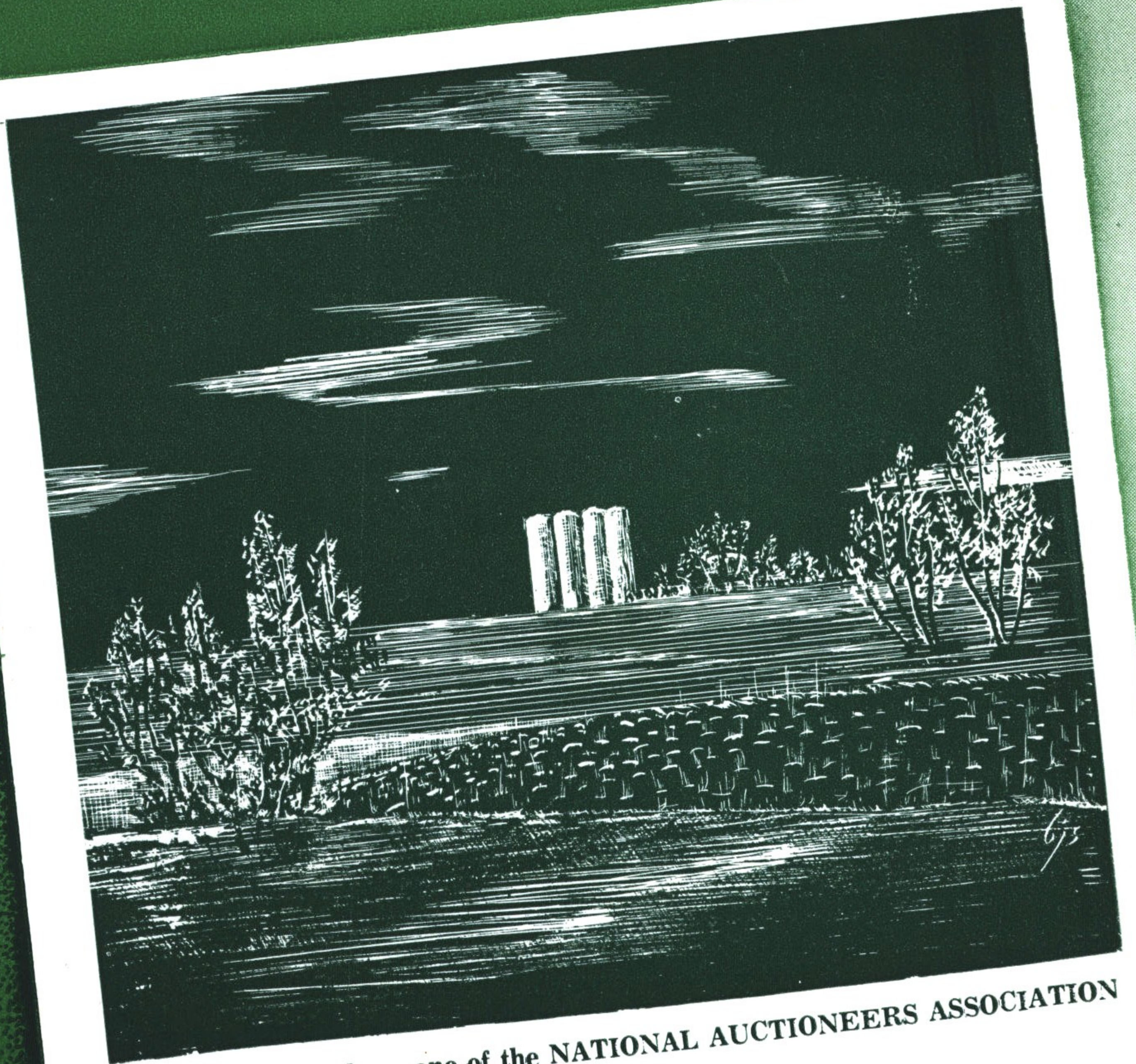


the **AUCTIONEER**



NEBRASKA— The scene of the NATIONAL AUCTIONEERS ASSOCIATION
CONVENTION — JULY 19-20-21, 1962.

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



“As time draws nearer and excitement and anticipation builds we realize more and more our responsibility in providing a great convention program. We accept these responsibilities and are doing our best to provide an interesting, enjoyable and educational three days for you.”

James W. Martin,
Past President
Nebraska Auctioneers
Association

THE AUCTIONEER
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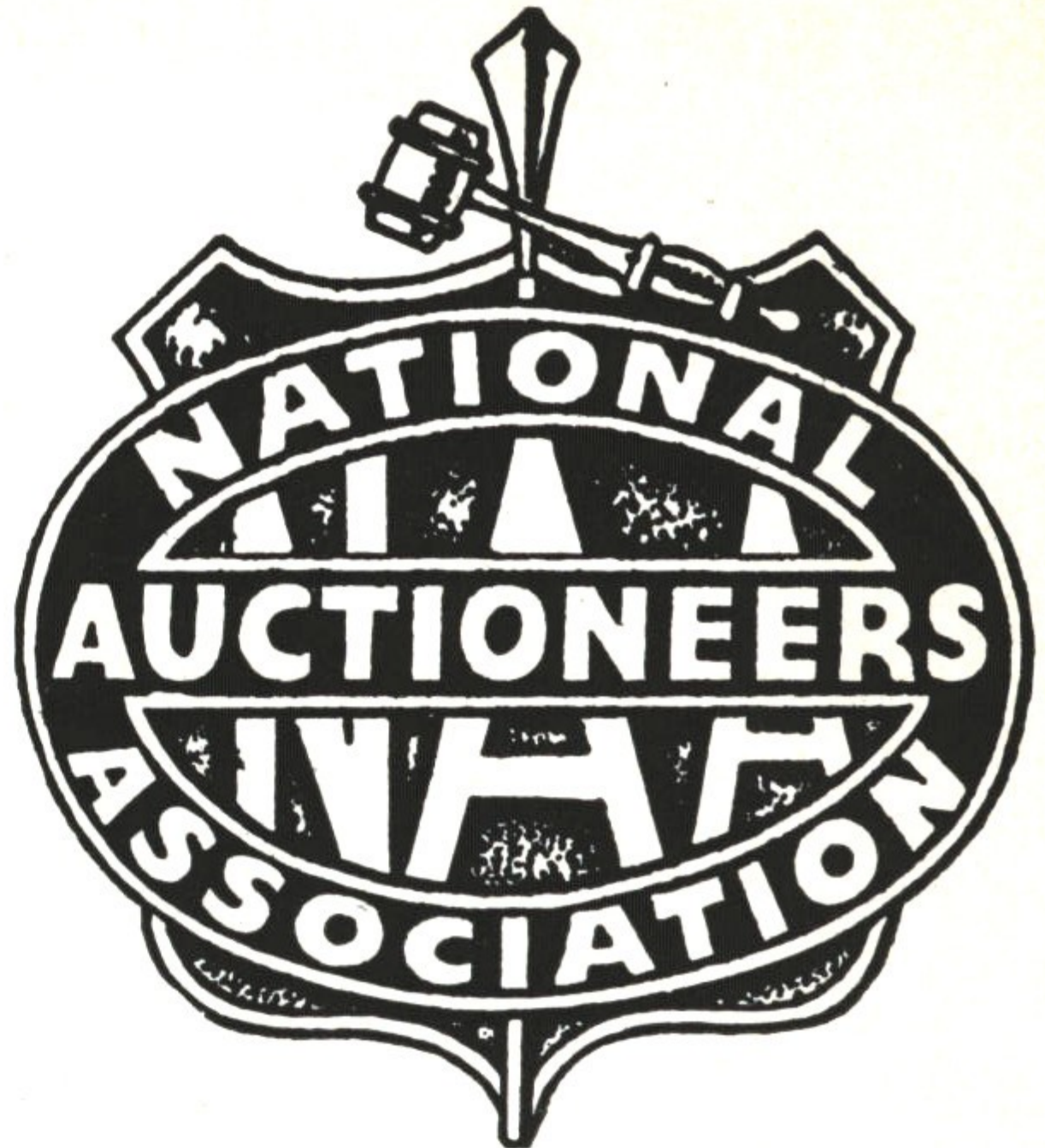
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EXECUTIVE OFFICES

803 S. Columbia St. Frankfort
Indiana

On To Lincoln, Nebraska

By A. W. THOMPSON

The most important three days, in the year of 1962, for every auctioneer in America are July 19th, 20th, and 21st, the dates of the National Auctioneers Convention to be held at the Capitol City of Nebraska, Lincoln. It will re-charge your auction battery which propels the "success motor."



It is said if I have one good idea, and I meet another man with a good idea, and we exchange ideas we each part with two good ideas.

Our most worthy President, Col. Charles Corkle, and his assistants, are putting every effort into the arrangement for a really inspirational meeting for every phase of our profession. Also, Mrs. Corkle is assisting in the arrangements with special planning for the ladies entertainment.

You shall find the city of Lincoln well worth visiting in conjunction with your stay.

A must is a visit to our State Capitol Building, which is admittedly the finest in the United States. Incidentally it was paid for when the last stone was laid.

A great State University and Agricultural College with its Morrill Hall of Nebraska's

pre-historic animals found in Nebraska; the planetarium, showing the planets of the Universe; Pioneer's Park, a place of beauty; a Children's Zoo, and a U.S. Air-base, Wesleyan and Union Colleges, are all places you will want to visit.

Lincoln is a city of outstanding stores and shops, well kept streets and beautiful homes, good hotels and lots of splendid motor courts with air conditioned auditoriums.

In addition to attending the Convention, be sure to extend your vacation days. Only a day's drive from Lincoln, on paved roads, through the rolling, green sand hills of Nebraska, with its thousands of cattle, to the Black Hills of South Dakota, with its buffalo herds, deer and other wild life, and the great carved mountain.

Then another's day drive, on paved roads, to the scenic Rocky Mountains of Colorado. They are the Alps of America. Drive through my favorite summer place, Estes Park, Colorado, on your way to Denver, and Colorado Springs.

I guarantee you, who live in the East, will never regret having taken the extra time for the trip. It will be an experience you shall never forget.

But first of all be sure to come to Lincoln July 19th, 20th, and 21st. The meeting will be sure to charge your "auction battery," and contribute ideas that shall carry you to new heights in the greatest "selling profession" in the world today.

So the slogan is, "ON TO LINCOLN."

Antique Autos Sell

ROCKVILLE, L. I. — Nine antique autos were auctioned here May 12 for a total of \$37,950. An estimated crowd of 2,000 persons attended the sale which was conducted by William H. O'Reilly, New York City.

Topping the sale was a sporty Duesenberg Speedster built in 1931, which sold for \$5,000 and a 1930 Duesenberg sedan, \$5,300.

In spite of the huge crowd, only about fifteen were actual bidders.

