot of the boy's names in this issue that I know. Keep up the good work, Bernie. I hope to meet every one some day.

Sincerely,
Carl Stanton
Canton, Ohio

* * *

Dear Editor:

I really do enjoy "The Auctioneer" each month. I read it over and over and learn something each time. Such a true statement is on top of each page, "In Unity There Is Strength." It seems to me that this Unity begins in "The Auctioneer." Through it we learn the needs of our fellow Auctioneers and through it we can help those needs.

The article in the February issue written by Col. Ralph Bristol about License Requirements for Vermont impressed me to write a few lines about our license requirements here in Tennessee.

The license fee in Tennessee ranges from \$5.00 to \$10.00 and \$15.00 depending on the population of the city or cities one works in. Then there is a \$15.00 fee in each county that you work in. The only questions asked are about your name and address so just anyone can get a license to Auctioneer in Tennessee.

I certainly agree with Col. Bristol that we need to come up with a set of rules and get them passed into laws that would protect our qualified Auctioneers of the profession. I think that any profession should be protected nationally and also by our state.

Yours truly,
Troy Olds
Halls, Tennessee

* * *

Dear Mr. Hart:

Enclosed is a check for \$10.00 for my '61 dues to the N. A. A. Our Auction season is getting under way now with farm sales doing very well.

The weather has been perfect and we have no snow. This all helps for better sales.

Hoping you have enjoyed a good season, I am,

Respectively yours,
E. K. Elmes
Long Prairie, Minnesota

* * *

Dear Bernie:

Enclosed is a check for another year's

dues. I want to congratulate you on the fine job you are doing on the magazine.

Our sales in this area have been fewer this year than usual. However, we have just finished the largest sale of our business career since forming the partnership with Don Mox of Delphos, Ohio about seven years ago.

It all came about due to the death of a man. We sold the dairy herd in August for a little over \$19,000. Then I sold the 229 acre farm at \$86,000. On February 6 we sold the remainder of the personal property which was appraised in the estate at \$17,000 but the sale totaled nearly \$28,000.

After the sale the widow scheduled a sale of household goods for the last of March as she is moving to town and wants to buy new furniture. I hate to lose such a good customer but you see, we will soon have her sold out.

We have several sales scheduled in the next month but most of them are small. Farming conditions in general in the area are good and prices at our sales have been good. Have been fortunate in selling some other good farms lately.

Sorry to have had to miss the Convention due to sickness. Hope to see you in Texas.

Yours truly,
Merl Knittle
Van Wert, Ohio

Trade Development Awards Announced

KANSAS CITY, Mo. . . Establishment of nation-wide "TALMID" awards to certified livestock markets and their chambers of commerce has been announced by the National Association of Livestock Auction Markets.

Basis for such banner awards is the joint undertaking by the market and its chamber of commerce for full trade area livestock marketing industry development. This involves a new industrial concept of agriculture and the livestock business with full benefits being realized in the area from competitive-price merchandising of livestock in that area, according to C. T. 'Tad' Sanders, general manager of the certified markets' trade body.

The name for the awards — Talmid — is derived from the description of the joint undertaking.

Presentation of the first "Talmid" awards was made at a kick-off banquet in Norfolk, Nebraska, to the Norfolk Livestock Sales Co., one of the nation's leading livestock market centers and the Norfolk Chamber of Commerce. Cecil Ward, Gainesville, Texas, national association president, presented the banners at the annual chamber of commerce banquet before 1,100 persons to C. O. and W. V. Emrich, owners of the Norfolk market and to Henry Reynolds, president of the Norfolk Chamber of Commerce.

Those certified markets and the chambers of commerce receiving the companion awards will then compete in four categories for top national award recognition. National winners will be judged on: (1) Initiative and enterprise of effort; (2) Enthusiasm and spirit; (3) Effectiveness measured in recognition standards of industrial development.

Presentation of national winners will be made at the Industry Trade Association Assembly in Kansas City in December, Sanders stated.

Membership Tabulation Indicates The Beginning Of Recovery

The membership total began an increase again as shown by the tabulation of February 15. Although only 77 members who expired January 1, 1961 renewed their memberships during the last period, 47 new members and over 20 reinstated memberships increased the total of members of the National Auctioneers Association to 1207. This total is 101 below the high of 1308 on December 15.

We are confident that we will be hearing from many of the 230 members who have not yet renewed their memberships for 1961 and hope to return to the December high at least by March 15.

In looking through the unrenewed memberships we find that only a very few have been members for a year only. Most of the delinquent cards belong to N.A.A. members of two or more years.

If the goal of 2000 members by July is to be reached the N.A.A. will need the support of all members. If 100 of the January expirations renewed, the membership would be at an all time high. If new and reinstated members continue to arrive as they have been, the number of members will show a considerable increase.

We are proud of the increase in new members and welcome each newcomer. There is, however, the feeling that former N.A.A. members are failing their organization when they do not encourage new members and allow their own memberships to lapse as well.

It is worthy of note that on our honor

roll of members responsible for signing up new members, one has brought 21 members into the organization and another member is responsible for 23 members.

