

the AUCTIONEER



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It's Great To Be An Auctioneer

By COL. RAY SIMS, Leawood, Kansas

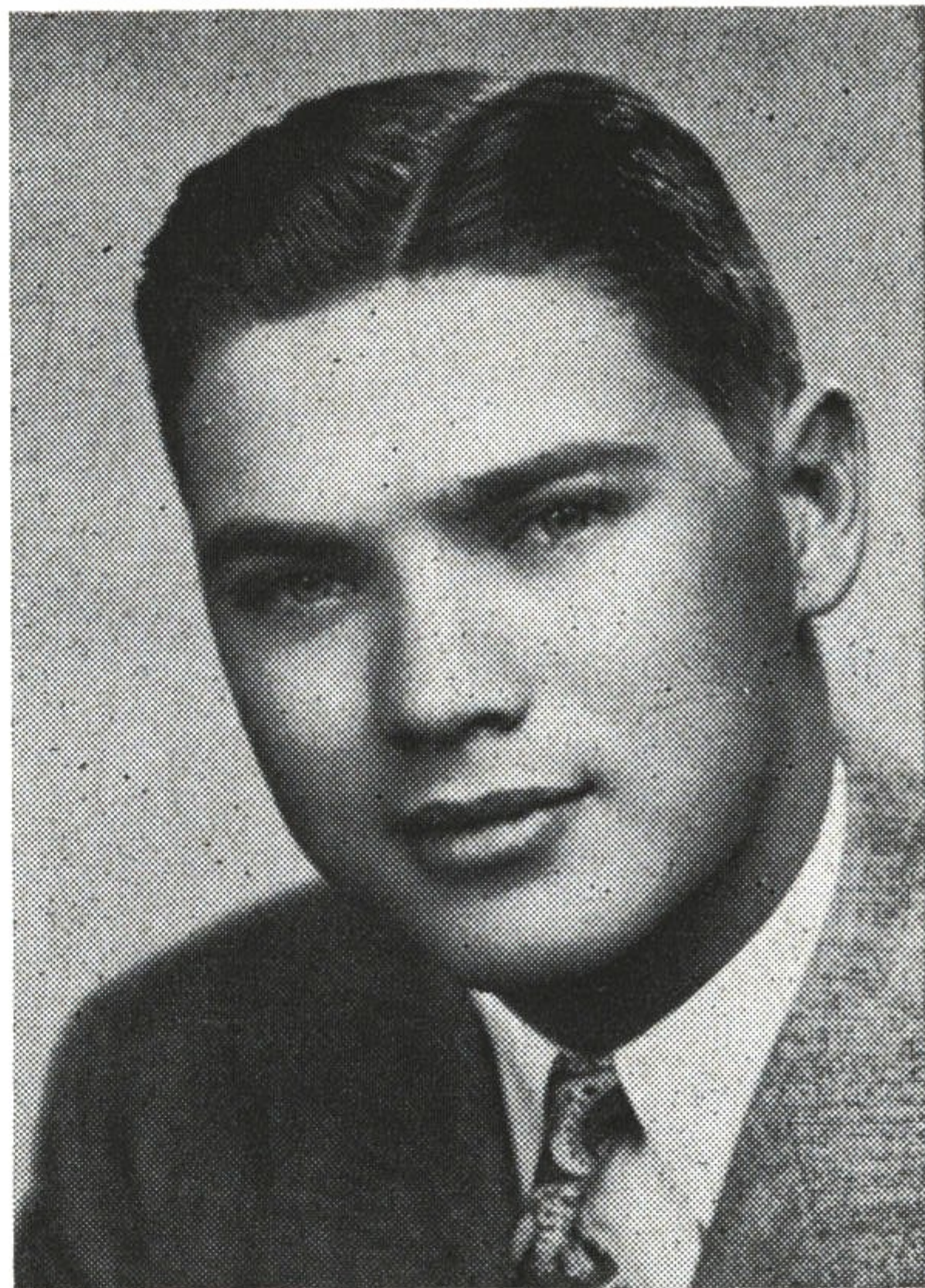
As the auctioneer is taking a more prominent place in his community, he is called upon to do many things that are not related to selling a sale. Everyone, of course, is asked to help with "free will" drives. Many times, they need someone who is well known and knows about everyone in the county. Naturally, they call upon the auctioneer who is selling most of the sales. This is one way which the auctioneer has changed in helping in his community in the place of selling pie suppers free of charge.

Some years back, pie suppers were very popular in many parts of the country. Some auctioneers sold them free and some charged, depending on how old he was or if he were just getting started in the auction business. Some of the great experiences came from selling these pie suppers, especially if the school teacher was a very young and attractive one. If this was her first year teaching and she asked just right, you naturally marked that one off with "no pay."

Sometimes you might be walking down the street, minding your own business, when the banker catches up with you and wants to know if you think some farmer would be a good risk for a loan on some cattle, machinery or even buying a farm. You hesitate to answer him because the farmer might be a good friend of yours and you know the banker is or he wouldn't have asked you. Just another job you are asked because of the position of being an auctioneer.

After having a large sale and possibly one a little trying, you look forward to getting home where you can relax, pull off your shoes by the fireplace, read the paper and have a quiet evening with the family. Arriving home, your wife informs you one of the children volunteered you would come to the school house that evening and bring your speaker system. It is so easy to get one from the auctioneer, because it is natural for him to have one.

The next evening, you know you have it made because your favorite programs are



on T.V. You will eat a little early and the whole family will enjoy this evening together. But, when you arrive home, your little daughter informs you she would like for you to take her over for her music lesson and on the way back she will sell Brownie cookies. Of course, you thought it was all right for her to be a Girl Scout, so you are off again.

When you get home much later, the phone rings and it is a man wanting a sale date. You light up like a Christmas tree because the pay off is coming. When you hear how much the sale might run, you can readily figure the commission. When you hang up the receiver, you turn around to the family with a big smile and say "Thank God, I am an auctioneer."

Any Auctioneer who is satisfied with serving merely his neighbors, blinds himself to plentiful business that might come with the asking. Reach out. Limits need not mark the boundary lines of your profession. Miles vanish before the long arm of perseverance. Barriers of distance disappear.

—B. G. Coats

Kansans Finalize Convention Plans

Officers and Directors of the Kansas Auctioneers Association met in Beloit, March 10, to finalize plans for their Annual State Convention. The Porter Hotel in Beloit was selected as headquarters but the convention assembly, luncheon and ban-

quet will be held a half block away in the Municipal Building.

Kansas has experienced a steady growth in membership and a drive is now in progress to get every auctioneer in the state into the State and National Associations by convention time.

June 2 is the date of this year's meeting with a meeting of the officers and directors the preceding evening.

Invest In Your Future

Would you invest \$100 to receive \$5,000 in return? Such a thing is possible when you attend a convention, because you can receive a new idea which can make you this much or more in your auction business. It can safely be said that attending an auctioneers convention is not an expense but an investment in your future.

No man connected with the auction business can know all the answers to problems which arise; therefore the place to get the answers is by discussions with fellow auctioneers who have the same or similar problem. How they solved their problems can help you. How they booked their sale might give you a new inspiration for accomplishment.

Our auction business is ever moving and changing and new ideas and techniques are ever being developed. A new idea for booking, advertising or clerking could make the great difference between success and failure.

It is noticeable that the most successful people in the auction business are the most generous in giving of themselves. They find that by giving they receive more abundantly. You will find these people at all conventions.

Where could you receive better information and knowledge and up-to-the-minute facts on your business than at meetings conducted by specialists in that phase of auctioneering. You can not afford to fall behind in our today's competition. Your presence at meetings will give credit and standing to your firm. People will associate you and your firm as among those best informed in the auction business.

You will receive good contracts far above your highest expectations. You will begin to feel a pride and enthusiasm in the business you are in.

When you return from a convention you will have a new inspiration and clearer approach to problems at hand. Problems which seemed insurmountable will have vanished; because you will have found the answers.

Again, I say: you can't afford not to attend, because you need those new ideas to stay successful in the auction business.

J. Meredith Darbyshire, President

An Auctioneer's First Sale

By DAN BAKER—A nineteen year old Auctioneer from Bucyrus, Ohio

It all started on the first day of December 1962. I had just returned from a seed corn dealers banquet and went to see a farmer on a report that he was quitting the farming business.

When I arrived the farmer was not at home and his wife told me that he would be back in about an hour. I left and went to a sale about five miles away to see an auctioneer that I knew the farmer wanted for his sale. I thought perhaps this auctioneer could come with me and help me book the sale. When I arrived at the sale the auctioneer had already left on some important business matters and no one knew when he would be back. After a moment's hesitation I decided to see the farmer alone.

When I got back to the farm the farmer was still away on business so his wife invited me to sit down and wait because he should be back any minute. I sat down and waited—time went so slow, why didn't he come? Then finally I heard him — thoughts of fear and doubt gripped me as I nervously paced the floor. What would I say to him? What would he think of me, a boy auctioneer? A boy auctioneer that wanted to cry his sale — his life savings.

After we had talked a while the fear and uncertainty left and confidence began building inside of me. We talked for quite a while and he finally consented to giving me his sale if it would be all right with the other auctioneer. I started out the door to contact the other auctioneer and told the farmer that I would be back in half an hour.

That was the start of a long and gradual climb in the auctioneering profession. I finally found the other auctioneer and took him back to the farm house with me. Together we booked the sale for February 26, 1963. That date sure looked a long way off but the days flew.

On the second week of January the other auctioneer and I went to the farm and wrote the sale bill for the sale. It was going to be a big one. There was a lot of farm machinery, hogs, sheep, dairy cat-

tle, feed and household goods. I started slapping sale bills up all over the country and telling everyone of my first sale.

Time for the sale was getting closer and closer and before I knew it the day before sale day was here. I went to the farm and helped the farmer set up some of the items to be sold. We also shined up the big Farmall M till its red color gleamed. It was a stormy day and the snow was blowing hard against our faces. We were all hoping that sale day would be a lot warmer and agreeable. Everything was ready but the furniture and the marking of the cattle which we would do before the sale. So we headed for home.

I did my chores that evening with many things running through my mind. Everything seemed so right, so still, so calm, like nature after a terrible storm. After completing my chores, I ate supper and went straight to bed. I lay there with all the anxieties of sale day preventing me from sleeping. I don't know exactly when sleep overtook my numbed brain, but it didn't last long enough for I was still somewhat drowsy the next morning.

Upon rising, I found, much to my dismay, that the weather was not very agreeable, something like 25 degrees below zero. Who would want to stand out in that kind of weather for a sale? The sun was shining and there happened to be no wind so the temperature came up ten or twenty degrees before the sale started.

I did my chores, ate breakfast and put a white shirt and tie on along with a new pair of pants. Then I bundled up in the usual auctioneers outfit. I was ready to go to my first sale. I got into my old reliable "53" Dodge truck to find that this of all days it wouldn't start. I went to the house to call Dad who worked twenty-five miles away but I couldn't get him. Finally after much desperation I got a ride with my uncle's father.

The sale was to start at 11:30 a.m., and I finally made it there about 10:30. The furniture had been moved outside and everything was ready to go except the marking of the cattle which was no problem at all.

Then the moment I had been waiting so long for came and the sale was ready to start. The older auctioneer introduced me and we were off. He sold the small items on the wagon and I sold the furniture. When my turn came I had a crop of butterflies that I was sure no butterfly collector ever had. I started calling and the fear soon left and before I knew it I was having fun. The furniture sold good. After all these items were sold, we went to the machinery and I sold every other item. I sold the hay, grain, and dairy equipment and my business associate sold the livestock.

The sale ended a real success and I got a lot of compliments. Laughingly, some of the bidders said I had missed their bid and some said I had taken theirs when they hadn't bid but I guess that's natural for a new auctioneer.

After dispersing from the heat of the sale and realizing that I had actually called an "honest to goodness" sale, I helped a few buyers load their goods then went to the house to figure the expenses. The owner was very happy with the sale and so was I.

I finally got a ride home and went to bed but as before I couldn't sleep. I tossed and turned remembering the activities of the day and the fear I had when I was asked to call my very first sale. I knew of all the sales I might have in the future I would never forget this one, for it was my very first.

NLDA Officials At Washington Meeting

LAMAR, COLO.—William D. Reamy of Fredericksburg, Virginia, President of the NATIONAL LIVESTOCK DEALERS ASSOCIATION and William W. McCoy of Lancaster, Pennsylvania, delegate, attended a conference in Washington, D. C., March 10-12, held by the House Subcommittee on Livestock and Feed Grains with Congressman W. R. Poage of Texas presiding.

Attending this meeting were representatives of several livestock trade industry associations and officials of the Packers and Stockyards Division of the USDA. Purpose of this session was to discuss the

issues concerning administration of the Packers and Stockyards Act with the industry. Previous to this meeting, the Livestock Auction Markets Association had cited the P & S Department with "Irresponsible application and interpretation of the harsh term 'insolvency,' contrary to accepted business credit and banking practices."

After a preliminary meeting Sunday afternoon, the first day's sessions included a background which led to the request for the committee inquiry with Packers & Stockyards officials explaining the act and its present application. This also led to a request by various House Committee members for the industry representatives present to cite specific examples.

Examples were presented the second day to such an effect that the Department admitted changes were necessary in the regulations and that their policies would be reviewed.

President Reamy announced that the meeting was well attended and felt that a considerable stride was made to assure future Livestock Industry conferences with the task of revising present regulations under the Act. It was also the opinion of the industry representatives present, that the House Committee does not consider the matter closed and is anxious to resume hearings on the above.

The NLDA has strongly urged in the past, that such conferences be held with the Department to revise the outmoded regulations in effect at the present time, and both Mr. Reamy and Livestock Council Delegate McCoy voiced their opinion that much had been accomplished to this extent during the conference held in Washington last week.

NEW MEMBERSHIP is The National Auctioneers Association's most important business and should be the most important business of every member if our Association is going to continue to GO and GROW. Without new members we would soon cease to exist. New members bring to our Association Enthusiasm — Manpower — Ability — Devotion — Loyalty — Sincerity and Finance. New members are our Associations' very existence.

—B. G. Coats

Observations And Suggestions

By COL. LOU WINTERS, Toledo, Ohio

During the early spring months we do considerable advertising, using reproductions of testimonial letters from satisfied clients. We find this type of advertising carries a lot of weight with the public as it is good clean material provided us by people for whom we have done a good job. The attached advertisement cost us \$55.00 for one insertion but the gross commission on one of the sales was \$1250.00 and the other \$1950.00.