IN UNITY THERE IS STRENGTH

National Auctioneers Convention
Cornhusker Hotel, Lincoln, Nebraska
July 19-20-21

CONVENTION CHAIRMAN C. O. Emrich
PROGRAM COMMITTEE

W. V. (Bus) Emrich Chairman
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James Martin
Ernie Sherlock

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RECEPTION COMMITTEE

Mr. and Mrs. Dick Grubaugh	Chairman
Mr. and Mrs. Adolph Zicht	Miss Frances Rasmussen
Mr. and Mrs. Dan Fuller	Miss Connie Rasmussen
Mr. and Mrs. T. C. Jensen	Miss Mary Corkle
Mr. and Mrs. Rex Young	Miss Joan Corkle

Convention Preview

Due to the fact that we are reprinting the Kentucky Auctioneers Licensing Bill in this issue, space would not permit us to include the National Convention Program. However, we hasten to assure you that it is one you will not want to miss and the following are some names of speakers who will appear on the opening day, Thursday, July 19:

Hon. Frank Morrison, Governor of Nebraska; Hon. Bartlett C. Boyles, Mayor of Lincoln; Col. Arthur W. Thompson, Lincoln; Col. Louis J. Marion of Parke-

Bernet Galleries, New York City; Col. Jim Magness, Miller, S. D.; and Mr. Clint Thomson, Geneva, Ill., former Secretary of the American Shorthorn Cattle Registry Association.

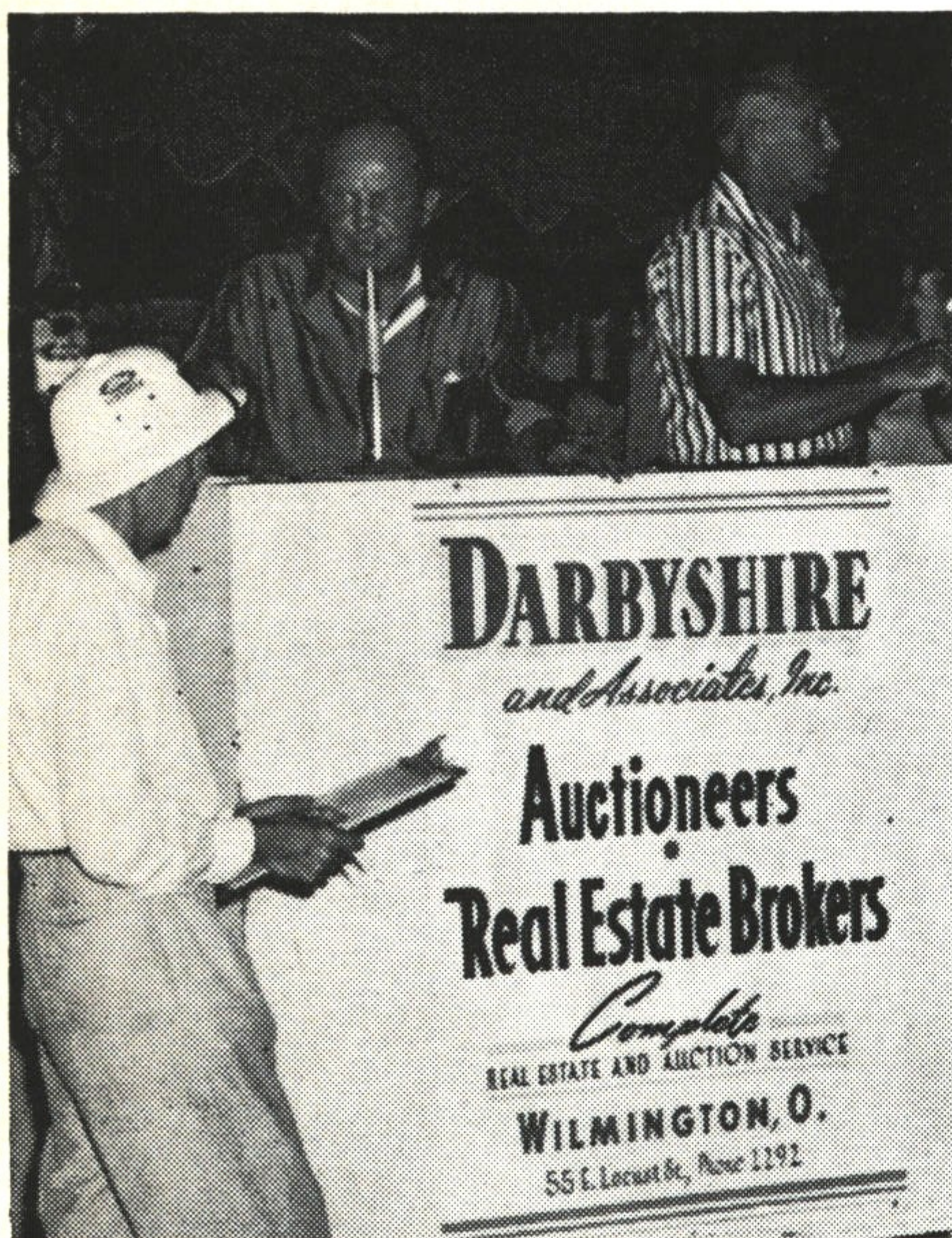
These are just part of the participants the first afternoon and we can promise you there will be no relaxing of talent during the next two days. So you can easily see that you will want to be there at the beginning and stay until the final dismissal.

Mail the enclosed card to the Cornhusker Hotel today, requesting your room reservations.

How about **your** plans? Are you ready? The Association with the able assistance of the Nebraska Auctioneers Association, Convention Committees and many hard-working members, has planned what is destined to be the best Convention yet held. There is one vital contribution needed and that is **You**. Have you made your reservation?

Real Estate Auction Field Offers Challenge To Ambitious Auctioneers

By Harry G. Allen, Treasurer, Darbyshire & Associates, Inc.



On a colorful auction block under a tent placed on the shaded front lawn of a 210 acre farm, is the center of as an exciting, colorful free market as any found in an Arab bazaar. J. Meredith Darbyshire, the focal point here, is ready to drop the hammer and cry "Sold" to the nervous and suddenly quiet crowd of spectators and bidders. Real estate auctions, the backbone of a broad and varied auction and real estate brokerage business has been for the past several years the specialty of Darbyshire & Associates, Inc. with headquarters in Wilmington, Ohio. Covering a territory primarily in Southwestern Ohio with offices in Lebanon and Cincinnati, this firm has been branching out to cover Ohio and neighboring states. The auction firm sells all types of real property at auction including farms, homes, business and industrial property.

The past performance figures indicate that the growth of this business is "built-in." That is, "success breeds success" and one successful auction leads naturally to

several opportunities to conduct other sales. Selling farms and farm chattels through public auctions has become an accepted method of dispersal in this part of the state. We have noted that other firms are rapidly building profitable operations of this type in other sections of the country. This article was submitted to point out some of the prerequisites which, in our opinion, are necessary for a successful real estate auction operation.



Harry G. Allen

It has been our experience to learn that the real estate broker-auctioneer must be prepared to provide a wide range of services to his clients — both sellers and buyers. For example, the lifeblood of this business is advertising. The company should have on its staff a competent advertising manager or specialist who can plan and execute hard-hitting advertising campaigns. To promote the firm, institutional advertising must be faithfully and

continually carried out. We use telephone directory ads, direct mail, newspaper and radio advertising, as well as obtaining free newspaper publicity whenever possible. Each auction must have an advertising schedule planned to promote the sale as extensively as possible over a pre-planned geographic area. Since advertising space has become a costly item, it is now imperative to shrewdly spend each advertising dollar and to measure the results carefully.

The second service, the auctioneer must provide his client is a top-notch financing department. One that is able to meet the needs of the clients with prompt, efficient service. Financing knowledge and know-how is absolutely vital in handling real estate auctions. In compliance with the Ohio Real Estate Commission, our firm has established at a local bank a separate Escrow Account through which we handle the flow of down payments, proceeds from real estate loans, and personal property sale proceeds — all monies belonging to the clientele. This Escrow Account handles well over two million dollars each year which demands that we maintain an accurate and exacting accounting system. To fulfill our obligation to the sellers of real estate we must confer with potential buyers advising them of the wise use of credit and assisting them in obtaining real estate loans. To obtain the "top dollar" in today's real estate market, the auctioneer must supply the answer to the perpetual "financing problem."

One service which we feel is frequently overlooked is the climate of environment in which the auctioneer and his staff operates. It is our opinion that the broker-auctioneer must provide his staff and clientele modern office facilities for an efficient operation and for public relations. Nothing instills confidence in new clients more firmly than to be graciously accommodated in a tastefully decorated office which exudes the look of "success." Staff members have found great value in conferring with their clients in private offices which adds to the prestige of the firm and employee as well as building client confidence.

After creating customer confidence, the auctioneer must always remember that he must continue to merit this confidence. The broker-auctioneer has a grave responsibility to his customers as in the ma-

jority of cases he is rendering advice regarding his customers' life savings. To render professional services, he must be a "professional" and have an adequate background of experience and subscribe to a rigid code of ethics. There is no place in this business for the part-time dabbler. The auctioneer must be able to cope with the accelerating demands of our economy and to recognize the crucial importance that real estate will have in the coming years with the predicted population explosion.

It is a firm belief of our company, that the auction method of transacting real estate is in many cases far superior to other conventional methods. We continually ask ourselves: "If this property is desirable and has a large potential buying public, what method of selling is superior to the "open market place!" To the promotion-minded broker-auctioneer, a real estate auction career is a fast sure way of building a profitable business and a very satisfying profession.

Missouri Auctioneers Elect New Officers

By Col. Roger A. Hollrah

The Missouri Auctioneers Association held their Spring Meeting in Sedalia, on Saturday and Sunday, May 5 - 6. Approximately 40 auctioneers were in attendance at Bothwell Hotel, site of the meeting.

Preceding the Sunday evening banquet, a movie of the 1956 National Convention in Kansas City was shown. Immediately following the banquet the group was entertained by a comedian who held the gathering in laughter for 30 minutes.

After a general business meeting the election of officers was held. Officers elected for the new fiscal year were Ralph Stark, President, Lexington, Mo.; Russ Feedback, Vice President, Belton, Mo.; and Roger Hollrah, Secretary-Treasurer, St. Charles, Mo. Elected Directors for three year terms were retiring President, Ken Barnicle, Ellisville; Ray Sims, Belton; and Hugh Campbell, Chillicothe.

Tony Thornton, Springfield, Mo., spoke to the gathering about the importance of attending the National Convention in Lincoln, Nebr., in July.

Next meeting of the Association will be held in October.

Total Membership Makes Slow Climb For New High

Our plea for added membership in the last issue apparently went unheeded for the most part. As we look over the membership standing by states we find that those states with the large numbers of members showed increases while the ones with lesser members and the most prospective members were idle.

Our count on May 15 stood at 1662. A year ago it was 1469 so we have actually gained less than 200 members in a year's time. We remind you again that this is your organization and its strength depends on you.

Following is the membership tabulation by states as of May 15, 1962.

Pennsylvania	161
Illinois	127
Ohio	118
Nebraska	117
Indiana	98
Kansas	77
Wisconsin	72
Kentucky	65
Iowa	60
New York	56
Tennessee	56
Michigan	54
Missouri	48
California	43
Montana	43
Texas	35
New Jersey	35
Colorado	30
Oklahoma	29
Virginia	29
North Carolina	26
Massachusetts	24
Florida	20
Georgia	20
Minnesota	18
North Dakota	18
Maryland	18
Oregon	14
Wyoming	14
Washington	13
Arkansas	12
West Virginia	12
New Mexico	9
Louisiana	8

South Dakota	8
Alabama	7
Idaho	6
South Carolina	6
Arizona	5
Vermont	5
Connecticut	4
Rhode Island	4
Delaware	3
Maine	3
Nevada	3
New Hampshire	3
Alaska	2
Mississippi	2
Utah	2
Hawaii	1
Dist. of Col.	1

FOREIGN

Canada	17
Australia	1

TOTAL 1662

New Pony Registry Association Formed

DENVER—Launching of a new corporation called Icelandic Pony Club and Registry, Inc., was announced by a group of directors meeting in Denver for the purpose of forming an American registry organization for the Icelandic Pony Breed.