The tabulation of memberships each month has been very interesting to us. We hope that each member enjoys checking the status of his State as well as the National total when "The Auctioneer" arrives each month.

The membership count by state follows:

STATE	Members Jan. 15	Unrenewed Jan. Expires	Members Feb. 15
Alabama	6	0	7
Arizona	1	1	1
Arkansas	6	1	10
California	21	5	24
Colorado	6	16	19
Connecticut	2	1	2
Delaware	3	0	3
Dist. of Col.	1	0	1
Florida	11	3	13
Georgia	13	3	13
Hawaii	0	0	1
Idaho	11	1	12
Illinois	71	15	86
Indiana	70	17	83
Iowa	32	7	39
Kansas	62	2	64
Kentucky	10	70	10
Louisiana	5	1	7
Maine	3	0	4
Maryland	13	5	13

IN UNITY THERE IS STRENGTH

Massachusetts	19	5	20	Rhode Island	5	1	6
Michigan	30	1	35	South Carolina	2	1	2
Minnesota	12	3	14	South Dakota	3	6	5
Mississippi	3	1	3	Tennessee	56	0	56
Missouri	32	7	35	Texas	27	9	39
Montana	10	2	11	Utah	2	0	2
Nebraska	91	0	96	Vermont	3	1	4
Nevada	1	0	1	Virginia	20	3	23
New Hampshire	4	2	4	Washington	6	2	7
New Jersey	22	3	29	West Virginia	10	3	11
New Mexico	6	1	9	Wisconsin	73	2	75
New York	46	6	50	Wyoming	10	2	11
North Carolina	17	6	17	Canada	12	4	14
North Dakota	8	2	8	Germany	1	0	1
Ohio	85	9	100	Australia	1	0	1
Oklahoma	18	1	18				
Oregon	5	1	7				
Pennsylvania	75	0	81				
				TOTALS	1061	307	1207

Dual Auctioneer-Director Of London Art Galleries Join Big Business

LONDON—A small group of gentlemen, quiet, in voice, somber in attire and circumspect in their persuasion, took their places last year in the strident world of big business.

They were the directors of Christie's and Southeby's of London's two large art sales galleries.

In their dual capacities of directors and auctioneers, they have presided over an art and art-craft market that has grown to gargantuan proportions and become one of Britain's more significant hidden exports.

In making London the art sales center of the world, these gentlemen have honored British tradition by serving not as producers but as middlemen.

Last year art treasures poured into Christie's and Southeby's from America and many parts of Europe.

During the art sales season that began in October, 1959, and ended in July, 1960, Southeby's auctioned items that brought \$19,000,800. Christie's total for the same season reached \$10,360,000. Both galleries had an increase of more than \$2,800,000 over the previous year. For Southeby's, last year's total was more than three times its volume ten years ago. For Christie's it was more than double that of 1950.

In the current season, which opened last

Oct. 1, both galleries are well ahead of last year's totals for the same period.

Sotheby's has already had one sale — the collection owned by Jacques Sarlie, a New York business man — that totaled \$1,203,160.

At Christie's one old manuscript containing a log of Capt. James Cook, was sold for \$148,400.

London's position of eminence in the art sales world is attributed to three factors: Christie's and Sotheby's charge a fixed commission of 10 per cent, which they say is the lowest in the world; Britain charges no sales tax on art transactions and London enjoys a favorable location between Europe and the United States.

The huge prices being paid are attributed to the generally high level of prosperity in several parts of the world and the correspondingly fierce competition of the wealthy—through their art dealers—to acquire significant works before they disappear into the museums.

There are also the tax benefits that a wealthy collector gets by being able to write off purchases when he deeds them to museums, before or after death.

London also has a large corps of art dealers with enough capital to buy and stock expensive works until they can find customers.

IN UNITY THERE IS STRENGTH

There have been some startling profits made in the last two years. But in most cases the owners had held the works for many years, or had been given them by their families.

Still, art works are now appreciating at an almost incredible rate. Last year a Modigliani, originally purchased in 1924 for \$224, was sold at Sotheby's for \$67,200. At Christie's a painting by Constable was sold for \$240,520, ten times what such pictures sold for in the late Nineteen Twenties.

Kentucky Groups Name New Officers

By COL. W. P. SCULLY,
Lexington, Kentucky

The Kentucky Auctioneers Association has elected Edwin Freeman, of Harrodsburg, as its new president. He succeeds John L. Cummins.

Other officers elected by the group include George Kurtz, Sturgis, Vice-President, and Martha Kurtz, Sturgis, Secretary-Treasurer.

New directors are J. T. Denton, Lexington; Cliff Ledford, Lancaster, and Wayne Kessler, Campbellsville.

Mrs. Eugene Monson, of Cynthiana, was elected President of the Ladies Auxiliary of the KAA. Other new officers include Mrs. John Cummins, Cynthiana, Vice-President, and Mrs. Adrian Atherton, Bowling Green, Secretary-Treasurer.

New directors of the Auxiliary are Mrs. Edward Maupin, New Haven; Mrs. Orville Moore, Louisville; Mrs. William Scully, Lexington; and Mrs. Phoebe Faust, Louisville.