My wife and I left for Florida right after the Ohio State Convention in Columbus, but my associates have the know-how from the time the contract is signed until the last article is sold. And it doesn't stop there either as the building in which the sale is held must be swept out and put in an orderly manner. We find this pays real dividends.

We are always so busy in our real estate and auction business that we do not find time to sit around and worry about license laws or city ordinances pertaining to auctioneers. It is my opinion that there is far too much time spent at the State Meetings worrying about licenses and ordinances.

I am also of the opinion that there must be a great number of auctioneers and auction companies like ourselves that are not the least bit interested in purebred livestock but would like to attend at least one session where the commercial auctioneer could learn something and could give something.

In the southern part of Florida I checked with a city mayor to find out why there were no auctions held in his city. He was quick to answer, "Auctions are not allowed unless the auctioneer pays the city \$1,000.00 before the sale." I am following it up and have received a letter from the mayor stating that it is now before the city council to eliminate such foolishness and set up an annual fee for auctioneers within reason.

I think it is the duty of all auctioneers to check such things. According to this particular mayor, the ordinance providing for the \$1,000.00 fee had been on the books

since 1929. It all happened through some sort of a dishonest jewelry auction in the city. I think I have convinced the mayor that most of today's auctioneers are honest and are not out to "take" the public.

It has been my observation that auctioneers are lax in being presentable to the public, especially where they are dealing with women. I mean by this statement that an auctioneer, if he works for us, must have his hair cut, shoes shined, wear a necktie and never smell of booze. You must have the confidence of the public and having a late model car and keeping it clean are good pointers for the man starting in business. Attendance at church and membership in civic organizations are important as well as donating some of your time and cash for worthy projects.

Another good pointer for the beginner is to get down town or in a business location to hang out your shingle. No one wants to come to your home to talk real estate or an auction sale.

Never cut your rate in order to get a sale. If you hear of it you can always say as we do, "He knows what his services are worth and we feel we know what our own are worth." You will usually end up by getting the sale.

Never speak ill of another auctioneer or any business man and don't claim to know anything about the other fellow's business as you have all you can do to run your own.

Keep your nose clean and your shirt clean and keep your name before the public. The years will pass and you will soon become established.

SEE YOU IN CINCINNATI !!

During the next twelve months, what articles will "THE AUCTIONEER" unfold for you? Nobody knows that, as yet. We do know that the articles will be clustered around the problems and opportunities for Auctioneers. Ideas and experiences that will help you see your own problems more clearly and they will provide you with good hunting for your personal interests.

—B. G. Coats

Ninety-seven Members Processed In Month

Thirty-two men becoming members of the NAA for the first time enabled us to attain an all time high membership for the association as reported on another page of this publication. Added to 65 renewal or reinstated members we had a very active period from March 16 through April 15.

Following is a list of those whose memberships were received during the above named period. The asterisk indicates a new member.

Mearl Maidment, Ohio
 Frank J. Barron, California
 Edward A. Robbins, Colorado
 Henry A. Wilson, Florida
 Clarence Prange, Iowa
 James A. Luggen, Ohio
 *Jerry D. Williams, Washington
 *Nino Damilano, Illinois
 *Todd Roesch, Illinois
 Garwood Gerdes, Texas
 J. E. Russell, Illinois
 Arnold H. Hexom, Iowa
 *Carrol Torgerson, North Dakota
 Freeman F. Glenn, Michigan
 *Chester Klemans, Indiana
 *Don G. Gmelich, Illinois
 *Fred Bretto, Illinois
 Roy E. Cagle, Texas
 Lawrence D. Mudd, Kentucky
 David H. Levine, Minnesota
 Bill Ware, Ohio
 *Lloyd W. Anseth, North Dakota
 *Max Dean, Missouri
 *Raymond Downing, New Mexico
 *Buster Singleton, Missouri
 *Dean Cates, Missouri
 *John F. Meyer, Kansas
 John D. Case, Indiana
 George E. Michael, New Hampshire
 Don Burke, Kentucky
 Edwin Freeman, Kentucky
 *C. T. Samson, Kentucky
 *Harold Bissantz, Ohio
 Lester Martin, Indiana
 *William Kerns, Indiana
 Leroy Moss, Illinois
 Frank Van Veghel, Wisconsin
 Peter Van Veghel, Wisconsin
 M. A. Ward, Colorado
 C. E. "Ken" Reed, Colorado
 Leroy H. Jones, Wisconsin

*Ruel S. Harold, Iowa
 Harold Cohn, Georgia
 Clyde Jones, Oklahoma
 William E. Ransom, New York
 Van D. Woolems, Indiana
 Joe Reisch, Iowa
 Howard M. Shults, Colorado
 *Harold F. Stoneborner, Texas
 Charles Vosburgh, New York
 Joseph J. Maas, Minnesota
 *Cy H. Jones, California
 *George L. Broderson, Minnesota
 *R. E. Harris, Arkansas
 Joe E. Gingerich, Kansas
 Pete Younger, Missouri
 Paul W. Lavengood, Indiana
 *Victor D. Bremer, Nebraska
 *Melvin J. Johns, Nebraska
 Howard Roland, Colorado
 Frank Deeb, Indiana
 John L. Leibel, South Dakota
 *Ray W. Nelson, Washington
 *Bert Trane, Minnesota
 *Lyle Oliver, Colorado
 John Beswick, New York
 Earl R. Smith, Texas
 Guy G. Price, Indiana
 James E. Allen, Illinois
 *Sherman Hostetter, Pennsylvania
 B. Schwadron, New York
 A. F. Strawser, Illinois
 Pierce Smith, Georgia
 Joseph F. Ryan, Missouri
 Adrian Mereiotto, Iowa
 *Gene Rogan, Texas
 Raymond C. Bender, Maryland
 Millard F. Merrill, Ohio
 J. C. Lumpkin, Oklahoma
 George Bagby, Wyoming
 Ronald J. Tull, Virginia
 R. O. Root, Jr., Virginia
 L. G. Schoatman, Wyoming
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 B. W. Kimbrell, Iowa
 C. William Cubberley, New Jersey
 William Hadley, Indiana
 *Jimmy Butts, Kentucky
 *W. R. Walters, Kentucky
 *Melvin Conley, Kentucky
 Lester Senty, Wisconsin
 John L. Jackson, Illinois
 H. "Skinner" Hardy, California
 C. M. Sturgul, Wisconsin
 Max Pollack, Rhode Island
 Joseph R. Bove, Vermont
 *Joseph A. Lopshansky, Ohio



WESTERN COLLEGE OF AUCTIONEERING BILLINGS, MONTANA, CLASS OF MARCH, 1963

FRONT ROW, LEFT TO RIGHT: Steve Black, Dodson, Montana; Lefty Hartman, Carson, North Dakota; Jack Nienhauser, Sidney, Nebraska; Jack P. Wilson, McCracken, Kansas; Lew Parker, Boise, Idaho; Lloyd "Speck" Holliman, Dalhart, Texas; Roy Butler, Jr., Custer, Kentucky; Harold Musser, a visitor.

SECOND ROW, LEFT TO RIGHT: Murray Kendrew, Fairview, Alberta; R. E. Williams, Vancouver, Washington; James "Buck" Jones, Dodge City, Kansas; Roger Nedrow, Flora, Oregon; Lonnie Hale, Weiser, Idaho; Robert Cross, Masonville, Colorado; Marvin Utigaard, Outlook, Sask; Bert Trane, Karlstad, Minnesota; Wayne Beastrom, Hazelton, North Dakota; Lafe Wilson, Clarkston, Washington.

THIRD ROW, LEFT TO RIGHT: Robert Smithens, Calgary, Alberta; Philip Black, Lehi, Utah; Dean A. Keddie, Fairview, Alberta; James Rash, Quonset Point, Rhode Island; Gary Woodring, Holdrege, Nebraska; Ray Nelson, Redmond, Washington; Verlin E. Koenig, Sidney, Montana; Lyle Oliver, Norwood, Colorado; Doug Clemens, North Wales, Pennsylvania.

BACK ROW, INSTRUCTORS: Brad Wooley, Little Rock, Arkansas; Jim Messersmith, Jerome, Idaho; R. J. "Bob" Thomas, Billings, Montana; Bob Musser, Cody, Wyoming.

You May Not Agree With Me . . . But

By COL. B. G. COATS

Auctioneers are going to get clobbered more and more for licenses unless drastic steps are taken and taken at once to stem the tide of selfish legislation.

For many years the writer has urged upon the membership of the N.A.A. the necessity of an Auctioneers Licensing Act on a state level and has recited time and time again the need for such legislation. Many and varied are the valid reasons for good, sound and constructive legislation.

In reviewing some of the state Auctioneers' Licensing Acts that have been enacted I am of the opinion that in many instances they could be improved upon by amendments to existing laws. It has also been discovered that in many of the states a non-resident Auctioneer is not recognized until such time as he makes application for an Auctioneer's license, fill out numerous forms, supply a bond, sponsored by one or more licensed Auctioneers within the state wherein a license is desired. Report for examination on a certain date and then wait for the approval or rejection of your application.

The average auction sale is not booked far enough in advance to permit the out-of-state Auctioneer to comply with the many asinine requirements and in some instances the exorbitant fees. If an Auctioneer is a member of his state Auctioneers Association or of the National Auctioneers Association, should not that definitely establish ample evidence that he is a recognized Auctioneer and upon payment of the fee required make him eligible to be granted a license?

Show me an Auctioneer that wants to go through all the irritations and aggravations above stated. I cannot make myself believe that the Auctioneers in the various states are so selfish that they designed their particular Auctioneers Licensing Act with only themselves in mind. If they did and the existing law or any future laws enacted do not take into consideration the out-of-state Auctioneer, then the Auctioneer profession is doomed and you

who have been a part of such legislation are defeating yourselves and your Association is in for one hell of a struggle.

If you are interested in your profession you will abolish now and for all time your selfish interest and make your interest the concern of others. Unless this serious situation is rectified immediately, count yourself as one who helped to sound the death knell of the Auctioneering profession and of Auctioneers Associations. It is not too late to amend your existing laws and to give intelligent and constructive thinking to legislation you contemplate in your respective states.

Your opinions through the medium of "THE AUCTIONEER" will be read with interest and I challenge every reader of this article to give me one intelligent reason why the out-of-state Auctioneer should be subjected to the abuses inflicted upon him by those who were or are actuated by self interest.

Auctioneering has become increasingly specialized. This, on occasion, leads to critical comment, on the ground that the general Auctioneer may be in danger of extinction. Such is far from likely. The general Auctioneer serves a purpose of the utmost importance and value. His knowledge and competence are greater now than they used to be. But specialization has become an absolute necessity. What it means is that no Auctioneer can cope with all phases of the business. None can be a combination of specializing in cattle—antiques — art — tobacco — real estate—horses — hogs — furs — produce, etc. That is why the purebred cattle Auctioneer doesn't attempt to sell furs, nor does he attempt to discern the complex ramifications in all the other fields of Auctioneering. If each Auctioneer had to practice entirely within the limits of his specialization, the advance of Auctioneering would be limited. The general Auctioneer and those specializing in every phase of the business working in concert, have and will continue to provide the finest standards of Auctioneering.

—B. G. Coats

285 License Laws Feed The State Bureaucracy

By RICHARD BRADEE

Reprinted from the Milwaukee (Wis.) Sentinel, Issue of March 25, 1963

MADISON, Wis. — Those looking for a way to trim the state bureaucracy could start on the 285 license and registration laws which provide busywork for hundreds of civil servants.

The laws provide status for stallion owners, private detectives, doctors, wild rice pickers and several hundred other classes of citizens who had the foresight to lobby a "fence me in" law through the legislature.

The list of licenses gets longer every year. A count of bills introduced in the 1961 session showed a third of all measures dealt with professional licensing, regulation or privilege.

"Fence me in" bills are traditionally written with "grandfather clauses" to keep legal everyone in business when the law is passed. Those who came later have to pass tests and other hurdles.

The legislature's finance committee asked the state department of agriculture to produce a profit and loss statement on the 32 license activities it has. The state showed the licenses brought in \$272,256 last year and cost \$868,630 to administer.

State Agriculture Director Donald M. McDowell gave as an example of a license law gone awry the handsome certificate he signs for "mongrel or scrub stallions." The certificate can be displayed by horse owners proud of the fact that their stallion is "not of pure breeding."

There are 260 stallions, pure and otherwise, licensed by the state. The total revenue is \$812 a year and the cost of administration is three or four times that.

The mongrel license is one of the few state awards that lack the prestige factor.

Most of the licensing bills in the legislature are more high sounding. Barbers want newcomers in their profession to be better educated; television repairmen want to keep rascals out of their business; insurance agents want to up-grade their profession.

License and registration laws are justified on the grounds that they protect the public. But in reality, they protect the people licensed.

Boards and agencies which regulate trades and professions are composed of members of the trade or profession. Instead of state regulation, the license laws in most cases are self-policing with the power of the state held in reserve for enforcement.

Trades regulated by laws work under laws written for the most part by members of the trades.

The finance committee, hard pressed for money to meet state spending needs, asked McDowell and heads of other state agencies for profit and loss statements with an eye toward increasing license fees.

In the agriculture department, the state could bear part of the cost of licensing industries and professions. The state's share would be to pay for the public protection involved.

But some of the license holders now pay less than the cost of the paper their license is printed on and the mailing costs.

Agriculture department licensees include 32 limburgers cheesemakers, 706 milk and cream testers, six poultry dealers, 169 brands of anti-freeze, 142 livestock remedies and 367 slaughterhouse operators.

Other state agencies license midwives, watchmakers, undertakers, plumbers, muskrat farmers, **auction dealers**, peddlers, doctors and lawyers.

Chances are good that the 1963 legislature will pass license laws for more professions. Among the businesses liable to get new license laws or changes in the old laws, if pending bills are passed, are:

Peddlers, architects, **auctioneers**, bank holding companies, barbers, cemeteries, business development credit corporations, hospital service corporations, cosmetologists, dance halls, doctors, engineers, family court commissioners, nurserymen,

nursing home operators, real estate brokers, truckers, television technicians, podiatrists, pharmacists, nurses, optometrists, traveling shows, driver schools, land advertisers and smelt fishermen.

The Older, The Costlier at Auctions

By EARL G. TALBOTT

The enduring value of antiques—even old automobiles—is reflected in the continuing high prices such items fetch in the heavily competitive New York auction rooms.

Whereas modern furniture, no matter how well constructed, brings only a fraction of its original cost—a lot of it even goes begging because no one is willing to pay for hauling it away—old pieces not only are objects of fierce competition among bidders but mount in value as they mount in age.