Elected president was William R. Frank, Route 1, Box 304, Scottsbluff, Nebr.; vice-president, Thomas J. Coupe, 19 West Georgia, Gunnison, Colo., and elected executive secretary and treasurer of the club is James D. Hassed who will maintain the office of the club at 934-9th Avenue, Greeley, Colo. Other directors of the club include Harry Green, Jr., Denver and Gene Watson of Hutchinson, Kansas.

The club plans a field day to be held in June at a location to be selected later.

The first major importation of Icelandic Ponies was made from Iceland a year and a half ago by Lees Brothers and John and Perry Minor of Arcola, Saskatchewan. Sales of some of the ponies were held by

Lees Brothers in Brighton and Lakewood, Colo. Purchasers of those ponies were instrumental in the formation of this new Icelandic Pony Club and Registry, Inc.

Icelandic ponies have been called the oldest horse breed, having been selectively bred in Iceland for over 700 years. The Iceland pony on the average is 12¾ to 13½ hands high and in normal condition weighs 800 to 900 pounds. Their colors are multi-farious and the ponies are particularly noted for their exceptionally quiet disposition. Icelandic ponies are naturally five-gaited.

Executive secretary - treasurer James Hassed has established the new registry and invites others who have Icelandic ponies to join the American Registry group. Those interested in Icelandic ponies or in registering Icelandic ponies they already own, may contact the club by writing the Icelandic Pony Club and Registry, Inc., 934 9th Avenue, Greeley, Colorado.

Parke-Bernet Prices

Of particular interest among items offered in April were the Lloyd L. Ward, Jr. collection of Dorothy Doughty Royal Worcester porcelain birds, which sold on April 28 for a total of \$94,650, the highest price of \$12,000 being brought by a single Indigo Bunting Cock on Sprig of Plum; in the sale of April 18, twenty-one Byzantine icons brought a total of \$25,650, while, among the other paintings, the highest price of \$14,000 was paid for Colonnades Antiques by Hubert Robert; and, in the autograph sale of April 10, a great flurry of interest was created by the sale of a small group of Astronaut John Glenn letters for \$425, and a group of Lindbergh papers for \$3,500. In the same sale, important Einstein papers brought \$19,000 and a Freud-Reik correspondence \$13,500.

The President's Letter

Dear Friends:

During recent months it has been my privilege to attend several State Auctioneers Association Conventions. Attendance at each meeting indicated that the interest Auctioneers, regardless of the field in which they may be specializing, have in the promotion of the Auction Method of selling. Too, it was to be noted that each area has some problems demanding attention of all Auctioneers. The programs were interesting and at each there were thoughts expressed regarding the profession that are most worthy of consideration by every Auctioneer. At the Illinois Meeting in Aurora "The time has come when every Auctioneer must accept his responsibilities" — At the Iowa Association Meeting in Marshalltown "The pleasure of meeting and visiting with men of my profession has brought me pleasure that money cannot buy" — At the Nebraska Auctioneers Convention in Albion "More thought should be given to our competitive enterprise system" — At the Colorado Association Meeting in Denver "Together we can elevate the Auction profession to its proper level in the sales field."

Coming home from Meetings as these you realized the important part Auctioneers are playing in establishing of true values on real and personal property.

You understand just a little better the need for strong State Associations and the part they can and do play in the increased growth and strength of the National Auctioneer Association.

You also came to appreciate the value of well attended Conventions which of course brings up the National Convention in Lincoln, Nebraska, July 19-29-21. Remember that regardless of how attractive the program, how interesting may be the speakers, without you it will not be a success. It is not too early to make your plans and we are all expecting you.

Charles Corkle



The "DERBY DOLLS" quartet (above) will present a half hour program during the Annual Summer Meeting of the Ohio Auctioneers Association which will be held Sunday, June 10, at the Holiday Inn, Lima, Ohio. The "Dolls" are an Internationally known quartet and were recently awarded third place medals in a contest held in London, Ontario.

THE LADIES AUXILIARY

Dear Ladies:

Convention time is here again—Welcome to the “Beef State.” We have all been busy the past months planning a convention that will really show you our western hospitality. We have three days full of fun and excitement as well as inspirational material for your benefit.

We are proud of Nebraska and of our association and want to show you just what kind of people we really are.

Come! Bring the family! See you in Lincoln!

Lo Jeanne Emrich, President, '61-'62
Mary Nelson, President, '62-'63
Ladies Auxiliary to the Nebraska
Auctioneers Association

Convention Time

Again the time has about arrived for us to meet and enjoy one another. I am sure all the ladies look forward year after year to the Convention.

The ladies from Lincoln, Nebraska have been on the ball and are going to make the Convention the best one ever.

Everyone has put their back to the wheel so it just has to go forward. They have made plans for every one to enjoy themselves.

Don't forget ladies, the Convention is for the ladies, make sure you attend.

NEBRASKA CONVENTION COMMITTEE

Mrs. Charles Corkle
Mrs. Dick Grubaugh
Mrs. W. V. Emrich

NOMINATING COMMITTEE

Mrs. J. M. Darbyshire
Mrs. Al Boss
Mrs. Ernie Niemeyer

AUDITING COMMITTEE

Mrs. Wylie Rittenhouse
Mrs. R. E. Featheringham
Mrs. F. H. Baldwin

Please ladies don't forget the Convention. Again let me thank you for your kindness when we needed it most.

President—Margaret Berry

Attention . . . Ohio Ladies

Dear Friends:

Our January meeting was a huge success from the standing point of attendance, and I am sure everyone had a good time, and returned home feeling inspired with meeting new friends and enjoying the fellowship of their old acquaintance, and if you were one of the ladies who felt the time and effort spent was very worth while, plan to attend the June 10th meeting with your auctioneer husband to be held at Holiday Inn, in Lima, Ohio.

We are looking forward to a social hour together on Saturday evening, so feel most welcome to join us. If you can only attend on Sunday, we will have coffee and rolls served at 10:00 o'clock followed by our business meeting, at which time our new officers will be elected and installed. Please come and give them your support.

At noon we will join our husbands for dinner, and then adjourn to our room for the high light of our program which I am sure will be educational and of interest to all of us. Our committee has

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Tom Berry, West Newton, Pa.

1st Vice President

Mrs. Ernest Freund,
Fond du Lac, Wis.

2nd Vice President

Mrs. Tim Anspach, Albany, N.Y.

Secretary-Treasurer

Mrs. David Tracy, Pavilion, N. Y.
Historian-Parliamentarian

Mrs. Ernest Neimeyer, Lowell, Ind.

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Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. Albert Rankin, Alger, Ohio

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

Mrs. Harvey Baldwin, Denver, Colo.

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

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Walter Britten,
College Station, Tex.

Mrs. Earl White, Madisonville, Tex.

IN UNITY THERE IS STRENGTH

made special arrangements to secure a lady who has had training and experience in speech and hearing therapy, and has been associated with colleges, schools, speech clinics, hospitals, crippled children's society, and Cancer society. With this background it will be something for all of us to look forward to.

Are you planning on going to the National Convention in July? Ohio strives for a good attendance you know, and are quite proud of their record, so why not plan your vacation at that time, with the plans and preparations that are being

made you will enjoy every minute of your time spent there and you will be supporting your home State.

In closing I would like to extend to you a special invitation to attend our June meeting. It has been a pleasure for me to serve as your President this past year, and with your loyal support, and each one taking a part in this organization we can try to be of some help to our auctioneer husband.

Your President,
Dorothy Jewell

CONVENTION PROGRAM LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

Wednesday, July 18

- 7:00 P.M.—Auxiliary Officers and Directors Meeting
- 7:30 P.M.—Hospitality Hour

Thursday, July 19

- 9:00 A.M.—Registration
Coffee and rolls served during general registration.
(Compliments of Nebraska State Auxiliary)
- 12:00 Noon—Joint Luncheon
- 6:30 P.M.—Chuck Wagon Supper
- 7:30 P.M.—Entertainment — Fun Auction
- 9:00 P.M.—Dance

Friday, July 20

- 9:00 A.M.—Coffee for Ladies (Compliments of Nebraska Ladies)
- 12:00 Noon—Ladies Luncheon and Style Show.
- 1:30 P.M.—Business Meeting
- 8:00 P.M.—Variety Show and Promenaders

Saturday, July 21

- 8:00 A.M.—Breakfast—New Officers and Directors
- 10:00 A.M.—Tour of Lincoln visiting various points of interest.
- 6 30 P.M.—Grand Banquet

YOUNG PEOPLES PROGRAM

Thursday, July 19

- 9:00 A.M. to 11:00 A.M.—Games for Children under 12
- 1:30 P.M.—Movie

Friday, July 20

- 9:00 A.M. to 11:00 A.M.—Games for Children under 12
- 3:00 P.M. to 5:00 P.M.—Coke Party
- 8:00 P.M.—Variety Show

Saturday, July 21

- 10:00 A.M.—Tour of Lincoln

Retirement Can Be Made Graceful and Interesting

By COL. POP HESS



After writing this column for more than ten years, this is the closest to deadline date that I have ever come. I have been in and out of the office here at WRFD most of the past two weeks on some personal appearances and the usual house and lawn cleaning up is a part of my duties at home each year in the month of May.

Last month, after mailing my contribution to this publication, I received the news of the passing of my long time friend, Col. C. B. Smith of Michigan. While I had been advised sometime back he was having some health trouble, later heard that he was coming along satisfactorily, his death was a shock. I wish to extend my sympathy to his family.

I had known Col. Smith a few years previous to his taking up the gavel of an auctioneer and have had the pleasure of announcing many of his sales here in Ohio.

Col. Tom Berry was not a personal acquaintance but I was acquainted with his good work in the auctioneering field. My old friend, Col. Ora Burkhardt of Indiana, was another whose passing was reported in the last issue of "The Auctioneer." I join with all auctioneers in saying these great men and auctioneers will be missed as they all contributed so much to the profession they chose.

On my desk this morning are quite a few letters, many of them in reference to my comments in the previous issue in regard to the Pennsylvania Auction Law. All are very interesting, some agree, some don't, some a little hot. In tearing open one of them I saw the sparks fly out of the envelope, but this is Monday morning and perhaps my bifocals are not properly adjusted.

Included in my mail is a nice card from FAITH FAMILY OF AUCTIONEERS, Col.

P. J., Col. Bob, Col. Mary Ann, then what I take is the wife of P. J. and mother of Bob, they list her as manager. Col. Mary Ann could be Mrs. Bob. However, if the Mrs. is manager, and as I know auctioneers, she has a job on her hands with three to manage. The family lives in Wisconsin.

In speaking of ladies becoming auctioneers, there are not many in numbers but they are gaining. As I recall in past years some sales that I failed to get could have been because I did not have the feminine approach in attracting the folks who were selecting the auctioneer. However, when I started selling back in 1901 seldom did we see one of the Fair Sex in our audience. Now it is not unusual to see an auction audience about equally divided between men and women.