The KAA voted unanimously to revise and resubmit to the January Session of the General Assembly a license law for Kentucky Auctioneers.

The group also voted to hold the 1961 Convention of the KAA in Bowling Green. W. P. Scully was Convention Chairman.

\$97,830 Sales At Parke-Bernet

NEW YORK—A two-day public auction of Georgian furniture, antique silver, paintings and rugs at the Parke-Bernet Galleries ended with sales amounting to \$97,830.

The items came from the collections of owners including Mrs. Saamuel A. Perk of Old Westbury, L. I.; Mrs. Anderson Fowler of Peapack, N. J., and a private collector in Texas.

Two paintings drew the top bids of the sale. One, purchased for \$6,000 by Matthew E. McCarthy, a New York private collector, was an equestrian portrait by Van Dyck. The second, a satirical painting by the British artist William Heath showing Peter Stuyvesant's army entering New Amsterdam, was bought for \$5,500 by the Old Print Shop of New York.

Established 1948



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

Western College of Auctioneering

Box 1458, Billings Montana

Our Graduates Are Our Best Advertisement

Classes limited to 30 Men.

Four Terms a Year.

March, June, September, December

Terms in January and May
at Meridian, Miss.

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



GRADUATION BANQUET, MISSOURI AUCTION SCHOOL, JANUARY 1961

IN UNITY THERE IS STRENGTH

HELP THE NATIONAL AUCTIONEERS ASSOCIATION GROW



SEND A NEW MEMBER

NATIONAL AUCTIONEERS ASSOCIATION
803 SOUTH COLUMBIA
FRANKFORT, INDIANA

Enclosed _____ is to cover National Auctioneers Association fee and subscription to "The Auctioneer", for the following Auctioneer..

(COLORADO, KANSAS, KENTUCKY, NEBRASKA, PENNSYLVANIA, TENNESSEE, AND TEXAS Auctioneers fill out following). Enclosed _____ is to cover N.A.A. membership fee, subscription to "The Auctioneer", and

_____ Auctioneers Association dues for the following
(state)

Auctioneer:

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

MEMBER ENROLLED BY

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

ADDITIONAL PROSPECTS

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

Attention

**COLORADO, KANSAS, KENTUCKY, NEBRASKA,
PENNSYLVANIA, TENNESSEE, TEXAS
AUCTIONEERS**

KANSAS, KENTUCKY, NEBRASKA, TENNESSEE AND TEXAS AUCTIONEERS ASSOCIATIONS require **STATE** membership as a requisite to **N. A. A.** membership. The **STATE** membership dues payment per year in these states is \$5.00, making a total of \$15.00.

COLORADO AUCTIONEERS ASSOCIATION state dues are \$10.00 per year making a total of \$20.00 for Colorado members.

PENNSYLVANIA AUCTIONEERS ASSOCIATION members must be processed through the State Society. Send membership drive applications to:

**Kenyon B. Brown, Secretary
Pennsylvania Auctioneers Association
Box 388
Doylestown, Pa.**

The Pennsylvania office will cooperate in getting your applications to us.

All state dues payments will be forwarded to the individual state offices when received at the National Auctioneers Association headquarters.

New Livestock Sale Opens At Ft. Smith

Formal opening of what is claimed to be the largest livestock auction barn in the Southwest took place February 16 at the Fort Smith (Ark.) Stockyards.

The new Auction Barn, modern in every detail, has just been completed. The auditorium seats 450 people in a theatre-type arena. The structure is fireproof, built entirely of concrete and steel except the coliseum-type seats. It has a large lobby, terrazzo floors, tile rest rooms, air conditioning and circulating heat.

There are several special features in the new auction area, including a women's lounge furnished with Western furniture and "televised" scale tickets. When an animal is weighed, the scale ticket is instantly flashed on a large screen so that seller and buyer may know the exact weight of the animal. The gates, chutes and other facilities are all of steel for safety and fast handling, and under cover.

This new auction rounds out a complete market for this area, including the U. S. Department of Agriculture Market News Service, the yards are under USDA supervision. In addition, the yard's facilities include a separate auction for the Fort Smith Horse & Mule Auction Co. for its monthly horse auction, the largest in the United States.

The company has also arranged for a large addition to its parking facilities to take care of hundreds of cars and trucks. This auction arena will be used throughout the year for registered cattle sales.

Stock Show Sales Total \$436,259

FORT WORTH, Texas — The stock show that closed here caused officials to term the exposition "highly successful."

The show rang up an auction sale total of \$436,259 — a figure exclusive of those sales by private treaty.

The 174 steers sold for a total of \$97,100, general manager W. R. Watt said.

The feeder steer sale, showing tremendous growth in only its second year, presented 582 steers which sold for \$98,792.

The Texas Hereford Association sale had 125 animals on the block. The animals

brought a total of \$85,285.

Angus bulls and females in the Texas Angus Association sale brought \$81,800.

Polled Herefords, 38 bulls and 13 females, sold for \$30,365.

The fifth annual quarter horse sale totaled \$101,240.

Barrows brought in \$17,675 from 330 of the pigs. Lambs totaling 254 brought \$9,287, Watt said.