Beauty often is secondary to date of manufacture, and an item frozen in Victorian ugliness can engender brisk bidding because of its indubitable antiquity.

Like fashion, furniture has its cycles of popularity, and an Adam or Chippendale piece from the Georgian era can well bring more than an artifact linked to Louis Quatorze, Quinze, Seize or even Treize, if its star is in the ascendance.

One exception to this is Chinese furniture, especially of the Ming dynasty; because of its simplicity of design and minimum of carved decoration, it can blend so well with any period of the West that even reproductions, if they adhere to the authentic line, are in demand.

These trends are exemplified in the report of the Plaza Art Galleries, Inc., 406 E. 79th St., on season operations that ended June 30. The galleries conducted 82 sessions that brought \$2,029,663.29. Other than jewelry, silver and furs, whose values remain fairly stable, the report reflected the demand for period French furniture, which is scarce, and, hence, a concomitant demand for faithful French reproductions.

At one sale, an XVIII Century Louis XV inlaid rosewood serpentine-front commode brought \$2,400; a XIX Century petite Louis XV walnut and porcelain inlaid single-drawer table mounted in bronze dore went for \$1,100; a small inlaid XIX Century

Louis XV two-drawer chest brought \$1,900; a Louis XVI carved and grey painted bergere of the XVIII Century went for \$750, and a pair of Louis XV inlaid kingwood and rosewood cabinet with Sevres porcelain plaques mounted in bronze dore was bid in for \$2,100.

The Peak Price

One of the highest prices of the season, \$11,000, was paid for an XVIII Century American Chippendale carved mahogany block-front secretary, formerly in the Duncan family of Massachusetts.

Another American XVIII Century Chippendale piece — a carved mahogany drop-leaf card table with ball-and-claw feet — brought \$2,500. An English XVIII Century mahogany three-part pedestal dining table with brass-castered feet went for \$800, and an American XIX Century maple duckfoot chest of drawers was sold for \$750.

At a sale of antique and classic cars, which drew wide interest, a 1930 Duesenberg brought \$5,300; a 1926 Isotta Fraschini, \$3,650; a 1926 Hispano Suiza, \$3,700; a 1930 Bentley, \$3,500; a 1931 Duesenberg, \$10,000, and a 1930-32 Alfa Romeo, \$3,100.

In art, Rouault's "The Three Wise Men" fetched \$12,500. Among books, \$2,500 was paid for an 1807 edition of Carolus von Linnaeus's "Sexual System," Barye's bronze, "Theseus and the Centaur," went for \$2,000.

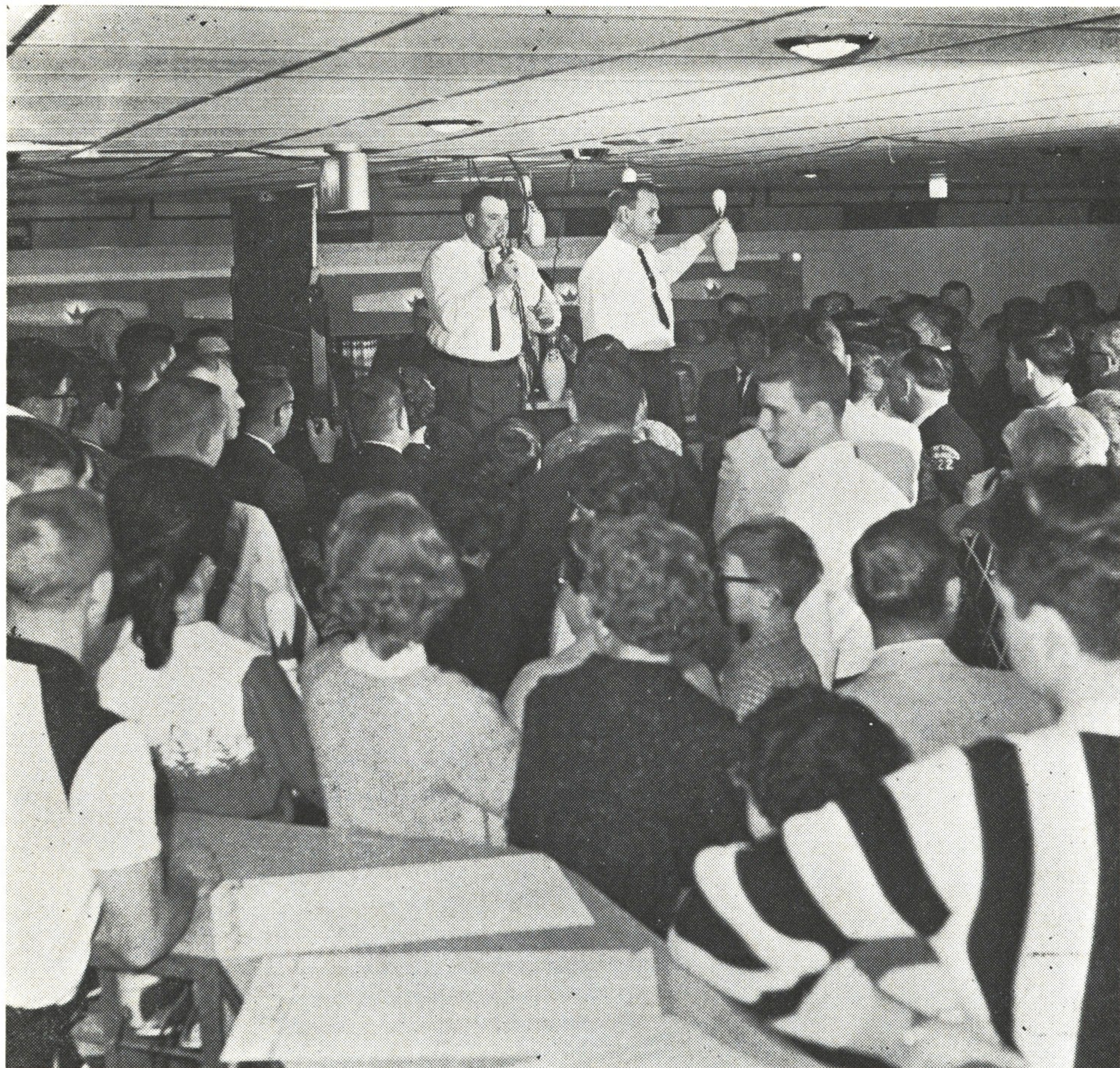
Hart To Speak At West Virginia Meet

West Virginia auctioneers will meet at beautiful Camp Caesar, located near the center of the state on Saturday and Sunday, June 8-9. This will be the Second Annual Convention for this newly formed group.

Activities will get under way at 1:00 P.M. on June 8 and will close with an address by NAA Secretary, Bernard Hart, following noon luncheon on June 9.

A benefit auction will be included with the proceeds going to the Webster County 4-H Clubs who have during the past 35 years built Camp Caesar from a few acres to its present 186 acres.

Invitations have been issued to officials of adjoining states and all auctioneers and their families are invited to attend.



Auction Puts United Fund Over The Top

Combining their talents, a newspaper man and an auctioneer were successful in their attempt to reach the United Fund goal at Pekin, Ill. Dean McNaughton, publisher of the Pekin Times produced the idea and NAA member, Mike Fahnders, served as Rural Division Chairman. Their efforts produced some \$11,000 to push the Fund over the top, the first time this has been done in this Illinois city in the past six years.

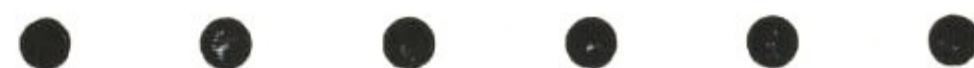
With a bowling alley as the scene of operations, the Mayor's bowling pins were auctioned off by Fahnders. After the pins were sold the Mayor's shoes were sold, one

at a time, followed by his hat which incidentally brought \$500.

A gala atmosphere prevailed throughout the entire session with the bright lights of TV cameras and the presence of radio announcers on the scene to record the many highlights which would be almost impossible to describe on paper.

Whatever your organization be, it adds to nothing more nor less than one individual like you, over and over again. What you do or fail to do can therefore help or hurt its worthy causes. — Ralph S. Day, Sec.-Treas., New Jersey State Society of Auctioneers.

THE LADIES AUXILIARY



Dear Auxiliary Friends:

Do hope you are all enjoying this lovely Spring weather as much as I am. After the severe winter we had here in Illinois, Spring and all its work is really welcome.

Doesn't the time fly though? I planned to get all kinds of things done this winter and now realize I haven't accomplished much of anything.

This is the first year for sixteen years that we haven't had a daughter in the local school system and been involved in all the school activities. I've really missed knowing about all the "goings" on.

Do hope you ladies are making plans to attend the convention in July. This year will be our 13th consecutive one and we are looking forward to meeting all our friends in Cincinnati.

I always enjoy reading about you in "The Auctioneer" so keep writing.

Sincerely,
Mrs. Lewis Marks
Abingdon, Illinois

Michigan's Mrs. Smith

By Mrs. Everett (Addie) Miller

Edith Smith was born in Kentucky, but has spent the most of her life in Michigan—Pinconning and Williamston. She was married to the late C. B. Smith for 38 years and they have three children: C. B. Jr., John and Jean. Edith has 13 grandchildren.

Edith is a charter member of our Michigan Auxiliary and has been both president and secretary — and has worked in any capacity to which she was appointed. She has attended eight or nine National Conventions and was president of the National Auctioneers Ladies Auxiliary.

Edith has always been active in school activities and has assisted in all charities in her community. She attends the Methodist Church, belongs to the Brook Hollow Country Club of Williamston, has been a member of the Library Guild and was advisor to Beta Sigma Phi for 12 years.

Edith had her own cheese shop at their pavillion, west of Williamston for 10 years. I was a frequent visitor and the shop was

always immaculate and well stocked. Edith could tell you about almost every different brand of cheese in the store and where it came from.

Edith is a very capable person at whatever task she attempts, whether work or play. She is especially capable of making friends. She was always interested in her husband's (C. B. Smith) career and was his most faithful supporter in all his endeavors.

Edith lives in a lovely ranch style home in Williamston. She is now selling real estate and keeps busy every minute.

All who know her agree — she has given much to the lives of others and to her community.

Wake Up, Ladies!

In the past issue of "The Auctioneer" on the Ladies Page there was nothing about our organization. Just think, we have over 200 members and no one putting anything in "The Auctioneer."

In the Southwestern Chapter of Pennsylvania we are planning a Benefit Auction at the Burrows Auction House in New

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Ernest Freund, Fond du Lac,
Wisconsin

1st Vice President

Mrs. Timothy Anspach, Albany, N.Y.

2nd Vice President

Mrs. Lewis Marks, Abingdon, Ill.

Secretary-Treasurer

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Mrs. F. Harvey Baldwin, Denver,
Colorado

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Owen Hall, Celina, Ohio

Mrs. Walter Britten, College Station,
Texas

Mrs. Charles Corkle, Norfolk, Nebr.

Wilmington, Pennsylvania to get some money to help operate this new chapter. This will be the first time anything like this has been tried in our section. Therefore, we will have to write and let you know how good the auctioneers are at their own trade.

In June, Pennsylvania will have their mid-year convention at the High Point Inn, Mt. Pocono (June 2 and 3). We would like everyone who can to come and visit with us. As you know this is the home of our old friend, Col. Wayne Posten.

Pennsylvania has grown so large that our chapters only meet twice a year so it is like having conventions in January, June and July.

Time is getting short for our convention in Ohio — come on make it a success.

Any organization is only as strong as its membership! "LET'S HELP MAKE IT BIG!"

Mrs. Margaret Berry

Mrs. Mearl Maidment Stricken Fatally

Mrs. Mearl Maidment, 41, Bowling Green, Ohio, passed away in February after a short illness. Her death was caused by a malignant brain tumor.

A member of the Ohio Auctioneers Auxiliary, she was the wife of auctioneer Mearl Maidment, a member of the Ohio and National Auctioneers Associations. In addition to her husband she is survived by four children, two sons and two daughters, ranging in ages from nine to sixteen years and her father.

Mrs. T.C. Jensen Taken By Death

Mrs. T. C. Jensen, Minden, Nebr., passed away December 23, 1962. She was the wife of Col. T. C. Jensen, a past President of the Nebraska Auctioneers Association.

Mrs. Jensen made a host of friends during the time her husband was active in the Nebraska Association. She helped in entertaining the registrants at the State Convention at Holdredge in 1950, and attended a good many meetings with her husband in the years immediately follow-

ing. For the past several years Col. and Mrs. Jensen have managed Harold Warp's Pioneer Village at Minden.

LIFE IS TOO SHORT TO BE LITTLE

Often we allow ourselves to be upset by small things we should despise and forget. Perhaps some man we helped has proven ungrateful . . . some woman we believed to be a friend has spoken ill of us . . . some reward we thought we deserved has been denied us. We feel such disappointments so strongly that we no longer work or sleep. But isn't it absurd?

Here we are on this earth, with only a few more decades to live, and we lose many irreplaceable hours brooding over grievances that, in a year's time, will be forgotten by us and by everybody. No, let us devote our life to worthwhile actions and feelings, to great thoughts, real affections and enduring undertakings. For life is too short to be little.

—Disraeli

THANKS

For the many cards and letters received during my stay in the hospital and immediately following I am sincerely grateful. You have caused me to feel even more keenly the responsibility that I have to you, the members of the NAA.

Since returning from the local hospital I have visited the Mayo Clinic in Minnesota, and by the time you receive this issue of "The Auctioneer" I expect to be recovering from gall bladder surgery here at home. My operation is scheduled for April 29.

I expect to be back to normal in a few weeks and am planning to see many of you at the Kansas, Wisconsin and West Virginia State Conventions early in June and at the South Dakota and possibly Arkansas meetings later in June.

Bernard Hart

All Auctioneers Should Read "The Auctioneer"

By COL. POP HESS



This column was written on April 15—deadline date and quite a few miles from the publication location. However, I was granted a late date this time due to conditions that were beyond my control. During the past years that I have written a column for "The Auctioneer" seldom have I been later than the 13th of each month in getting my column in the mail on its way to the Editor's office.

Today, following Easter, the sun is shining in Ohio and farm folks are keeping quite busy. However, the auctioneers of Ohio who specialize in Livestock and General farm sales are still very busy and many sales are to be held in these divisions until the middle of May. Prices in all the sales have been very strong. Many Ohio farms have been sold at auction since January 1, 1963, and there were, in about all of the sales, many bidders and good prices.

I am quite sure all our readers were well pleased with the April issue of this publication. The column written by our Editor, Bernie Hart, was a very outstanding one. He brought out many points that were of great advice and also many goals to stand up to in the functions of our State and National Associations.