Ladies are more shrewd in their bidding I found on several occasions. I recall selling a general farm sale and a nice looking Mrs. was out in the front ranks looking straight at me. She winked, I took it for a bid and when no further bids came I sold her the pigs. She viciously proclaimed she did not bid and to avoid a big interruption in a fast moving sale I begged her pardon and politely asked her forgiveness, backed up to the next bidder and went on from there. After the sale was over the lady was still around and after learning her name and that she was a native of that community, I personally apologized and this is what she came back with, "I thought you were on to things better than that!" Now just what she meant by that remark I have never as yet digested.

Also, in a recent fan letter I received was a sharp note from one of our readers with a most important statement by him. He would be glad when I would be through writing my life's history as an auctioneer.

It sounded like an obituary to him. Well, I have thought the same thing all the time I was doing it but after popular request from some of my readers I took it on. So to wind out this part of my chore as a column for this publication, in the May issue I came through my first 40 years as an auctioneer. I will briefly state my observations of my last ten years.

After being an auctioneer in demand for the past 40 years I felt my past record should take care of itself. I took care of all sales I was asked to work in and during these last ten years as an active auctioneer I observed some men my age and with similar selling experience still in good condition and with plenty to do. Yet, they were deep in grief over the fact that there were some young whippersnappers coming up from Auction Schools and with backgrounds that indicated they would be good auctioneers in much demand in no time flat. The older chaps were laying awake nights and shedding tears wondering how to stop these youngsters and they didn't stop them.

I vowed to myself that if I have not made enough in 50 years as an auctioneer to retire, I should have quit long ago. I was not going to bed nights and shed tears because some good young auctioneers were coming in on the field and sooner or later would push me over the fence just like I did some old auctioneers back in the years of 1901 to 1910. So I planned my retirement — to have a close connection to auction sales, farmers and livestock

men. I set up this farm and livestock auction sales announcement here on the air at WRFD which is not a get rich business but a nice retirement income. I have no miles to travel nor weather to battle, no averages to meet, no owners or bidders to please but the old auction spirit still prevails when I prepare the script for the announcements which some 400,000 farm folks throughout Ohio hear by radio at noon-time each weekday of the year. After 12 years it is still auction sales and the public is my life and it beats twiddling my thumbs trying to count the days when my obituary will be written.

In the May issue I note that we passed our 1600 in membership in the NAA. Pennsylvania is out in front so lets us boys get out the whip as we have to raise our membership some 30 more head to be on the front seat with Illinois and Nebraska right behind us. Let's see who is at the top of the list as we come to convention time in July. In some horse races there comes to the wire a rank outsider, so boys, let's go. This National Membership at any total under 5000 members is not the pulling power you may need some day if you have to send your officials down to Washington to combat what some group might come up with in connection with the auction sale and the auctioneer.

Next month I will write my Convention column and my view-point on what is best for the auctioneer and the auction sale business of tomorrow.

Kentucky Auctioneers Must Be Licensed After July 1

Effective July 1, 1962, auctioneers in the State of Kentucky will be regulated by the new Licensing Law published elsewhere in this issue. This law is the result of several years effort of the Kentucky Auctioneers Association, sponsors of the bill.

Briefly, the law applies to personal and real property, requires a written examination for those who cannot qualify under the "grandfathers clause," necessitates a bond in the amount of \$3,000, an apprenticeship, a definite place of business with a sign reflecting the name of the auctioneer

and the fact that he is such, grounds for revoking and suspending a license, means for reciprocity with other states and other features which the Kentucky Auctioneers Association deems desirable in this type of legislation.

The Kentucky law differs sharply with the new Pennsylvania law in regard to licensing of auctioneers by municipalities.

Col. John L. Cummins, Cynthiana; Col. Orville R. Moore, Louisville; and Col. Wayne Kessler, Campbellsville, have been appointed by Governor Combs of Ken-

tucky to comprise the Kentucky Board of Auctioneers and to enforce the law.

Livestock Market Directory Available

KANSAS CITY, Mo. — A Directory of Public Livestock Markets, listing the nation's 2,340 markets, has just been published and is now available for distribution, as announced by the Livestock Market Foundation, statistical reporting service sponsored by the Livestock Auction Markets Association.

Of the 2,340 markets listed alphabetically by state, showing their location and days of sale, 50 are classified as livestock markets selling by private treaty and 2,290 as operating by the auction method of selling. This listing shows an increase of 17 markets over the total in the 1961 Directory. All of these public markets are now

subject to the provisions of the federal Packers & Stockyards Act, as amended in 1958.

Totals compiled from the 1962 Directory show that five states have more than 100 livestock markets. Texas leads with 176, followed by Iowa, 175; Kansas, 127; Missouri, 110; and Nebraska, 104.

With particular reference to markets selling by auction, the Foundation emphasized that livestock markets are key industries throughout the nation and contribute greatly to the agricultural economy of their respective trade areas. The livestock markets industry is often cited as a leading example of productive returns under responsible competitive enterprise.

The 1962 Directory of Public Livestock Markets will be distributed upon request. Copies are available at \$5.00 each through the Livestock Market Foundation, 723 V.F.W. Building, Broadway at 34th, Kansas City 11, Missouri.



Promotional Items

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

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

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

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

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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Buckman Elected In New Hampshire

By George E. Michael

Harold Buckman, Ashland, N.H., became President of the New Hampshire Auctioneers Association at the annual meeting of that group held in Concord, April 12. New Vice President is Robert Zanes, Lakeport, N.H., and George E. Michael, Rochester, N.H., was re-elected Secretary. Treasurer is True Glidden, Portsmouth, N. H.

Elected to the Board of Directors were: Robert Webber, Hampton; Harry Blair, Milton; and Gregory Robinson, Frances-town.

Retiring President, C. Lovell Bean, Concord, thanked all those present, in his farewell speech, for their efforts in promoting the auctioneering profession in New Hampshire, and for raising it to its highest level it has ever known.

It was voted by the group to again purchase advertising space in the leading newspapers serving the area, listing all members of the state association. This plan has created new business and created general good will throughout the New England states.

A joint meeting of the New Hampshire, Maine and Massachusetts Auctioneers Associations is being planned for the latter part of October. This will be an all day meeting with a program of speakers in the afternoon and close with an evening banquet.

Consignments Large For Feeder Pig Sale

Over 400 feeder pigs have already been consigned to the first Northeastern Ohio Graded Feeder Pig Auction to be held at 8:00 p.m., E.S.T. June 15, at the Geauga Livestock Commission Sale Barn in Middlefield.

Any farmer interested may consign feed-

er pigs to this sale. The pigs must weigh between 30 and 130 pounds and must be raised by the consignor. All pigs will be inspected for health defects, then graded and sorted according to size, color, and confirmation on the day of the sale.

Last year nearly 20,000 feeder pigs were sold by farmers through graded feeder pig sales in Ohio. These pigs were sold by the pound and averaged \$27.00 per hundred weight. The latest feeder pig sale was held at Kidron, Ohio, on April 30, 1962. Six hundred and eighteen pigs were consigned and sold for \$30.99 per hundred weight.

Make Plans Now

By Col. B. G. Coats

When N.A.A. members meet to formulate policies and a constructive program at Lincoln, Nebraska, July 19-20-21, they will find their sober responsibilities allayed by an environment of hospitality and points of special interest and beauty.

Members will travel to Lincoln, an average distance of more than 1000 miles. Most of them will attend all convention sessions. No matter what subject arises, there will be members well versed in its ramifications and they will provide the leadership necessary to formulate sound decisions. When the convention is over the N.A.A. will again have adopted a solid program that will inspire every member to greater efforts in the fulfillment of it. The new administration will have taken over and like all previous administrations their ambition will be to make their tenure one of progress and accomplishments.

Will you be present? Or will you depend on others to keep the N.A.A. on the right track? It is impossible for every member to be present at every convention, much as they would like. Cost, distance, illness and other factors make it impossible. However, if we would all make the necessary sacrifice to get there the attendance would be greatly enlarged upon as ever year the

If you are planning on attending the National Convention at the Corn Husker Hotel, Lincoln, Nebraska, July 19-20-21. Early reservations are advised.

NO CARRYING CHARGE

Once upon a time . . . there was a Auctioneer who had never joined his Association. All of his life he took the benefits won for him by the Association, but refused to join. Then on his deathbed he told his wife: "Dear, please do something for me. I want the Association members to be my pallbearers."

"But you never belonged to the Association," his wife objected. Why do you want the members to be your pallbearers?"

"Honey," he replied, "they carried me this far . . . they might as well carry me the rest of the way."

convention registration shows a marked increase.

In any event, this year in Lincoln is given more meaning through interest and enthusiasm of the members, unprecedented auctioneering achievements that were accomplished this year in all parts of the country, the untiring efforts of the Nebraska Auctioneers Association, the convention committees and all who have labored so hard and so long to make this conclave one that you will always remember.

To be sure of not missing anything, attend the N.A.A. national convention in Lincoln, Nebraska, this summer. Remember the dates July 19-20-21.

14th Annual Meeting For Nebraskans

By Col. Dan J. Fuller, Albion, Nebr.

The 14th Annual Convention of the Nebraska Auctioneers Association was held at the Vet's Club in Albion, May 6. A large attendance from all sections of Nebraska and the Association was honored to have guest auctioneers in attendance from Iowa, Kansas, and North Dakota.

President, Ray Flanagan, and Secretary-Treasurer, Leon Nelson, were highly complimented on the very educational and entertaining program. Many were heard to say it was the best Convention that Nebraska auctioneers have held. All were in agreement that it was a day no auctioneer could afford to miss.

One of the highlights of the day was the address of Stanley J. Oliverius, Attorney of Albion, on "The Sale of Mortgaged Prop-

erty by Auctioneers." Another was the splendid address of Dr. Frank Court, Pastor of St. Paul's Methodist Church, at the evening Banquet. His subject was, "The Ayes Have It."

At the election of officers for the coming year Glenn Helburg, North Platte, was named President; Frank Diercks, Gordon, 1st Vice-President; Dean Fleming, Atkinson, 2nd Vice-President. Directors elected for three year terms were Richard "Dick" Shea, Sterling; Eddie Morris, Ashland; and Ronald Woodward, Broken Bow. Dick Dolan, North Platte, was appointed Secretary-Treasurer.

The 1963 Convention will be held in North Platte.

It was indeed a pleasure to the writer of this article, being one of the oldest practicing auctioneers in the state, to see the good will, fellowship and cooperation of all those in attendance. It substantiates the fact that there is **POWER** in **ORGANIZATION**. Our organization has accomplished many things for the good of our profession but it behooves us to be alert and remember there is much more that we can do to promote the honor and integrity of the greatest profession of them all, **AUCTIONEERING**.

Fargo Stockyards To Add Auction Facility

FARGO, N. D. — Kieffer R. Lehman, president of the Fargo Union Stockyards Co., has announced that his company is planning to add an auction facility to their operation in the near future.



One of the greatest joys in attending a National Convention is the fellowship with auctioneers from all parts of the country who are engaged in every phase of the auction profession. This picture was snapped near the registration desk at our 1958 Convention in Buffalo. Why not place yourself in this picture at Lincoln, July 19-21?



Auction history was written in the two day sale of the Raymond Burns estate near Middletown, New York. Sale included 92 head of dairy cattle in addition to dairy and farm equipment. Estimated crowd was between 1200 and 2000 people and was compared by reporters to resemble a county fair.

Morris Weinstein, NAA member who was auctioneer, reports it to be the greatest crowd and the hottest sale he has conducted in many a day.