Editor and Readers Thank Contributors

In the editorial offices recently we have gratefully received plaudits for the 1961 issues of "The Auctioneer." We wish to give credit where it is due and acknowledge the many outstanding articles which have been contributed during the last few weeks by members of the National Auctioneers Association.

In "The Members Say" column we have published some of the letters. We wish to add our thanks to those N.A.A. members who have added to the interest, informational value and quality of "The Auctioneer."

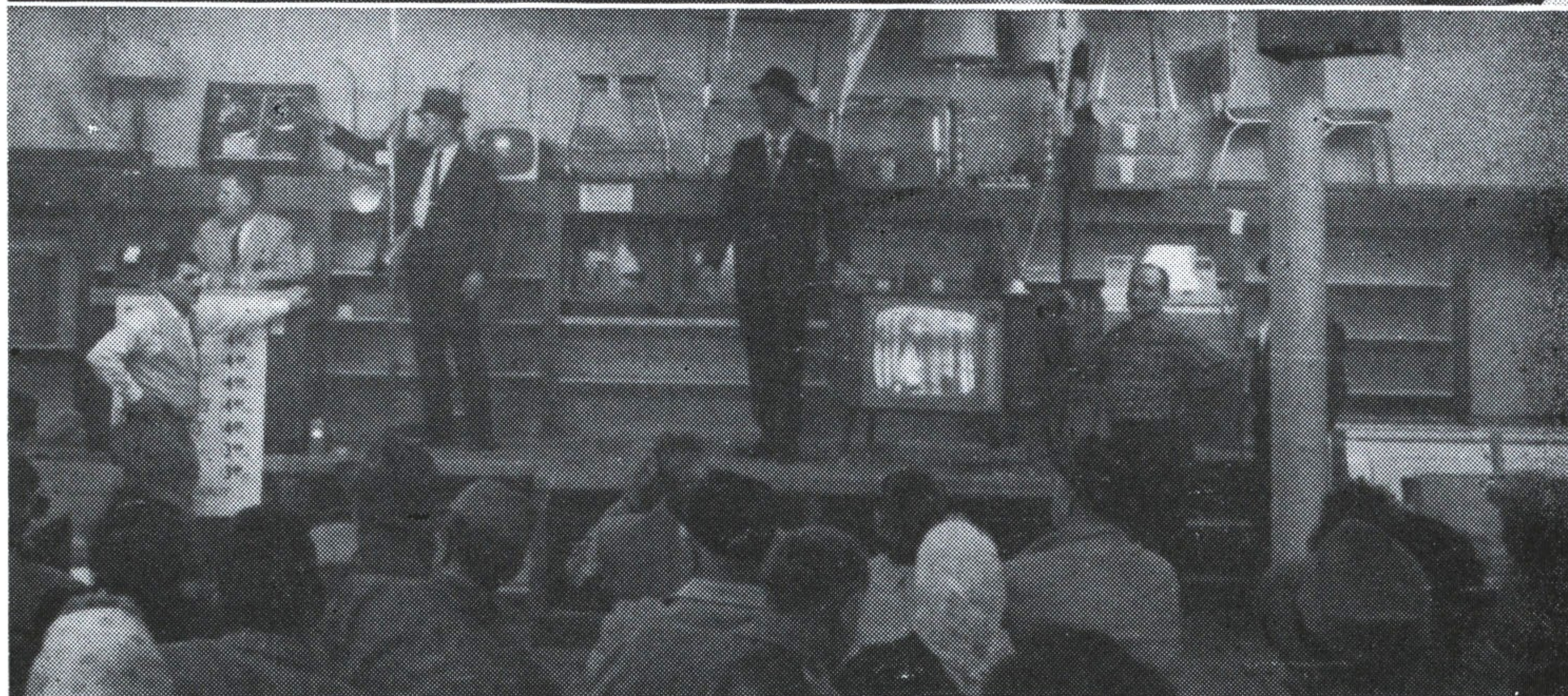
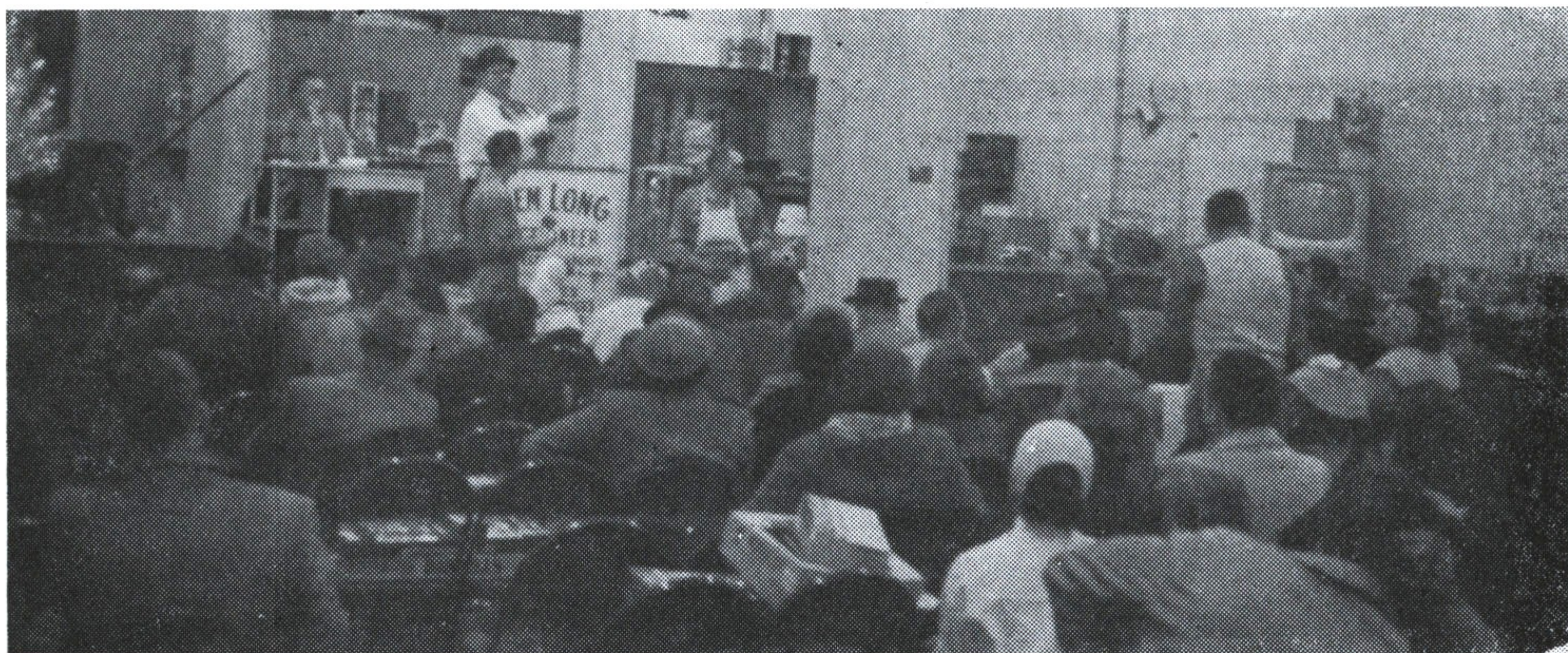
As the fraternity of Auctioneers grows there is no reason for us to become out of touch with each other. At every convention friendships are made and renewed which are continued through the pages of the magazine each month.