I have been advised through the usual grapevine of gossip that our Ohio State License Law that is now in the mill for becoming a law has had some revision, especially the one on the APPRENTICE AUCTIONEER. When it is finally written and gets passed it still may need some changes but that bridge will have to be crossed when we get to it.

Membership in the NAA, as of publication date March 15, is still under 1800. Therefore, the goal to reach 2000 by convention time is not very bright, in view of the fact that convention time is only two

months away. By the time the May issue of "The Auctioneer" gets to our readers there is much that could be done in getting the needed word to all auctioneers of this land who as yet are not members of their State and National Association.

All NAA members get this publication but I feel the ones that really need it are the non-members who do not know what is cooking in their State and National Associations. This could be a strong factor in reaching more new members. This can be done only by some kind of plan set up in our State Associations. Our State and National members know what it is all about and when you figure it down to the boiling point we are not hitting at the base of a united front in membership. We must not overlook the fact that many of our middle aged and older auctioneers live a very busy life. They may know of the publication but have failed to have it come to them. We could write pages on this subject and how to improve it but as I see it the success of having a strong State and National Association is getting the words of performance through this publication, "The Auctioneer."

As we approach our coming Convention and hold our mid-year and special state meetings our one great point of achievement is through each State Association to get this publication into the hands of our non-members. The income of this publication cannot warrant the cost of printing and mailing to all auctioneers of our U.S., but under a paid subscription it can be solved. I was very much surprised when one of our good Ohio auctioneers said to me, "I have never seen that publication and understand I must be a member to get it. Not knowing much about these State and National Associations, I have never bothered joining." He left me with the

feeling that the State and National Associations are for a chosen few. He was getting along o.k. without being a member. However, when he read about the coming state law he became very nervous and wanted to know what was cooking and what he should do to take a shot at it.

If he had been a member and attended his State and National meetings and been a reader of "The Auctioneer" he would have known the whys and wherefores. We can and will be of great help to the auctioneers of our land if through some program by states we see that all auctioneers who are active or half active read this publication. This, I am sure, will also bring larger memberships to both State and National Associations.

This somewhat reminds me of an instance observed when I was just a young man. Our old home country church held what they called Protracted meetings. These meetings were held mostly in the winter months with services each week day night and Sundays also. These meetings were to save souls and help those who wanted to live a more Christian life, etc. Naturally they who became interested not only become converted but also joined the church. In one of these meetings I noticed a strong young man. He didn't have many worldly goods but he was a clean-cut man. He worked by the month for a farmer in the vicinity. On one occasion when we had one of our special meetings I recall one of the deacons of the church asking him to come forward and be a Christian and join the church. This is what he said, "Well, I don't think I will this year." "Last year was a very good year for me." "I made and saved a few dollars so I don't think I will need any religion for now." However, something must have happened in this young man's life that changed his mind, for when visiting in that community, some ten years later, I found that this same young man who had denounced religion was a very staunch member of his church and a leader in the Christian way of life.

This little instance can and does apply to all those auctioneers who are doing well and do not feel they need to belong to their State and National Auctioneers Associations. Because in the long run they will only find, as some already have, that

they are not the chosen few, that lightning has struck their tree and the thunder is quite loud. So as for this coming Convention time not only should we set a goal for more members but we should set up a goal for having "The Auctioneer" printed and submitted to those of our profession who need it most. Don't misunderstand me, I am not trying to compare this publication with the Bible. I am just saying that within its pages are many items that the non-member should read and think about. With this accomplished there will be much less chance of those who do not belong of being struck by lightning or blown away in a tornado of legislation.

Fraternity Wins With Screwball Auction

OAKLAND, Calif.—"Who'll give me \$1.25 for Ben Hur's chariot?" cried the enthusiastic auctioneer.

"Ben Hur's chariot" was really a kind of art student's nightmare on wheels and was one of the scores of unusual items auctioned off recently at the California College of Arts and Crafts in Oakland to raise scholarship money for a foreign student.

The patio in front of the college dormitory took on all the appearances of a junk yard as students and faculty hauled in bicycles, bottles, appliances, rugs and even old barrels to be auctioned off.

Some of the more noteworthy contributions included a traffic stop sign complete with post, a 90-pound sack of cement, a football helmet, a marble sink and parts of an old sewing machine.

Members of Delta Phi Delta, national art honor society sponsoring the auctions, wore grins a foot wide as proceeds from the event continued to climb during the afternoon to heights beyond their wildest hopes.

By the end of the day, money from sales reached \$188.83. The art society had figured on raising only a fraction of that amount.

Split-second decisions and bold imagination did the trick, according to Student Body President Dave Alba, one of the auctioneers.

When the bidding was slow, auctioneers

took matters into their own hands and threw in bonus items to sweeten the pot.

For instance, art student Lorelei Weiss not only successfully bid on "Ben Hur's chariot," but came away with a 50-pound sack of steer manure too.

And all for only \$3.55.

Auctioneers Will Picket All Sales

Auctioneers who are protesting high annual license fees in St. Paul and Minneapolis have announced they will picket all public auctions in this city.

Two members of the group, George Broderson and Irvin D. Lewis carried on a picket march today in front of the St. Paul City hall and said the picketing of the St. Paul and Minneapolis City halls and of auction sales will continue "until we get justice."

The auctioneers, through a newly formed

Metropolitan Auctioneers Association, are objecting to a recent increase in license fees in St. Paul and Minneapolis from \$125 a year to \$250.

"Not only that," Broderson and Lewis said, "we are hemmed in with so many restrictions that it is difficult to try any sale in St. Paul. The ordinance says we cannot sell jewelry or furs, or such."

In the ordinance, the list includes silverware, jewelry, watches, clothing or other wearing apparel, or fur garments.

The auctioneers who have appeared on the picket line charged that the doubling of the fee here was inspired by a single auctioneer, who sought and obtained the raise in a move to eliminate competition.

The notice that public sales here will hereafter be picketed was published in want ad columns of newspapers.

The typewriter makes it easy to write, but it's just as hard to think as ever.



Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Space Age Auctions

By OWEN V. HALL

Count Down "2"

In recent issues of "The Auctioneer" there have been several very good articles on why you as an auctioneer should attend the 1963 National Auctioneers' Convention. This month I would like to add some additional thoughts to this subject.

I don't have to be much of a salesman to convince those of you who have attended even one national convention of the importance they play in our success. You know the value of exchanging ideas, getting the latest information on every phase of our business from authorities in each field, and making social and business contacts.

But there are some, I find, who are not so easy to sell. Some say they can't afford to go. Others say they are too busy. And still others say, "if you've been to one, you've been to 'em all."

These people are shirking their responsibility to themselves and their clients who look to them as experts on auctioneering whose knowledge is broad and up-to-date.

Those who say they can't afford to go are missing a chance to make an investment which can produce high dividends in terms of business building ideas—referrals from auctioneers they meet from other parts of the country, and increased knowledge that makes them better able to serve their clients.

Everybody is busy today. But those who find the time to attend conventions discover it is a profitable time-out from their day-to-day business. They form life-time friendships that often result in more business than they could possibly miss while they are at the convention. Who can be too busy to boost his business?

In our ever-changing, ever-growing business, nothing is static—including conventions. Every year there are new developments which we must keep up with or our business becomes an obsolete operation that can't keep pace with our competition.

A past president of one of the country's largest trade associations has made the finest testimonial I have heard for convention attendance. While attending his 50th consecutive national convention he said, "I still learn by talking over experiences with old friends and new friends in this business. At a convention there is always someone who is an authority on any subject, on any problem that is bothering you. They will help you at the convention, and they will help you later, if you get to know them."

Next month the 1963 convention program will appear in "The Auctioneer." I am sure, that after studying it, you will agree that it will pay you — not cost you to attend this great convention. As a reminder the convention will be held July 17-20, 1963, at the Netherland-Hilton Hotel, Cincinnati, Ohio. I hope I'll see all of you there.

CONVENTION FORECAST

By COL. B. G. COATS

Beautiful Cincinnati, is anxiously awaiting the arrival of hundreds of special visitors July 18-19-20. They will be members of the National Auctioneers Association and their families.

Under the leadership of the President, Col. J. M. Darbyshire, plans for the big event were formulated in August, 1962. Those whom he has charged with the countless details in staging a convention of such magnitude have been working long hours and have prepared to go all out to insure its success. Indeed with all the assets that Cincinnati has to offer and those who have volunteered their services, it is easy to anticipate one of the finest and largest attended conventions ever.

President Darbyshire, is particularly concerned with advance reservations. He has stressed that advance reservations gives early indications of attendance. It makes it much more convenient for the members and spurs the efforts of those

who are laboring so hard, so that you can say at the conclusion, "best convention we have ever had." It is not too early to make your reservations. Just write to Netherland Hilton Hotel, Cincinnati, Ohio, and remember these dates, July 18-19-20.

New Auction Firm

Ray L. Burgess and Dean W. Pruitt have joined forces to form the Western Auction Mart with headquarters at 6357 West Yellowstone, Casper, Wyoming. They hold

a weekly sale of furniture, tools, machinery, equipment, automobiles and miscellaneous at their place of business in addition to conducting auctions of all types throughout the area.

Col. Burgess is a member of the staff of instructors at Western College of Auctioneering, Billings, Mont., and Col. Pruitt is a recent graduate of the same school.

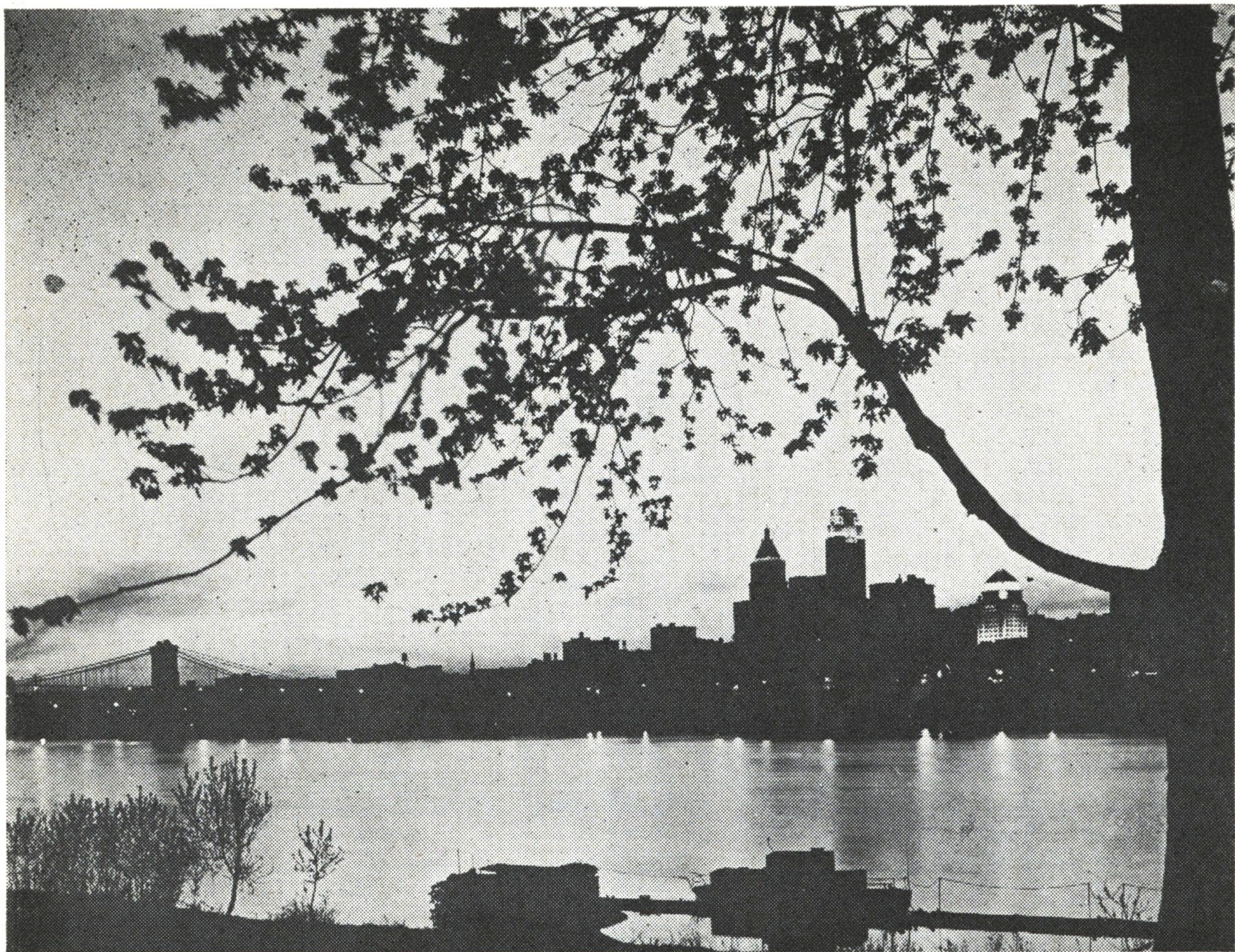
Let's see now. I must remember our Anniversary, Wife's Birthday? I KNOW, I MUST PAY MY DUES.



This quintet, known as "The Taptones" are awaiting you at Cincinnati, where they will entertain at the "Early Bird Party" the evening of July 17. They are a part of the Elmer Hinkle Variety Show that will furnish entertainment at our National Convention.

Cincinnati – 1963 Convention City

Queen Of The Midwest On America's Rhine



Cincinnati became a metropolis in the mid-1800's. Its population spurted as thousands of Irish and Germans came into the city. Irish and German names still predominate here. Also in mid-century, Cincinnati became a major producer of beer, liquor, furniture, stoves and carriages. The auto knocked out the carriage trade, but Cincinnati still is a leading manufacturer of the other items.

By 1857, Cincinnati was too big for comfortable foot travel and horse-drawn trolleys were introduced. Gas lights were installed to light the streets. Some of these lights still are in operation—notably in the residential section of Clifton, where house-holders like their soft reminder of the past.

The war between the states left Cincinnati almost untouched as far as fighting goes, but well-nigh extinguished her com-

merce. Smashed between North and South, Cincinnati picked the North.

No military danger threatened Cincinnati seriously. In 1862, Kirby Smith, the Confederate raider, raged through central Kentucky and Cincinnati feared for the worst. Volunteers filled hastily-drummed up regiments which were moved across the river on a pontoon bridge of coal barges. Gen. Lew Wallace (author of *Ben Hur*) commanded the defenders. The Union troops stayed at their posts for two days before word came that Gen. Smith had changed his mind and was headed south.