Going . . . Going . . . Gone

By Col. B. G. Coats

The chief topic of conversation and center of interest for the past few weeks has been the national convention. What goes on at the convention and what it brings to each of us will be reflected in our ability to more efficiently and profitably conduct our business. To sharpen our awareness and broaden our appreciation of our responsibilities.

During the past eighteen years I have never experienced the interest and enthusiasm among the members of the N.A.A. as is manifested at this time. An indubitable passion which is indicative of the 1962 convention far surpassing all previous registrations.

It is apparent that one of the best antidotes for the uncertainties of such trying days is to go to a national convention and meet with men engaged in the same business. All hungry for knowledge of their profession and all eager to exchange ideas. It is a way to provide greater sustenance so as to meet better and more confidently the constant problems of every Auctioneer.

As convention time draws so closely it will be "Going . . . Going . . . Gone" for hundreds of Auctioneers and their wives who will be converging on Lincoln, Nebraska, July 19-20-21. From all parts of the country will come Auctioneers determined to make themselves better Auctioneers and to advance the auctioneering profession. In all previous conventions those charged with the responsibility of the convention have always set a high standard of excellence. The results have always been most gratifying. However, our 1962 convention is destined to exceed all in attendance and genuine interest. None of us have seen more dedicated work on the part of those concerned with preparation and presentation of the 1962 convention.

You owe it to yourself to share in the many benefits that will help you to be a better Auctioneer.

Salesman—A fellow with a smile on his face, a shine on his shoes, and a lousy territory.



Ladies too, have a great time at the National Convention. This group picture was taken at the 1958 National Convention. They are, from the left: Mrs. Ken Burrows, Mrs. Albert Ranking, Mrs. R. A. Waldrep, Mrs. David Tracy, Mrs. Joe Steiner, Mrs. Al Boss, Mrs. Rolland Featheringham; Mrs. John Overton, Mrs. O. S. Clay, and the President, Mrs. Harris Wilcox. You'll see them all in Lincoln and they won't look a day older!!

Do You Know?

By COL. B. G. COATS

That most of the great names in American history were true lovers of books and were frequent visitors at auction sales where books were sold.

That Benjamin Franklin was a great collector of books and purchased rare copies as early as 1732 at auction sales in Philadelphia.

That George Washington, never passed up an opportunity to buy books at public auction. In 1876 many of Washington's books were sold in Philadelphia at public auction by G. M. Thomas and Sons, Auctioneers.

That John Adams, had an extensive library of 2756 volumns. Many of the priceless volumns were purchased at public auction.

That Thomas Jefferson, was a book collector in every sense of the word. He bought almost everything relating to early history. His library comprised 7000 volumns and was purchased by the Congress of the United States in May 1815 for \$23,950.00. Jefferson, then started his second library and at the time of his death it consisted of 1000 volumns, which was sold at public auction in Washington, February 27, 1829, by Nathaniel P. Poor. Auctioneer.

That Madison, Monroe and John Quincy Adams, were all collectors of books. The

library of Monroe was sold at public auction in Washington, February 24, 1849, by W. M. Morrison, Auctioneer. A considerable number of books from the Madison library were sold at public auction May 9, 1899, in the final settlement of the estate of Dolly Madison, by Stan V. Henkels, Auctioneer.

That Van Buren's library was sold at public auction July 31, 1923, by the Walpole Galleries.

That shortly after Filmore's death in 1874, his library was sold at public auction.

That Lincoln had a library of sterling quality. Many books in his collection reached the open market and were sold at public auction.

That President Hayes, was an avid book collector and at the time of his death his library numbered 8000 volumns. He personally collected all his books and frequently bid for them at public auction.

Gladiolus Auction

MT. PLEASANT, Mich. — The Mid-Michigan Gladiolus Society held its annual bulb auction in Mt. Pleasant.

Income from the sale helps with expenses in staging the Mid-Michigan Gladiolus Show August 25-26 at Grand Rapids.

MISSING?

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



A viewer points out one of the many unusual items sold in the liquidation of the Remember Antique Store, Beloit, Kansas, while auctioneers Ray Gerbitz (left) and Viv Horejsi of the G. & H. Auction Service stand by.

Antique Sale Draws From 11 State Area

On April 30, May 1, 2, and 3, the old Guard Armory building, in Beloit, Kansas, was the scene of the tremendous Antique Auction of the Remember Antique Store. The sale was originally scheduled for 3 days, but due to the enormous volume of antiques, the auction had to be extended to the 4th day. Preceding the auction, open house was held on Saturday and Sunday with a large crowd in attendance. It is estimated that some 3,000 spectators viewed the antique items.

Of the 225 registered buyers, the following states were represented at the four day affair: Missouri, Minnesota, Illinois, Iowa, California, Colorado, Nebraska, Oklahoma, Texas, Wisconsin, and Kansas. The Auction was kicked off with the antique auto parts continuing with cast iron and coming to a close with the lamps and glassware.

Some of the outstanding sales of the event were: In the auto parts department, a 1914 Model T Ford transmission housing sold at \$75.00. A brass steering column

\$30.00. Other items of interest were brass bells selling \$35.00 and up. Lamps \$15.00 to \$125.00. Cast iron toys \$10.00 and up. Bowls and plates selling from \$18.00 each and up.

Auctioneers were Col. Ray Gerbitz, Ellsworth, Kas., and Col. Vic Horejsi, Kanopolis, Kas. Both men are members of the Kansas and National Auctioneers Associations.

Shy Men Assisted By Auction Sale

SUSTERSEEL, Netherlands—Rita Meyer, 20, brought the highest bid today at this little village's traditional "auction" of girls to men too shy to approach them directly for a dance at the May ball.

A 20 year old mechanic paid 112 guilders (about \$30) for Rita, who was declared queen of the May. One of the "girls," 82 year old Miss Gertrud Peters fetched 18 guilders (about \$6).

The rules of the auction say that parents must allow the highest bidder to ask their daughter for a dance at the May ball. In some cases, wedding bells results.



We always knew that our past President, Ernie Freund, Fond du Lac, Wis., could do a good job in blowing a horn when it came to anything connected with an auction or the NAA but we never expected to catch him with a horn so large. In fact it was so large that brother John Freund is entirely hidden behind it. This was an item in a large sale conducted by the Freund Brothers and it looks as though there were plenty of eager bidders.

The picture was taken at the same sale with John Freund selling.

Kentucky Auctioneers Licensing Law

AN ACT relating to auctioneers.
BE it enacted by the General Assembly
of the Commonwealth of Kentucky:

Section 1. This Act shall be known and may be cited as the Auctioneers License Act of 1962.

Section 2. As used in this Act unless the context otherwise requires:

(1) "Apprentice auctioneer" means any person, who for compensation or valuable consideration, or otherwise, is employed, directly or indirectly, by an auctioneer to deal or engage in any activity in subsection (2);

(2) "Auctioneer" means any person who, for a fee, commission, or any other valuable consideration, or with the intention or expectation of receiving the same, by the means of, or process of, an auction or sale at auction, offers, negotiates or attempts to negotiate, a listing contract, sale, purchase or exchange of goods, chattels, merchandise, real or personal property, or any other commodity which may lawfully be kept or offered for sale by or at public auction;

(3) "Board" means the Board of Auctioneers;

(4) "Goods" means any chattels, goods, merchandise, real or personal property, or commodities of any form or type which may be lawfully kept or offered for sale;

(5) "Persons" includes individuals, associations, partnerships and corporations, and the word "persons" shall also include the officers, directors and employees of a corporation.

Section 3. On and after July 1, 1962, it shall be unlawful for any person to act as an auctioneer or apprentice auctioneer, or to advertise or to assume to act as either within the Commonwealth without a license issued by the Board of Auctioneers.

Section 4. Section 3 of this Act shall not apply to:

(1) Sales at auction conducted by or under the direction of any public authority or pursuant to any judicial order or decree, or to any sale required by law to be at auction.

(2) The owner of any real or personal property.

Section 5. (1) There is hereby created a Board of Auctioneers. The Governor shall upon the effective date of this Act, appoint a Board consisting of three members, each of whom immediately prior to the date of his appointment has been a resident of the Commonwealth of Kentucky for five years, and whose vocation for a period of at least five years has been that of an auctioneer. One member shall be appointed for a term of one year; one member shall be appointed for a term of two years; one member shall be appointed for a term of three years. Each member shall serve until his successor is appointed and qualified. Thereafter, the term of the member of the Board shall be for three years and until their successors are appointed and qualified. Members to fill vacancies shall be appointed for the unexpired term.

(2) At no time shall there be more than two members of the same political faith on the Board. Whenever there is a vacancy on the Board the Kentucky Auctioneer Association shall recommend to the Governor at least three names for each vacancy and the appointment or appointments shall be made from the recommendations of the association.

(3) The board immediately upon qualification of the member appointed in each year, shall organize by selecting from its members a chairman.

(4) Each member of the board shall receive the sum of twenty-five dollars per day as full compensation for each day actually spent on the work of the board and his actual and necessary expenses incurred in the performance of duties pertaining to his office.

(5) The board shall have full authority to employ, and discharge, a secretary and such other personnel as may be necessary to administer and enforce the provisions of this Act, and it shall outline the duties and fix the compensation of such persons, which compensation shall be comparable to the salaries paid other state employees doing similar work. The board shall ob-

tain office space, furniture, stationery and any other proper supplies and conveniences reasonably necessary to carry out the provisions of this Act.

(6) All fees and charges collected by the board under the provisions of this Act shall be paid into the State Treasury through the Department of Finance and shall be credited to an agency-fund account for the Board of Auctioneers under the provisions of KRS 45. 140 and shall be withdrawn or expended as provided in that section. The total expenses for all purposes and obligations of the board shall not exceed the total fees, charges, fines and penalties imposed under the provisions of this Act and paid into the State Treasury. The board shall be financially self-sustaining, and if funds permit, it may underwrite, within its financial limitations, educational programs for the enlightenment and benefit of all auctioneers and apprentice auctioneers who have paid fees pursuant to this chapter.

(7) The board shall annually publish a list of the names and addresses of all auctioneers and apprentice auctioneers licensed by it pursuant to this Act. This list shall also contain the names of all persons whose licenses have been suspended or revoked within the preceding year, as well as any other information relative to the enforcement of the provisions of this Act that the board may deem of interest to the public.

Section 6. (1) Auctioneer and apprentice auctioneer licenses shall be granted only to persons who are found to be of good repute, trustworthy and competent to transact the business of an auctioneer or of an apprentice auctioneer in such a manner as to safeguard the interest of the public.

(2) The board is authorized to require information from every applicant to determine the applicant's honesty and truthfulness.

(3) In addition to proof of honesty, truthfulness and good reputation, an examination, conducted by the board or its authorized representative shall be held four times each year, and an examination fee of fifty dollars shall be collected from each applicant to defray the expenses of the examination. The examination shall include questions on ethics, reading, writing, spelling, elementary arithmetic, elementary

principles of land economics and a general knowledge of the statutes of Kentucky relating to the bulk sales law, deeds, mortgages, contracts of sale, agency, leases, auctions, brokerage and the provisions of this Act. The examination for an auctioneer's license shall be of a more exacting nature and scope than the examination for an apprentice auctioneer.

(4) However, no examination shall be required for the renewal of any present or future license, unless such license has been revoked, suspended, or is allowed to expire without renewal. In any of these cases, the applicant shall take and pass the written examination offered by the board before a new license may be issued.