It is always pleasant to see one's name in print. It is nearly as pleasant to read the thoughts and experiences of someone one knows. It appears to us here where "The Auctioneer" is compiled that the efforts of the gentlemen who have written articles have been truly appreciated by their readers.

The coming season is apt to bring new spirit into mankind and we are no exception. However, we do not feel that we detect a new freshness in the family of Auctioneers only because the snow is melting and the days are getting longer. We feel that there is an awakening of interest among our senior members as well as our beginning auctioneers.

Time will tell, of course, whether our feeling is a result of the season. In any case, we have appreciated the articles submitted, and look forward to many more N.A.A. members becoming acquainted with each other through "The Auctioneer."

Pre-Christmas Auctions Prove Successful



Shown above are views of two different auctions conducted by Clem Long, Auctioneers, Dayton, Ohio, which were conducted just prior to Christmas. One of these is a warehouse sale which included furniture, appliances, stereos, color TV sets, white goods, etc. This sale grossed over \$35,000 in six evening sessions and found many Christmas shoppers taking advantage of the auction. Finance men from two companies were on hand for credit buyers.

The toy auction in the other picture did not gross as many dollars but proved to be a successful event for all concerned.

In reporting these auctions, Col. Long said they not only reduced the owner's inventory but were also a nice Christmas present for the Auctioneers, Col. Long and his assistant, Col. Tom Hilgefurd, both of whom are NAA members, and he makes

the suggestion that they might be worked to good advantage in other parts of the country.

Auctioneer Brother Of McCarthy Dies

APPLETON, Wisc.—Howard F. McCarthy, 50-year-old brother of the late Sen. Joseph R. McCarthy (R-Wis.), died of a heart attack recently.

McCarthy had been an auctioneer and real estate agent for 20 years. He is survived by his widow, two children and two sisters and two brothers.

Worry is interest paid on trouble before it comes due.

Directory of State Auctioneers Associations

Colorado Auctioneers Association

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

Illinois State Auctioneers Association

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

Indiana Auctioneers Association

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

Idaho Auctioneers Association

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

Iowa State Auctioneers Association

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

Kansas Auctioneers Association

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

Kentucky Auctioneers Association

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

Auctioneers Association of Maryland

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

Michigan Auctioneers Association

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

Minnesota State Auctioneers Association

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

Missouri State Auctioneers Association

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

Nebraska Auctioneers Association

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

New Hampshire Auctioneers Association

President: Ray Houle, Intervale
Secretary: George E. Michael,
78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

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

New York State Auctioneers Association

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

Auctioneers Association of N. Carolina

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

North Dakota Auctioneers Association

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

Ohio Association of Auctioneers

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

Oklahoma State Auctioneers Association

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

Oregon Auctioneers Association

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

Pennsylvania Auctioneers Association

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

South Carolina Auctioneers Association

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

Tennessee Auctioneers Association

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

Texas Auctioneers Association

President: Earl White,
P. O. Box 307, Madisonville
Secretary: J. O. Lawlis,
827 LeGreen St., Houston

Virginia Auctioneers Association

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

Association of Wisconsin Auctioneers

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

Wyoming Auctioneers Association

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

THE LIGHTER SIDE . . .