The Confederate cavalry general, John Morgan, made a later pass at Cincinnati, but cut into southern Indiana, which was not so well defended. Cincinnati had survived the war.

An economic crisis struck the city after the war. The railroads had their period

of great expansion and took away the value of Ohio River transportation. Other mid-western cities, served by rail, became Cincinnati's competitors for southern trade. In 1869, the city decided it must have a railroad to the South if it had to build one by itself. And build a railroad, Cincinnati did. In 1880 the line was completed to Chattanooga, Tenn. For a while Cincinnati operated the railroad. In later years it has been leased by the Southern System, but the city still holds ownership. It's \$10,000,000 investment in rail transportation was well spent.

No matter how hard-pressed economically the new city found itself, there was never a period in which it did not make time for the arts.

Its population was well-leavened with Irish and Germans, and neither was a race which went long without music. In 1849, Cincinnati held its and America's first "Sangerfest" — a song festival. In 1857, the Sangerfest had its own building and the chorus numbered 2000 voices. In 1873, Cincinnati held its first May Festival, which — except for interruptions of war — has been held every two years since. This first May Festival also saw the birth of what is now the Cincinnati Symphony Orchestra, one of the ranking such organizations in the United States.

The present Symphony Orchestra was established as a permanent organization in 1909. Leopold Stokowski, considered at that time a very promising young musician, conducted during the 1909-1912 seasons. Cincinnati has read and heard since then he has been doing very well.

Frank Duveneck is—as of now—the greatest painter to be produced by Cincinnati. His rich colors are a little old-fashioned now, but in the years around the turn of the century he was nationally famous. Londoners of the 1880's ascribed Duveneck's etchings to Whistler and the fashionable flocked to him for portraits. For several years, he taught painting in his own school in Munich.

The painter returned to Cincinnati in 1888, just after the museum was established here. The ladies — bless 'em — started the campaign for an art museum. One Charles West handed over \$150,000 and \$160,000 was subscribed by the public. In 1886 the Cincinnati Art Museum was

opened in Eden Park. There it still stands. Duveneck spent 30 years there as an instructor and adviser.

Henry F. Farny was another of the Cincinnati painters and illustrators to become well-known over America. He made a living by drawing illustrations for the magazines of the day. This was before the time of photoengraving and Farny's drawings were the newspaper photographs of the era. He drew everything from Cincinnati floods to detailed sketches of the city's lavish hill-top beer gardens. He is remembered today, however, for his Indian paintings.

Farny's crony was a miserable, ink-stained wretch of a newspaper reporter named Lafcadio Hearn. Hearn was not to become famous for many years, but he was one of the notable eccentric geniuses to grace the Cincinnati scene in the nineteenth century.

Hearn arrived in Cincinnati in 1871. He came broke, and, as far as can be established, never improved on that condition during his stay. The local weekly journals published some of his writings, but never parted with any substantial cash for them. Hearn for a short time was a librarian, but was fired for reading the books instead of taking care of them. His first real job was with the Cincinnati Enquirer.

He had a rich supply of words and applied them to descriptions of some of the seamiest sides of city life. His description of a murder in a Cincinnati tannery tops any ever published in an American newspaper. Hearn's gory details sold out three editions of The Enquirer, for which the spider-small writer got his salary raised to \$25 a week.

Hearn pulled many "stunts." Once he had himself hauled to the top of the steeple of St. Peter and Paul Cathedral and there penned a full description of the city. The fact that he was so near-sighted that he could not see much more than two feet in front of his face did not in any way hamper the excellence of his story.

Shortly after trying but failing to marry his light-o'-love, a mulatto girl named Althea Foley, Hearn left The Enquirer for The Commercial. Eventually, the unhappy writer left Cincinnati and after a few stabs at newspaper work in other cities made his home in Japan. The world heard of him then. Although his writings are

little read now, his life is a constant source for new biographies, and writings about Hearn are more extensive than writings by Hearn.

An earlier-day Cincinnati was the subject of books by Mrs. Frances Trollope. She was the mother of famous novelist, Anthony Trollope. Mrs. Trollope had little good to say about the city. She had come to pioneer Cincinnati in search of a fortune, but her business sense was in no wise up to the job. She returned to England and wrote "Domestic Manners of the Americans," which made Mrs. Trollope famous and Cincinnatians angry.

Mrs. Trollope found Americans crude, unmannerly, boisterous, and indelicate. Her sense of decorum was forever shaken askew when she learned that at picnics (such an uncouth American custom) men and women sat down on the grass together.

Of Auction Curios And Wedded Bliss

By Earl G. Talbott
Of The Herald Tribune Staff

Many objects bought at auction are endowed with an aura that far transcends their intrinsic value or the owner's normal pride of possession. The fact that they have been wrested, by superior maneuvering or larger capital resources — or both — from other individuals clamoring for them adds to their stature as well as that of the possessor.

Any one can walk into a shop and buy; only the desire and the cash—or credit—are needed. Usually, unless they are rarefied antiques, such purchases are easily replaced. But many of the things offered at auction are curios out of the past. They need not be expensive to be esteemed.

This writer has an extremely ingenious Japanese carving made of three cleverly linked gourds. One gourd was left intact; before squats a native contemplating the third, fashioned into a fish. The color is a rich, mottled brown. The cost was negligible. But the image that it evokes of some long-forgotten craftsman, probably a fisherman, patiently creating a tiny work of art on a faraway shore in moments of leisure cannot be price-tagged.

Sometimes the first casual visit to an

auction house can mushroom into a lifetime fixation with hilarious results. Eons ago — even before the 90 per cent tax bracket — one of our better-heeled citizens happened upon a mortar and pestle, those indispensable handmaidens of pristine pharmacists out of which came sugar-coated nostrums in handy form. He asked what this dingy brass bowl and stick were for. The auctioneer explained and suggested a functional use: The mortar would make a roomy inkwell; the pestle could be employed to squash intruding Orthoptera on dull evenings.

Fascinated, the citizen went to the sale and bought it. There were other sales and other mortars and pestles; he bought them all. At first, a few scattered around his roomy East Side mansion lent color to the decor, especially once he had them polished and lacquered. But as the years passed and his collection grew, his wife squawked; a mortar-and-pestle motif can become monotonous.

Iowa Auction Market Sold at Auction — To Auctioneer!!

After operating under the same management for a period of 27 years the Tabor (Iowa) Auction Market has been sold. Jack Shadden, Villisca, Iowa, is the new owner.

March 21 was a big day for the Tabor community and the auction profession in general as that was the day that Paul Bell placed on the auction block the Tabor Auction Market along with all his personal property including tractors, farm equipment, saddle horses, trailer trucks and other farm and auction market equipment.

Col. Mike Bloomer, Glenwood, and Col. Jesse McIntyre, Jr., Shenandoah, were in charge of the huge auction. Both are members of the Iowa and National Auctioneers Associations. And the buyer of the Auction Market was a fellow member!!

Underscore your name. Mutual respect, friendly interest underline names in the auctioneering profession and causes one who wants to sell decide between you and someone else.
—B. G. Coats

Membership Soars To New High

Another milestone in NAA total membership was reached on April 15 when a figure of 1826 active members were counted. This surpasses our former high mark of 1795 on December 31, 1962.

Pennsylvania continues to lead with 164 members but Ohio is moving up fast, reaching a total of 150. There were no changes in the order of the leading states although all of them registered gains. Illinois, Nebraska and Indiana all boast over 100 members while the next three states in order of membership are Kentucky, Kansas and Tennessee. Tennessee moved ahead of Wisconsin this month.

Following is a table of standing by states as compared with last month and last year. How does your state rate?

STATE	MEMBERS April 15 1963	MEMBERS March 15 1963	MEMBERS April 15 1962
Alabama	7	8	8
Alaska	1	1	1
Arizona	5	6	6
Arkansas	10	16	18
California	44	47	49
Colorado	30	22	28
Connecticut	3	4	4
Delaware	3	3	3
Dist. of Col.	1	1	1
Florida	20	17	18
Georgia	20	16	17
Hawaii	1	3	3
Idaho	6	11	11
Illinois	121	128	135
Indiana	97	112	119
Iowa	57	51	56
Kansas	75	80	80
Kentucky	62	82	89
Louisiana	8	6	6
Maine	3	3	3
Maryland	17	18	18
Massachusetts	24	27	27
Michigan	54	55	58
Minnesota	18	16	20
Mississippi	2	1	1
Missouri	48	43	47
Montana	44	31	31
Nebraska	114	118	121

Nevada	3	2	2
New Hampshire	3	5	5
New Jersey	33	32	32
New Mexico	9	15	16
New York	52	60	62
North Carolina	25	26	26
North Dakota	17	18	20
Ohio	127	145	150
Oklahoma	28	25	26
Oregon	13	15	15
Pennsylvania	156	163	164
Rhode Island	4	5	5
South Carolina	6	10	10
South Dakota	8	25	25
Tennessee	57	75	75
Texas	33	36	41
Utah	2	2	2
Vermont	4	3	3
Virginia	27	32	33
Washington	13	8	11
West Virginia	12	14	14
Wisconsin	71	70	73
Wyoming	13	15	15
Australia	1	1	1
Canada	16	20	20
Germany	1	0	0
India	0	2	2
TOTALS	1682	1734	1826

Snuffbox Auction Brings \$347,281

LONDON — Part of the collection of gold snuffboxes and watches formed by Sir A. Chester Beatty sold at auction for 124,029 (\$347,281).

Dealers from the United States, France, Italy, Switzerland and Britain crowded the main sales room at Southeby's for the auction. Highest price of the sale was £8,500 (\$23,800), paid by Garrard of London for a Louis XV architectural snuffbox.

Sir Chester, who was born in New York in 1875, became a British subject in 1933 and was knighted in 1954. He has done much work in America and Rhodesia in connection with mining and is a former chairman of several mining finance companies.

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

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

ALASKA

Col. Bill Kimmons—Anchorage

ARIZONA

Col. Leroy Longberry—Phoenix

ARKANSAS

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

CALIFORNIA

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

COLORADO

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Col. Herman W. Hauschildt—Denver
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Col. Howard Shults—Denver
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Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DELAWARE

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

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Col. Ralph A. Weschler—Washington

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

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Col. George E. Collins—Decatur

Col. Elmo Peppers—Rockmart
Col. R. A. Waldrep—Gainesville
Col. Daniel R. Wright—Plainville
HAWAII

Col. Louis L. Stambler—Honolulu

IDAHO

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

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

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Col. Bob Strange—Shreveport

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Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

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

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Col. John M. Glassman—Dowagiac
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Col. R. J. "Bob" Thomas—Billings
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Col. Gene Navalesi—Albuquerque
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Col. Ronald D. Kniffen—Montgomery
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Col. Donald W. Maloney—Syracuse
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Col. Bill J. Martin—Hildebran
Col. Forrest A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. A. T. Morris—Durham
Col. Hugh Simpson—Union Mills
Col. Kenneth W. Teague—Burlington

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Col. Bob Penfield—Bowman

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Hunter-Wilson-Mayhugh Co.—Hillsboro

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Col. Clem Long—Dayton

Col. Mearl Maidment—Bowling Green

Col. John W. Moler—Dayton

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Col. George Roman—Canfield

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Col. Harold P. Higgins—Huntingdon, Que.

ELSEWHERE

The Ladies Auxiliary to the

National Auctioneers Association

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

THE MEMBERS SAY . . .

Dear Bernie and All,

Will try and drop you a few lines to let you hear from us here in the Ozarks. Things are going good down here for me.

I've just opened a Pizza House here on beautiful Lake of the Ozarks.

Please send me two (2) forms for a new auctioneer. Hoping to hear from you soon. I remain,

Sincerely yours,
Lee Lewis
Eldon, Missouri

* * * *

Friend Bernie:

How are you and family? Well I hope. We are all o. k.

I have had a fair run of sales of late, two and three a week. There is a good demand for good machinery, cattle and hogs. The market breaks have hurt. Good real estate is still in demand at a high figure.

I enjoy reading "The Auctioneer." I get a lot of good out of it. I am mailing you a check for dues, also a clipping you may want to use in "The Auctioneer."

Hope to see you all at the NAA Convention at Cincinnati.

Yours truly,
Arthur Billiter
Harvel, Illinois

* * * *

Dear Bernard:

Just thought I'd drop you a line and send a check for my 1963 dues. I really enjoy every issue of "The Auctioneer."

I had a real good sale April 1st. I had one of the biggest crowds ever to attend an auction sale in Laramie.

Will try to see you in Cincinnati.

Good luck,
Bill Bagby
Laramie, Wyoming

* * * *

Dear Bernard:

Sorry to see by "The Auctioneer" that you have been ill. Hope that you are better and kicking around by now.

I am herewith enclosing check for 1963 dues. Don't know why I haven't sent this sooner, but anyway here it is now.

Recently I attended a sale conducted by Col. Elmer Bunker of Albuquerque, New

Mexico. This sale was a sale of farm personal property held on the farm located seven miles southwest of Truth or Consequences, New Mexico. The day was a "buger." The dust was blowing until you could hardly see or breathe. Elmer had a good crowd though and was having a nice sale.

I was surprised to find that the type items that are used in our part of the country were bringing about the same prices that they would have here. Of course many of the items would not be usable in this country at all and I would have no way of judging their value although everything seemed to be selling o.k.

I enjoyed very much meeting and visiting with Col. Bunker. He carried on a very good sale and I think that I brought a few new ideas home with me.

Hope to see you at the convention.

Yours truly,
Clyde Jones
Alva, Oklahoma

Dear Sir:

Mr. Paul Perkins, secretary of our Metropolitan Auctioneers Association, has shown me the fine letter you wrote us. We are in the process of demanding meetings with the officials of both of the twin cities, and when we do have such meetings we will demand that they junk all our cities' ordinances, etc., regarding auctions.

We have decided that with our present State Law there is no need for any city ordinance. This is opposite of the policy or stand taken by our so-called Minnesota Auctioneer's Association. However, we are receiving encouragement from the local Chamber of Commerce and other Civic organizations in our program. We intend to settle for nothing less than complete disposal of these city licenses and ordinances in Minneapolis and St. Paul.

We would appreciate, providing your association agrees with our policy, if you would write the Mayor of both cities expressing so. We are looking forward to getting most of our membership to join your organization and certainly our three officers will be compelled to belong.

Enclosed you will find a signed check. Please fill it out for my membership and also "The Auctioneer." We would appreciate the April issue.