(5) The provisions of subsection (3) requiring applicants to pass a written examination to obtain a license shall not apply to an auctioneer or apprentice auctioneer furnishing satisfactory proof to the board that he actively engaged in the auction business for a period of at least one year prior to the effective date of this Act, and that he has been the principal auctioneer in at least five auctions of either real or personal property during this period of time. Such an applicant shall file his application and proof with the board no later than October 1st, 1962, and the application and proof shall be accompanied by a bond and license fee in accordance with the provisions of this Act, provided, however, that a non-resident tobacco auctioneer may qualify by December 1, 1962.

Section 7. (1) In addition to the other qualifications provided for by this Act, every applicant for an auctioneer's license shall be at least twenty-one years of age and be a citizen of the United States. In addition an applicant shall have served a bona fide apprenticeship for a period of one year as an apprentice auctioneer in Kentucky. Every application for a license, shall be submitted on forms prepared by the board.

(2) Every applicant for an apprentice auctioneer's license shall be a citizen of the United States and at least eighteen years of age. In addition to other requirements imposed by this Act, the applicant shall furnish pertinent background data as outlined on the application forms furnished by the board.

IN UNITY THERE IS STRENGTH

(3) The issuance fee for each auctioneer's and apprentice auctioneer's license shall be fifteen dollars and the annual renewal fee for each license shall be fifteen dollars. All licenses shall expire on June 30 of each year. In the absence of any reason or condition which might warrant the refusal of the renewing of the license, and upon receipt of the written request of the applicant and the annual fee therefor, the board shall issue a new license for each ensuing year.

(4) The board shall prepare and deliver to each licensee a license certificate and pocket card. The certificate shall be displayed conspicuously at all times in the office of the licensee. The certificate and pocket card of the apprentice auctioneer shall contain the name and address of the auctioneer under whose supervision he is employed.

(5) When any apprentice auctioneer is discharged or terminates his employment with the auctioneer for any reason, it shall be the immediate duty of the auctioneer to deliver or mail by registered mail to the board the license of the apprentice auctioneer. It shall be unlawful for any apprentice to perform any of the acts contemplated by this Act, either directly or indirectly, under authority of his license, until the apprentice auctioneer receives a new license bearing the name and address of his new employer. No more than one license shall be issued to any apprentice auctioneer for the same period of time.

(6) Notice in writing shall be given to the board by each licensee of any change of principal business location, whereupon the board shall issue a new license for the unexpired period. A change of business location without notification to the board shall automatically cancel the license previously issued. Changing a business location and issuance of a new license shall entitle the board to collect three dollars.

Section 8. Every application for an auctioneer's or apprentice auctioneer's license shall be accompanied by a bond in the amount of three thousand dollars. The bond shall be a cash bond or a surety bond and, if the latter, shall be executed by a surety company authorized to do business in this state, and shall be made to the board. The bond shall be conditioned that the applicant shall conduct his business in accordance

with the provisions of this Act. The bond shall be in a form approved by the board. No license may be issued until such a bond has been filed with the board.

Section 9. (1) A non-resident may become an auctioneer or apprentice auctioneer by conforming to all the conditions of this Act.

(2) In its discretion, however, the board may waive the written examination, provided the non-resident has passed a written examination of the same standards in another state, and is in good standing in that state at the time of his application is submitted.

(3) In every instance the non-resident must pay the issuance fee, the annual renewal fee and file the bond required by this chapter. The non-resident must also pay the examination fee unless the examination is waived by the board.

(4) In addition, every non-resident applicant shall file an irrevocable consent that action may be commenced against the applicant in any court of competent jurisdiction in the Commonwealth, by the service of any summons, process or pleadings authorized by law on the secretary of the board. The consent shall stipulate and agree that the service of such process, summons or pleadings on the secretary shall be taken and held in all courts to be as valid and binding as if actual service had been made upon the applicant in Kentucky. In case any summons, process or pleadings are served upon the secretary of the board, it shall be by duplicate copies, one of which shall be retained in the office of the board, and the other immediately forwarded by registered mail to the last known business address of the applicant against which the summons, process or pleadings may be directed.

Section 10. Every auctioneer licensed under this chapter shall maintain a definite place of business in the Commonwealth, except as hereinafter provided, and shall erect and maintain a sign in a conspicuous place on the premises at or near the outside entrance to the principal office and all branch offices. The sign shall be written in clear and legible letters of not less than two inches in height, and shall clearly show his name and indicate that he is an auctioneer. The sign shall be placed so that it can easily be observed and read by anyone entering the place of

IN UNITY THERE IS STRENGTH

business, provided, however, that if the auctioneer is a non-resident, it is not necessary for him to maintain an active place of business in the Commonwealth if he maintains a place of business in the state where he was originally licensed.

Section 11. The board may suspend or revoke the license of an auctioneer or apprentice auctioneer for any of the following causes:

(1) Obtaining a license through false or fraudulent representation;

(2) Making any substantial misrepresentation:

(3) Pursuing a continued and flagrant course of misrepresentation or making false promises through agents or advertising or otherwise:

(4) Accepting valuable consideration as an apprentice auctioneer for the performance of any of the acts specified in this chapter, from any person, except his employer auctioneer.

(5) Failing to account for or remit, within a reasonable time, any money belonging to others that comes into his possession, commingling funds of others with his own, or failing to keep such funds of others in an escrow or trustee account;

(6) Paying valuable consideration to any person for services performed in violation of this Act;

(7) Being convicted in a court of competent jurisdiction of this or any other state of a criminal offense involving moral turpitude or a felony;

(8) Violation of any rule or regulation promulgated by the board;

(9) Failure to furnish voluntarily at the time of execution, copies of all written instruments prepared by the auctioneer or apprentice auctioneer;

(10) Any conduct of an auctioneer which demonstrates bad faith, dishonesty, incompetency or untruthfulness;

(11) Any other conduct that constitutes improper, fraudulent or dishonest dealings;

(12) Failing prior to the sale at public auction to enter into a written contract with the owner or consignee of any property to be sold, containing the terms and conditions upon which such licensee receives the property for sale.

Section 12. The board may upon its own motion, and shall upon the verified written complaint of any person, investigate the actions of any auctioneer or ap-

prentice auctioneer, or any person who assumes to act in either capacity, if the complaint together with other evidence presented in connection with it, makes out a prima facie case of a violation of this Act.

Section 13. Before denying an application for license or before suspending or revoking any license, the board shall set the matter down for a hearing, and at least twenty days prior to the date for the hearing it shall notify the applicant or licensee in writing. The notice shall contain an exact statement of the charges made and the date and place of the hearing. The licensee or applicant at all hearings shall have the opportunity to be heard in person and by counsel. Written notice may be served by delivery of the notice personally to the applicant or licensee, or by mailing the notice by registered mail to the last known business address of such applicant or licensee. If such applicant or licensee is an apprentice auctioneer, the board shall also notify the auctioneer employing him or whose employ he is about to enter, by mailing notice by registered mail to the auctioneer's last known business address. The hearing on such charges shall be at such time and place as the board shall prescribe.

Section 14. (1) In the preparation and conduct of hearings, the board shall have power to require by subpoena the attendance and testimony of witnesses and the production of papers, and any member of the board may sign subpoenas, administer oaths and affirmations, examine witnesses and receive evidence. The fees and mileage allowance paid to witnesses shall be the same as prescribed by law in judicial procedure in the courts of this Commonwealth in civil cases. Any party to any hearing before the board shall have the right to the attendance of witnesses in his behalf at such hearing upon making a request thereof to the board and designating the person or persons sought to be subpoenaed.

(2) Testimony may be taken by deposition as in civil cases, and any person may be compelled to appear and depose in the same manner as witnesses may be compelled to appear and testify as hereinabove provided.

IN UNITY THERE IS STRENGTH

(3) In case of disobedience to the subpoena, any member of the board may invoke the aid of any court of competent jurisdiction in requiring the attendance and testimony of witnesses and the production of papers; and such court may issue an order requiring the persons to appear before the board and give evidence to produce papers as the case may be. Any failure to obey such order of the court may be punished by the court as contempt.

Section 15. If the board determines that an applicant is not entitled to receive a license, a license shall not be granted to such applicant, and if the board determines that any licensee is guilty of a violation of any of the provisions of this chapter, his license shall be suspended or revoked. The board, upon request of the applicant or licensee, shall furnish the applicant or licensee with a definite statement of its findings of facts and its reason or reasons for refusing to grant the license or for suspension of the rights of the licensee, or for the revocation of the license, as the case may be. The findings of fact made by the board acting within its powers shall, in the absence of fraud, be conclusive, but any person aggrieved shall have the right of an appeal from the findings of the board.

Section 16. Any party aggrieved by the action of the board in refusing to grant a license or in suspending or revoking a license may, within ten days after the entry of such order of refusal, revocation or suspension, file in the office of the clerk of the circuit court of the county in which the office of the board is located, an attested copy of the proceedings before the board, provided he shall first post a bond to secure the costs of the action in such sum as may be approved by the clerk of the circuit court, with good and solvent surety. The board shall be a necessary party to all such appeals. The circuit court clerk shall thereupon docket the case and shall immediately issue a summons for the board. No formal pleadings shall be required in such appeals but the case shall be set down by the court for as early a date as possible for a hearing, and after the hearing the court shall enter a judgment sustaining or setting aside the order of the board. Either party may appeal

to the Court of Appeals from the judgment of the circuit court.

Section 17. (1) Any auctioneer or apprentice auctioneer who has had his license revoked shall not be issued another license for a period of five years from the date of revocation.

(2) The revocation of an auctioneer's license shall automatically suspend every apprentice auctioneer's license granted to any person by virtue of his employment by the auctioneer whose license has been revoked. The apprentice auctioneer may retain his license, by transferring to the employment of another licensed auctioneer within ten days.

Section 18. The board shall adopt a seal by which it shall authenticate its proceedings. Copies of all records and papers in the office of the board, duly certified and authenticated by the seal of the board, shall be received in evidence in all courts equally and with like effect as the original. All records kept in the office of the board under the authority of this Act shall be open to public inspection under such rules and regulations as shall be prescribed by the board.

Section 19. (1) No person, engaged in the business of or acting in the capacity of an auctioneer or an apprentice shall bring or maintain any action in the courts of the Commonwealth for the collection of compensation for any services performed as an auctioneer or apprentice auctioneer without first alleging and proving that he was a duly licensed auctioneer or apprentice auctioneer at the time of the alleged cause of action arose.

(2) No apprentice auctioneer shall have the right to institute a suit in his own name for the recovery of a commission, fee or compensation for services as an apprentice auctioneer, but any such act shall be instituted and brought by the licensed auctioneer employing such apprentice auctioneer provided, however, that this subsection shall not be construed so as to prevent a licensed apprentice auctioneer from suing his employing auctioneer for any compensation, fees or commissions due him from such auctioneer.

Section 20. Nothing contained in this Act shall affect the power of municipalities to tax, license or regulate auctioneers and apprentice auctioneers. The require-

ments of this Act shall be in addition to the requirements of any existing or future ordinances of any municipality so taxing, licensing, or regulating auctioneers or apprentice auctioneers.

Section 21. Any person who violates Section 3 of this Act shall be punished by a fine of not less than one hundred dollars nor more than five hundred dollars, or by imprisonment for a term not to exceed ninety days, or both.