ONE ON MIKE

Pat — Moike do yez know why an Irishman hits the pepper box on the bottom an' a Dutchman hits it on the side?

Mike — Begorra, Pat Oi don't. Why is it?

Pat — Shure, and' it's to get the pepper out, Moike.

NOT HERE

Gob—After all fools are the people that really make life interesting. When all the fools are gone I wouldn't care to be here.

Marine—Don't worry; you won't.

SO SUDDEN

Officer — "You've been doing sixty miles an hour. Don't you care anything about the law?"

Lady — "Why, officer, how can I tell yet, I've only just met you."

BRIGHT CHANCE

Father — Git yer jacket off, young man, an' come wi' me.

Jock — Ay, but ya aren't gonna whip me, are ya, father?

Father — I am that; didna' I tell yer this mornin' that I'd settle wi' yer for bad behavior?

Jock — Ay, but I thought it was only a joke, like whin ye tell the grocer ye'd settle wi' him.

INDIGNANT

Little George came home in a sad state. He had a black eye, many scratches, and his clothes were a sight. His mother was horrified and, with tears in her eyes said rebukingly:

"Oh, George, George! How often have I told you not to play with that naughty Brown boy?"

"Play!" answered little George, looking at his mother in deep disgust. "Do I look as if I've been playing with somebody?"

VACANCY WAITING

"Why do you want to enter the United States?" the immigration official asked.

"I want to lead a peaceful life and make an honest living," replied the immigrant.

"Good," said the official. "That is not one of our overcrowded fields."

FREEMAN'S!

"What cigarette do you smoke?" asked the poll taker.

"Any given brand," the poor student replied.

THAT'S TELLING HIM

"What does this mean?" growled the customer in the greasy spoon. "There's a cockroach in the bottom of my cup."

"Listen, bud," said the proprietor, "if you want your fortune told, go see a gypsy."

THE TRUTH

"You've already had leave, Ferguson, to see your wife off on a journey—to attend your mother-in-law's funeral—for your little girl's measles — your boy's christening. What is it now?"

"I'm going to get married sir."

SECULSION

"If you try to kiss me, I shall scream!"

"Not with all these people about, surely?"

"Let's find a quieter spot, then!"

GREETINGS

Joe — "The butter in this house is so strong it can walk right over to the coffee and say, 'How do you do?'"

Bill — "But the coffee would be too weak to answer."

A DEFINITION

"What is a cannibal, Dad?"

"Well, if you ate your mother and me you'd be a cannibal."

"Oh, I thought that was an orphan."

IDIOSYNCRASY

A man buyer will pay \$2 for a \$1 article if he wants it bad enough. A woman buyer will pay \$1 for a \$2 item whether she wants it or not.

THEY SURE DO

Farmer was explaining to a city woman what a menace insects were to farm products — how potato bugs ruin potato crops and corn borers destroy corn. The woman listened attentively, then exclaimed: "And the poor dairy people! How the butterflies must bother them!"

IN UNITY THERE IS STRENGTH

GOOD EXAMPLE!

An old man had the habit of always prophesying great calamities to his friends. One day he was predicting to a disgusted listener that a great famine was coming soon, and dolefully asked, "And what would you say, my friend, if in a short time the rivers in our country would all dry up?"

"I'd say," was the tired answer, "go thou and do likewise."

COLD TAKE-OFF

The first grade teacher had just read her pupils some nursery rhymes. To find out whether they had been paying any attention, she began asking questions about the rhymes.

"Why did the cow jump over the moon?" she inquired.

Little Jon spoke up: "Probably because the milkman had cold fingers."

HIS MISTAKE

Father — Young man, last night I saw you kissing my daughter. What have you to say in explanation?

Young Man — Only that I thought you had gone to bed, sir.

HE JUST CAN'T WIN

The young couple hadn't been married long when they had their first quarrel. The husband, wanting to establish his authority for all time, said sternly to his wife, "Sit down. I want to show you something," and he strode purposely to the closet while she sat in meek silence.

Grabbing a pair of pants from the closet, he said, "See these? I'm the one that will wear these around here from now on!"

Instead of awing his wife with his masterliness, she surprised him by breaking into laughter. Wiping her eyes, she managed to gasp, "Those are my slacks!"

HAPPENED RECENTLY

"My wife spends too much, nags me constantly, is very untidy and doesn't understand me!"

"Really? When did you meet this other woman?"

SMART BOY

Teacher: "How many sexes are there?"

Little Boy: "Three."

Teacher: "What are they?"

Little Boy: "The male sex, the female sex, and the insects."

ONLY KIND

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

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

PLEASING EVERYBODY

"What did you come to college for anyway?" asked the disgusted professor. "You are not studying."