Yours very truly,
George L. Broderson
St. Paul, Minnesota

Auction Markets Win USDA Policy Changes

KANSAS CITY, Mo.—The industry trade association of CERTIFIED LIVESTOCK MARKETS has expressed approval of two recent policy actions by the U. S. Department of Agriculture. Last week the appointment of 23 industry leaders to a Packers and Stockyards Livestock Committee was announced. The week before, Secretary Orville L. Freeman emphasized that the department has no plans, nor is it contemplating any proposals, for supply management programs in livestock.

Both announcements followed two days of informal hearings before the House Subcommittee on Livestock & Feed Grains on application and administration of the Packers & Stockyards Act as applied to livestock auction markets.

According to C. T. 'Tad' Sanders, association general manager and counsel, the naming of the committee to advise USDA on industry matters in relation to the Packers & Stockyards Act and to directly assist in the task of revision of current policies and out-moded regulations for administration of the Act, has been a step the organization has long advocated.

Assistant Secretary of Agriculture John P. Duncan is chairman of the Committee and Clarence H. Girard, Deputy Administrator for Regulatory Programs, Agricultural Marketing Service, is vice chairman. Auction marketmen named as members for one year terms are: J. W. Prince, vice president, Livestock Auction Markets Association; Russell W. Beals, vice president, Independent Livestock Marketing Association (Ohio); and Russell B. Tubaugh, past president, Iowa Livestock Auction Markets Association.

An early organizational meeting of the committee is expected.

You will get good prices at every auction sale if you keep your brain working are able to catch the slightest gleam in a woman's eye.
—B. G. Coats



Proudly showing their plaques awarded by the Ohio State Auctioneers Association in appreciation of services rendered are Don Fisher, Delaware; Emerson Marting, Washington Court House and Don Stafford, East Rochester. Awards were made by J. Meredith Darbyshire (second from left), President of the National Auctioneers Association, during the Annual Convention of the Ohio Auctioneers Association.

An American Auctioneer Visits Herefordshire

By LARRY CAP

This little episode of my life is dedicated to the American Hereford breeders who have and who have not been fortunate enough to attend a show at the home of the Hereford, Herefordshire, England.

On a cold Monday the 11 of March, I traveled from Oxfordshire, a distance of 80 miles, to Herefordshire, England to attend the first of the 1963 Pedigree Hereford Bull Shows.

Upon arrival I was met by Society Secretary, J. A. Morrison and his Assistant Secretary, J. Bennett. A hearty welcome was given and a guide was placed at my disposal for the day.

First on the agenda for the day was the inspection of the 9 separate classes of bulls in their respected lots.

Class I consisted of 26 entries and were calved prior to July 1, 1961. This was my first of many exciting and surprising moments during the show. This class contained many fine and outstanding bulls. The winner was a 2 year old bull bred and consigned by Capt. R. S. de Q. Quincey of Marden, Hereford. The bull was sold for 1100 gns., or \$3256. There is \$2.96 in each gn.

The 2nd through the 5th class had 38 entries in them. The winners were as follows:

Class II was won by a coming 2 year old that was bred and consigned by a Lane Head Farm of Eaton Bishop, Hereford.

Class III consisted of bulls calved on or between the 19 of September and the 8 of October, 1961. The winner was owned by T. D. Everall & Son of Fonton, Montford Brodge, Salop.

Class IV was calved on or between October 9 and November 4, 1961. The winner belonged to D. L. Jones and Sons from Ross-on-Wye, Herefordshire.

Class V consisted of coming 2 year old bulls born between November and December 6, 1961. The winner was bred and consigned by Cambrian Land Limited from Berthddie, Llandinam, Mont.

Class VI had 39 entries. It was won by

a bull calved on or between December 8, 1961 and January 11, 1962. The owners of the bull were E. L. Lewis and Son Ltd. from Dilwyn, Herefordshire.

There were 38 entries in Class VII. These bulls were 1 month older than the winner in Class VI. He was bred and consigned by W. Milmer Ltd. of Callaughton, Much Wenlock, Galop.

Both classes 8 and 9 had 37 entries and were won by yearling bulls. The winning bull of class 8 was owned by S. & J. M. Owens of North Sutton, Ludlow, Salop, and the winning bull of class 9 was owned by Haven Herefords Ltd. of Dilwyn, Herefordshire.

The Grand Champion was by the Lane Head Farm of Eaton, Dishop Hereford. This bull was the winner of Class II. He sold for 850 gns. to Mrs. J. G. Couplan of Garbeston, Wigtownshire. It was to be exported to Uruguay.

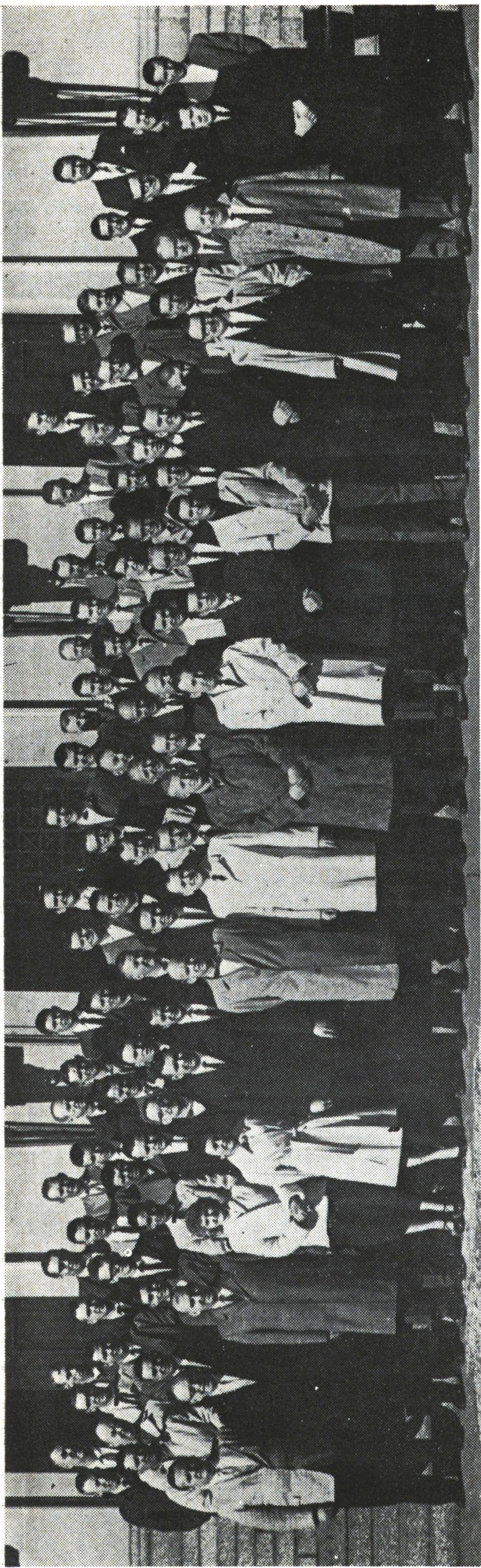
The Reserve Champion was consigned by S. & J. W. Owens, of North Sutton, Lardlow, Salop. The bull was bred by Mr. B. P. Jenko of Ashbury Hall, Bridgnorth, Salop. The reserve champion was the winner of class VIII and sold for 750 gns. to Osmond & Sons of Grimsby.

The Hereford Breeders had a sale the 12th of March but due to Military obligations I was unable to attend. The total number of bulls sold were 329, 72 of which were Polls. The auctioneers were Russells, Baldwin and Bright.

In comparing this show to one in the states it was equal to a State Fair Show.

In closing I'd like to thank the Hereford Herd Book Society and their staff for a very nice day spent at their show. Also I give my devoted thanks to Deanna Allen for the consideration she has shown me.

EDITOR'S NOTE: The foregoing article was written by an NAA member, Larry Cap whose home address is Sioux Falls, South Dakota. He is now stationed in England while he is serving with the armed forces.



MISSOURI AUCTION SCHOOL — CLASS OF MARCH, 1963

FIRST ROW, LEFT TO RIGHT: Thomas Redmond, New York; Russell C. Thompson, Mich.; Joseph A. Zitnik, Ohio; Helen M. Schumacher, Mo.; Doris Rudd, Texas; Col. LeRoy Moss, Instructor, Illinois; Col. Boyd Michael, Registrar, Mo.; Col. Richard W. Dewees, President, Mo.; Col. Conrad Burns, Instructor, Mo.; Col. Dean Cates, Instructor, Mo.; Col. Jim Humphreys, Instructor, Ind.; J. D. Rigsby, Okla.; J. C. Dyer, Ark.; Ernest E. McPeck, Ohio; Frank Kollin, Ohio; George Manes, Nebraska.

SECOND ROW, LEFT TO RIGHT: P. Chester Klemans, Ind.; Walter Adams, Fla.; William K. Mullins, Tenn.; Lloyd W. Anseth, North Dak.; Jack M. Noe, Mo.; Leonard Gregory, Tenn.; Gary Griffith, Mo.; James R. Renison, Mo.; Fred R. Daniel, New Jersey; Charles Hiltner, Ohio; Frank Bowers, Mo.; Harvey E. Brown, Ill.; Joseph A. Lopshansky, Ohio.

THIRD ROW, LEFT TO RIGHT: Robert Ghrist, Ill.; Vincent Kennelley, N.Y.; Taylor Rudd, Texas; Joe Smith, Texas; Ozzie Beck, Mo.; Duane Strecker, Minn.; Harold Peterson, Minn.; Fred Maurice, Ontario, Can.; Fred Bretto, Ill.; Emil Goff, Colo.; Jay L. Brasher, Utah; Keith E. Marshall; New York; James A. Garvin, N.C.; Cecil C. Graves, Kans.

FOURTH ROW, LEFT TO RIGHT: Don Gmelich, Ill.; Al Schons, Mo.; Harlon Smith, Fla.; Earnest Crain, Mo.; John Fountain, Mo.; Joe Cooper, Mo.; Milt Lacy, Can.; Ben Floyd, Ark.; Jim Nash, Mo.; Buster Singleton, Mo.; Cliff Summerville, W. Va.; Dick Ronk, Ill.; Geo. Bollinger, Mo.; Herman Cowan, Ind.

FIFTH ROW, LEFT TO RIGHT: Harland Harrington, Colo.; Carl G. Essig, Kans.; Bob Bradford, Ind.; Felix Davix, Tenn.; Fred Hilmer, Jr., Nebr.; Jim Napier, Canada; Gene Rogan, Texas; J. R. Nukolls, Wash.; James Gregory, Ala.; Don L. Romsselo, Kans.; Edgar Pitney, Mo.; Loyal Armstrong, Kans.; Cecil C. Woolridge, Va.; George Hendrix, Mo.

SIXTH ROW, LEFT TO RIGHT: John Erickson, Ill.; Clarence Thacker, Ill.; John Meyer, Kans.; Myron Cooper, S. Dak.; Woodrow Ferguson, Mo.; Ervin Showalter, Kans.; Harold Stoneburner, Texas; Johnny Green, Colo.; Gene Dinkey, Kans.; Bill Bath, Kans.; Frank Clubine, Kans.; Robert Baxia, Fla.; Max Dean, Mo.; George Lefler, N.C.; Randall Carroll, Ind.

Winnipeg Fur Auction Boasts Fascinating International Flavor

By JIM KIMBALL

Reprinted from the MINNEAPOLIS (Minn.) SUNDAY TRIBUNE

On a recent visit to Winnipeg, Canada, I learned some surprising things about our friendly neighbors to the north. Most of us think of Canada as well as the States as having been populated by early settlers from the East who gradually worked their way to the west and north. Much to my surprise, this was not the case in Manitoba.

It was no surprise to learn that the fur industry was the first commercial activity in Manitoba, but I had not realized that the first trading posts were along the coast of Hudson Bay. These early trading posts were called factories, and so we still have York Factory and Moose Factory on Hudson Bay.

As the fur trade expanded it became necessary to establish trading posts away from the bay. These inland posts were not called factories, but houses, and so we have Cumberland House, Nelson House and Norway House. The first of such inland houses established by the Hudson Bay Co. is said to be Cumberland House west of The Pas in Saskatchewan.

Thus, the early settlers came not from the east and south but from the north, from the coast of Hudson Bay. They traveled south up the Red River of the North to what is now Winnipeg. Near here the first agricultural settlement was established in about 1812.

The fur trade is still a very important industry in Manitoba. Winnipeg, in addition to being an important trade center for wild furs, is the primary market for western type ranch furs. Winnipeg is marketing and processing about twice the number of furs produced in that province. So, when I heard that one of the large fur houses was preparing for an auction. I had to see it.

I went to the Sudack Fur Auctions Sales Ltd. and received the red carpet treatment from Morris Sudack, whose uncle traded with the Indians some 50 years ago and set up his first Winnipeg office in 1918.

The auctions started in 1932. Now between \$2 and \$2.5 million worth of fur is sold at these auctions each year. For nine months of the year one auction is held each month. Before the auctions, furs coming from trappers throughout the north are sorted and graded according to quality, color and size. Sudack said this is done because the buyers want to purchase uniform pelts in large quantity. "To sell them individually," he said, "would be like trying to sell one jelly bean."

Eighty per cent of the income to Manitoba trappers comes from mink, beaver and muskrat. The other 20 per cent is made up of pelts from lynx, marten, weasel, red fox, wolverine and otter. Wild mink still brings higher prices than ranch mink. The average price of wild mink is \$18 to \$20, with top prices running to \$60. Ranch mink prices average \$14 to \$20, but some of the unique colors, called mutations, may go as high as \$60.

On the third floor of the building there were thousands of mink pelts that had already been graded, tied into lots and hung on racks for inspection.

When Sudack said that buyers came from everywhere, I asked him what he meant by "everywhere." He asked me to come and meet a few of them. The first was a Mr. Felber from New York, N.Y., then a Mr. Zurabel from London, England. We chatted a bit and then I was introduced to Max Raby from Paris, France.

Being pretty well convinced that the fur buyers did indeed come from most everywhere, I asked how much the furs in that room were worth. Sudack made a few quick calculations on a scrap of paper and said, "Approximately a quarter of a million dollars."

The auction itself appears to be shrouded in even more secrecy than our livestock auctions. Knowing the secret method that each bidder uses to signal a raise, the auctioneer and his two assistants watch

the group intently. One buyer touches his ear and the bid jumps. Another takes off his glasses and the price goes up again. The man in the back row tilts his cigar in a certain way and the assistant auctioneer shouts "Up!" A pencil stops writing and touches the nose. "Up!" again. Why the secrecy? I guess it's because Paris doesn't want New York or London to know what he is bidding.