* * * *

Approved — the 22nd day of March, 1962.

/s/ Bert T. Combs,
Governor of Kentucky

Every Auctioneer and anyone aspiring to be an Auctioneer should accept the fact that the profession may take a lifetime of work and that it is a profession well worth the work of a lifetime. —B. G. Coats

Holsteins Sell Well In Pennsylvania

The Holstein cattle sale at the Frank and Gordon Brookens farm, near Fayetteville, Pa., resulted in cattle being widely distributed and prices received reportedly the highest for a sale in Franklin County in some time. The top 50 head of cattle averaged \$475 per head.

Principal buyers at the sale were: Dr. H. L. Petree, Flemington, N. J., who purchased 22 head, including the two top-selling animals at \$800 each; Asa P. Helfrick, R. R. 4, six head; Campbell Farms, Inc., Tyrone, five head, including the third high animal at \$750; Ben George, R. R. 4, six head; Carl Diller, Refton, five head.

The sale was manager by the Armour & Horst sales service, Mt. Union and Marion. Fred Naugle read the pedigrees, and Ralph Horst, Kenneth Upperman and Paul Wenger alternated as auctioneers and ringmen.

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Modernization of P & S Act Proposed By Marketmen

KANSAS CITY, MO. — A three-point modernization policy governing procedures applied in administration and enforcement of the Packers and Stockyards Act has been proposed to the U. S. Department of Agriculture by the Livestock Auction Markets Association.

Referred to in market terms as a "3 R's approach to implementation of the P & S Act under competitive livestock marketing in the public interest," the policy statement emphasizes "recognition," "responsibility" and "reliance" by industry subject to the Act and the Department.

Recognition of the scope of the Act, as amended, is declared essential for all markets, dealers and packers under the Act, and by the USDA delegated the authority for proper administration of it, on the basis of the same facts which prompted Congress to modernize its provisions by amendments in 1958.

Responsibility in implementation of the Act is stated to rest upon industry representatives and USDA officials to devise the structure and mechanics through which the provisions of the Act itself can be administered.

Reliance upon mutual integrity in enforcement is deemed a two-way street in cooperation, whereby the USDA accepts industry developed Codes of Business Standards as defining the obligations which the Act imposes in general terms and those trade practices which it declares unlawful, with enforcement which rests on those who subscribe to such codes and on the USDA where industry methods fail or more serious violations of the Act occur.

The proposal by the industry trade asso-

ciation was announced from its offices in Kansas City, following a meeting of its Executive Committee and presentation of the recommendations to USDA officials in Washington, D. C.

Sharp differences came to light earlier in the year between the public auction markets' 15-man Council and Clarence H. Girard, Director of the P & S Division, following a trade practices conference, over what the marketmen claimed was a rejection of industry developed and recognized principles and declared standards of operations and services as having no place in USDA administration of the Act.

Further discussions followed which brought forth the invitation from Agricultural Marketing Service officials that proposals be submitted for joint consideration. Markets' association officers indicate that an early meeting to discuss all aspects of the recommendations with policy-making officials of the Department is planned.

C. T. 'Tad' Sanders' Kansas City, general manager of the markets' trade organization, reports a high degree of interest in the matter by members of Congress. Costs of administration of the Act would more than double those of 1959 under present USDA budget requests for appropriated funds.

"Those cardinal points of fully mutual 'recognition,' 'responsibility' and 'reliance' by industry and government will inspire confidence and progress in this whole area where change is a part of development and adjustments anticipate advancement rather than resist it. This is a practical endeavor toward a basis of administration of the P & S Act in keeping with its scope and the importance of the livestock and meat indus-

If you will be travelling to the convention by plane there are 31 flights daily in all directions by United Air Lines and Frontier Airlines from Municipal Airport.

If you are planning to drive to the Convention — Lincoln, is on U. S. Highways 6, 77, 34. State Highway 2, Interstate 80.

try to which it extends," Sanders stated.

"The livestock auction markets have expressed confidence in the value of the P & S Act in its terms as amended by Congress; firmly uphold the right of a free choice by livestock owners in the method and means selected to market livestock; declared free and open competition in livestock marketing to be basic to a stable livestock economy; and placed their confidence in buyer and seller satisfaction as the true measure of the standards and practices followed in their market operations and services. These are contained in the widely circulated 'Declaration of Principles' by its Certified Livestock Markets," the executive officer and general counsel concluded.

Virginia Auctioneers Meet In Roanoke

Members of the Virginia Auctioneers Association held a most successful meeting at the Holiday Inn Motel in Roanoke, April 28.

After enjoying a wonderful meal at Archie's Steak House the auctioneers and their wives were entertained by a magician.

C. C. Mast, Extension Animal Husbandryman from Virginia Polytechnic Institute, gave a most interesting address on the subject of auctioneering both past and

present. He gave some of the early history of the auction method of barter and explained how it had continued down to the important place it plays in today's economy. Most of his later comments were in regard to livestock marketing with which he is closely associated in the state of Virginia.

Bernard Hart, Secretary of the National Auctioneers Association, was also on the program. His comments were in regard to some of the enormous transactions that have taken place in the past few months via the auction method. He also gave some information in regard to the coming National Convention in Lincoln, Nebr., and encouraged attendance from the members of the Virginia Auctioneers Association.

Col. Edd Sharpe, veteran Roanoke auctioneer, who has been plagued with bad health for some time was presented a life membership in the VAA.

Meeting was in charge of the President, Col. Richard C. Wright, Bridgewater, Va., and Col. Morris Fannon, Roanoke, was in charge of local arrangements.

When conducting an auction sale never be argumentative. Courtesy will accomplish wonders when genuinely used. Courtesy and smiles always make friends. They bring peace, unite strangers, and banish fear. They are an Auctioneers' greatest asset because they are so effectively disarming.
—Col. B. G. Coats

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

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The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Col. Hart:

I am a member of the National Auctioneers Association and enclosed please find \$5.00 in currency to help further and be a top Booster for "The Auctioneer." I joined the association the first of the year and am a graduate from the Western College of Auctioneering. In fact I was President of the December class. At the present time I am in the process of setting up a real fine service in the entire auction field. Before too long I will be advertising in our fine magazine. I want to be as active as I can in my association and am looking forward with great interest to

the National Convention in Lincoln, Nebraska, in July.

Auctioneeringlyatit
Reginald R. Oakley
Silver City, S. D.

* * * *

Dear Bernie:

The auction business has been very good with me this season. We have managed and sold many of the top sales and of course a few that could have been better. Top cattle are still bringing high prices and the implement sales have been doing quite well in all the states I have been selling.

We will sure miss Tom Berry at our

meetings. His death was quite a shock as we had his tent engaged for a sale the day after his death.

Am enclosing check for Booster Page listing. Hope to see you and all the boys in Lincoln.

Sincerely yours,
Ralph W. Horst
Marion, Pa.

Ten Years Ago In "The Auctioneer"

The June, 1952, issue of "THE AUCTIONEER" announced preparations for the annual N.A.A. Convention to be held in Minneapolis, Minnesota.

A panel discussion is one of the popular methods of disseminating information. When outstanding authorities on a subject are gathered in a panel and questioned by interested persons, a considerable amount of information can be secured. Some of the big features at the national convention will be the panel. Each panel will be made up of auctioneers who have had years of experience in the subjects they are asked to handle. It is the policy of the committee to secure the best for these panels. The subject of each panel and the panel members will give every auctioneer something worthwhile that can be applied to his problems in his own community and elsewhere. The panels will be the workshops of information, experience, progress, pleasure and the building of a better profession and association as each panel will afford every auctioneer present to take an active part.

In the June 1952 issue of "THE AUCTIONEER," a tribute was paid to Russell Yerkes, Tama, Ia., who died of injuries received while on military duty in the Philippines on March 13.

On the afternoon of April 26, 1952, fifty-five enthusiastic auctioneers throughout North Dakota, northern South Dakota and eastern Montana gathered in the Gold Room of the Patterson Hotel in Bismark, N.D., and organized the state's first association of auctioneers. Organizing chairman for this newly formed association were Col. F. E. Fitzgerald of Hazen, and Col. Ray Schnell of Dickinson, who is also Lieutenant Governor of North Dakota.

Under their able guidance and management, a dream which existed in the minds of many North Dakota auctioneers became a reality to be known as the North Dakota Auctioneers Association.

In "Coats' Notes" in the June issue, Mr. Coats' had just a few words of exhortation. Contact the good and worthy fellow auctioneer and invite him to become a part of the National Auctioneers Association. Statistics show that there is a very large field in which to work. It has merely been scratched on the surface. Our association is so constituted that it depends largely upon the interest and zeal of its individual members for growth — growth in numbers and, much more important, growth in interest and value to ourselves and others.

Statistics in our association tell a story of the comparatively few carrying the load in every way. If you are the latter why not get some of the pleasure of being the former? It can be done by just contacting that auctioneer. Do it now and help make 1952 one that will make those that lead us in 1953 work for a still greater record. "GET TWO IN '52."

The Ohio and Pennsylvania Auctioneers held a joint meeting in April at Youngstown, Ohio, Piccadilly Room, Todd Hotel. The meeting had an inspiring attendance. Many of the Top Flight Auctioneers from each state were present. Everyone seemed real interested in this meeting with eyes and attention on the speakers at all times. Not once was it necessary to rap for order. The meeting opened at 1:30 p.m. with the entire body standing repeating the "Lord's Prayer" in unison as a token of thankfulness for the privilege and for guidance in the meeting. The object of the meeting was to decide what the two states could or should do about affiliations with the National Association. Discussion proved that the directors representative of each state at the Decatur convention last July had faithfully performed their duty to extent of their authority but as their authority fell short of agreeing to the increase of National dues from \$2.00 to \$10.00 per year the states of Ohio and Pennsylvania had to fall from the ranks of the National Association. No decision was reached at this meeting regarding the National \$10.00 annual dues, but each organization as well as each one present took home some very constructive facts to look upon and to

think about in making a decision and to present to those who were not in attendance.

An article called, "Let's Face It," by B. G. Coats, discusses whether organization of Auctioneers is the answer to having strength among ourselves. In "The Auctioneer" over a period of many months, articles on organization and subjects pertinent to organization have appeared with each number. I do not know what the conditions are in your state, but from my experience and the information at hand I am led to believe that just about the same condition exists in every state with respect to state organizations of Auctioneers. I would say to each and every state: "Auctioneers, Let's Face It," and do something about it. The answer to the problems of auctioneers today is "organization," so I say to every auctioneer in America, get into your state and national organization and support and co-operate in every way. Get away from that one-room school idea and help to progress, reach out for the better things that can only be reached through organization. "Auctioneers, Let's Face It."

Walter Holford, Edwardsville, Ill. auctioneer, attended the semi-annual meeting of the Illinois Auctioneers Association and Sale Barn Owners in Sesser, Ill. Holford, president of the auctioneers group, presided as master of ceremonies at a dinner and also led a board of directors meeting of the organization, held at Mt. Vernon, Ill. Saturday night. Approximately 137 persons from all over the state attended the dinner and meeting with Col. Shelton, Sesser, owner of the largest horse sale in America, as host.

From CLIPPINGS . . . by E. T. Nelson, we get these:

Rastus, What's an Alibi?

"Dat's provin' dat you wuz at prayer meetin' whar you wasn't, in order to show dat you wasn't in de crap game, whar you wuz."