"Well," said the student, "Mother says it's to fit me for the presidency; Uncle Jim, to sow my wild oats; sister Helen, to get a chum for her to marry; and Dad, to bankrupt the family."

NO JURISDICTION

We recognize that death and taxes are unavoidable — but at least death doesn't get worse every time Congress meets.

TURN ABOUT

Can't win . . . A proud young lady from Kentucky was trying to justify her state to a Texan. "In Kentucky," she said, "we have Fort Knox, where enough gold is stored to build a golden fence three feet high completely around Texas."

"Go ahead and build it," drawled the man from out yonder. "If I like it, I'll buy it."

VOICE OF EXPERIENCE

The Durango (Colo.) Herald relates that the story going down there concerns the hunter who was befriended by Utes. To impress the Indians he pulled out his cigarette lighter and said:

"Magic. Look, I make fire."

He twirled the little wheel and there was flame.

"Big magic," said the tribesman. "First time we ever saw one of them light on the first try."

MISSED!

The railroad station agent heard a crash and dashed outside to see a train disappear around the bend. On the platform lay an unconscious man, surrounded by the contents of his opened suitcase.

"Was he trying to catch the train?" the agent asked a small boy.

"He did catch it," the boy answered, "but it got away from him again."

Perfection is kind of like old age—it keeps moving away from you as you approach it.

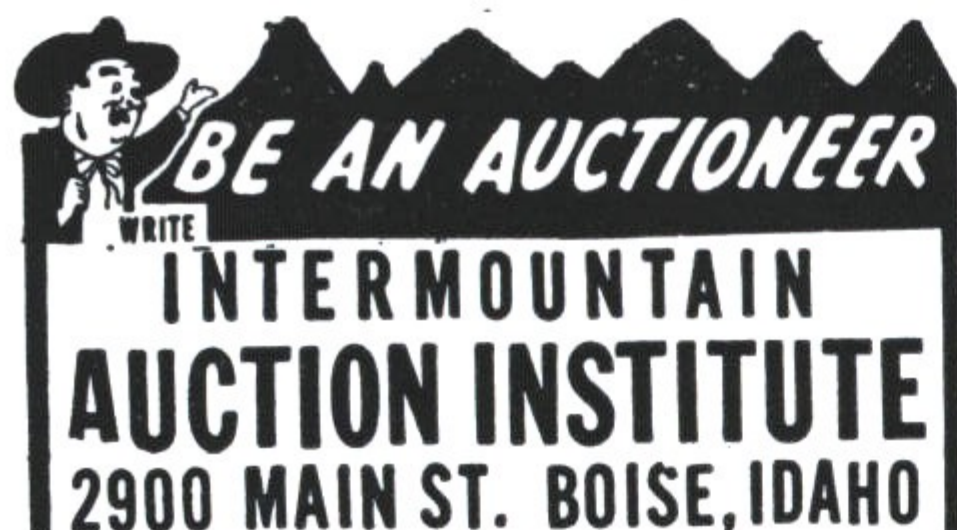
IN UNITY THERE IS STRENGTH

UNVARNISHED TRUTH

"Gladys ought not to go in alone," said the seaside girl to her companion. "She was nearly drowned last year and Jim had to use artificial respiration."

"You mean Gladys had to use artificial drowning."

Every little girl is in a hurry to grow up and wear the kind of shoes that just kill mother.



Summer Session: June, 1961

MR. AUCTIONEER:

Do you own, operate, sell for, or know of a consignment Auction selling household goods, etc.?

Please send information to:

BOB NEWTON

2022 E. Perkins Ave., Sandusky, O.

FOSTER'S PRINTERY STATE LAW LABELS

1000
\$9.00

Additional 1000
\$8.00

Plus State Tax—If Any
1921 Sanderson Ave., Scranton 9, Pa.



See you in Houston in July —
J. C. & C. M. Carter

LEARN AUCTIONEERING

Two week term, or home study.
Nationally recognized, diploma.
Free Catalog!

MISSOURI AUCTION SCHOOL

Box 8466-X43, Kansas City 14, Mo.

BUY THE BEST

in Snap-out Carbon Forms from:

BERNARD HART

803 S. Columbia St.
Frankfort, Ind.

Learn Auctioneering At Home

Nelson Auction School

16800 Whitcomb
Detroit 35, Michigan

Home Study Course \$37.50
(With Recordings)

Residential Classes 87.50

555 Auction Sayings \$2.00

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

Nationally Recognized School

MR. AUCTIONEER: Get the 1961 Blue Book Directory of Manufacturers, jobbers and wholesalers. Lists over 7,000 suppliers. Get lowest prices on close outs, surplus and name brand merchandise. Also new products, bargain merchandise and imports. Deal direct with the national top wholesale markets. Free details.

ASSOCIATED WHOLESALERS, Box 2758-AU, Sioux City 4, Ia.

BE A BOOSTER FOR "THE AUCTIONEER"

You can do this by . . .

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

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

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

Display "THE AUCTIONEER" in a prominent place in your office or home. It will help in creating additional respect for your profession.

Patronize the advertisers in "THE AUCTIONEER" in order that they, too, may be BOOSTERS.