In Minnesota the number of trapping licenses sold has always varied greatly with the abundance of fur and its value, but the long-time trend is definitely down.

In 1946, one of the peak years, 53,000 trapping licenses were sold. This year it will be 8,000 or 9,000 in spite of a good muskrat population. Trapping here used to be a major source of pocket money for the farm boy. Possibly farm boys and their town cousins are less in need of pocket money because here, as in Canada, fur bearing animals remain relatively abundant, but the number of trappers in the States is still falling.

Thirty-three years of fur production records found in the annual report of the Manitoba Department of Mines and Natural Resources tell some interesting stories. The increase in beaver catch from 54 in 1930 to 45,000 in 1960 shows how this species was saved from near extermination by the advent of adequate law enforcement. The demand for long-haired furs disappeared with the flapper in 1929 and has never returned. That year the average price of red fox was \$31 and of silver fox \$113. In recent years these values have fallen to 82 cents and \$3.50 respectively.

How strange it is that the welfare of the Indian trapper surviving the Canadian winters alone in the woods should be largely dictated by the whims of the Mademoiselles de Paris, the Lady Astors and the Jacqueline Kennedys.

Increase In Nebraska Sales Of Livestock

KANSAS CITY, Mo.—Nebraska livestock sales in cattle and calves by public markets continued to increase in 1962 with sales transactions totaling 4,336,668. Hog sales were 4,306,598 and sheep 715,312 for a total of all livestock sold of 9,358,578

head at public markets, compiled on a calendar year basis. The record volume of livestock sold was marketed through the 108 livestock markets and the Omaha Union Stock Yards in Nebraska, according to the Livestock Market Foundation.

The Omaha Union Stock Yards had a record increase of 10.12 percent in hog sales. Sales by species at that location were: 2,025,236 cattle; 2,436,780 hogs; and 550,831 sheep.

Figures were compiled from the records of the U. S. Department of Agriculture and the office of the State Veterinarian of the Nebraska Department of Agriculture & Industry.

Foundation spokesman emphasized the key industrial role of the livestock auction markets in the state of Nebraska as contributing greatly to the sound economy of the respective trade areas and is noted as one of the leading industries in Nebraska.

It is a rather sad commentary that Auctioneers have received such delayed recognition of their work and have had to wait until recent times for a true appreciation of their ability. If you wish such recognition to continue and to enlarge upon it then build a bigger and more influential Association. It is only through organization of Auctioneers on a state and national level that today you enjoy recognition of the Auctioneering Profession. You can work for and accomplish greater recognition by procuring new members for your state and national associations. The prestige that we today perceive with pleasure is the result of dedicated Auctioneers for the past 20 years who have given unselfishly of themselves so that we today enjoy the fruits of their labor. We can all help to repay this debt by giving just a little bit more of ourselves so that the Auctioneers of the future will be awarded still greater recognition.

—B. G. Coats.

The Story Of Sam Colt

By JOHN T. CUNNINGHAM

Brash young Sam Colt never really convinced anyone in authority that his Paterson Gun Mill made the best fighting weapons of the 19th century, but six years of work in New Jersey paved the way for the mighty Colt guns used by yesterday's Winners of the West and today's unerring TV gunslingers.

Indeed, Sam Colt lost everything in Paterson, and in 1842 put his gun aside. Four years later, when war with Mexico flared, only the long memory of a Texas soldier saved the Colt pistol from oblivion. By then Sam was in Connecticut, and there his gun won him fame and fortune.

Truly the Colt 45 belonged in Paterson—and there it would have stayed if anyone had listened to Sam.

Connecticut-born Sam Colt was easy to discount in his Paterson days. He had spent a short lifetime building a reputation as a fast-talking drifter. His prosperous father sent him to sea in 1830 at the age of 16 in the hopes that Sam might find himself. Two years later Colt left home for good, to "paddle my own canoe."

Sam grew a thin beard on his 18-year-old cheeks and toured every major city from Quebec to New Orleans as "Dr. Coult," wizzard of "practical chemistry." "Dr. Coult" knew only enough chemistry to recognize that nitrous oxide, or "laughing gas" made people do foolish things on a public stage. He won laughs and notoriety but never made any money.

How Sam needed money! He carried with him a wooden model of a multi-shot fire-arm with a revolving cylinder, whittled during the long weeks he had spent at sea when he was only 16 years old.

He had pistols made, but the first Colts failed so miserably that the U. S. Patent Office wouldn't give him a patent until February, 1836. Several New York capitalists soon after set him up in part of a Paterson textile mill — and ordered him to show profits.

Instead Colt labored to build machines capable of turning out interchangeable parts; Sam Colt wanted to add the feature of one man making only one part, with

a skilled gunsmith assembling all at the end of the line.

Forget that nonsense, Sam's backers said. Make some guns, then get on the road and sell them.

Sam did talk stockholders into building him a four-story Gun Mill, topped by a weather vane shaped like a gun. A white fence surrounded the mill, with each wooden picket fashioned as a gun. Sam Colt was ever a showman.

Colt made scores of weapons, "of almost Oriental magnificence" finished with silver or gold handles and elaborately engraved barrels. He sent them as gifts to leaders around the world, including potentates in Far Eastern countries.

Next Sam tackled the potentates in Washington.

President Andrew Jackson listened with interest, but his term was ending. A few political leaders paid heed, or perhaps it just seemed they were interested after Sam plied them with food and drinks, to the horror of his tight-fisted backers. Army brass, the real target, spurned the Colt pistols and revolvers as useless.

Ill luck followed Sam Colt. He arranged a demonstration on the Capitol steps for President Martin Van Buren, whose carriage waited nearby. Several Colt pistols barked out in rapid fire, Van Buren's team bolted in panic and the driver was thrown out of the carriage and killed. No one in Washington would even speak to Colt, much less buy weapons.

Then General Thomas S. Jesup, hard pressed in warfare against the Seminole Indians in Florida, bought 50 of Sam's guns in the spring of 1838 and gave him a draft on the government for \$6,250.

Sam put that small fortune in his pockets and sailed northward to redeem himself. The vessel capsized at sea and although Sam saved his life, he lost the \$6,250 draft. Jesup refused to issue a duplicate.

Down and down went the Paterson Patent Arms Co., until by 1842 Colt's backers withdrew support. Colt left Paterson penniless. He had one asset he knew nothing about: Capt. Sam Walker of the Texas

Rangers, who in 1838 had bought several Colt weapons.

Meanwhile, Colt turned elsewhere. He made a successful underwater mine — and blew two Navy ships to pieces in demonstration — but Navy leaders argued that the old ways of killing were more humane. He made a waterproof cable for Samuel F. B. Morse's telegraph system. Sam Colt had ideas, but no money.

War with Mexico brought the prosperity that always had eluded Colt, but only because Sam Walker had remembered.

Walker came East in 1846 to urge Colt to make 1,000 revolvers to use against Mexico, but Sam hesitated. Everything had been sold in Paterson—arms, machinery,

tools, everything. Sam Colt couldn't even find one of his Paterson-made pistols. Walker had left his Colt revolver in Texas.

Sam designed a new model, with modifications by Walker, and induced Eli Whitney of Whitneyville, Conn., to make the 1,000 pistols for Walker. Two years later the success of the Colt revolver in Texas emboldened Sam to open his arms plant in Hartford.

Sam Colt made his fortune in Hartford; he left an estimated \$15,000,000 when he died in 1862. The 1846 Walker pistol wasn't basically any better than the Paterson model—but the times finally made Sam Colt necessary as he had never been before.

Get Ready -- Go

Cincinnati Will Welcome Record Crowd To 1963 N.A.A. Convention

By COL. B. G. COATS

WHAT IS IT about a National Auctioneers Association national convention that makes it such a special attraction for N.A.A. and Auxiliary members and their women friends? Why do hundreds of men and women, from every part of the country, expend time, effort and money each summer for the pleasure of attending these great and gala conclaves of their organization? The simple answer is that they think it is worth it and more.

The N.A.A. and Auxiliary members who will congregate in Cincinnati, July 18-19-20 for the national convention will be present for a variety of reasons—but to name any principal one would be difficult. Let's just say that these big N.A.A. affairs have something for everybody and everybody has a perfectly wonderful time.

Take for example, the member who gets a special kick out of convention politics. For him, the biggest thrill of the convention is a chance to participate in some fiery debates on matters concerning the policies and programs of the N.A.A. As a member he has the right to rise on the convention floor to speak his mind on any issue. He delights in the midnight caucus and the maneuvers to bring about the elec-

tion of a favorite candidate. He may be stung by some verbal brickbats from fellow members but he loves the action.

Then there are the members of the various committees who spend long hours behind the convention scene and the results of these committees emanate from the grass roots. There are those who produce and stage the event and they work from one convention to the next (12 months) to give the members more than their money's worth.

Other convention enthusiasts rejoice in the friendly atmosphere that prevails at a N.A.A. gathering of this scope. It seems that no one is ever a stranger at an N.A.A. convention. Everywhere he goes he will find the same happy crowds absorbed in holiday festivities. The hotel lobby, the cocktail lounge, the coffee shop, the dining room are filled with these jolly groups and reunions of old friends are so frequent that it all seems like a big family party.

But, for the most part, it appears that the best part of the convention is the satisfaction that the members derive from the knowledge that they are doing their best to help achieve the objectives of the N.A.A. Remember the dates, July 18-19-20.

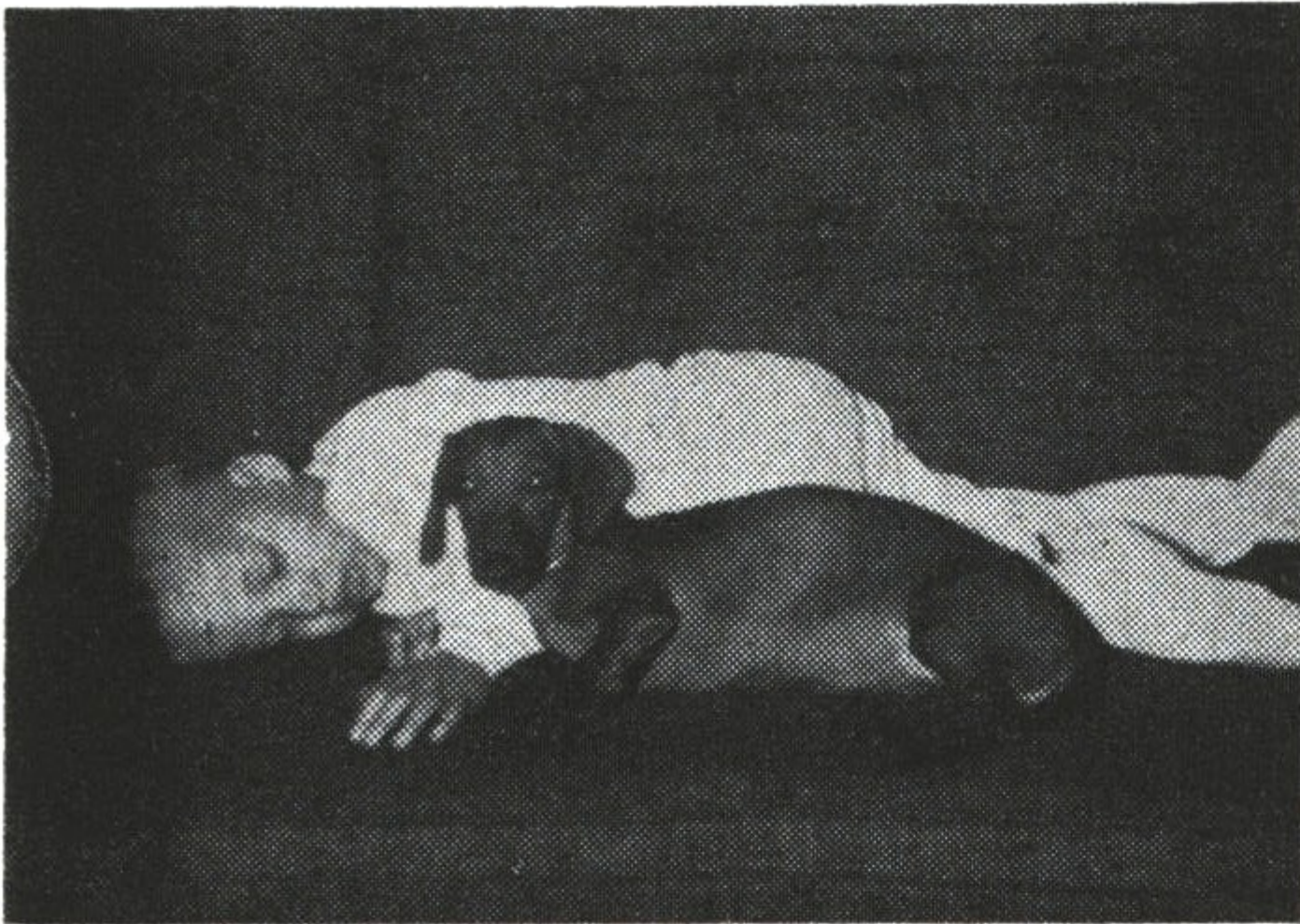
One Woman's Opinion in a Man's World

By MRS. MARGARET BERRY

They always say the woman's place is in the home. I agree, but some can do that and also do what they like and think is right.

In our house we lived the Auction Business together, and it has and always will be close to my heart. And anything that makes it better is what I am for.

Every time I pick up "The Auctioneer" there is someone giving the Auctioneers License Law a hard time. Sure it is not perfect for everyone and will not fill your pockets with gold and may not be much help for the older men, but what about the young auctioneer in this competitive world?



The Berry's Tired Helper

Everything in this fair and good country of ours that is worth a darn must and will in time to come have a license to make it a profession instead of a job.

We all have had objections to rules and regulations since time began. Not too many years ago any one interested in being an auctioneer just declared himself one. Most of these arrived at a sale late, chewing tobacco, and dressed like a circus performer. They didn't know what was there to sell and knew nothing about the value and condition of the item. As years went on the auction business all but disappeared in many parts of our country. Then auctioneers started to go to school and get some education.

A few good, hard-headed, die hard auctioneers fought and lifted the auction business to a higher level. Then some busi-

ness and real estate men decided to try the auction method as an out-let for merchandise and liked what came from it.

Auctioneers need a license law. We now have it in many states. My greatest hope is that every state will go along and in the near future make it national so every state can work as one.

The only ones that object to rules and regulations are those that run a very loose business or have only a few sales and make their living at some other job. The auctioneers that use auctioneering as a full time job agree the law is helpful because it makes more reliable auctioneers that do a better job and lift the auction business instead of degrading it.