"You look hollow-eyed and thin," said the air hose to the inner tube, "what seems to be your trouble?"

"Income Tacks," wearily replied the tube.

Month's Receipts Of Memberships Decline

Number of memberships received during the period from April 16 to May 16 dipped to a new low for several months. Only 48 were received in this period but of this number, 15 were new members and about that same number were reinstatements. We are still carrying a long list of recently expired memberships that are as yet unrenewed.

To further illustrate the seriousness of the low number of memberships received we will mention that the cost of printing and mailing "The Auctioneer" each month is in excess of \$700.00 which means that we need more than 70 membership fees each month for this item. Other expenses include office maintenance, personnel, postage, supplies and expenses for the secretary.

Following are the names of those whose memberships were received during the above mentioned period. The asterisk indicates a new member.

T. B. McCowan, Kentucky
C. B. Charles, New York
Joseph R. Bove, Vermont
David Derzon, Wisconsin
Gerald Mead, New York
Kenneth M. Rice, New York
Donald V. Cady, Kentucky
***Thomas J. Majors, Nebraska**
Clarence Prange, Iowa
***B. Ward-Price, Ontario**
Cletus Metzger, Missouri
L. G. Schloatman, Wyoming
John Clauss, Jr., New Jersey
Junior Haggenmacher, Arkansas
Buck Cargill, Oklahoma
Virgil R. Madsen, Oregon
Lewis Campbell, Oklahoma
Kenneth Kepner, Ohio
Paul W. Griffiths, Iowa
***Harry A. Anderson, Pennsylvania**
***C. E. Stoner, Pennsylvania**
***Martin Strate, Virginia**
John H. Linacre, Australia
***Tommy Brammer, Kansas**
Jesse A. McIntyre, Iowa
James E. Allen, Illinois
***Kenneth Holze, Illinois**
Ton Jeffrys, Texas
William R. Jones, Arkansas

IN UNITY THERE IS STRENGTH

*John L. Jackson, Illinois
*Allen Jones, Pennsylvania
*William Hadley, Indiana
Dale Brown, Arkansas
Robert S. Botwinik, Connecticut
William J. McKay, Montana
Gail R. Smith, Montana
*Leon Brinkley, Arkansas
Herbert P. Siegel, Nebraska
Clarence Matthews, Texas
*R. D. Russell, Kansas
Carroll R. Kirby, Jr., Virginia
*Henry J. Herold, Nebraska
G. A. LaMunion, Maryland
George G. Borum, Illinois
*Glen E. Conley, Kansas
John Flynn, New Jersey
*Howard F. Coton, Illinois

Ohioans To Meet In Lima, June 9-10

By Col. Richard Babb, Secretary

Ohio Auctioneers will hold their Annual Summer Meeting at the Holiday Inn Motel, Lima, Ohio, Saturday and Sunday, June 9th and 10th. This is in the Northeast section of town at U. S. 25 Bypass and State Road 81.

A Dutch Treat Hospitality hour, beginning at 8:00 P.M. will be in store for those who come on Saturday evening in order

to enjoy the full day's program on Sunday.

Sunday's meeting will convene at 10:00 A.M. and a Banquet will be held at noon. Regular business meetings of the auctioneers and the auxiliary will be held. The "Derby Dolls" of Lima, will entertain. (The 'Dolls' are real live dolls pictured elsewhere in this issue.)

The afternoon will consist of Moderator-Panel type discussions with Col. Don Stafford as Moderator. Subjects and participants will include: General Qualifications of an Auctioneer — Col. Gene Slagle; How to Get Started in the Auction Business — Col. John Watson; How To Exist and Expand in the Auction Fields — Col. J. M. Darbyshire; Making the Public Auction Minded and Maintaining Their Confidence — Col. Clarence Latham. Questions from the floor will be a part of the program.

Stamp Brings \$5,200

NEW YORK CITY — A 2-cent postage stamp showing an upsidedown railroad train brought \$5,200 at an auction held by H. R. Harmer, Inc.

The stamp commemorates the Pan American Exposition of 1901, held in Buffalo, N.Y. It was part of a collection of Margaret Flick Hoffman of Florence, Italy, and formerly of New York.

NOW HEAR THIS—PLEASE

BY COL. B. G. COATS

CONVENTION TIME is almost here. All over the country N.A.A. families are getting ready for the big trip. Road maps and timetables are being studied with care; luggage stored since last summer is receiving critical examination (will that old suitcase hold up again); lists of anticipated expenditures are being checked. (Don't forget that hotel reservation.)

They will soon be on their way — by air — by railroad — by bus — by highway—to Lincoln, Nebraska, and to a National Auctioneers Association convention that holds promise of being an event long to be remembered by those fortunate enough to attend. Our host the Nebraska Auctioneers Association, the N.A.A. Officers and Directors and members of all the convention committees have diligently given their best to present for your edification and entertainment the greatest convention in the history of our Association.



MISSOURI AUCTION SCHOOL
GRADUATION BANQUET
MARCH 1962

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THE LIGHTER SIDE . . .

FAIR WEATHER FRIENDS

Just as Pat was about to enter Moriarity's saloon, Father O'Halloran came around the corner. Button-holing the presumptive miscreant, the father delivered a lengthy lecture.

"Now, Patrick," he finished, "I want you to go to your wife. Ask her forgiveness for your wicked and intemperate ways. Tell her that you have seen the light and are ready to turn over a new leaf. That is all, Patrick. Go now!"

But when he was released, Pat again made determinedly for the saloon door. Shocked and surprised, the Father called him back.

"Patrick," he reproved, sternly, "has all that I have said been wasted on you? I thought I told you to go to your wife."

"But, Father," Pat protested, "'tis that I am doing. Sure, an' the ould woman's been in here fer the last hour an' a half."

TAXI STAND

Two men carrying briefcases stopped in front of a New York traffic snarl. One glanced at his watch and looked at the traffic.

"Hmmm," he said to his companion, "do we have time to take a cab or shall we walk?"

TALE OF WOE

Little Johnny was allowed to bring in the kittens when a shrill, protesting meowing and spitting was heard, "Be careful, Johnny," cried his father, "so as not to hurt the kittens."

"But I'm not hurtin' 'em, Daddy," replied the boy. "I'm carryin' 'em real careful by the stems."

OFF COURSE

A river steamer stopped because of fog. An anxious passenger asked the captain, "What's wrong?"

"Can't see up the river."

"But you can see the stars overhead perfectly plain."

Replied the exasperated captain, "Interesting but irrelevant. Unless our boiler busts, we're not headed that way."

GOT 'EM WORRIED

All the employees of a clock company were ordered to assemble in the plant meeting room. Facing them were their red-faced boss and two angry-looking strangers.

"I'm Harris of the FBI," one stranger said curtly.

"I'm Miller of the Post Office," snapped the other.

"All right, you guys," they both said, "who's the joker winding the clocks before they're mailed?"

ULTIMATUM

"And how do you like your new house?" the hostess asked a visiting couple.

"Well," said the husband reflectively, "we have very interesting neighbors — good-looking widows on both sides of us. Most unusual."

"Yes, and it could be even more unusual," his wife purred, "because if I catch you flirting with either of them, there will be three in a row."

SUPPORT

Delighted by the patient courtesy of the policeman, the visitor to London had fired some dozen questions at him with scarcely a pause for breath.

"Now tell me something about yourself," she added. "That little chin-strap you wear — what's it for?"

"That, madam," replied the lawman firmly, "is for holding our chins up after answering the many questions ladies ask us."

THOUGHTFUL MEDIC

The chap had just been operated on in a hospital. When he opened his eyes the first thing he noticed was that the window shades in his room were down. He summoned the doctor and asked why they were that way.

"There's a fire across the street," replied the medico, "so I pulled the shades down, because when you awakened I didn't want you to think the operation had been a failure."

IN UNITY THERE IS STRENGTH

PROBABLY LESS

Biologists say a single oyster can produce 100,000,000 eggs a season. Imagine what a married oyster could do!

DOCTOR TERMS

"Hey, Pat," the filling station attendant called to the owner, "your doctor is in here with a flat tire. "Good!" was the reply. "Diagnose the trouble as puncture wounds resulting in a prolapsed perimeter. Prescribe plastic surgery followed by complete treatment with inflatus windus. Then charge him accordingly!"

THREAT OR PROMISE?

Enraged because her husband had left his money to someone else, the widow went at once to the monument maker to have the inscription on his tombstone changed.

"Sorry," said the man, "but you ordered 'Rest in Peace' and it can't be changed."

"Well, then," returned the widow, "just add underneath 'Till We Meet Again.' "

THE FINE POINT

The mountain youth, a recent bridegroom, limped to the village one morning, an eye well blackened and his head skinned.

Chancing to meet the community's old pastor, the casualty said. "Reverend, you can rest your eyes on what Lucy May did to me last night with a skillet. And you're the one who told me that if I'd get married I'd be at the end of my troubles."

"Yes, I know, son," replied the kindly parson, "but if you recollect, I didn't say which end."

DIFFICULT DECISION

"What are the town fathers debating?"

"Whether to keep up the good roads and fine the motorists for speeding, or maintain a mudhole and charge them for hauling 'em out."

FAIR WEATHER FRIENDS

"Since he lost his money, half his friends don't know how many more."

"And the other half?"

"They don't know yet that he has lost it."

THE SUBTLE APPROACH

Her: I think dancing makes a girl's feet too big, don't you?

Him: Yeah. (pause).

Her: I think swimming gives a girl awfully large shoulders, don't you?

Him: Yeah. (pause). You must ride quite a bit, too.

OVERTIME

A personnel manager was interviewing the applicant for a job. "How long did you work on your last job?"

"Fifty-five years."

"How old are you?"

"Forty-five."

"How could you work on a job 55 years and only be 45 years old?"

"Overtime."

ACCOMPANYMENT

A father, listening to his 7-year-old scratch away on his violin while the dog howled dismally nearby, finally asked the boy, "Can't you play something the dog doesn't know?"

REALLY ILL

Tommy — Did you have influenza as bad as I did? I had to stay away from school for three weeks.

John — I had it much worse than that — I had it in the holidays.

DROWNING?

Mess Cook—Can I help you with your soup, mate?

CB—Whattaya mean, help me? Don't need any help!

Mess Cook—Oh, sorry. From the sounds you make I thought you might want me to drag you ashore.

LOQUACIOUS LAD

Father: "You can ask a question but make it short."

Small Son: "Well, when a doctor gets sick and another doctor doctors him, does the doctor doing the doctoring have to doctor the doctor the way the doctor being doctored wants to be doctored, or does the doctor doing the doctoring of the doctor doctor in his own way?"

People who say they don't get all they deserve usually don't know how lucky they are.

NAA Member Buys Control Of Bank

Edward Krock, member of the National Auctioneers Association, and President and Treasurer of Edward Krock Industries, Inc., Worcester, Mass., and an associate have purchased controlling interest in the Guaranty Bank and Trust Co. of Chicago.

The bank has deposits of \$13 million and the price paid by Mr. Krock and his associate, Robert L. Huffines, Jr., was reported in "the medium seven figures" for control. Krock will be elected chairman of the board. He and Huffines have been previously associated in oil and gas ventures in the Southwest and Canada.

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industrial properties, among them a paint company in Baltimore of which Krock is chairman. The bank purchase is described as a form of diversification. Krock is also a director of the Boston & Maine Railroad and the Worth Fund of New York.

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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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