REMEMBER —

"THE AUCTIONEER" is the only publication owned by Auctioneers, published by Auctioneers, distributed to Auctioneers and devoted entirely to the Auction Profession.

The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

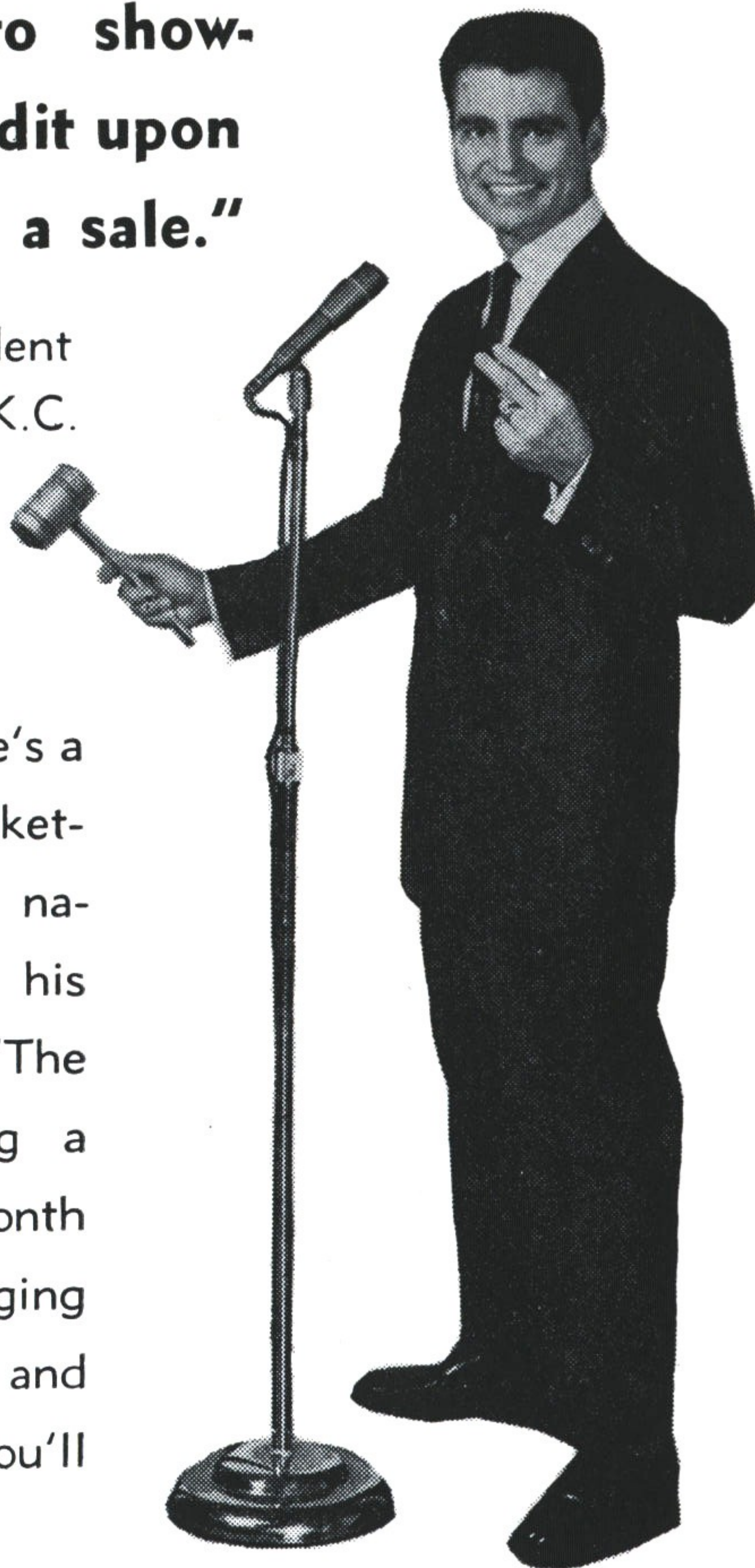
LEROY'S RACKIN' ON!

**"LEROY VAN DYKE is auctioneer-
ing's blue-ribbon gift to show-
business . . . reflecting credit upon
every man who ever cried a sale."**

..... Col. R. W. Dewees, President
Missouri Auction School, K.C.



TV, RECORDS, RADIO . . . he's a
young man on the go! Skyrocket-
ing in success as the only na-
tionally known performer of his
kind, ever since recording "The
Auctioneer." And beginning a
great new association this month
with Mercury Records . . . singing
"Big Man in a Big House" and
"Faded Love" . . . two tunes you'll
want to watch for.



- ON PERSONAL APPEARANCES, Leroy's famed for his all-family appeal, attracting bigger crowds and sending folks home happy and grateful to all who planned the entertainment. Think first of Leroy, "The Auctioneer," for community events . . . Auction Promotions . . . Fairs . . . Centennials . . . Rodeos . . . Homecomings . . . Conventions . . . whenever you want to be sure of a crowd-pleaser.

Contact LEROY VAN DYKE, Personally

2144 South Florence Ave.
Springfield, Missouri

TUxedo 1-1414