Tell me when in our life time has the auction profession ever been on a higher scale in respect and also money wise?

License and organization has taken the auction business out of the category of a junkman and honey dipper to the respect of professional people. Come on auctioneers you can't lick us so why not join us and make all the states as one as to rules and regulations.

This opinion comes from one half of a team that spent a life time to help put the auction business on top and as long as God is willing this half will keep on fighting to keep it there.

"The Berrys"

All good Auctioneers, and I like to think that all Auctioneers are good Auctioneers, are essentially alike. Their art depends upon a sense of timing. Whether he speaks softly and taps a small hammer or shouts to the top of his voice, the technique depending upon what he sells, a good Auctioneer conducts his sale with dispatch. He tailors his patter to his audience, just like any other master of ceremonies. Once the audience is in the palm of his hand, the rest is easy. Competitive instinct takes over.

—B. G. Coats

"They that will not be counselled, cannot be helped. If you do not hear reason she will rap you on the knuckles."

—Franklin

Dates and Places

MAY 3—Nebraska Auctioneers Convention, North Platte, Nebr.

MAY 18 & 19—Missouri Auctioneers Annual Spring Meeting, Missouri Hotel, Jefferson City.

JUNE 2—Kansas Auctioneers Convention, Beloit, Kansas.

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

JUNE 4 & 5—Wisconsin Auctioneers Association Annual Convention.

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

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

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

JULY 18-19-20 —

NATIONAL AUCTIONEERS CONVENTION, NETHERLAND HILTON HOTEL, CINCINNATI, OHIO.

Heller Elected By New Jersey Group

Elwood G. Heller, Somerville, was elected to the office of President of the New Jersey State Society of Auctioneers in the Annual Meeting of that organization on February 4. Norman J. Kirkbride, Hightstown, was named Vice President, and Ralph S. Day Leonia, was re-elected to the office of Secretary-Treasurer.

Added to the Board of Directors were: retiring President, Frank Schurich, Fairlawn; Lester Stout, Trenton; James H. Stickle, Dover; and Anthony J. Pikor, Union.

President Heller emphasized in his acceptance address that he plans a year of activity directly related to the welfare of the auction profession with particular reference to the State License act.

The N.A.A.'s greatest need is new members. Will you help? Let us together demonstrate the power of a sincere and worthy desire by moving toward the successful fulfillment of our membership goal. It can and will be done if we so desire.

—B. G. Coats

Missouri Meeting To Be This Month

Directors of the Missouri Auctioneers Association met March 17th in Jefferson City to plan the spring convention of the State Association. It will be held at the Missouri Hotel in Jefferson City, May 18 and 19.

Saturday night a dance will be held. This is so everyone can get acquainted. Sunday, May 19th, our Convention speaker, Col. John Cummins of Cynthiana, Kentucky, will be here. Other entertainment will be provided by the bow and arrow champion of Missouri, and Dr. Guy Solby, a comedian. Last of all there will be an election of officers for the next term. We Missourians welcome visitors from other states.

Question In The Auction World, "What Will Tomorrow Bring?"

IT SOUNDS FAMILIAR

For those who spoof the idea that "... there's nothing new under the sun," especially those who are guilty of downgrading modern youth, the following quotation should be required reading:

"Our youth now love luxury. They have bad manners, contempt for authority. They no longer rise when their elders enter the room. They contradict their parents, chatter before company, gobble their food and tyrannize their teachers."

Does this have a familiar sound? Of course it does. Our youth spent, there is nothing so enjoyable to us old folks as blaming all the ills of the world on our youth. So, the quotation might be an excerpt from the conversation of almost any gathering of irate parents or oldsters these days. It isn't. Those are the words of Socrates, and were spoken some 1,500 years ago.

POSITION WANTED

Auctioneer, age 29, B.S. Degree, desires job with an established individual or auction firm operating within a given area. Excellent references.

Contact: **THE AUCTIONEER**
803 S. Columbia St., Frankfort, Ind.

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THE LIGHTER SIDE . . .

HOMELY

An American was touring Wales and on entering a hotel in one town noticed the words "Tam Htab" written on the mat. "Ah!" he said, "I suppose that's Welsh for 'Welcome!'"

"No, sir," replied the doorman, "that's the bath mat upside down."

FIGURE SKATING

A couple of girls were up at Sun Valley taking skating lessons from the instructor. "Skating," he reassured them, "isn't hard. For example, the figure eights are as easy as pie."

"Not the way I do 'em," asserted one of the girls. "I make five with one skate and three with the other."

TIME OUT

Doctor: "You've got to have more diversion and relaxation."

Patient: "But I'm too busy."

Doctor: "Nonsense. The ants are hard-working creatures but they have time to attend all the picnics."

DEFINITE RESULTS

"How is it your children are so well behaved compared with those Indians of mine? Why, my kids are always running around with their shirt tails sticking out. Your kids always keep their shirts inside their pants. What do you do to keep them so tidy?"

"Oh, it's simple. On the end of each shirt I put a nice piece of lace edging."

MIGHT BE EITHER!

You can't tell these days by just sizing a fellow up whether he's a borrower or a lender. So you just better be respectful to everybody.

ACT NATURAL

The business man and his college-age son were at the photo studio. "You sit in this chair," the photographer directed the father, "and you, son, stand with your hand on dad's shoulder."

"Let's keep it natural," interrupted the father. "Put his hand in my pocket!"

COMFORTING

Employee: "Boss, I came to see if you could raise my salary."

Boss: "Go back to work and don't worry. I've managed to raise it each pay day, haven't I?"

REALISTIC

A fellow bought his wife the latest in TV sets—complete with 3-D knob. One day she had to get the repair man to fix it and while he was there she heard her husband's key in the lock. "Quick," she said, "hide. My husband is so jealous he'll kill you if he finds you here!"

All the cupboards were full so the repair man hid inside the back of the set. The husband settled down in his arm chair, switched on the TV to watch a football game. Inside the set the repair man was cramped, getting hotter and hotter. He finally decided he'd had enough, pushed down the back of the set, marched across the room and slammed the door. The husband stood up, looked at the set, looked at his wife and said, "I didn't see the referee send that fellow off the field, did you?"

CLUB MEETINGS, BAH!

"The trouble with many club meetings is that they open at 7:30 sharp and close at 10 o'clock dull." —Robert Dale.

AIN'T THAT THE TRUTH

A "hang-over" is something that occupies the head you didn't use last night.

IT MAKES SENSE!

A well-known comedian had just made his after-dinner speech at a gathering of notables. When he had seated himself, an eminent lawyer rose and, standing with hands deep in his trouser pockets—a habit of his—he laughingly asked:

"Doesn't it strike the company as a little unusual that a professional humorist should be funny?"

When the laughter had subsided, the comedian drawled, "Doesn't it strike the company as a little unusual that a lawyer should have his hands in his own pockets?"

IN UNITY THERE IS STRENGTH

NO REFUND

The man sawed on his steak, and he jabbed it, but still he couldn't cut it. He called the waiter.

The waiter examined the steak, "Sorry, I can't take it back," he said. "You've already bent it."

TRAFFIC SIGN

Husband, pointing out motioning traffic cop to off-in-the-clouds wife at steering wheel: "You can go now, or are you waiting for him to turn green, too?"

DIRECTIONAL SIGNALS

"This house," stated the real estate man, "has both good and bad points. To show you I'm honest, I'm going to tell you about both. The disadvantages are that there is a distillery one block south and a slaughterhouse one block north."

"What are the advantages?" inquired the prospective buyer.

"You can always tell which way the wind is blowing."

BUT COME BACK THIS SPRING

After a five day blizzard, a Red Cross rescue team was carried by helicopter to a mountain cabin nearly covered with snow drifts. After knocking on the door one rescuer stepped up and said, "we're from the Red Cross." "Well," said the mountaineer, scratching his head, "It's been a tough winter and I don't see how we can give anything this year."

MISS-TAKEN

A fellow we know works for a big cosmetic firm and travels to every state selling his firm's products. All of his clients are women and he carries an address book containing the names and addresses of women in nearly every major town and city. Recently he left his address book on an airline, and a stewardess found it.

She posted it to him, together with a note that said simply, "WOW."

YOUNG SAGE

The teacher was relating the life of Lincoln to her second-grade class. "And then," she said, "Lincoln went into politics. Does anyone know what 'politics' means?"

"Trouble," seven-year-old Harry promptly answered.

LOOKS LIKE IT!

The new guide was trying hard to impress the guests as he led them about near the edge of the Grand Canyon, and he exclaimed, "Why, it took millions of years to carve this great abyss." The visitor gazed long and then turned to the guide and asked, "Government job?"

EH?

There was no clergyman present, so the toastmaster singled out a pious-looking old gentleman in a black coat and tie, and asked him to pronounce a blessing. The old boy put his hand to his ear and replied, "I see that you are addressing me, sir, but I'm so goldinged deaf that if hell froze over, I couldn't hear the ice crackling."

OCCUPATIONAL HAZARD

The worried patient was visiting his doctor for a checkup.

Said the doctor: Do you smile at your troubles as I advised?

The patient replied: Yes, and the boss warned me three times to wipe that silly grin off my face and get to work.

PROFESSIONAL SERVICES

Two men, completely disrobed, sat in the doctor's office.

"I only want to have my eyes examined," one complained.

"That's nothing," the other replied. "I came to read the meter."

SERIOUS DISEASE

Man (twisting his radio dial and feeling a sudden sharp pain in his back): Oh, I think I am getting lumbago.

Wife: Why bother to listen? You won't be able to understand a word of it.

SLOW DESCENT

Eight years working for the same firm, he was never absent or late. Then one morning he came in an hour and a half late. His clothes torn, his face and hands scratched and bloody.

"How come you're late?" asked the boss, indignantly.

"I leaned out the window and fell three stories."

"That took you an hour and a half?"

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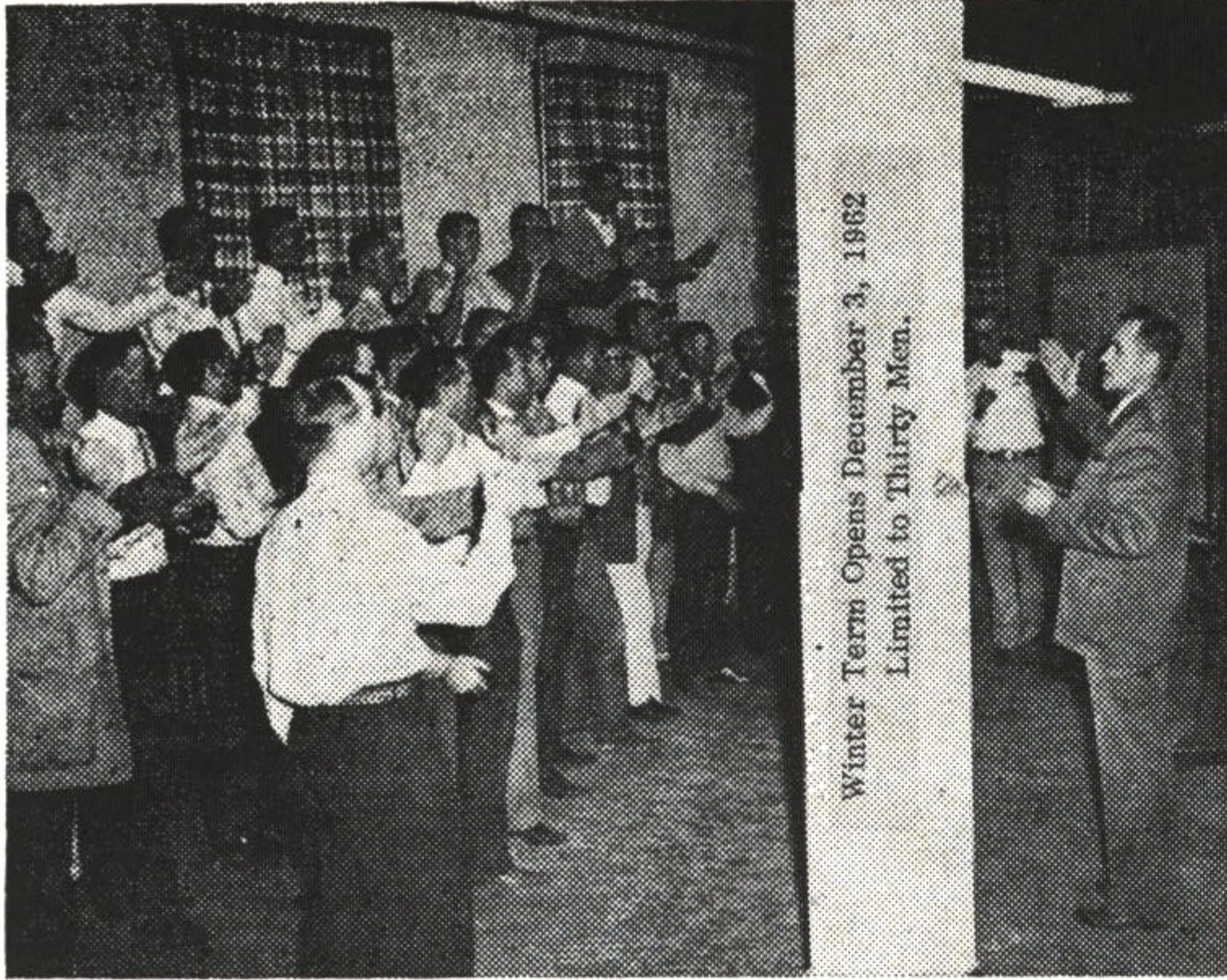
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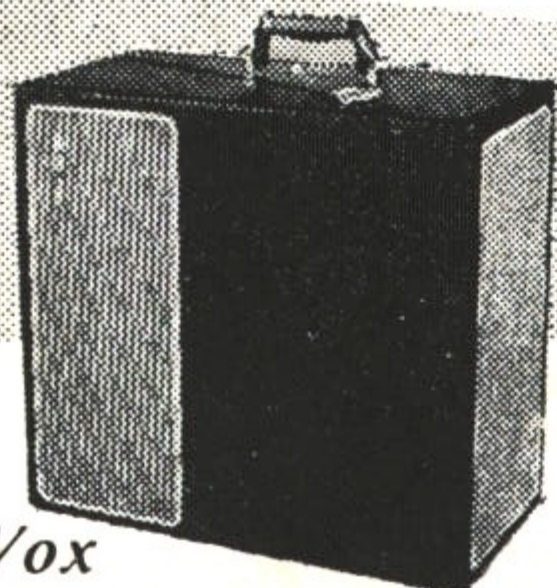
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