

# *the* AUCTIONEER





**THIRD ANNUAL CONVENTION**  
***Kansas Auctioneers Association***

**SUNDAY, JUNE 1, 1958**

***Hotel Sunflower, Abilene, Kansas***  
***Everyone is invited***

**Partial Program:**

**“What A Woman Sees At An Auction”**  
**by Peggy of the Flint Hills, noted columnist.**

**“I’ve Been Run Out of My Pea Patch For the Last Time”**  
**by Col. William Proctor.**

**Erwin Keller, noted cattleman and business executive, will  
be the Banquet Speaker.**

**Saturday, May 31 – 7:00 P. M.**

**Eisenhower Presidential Library Fund Auction**  
**Sterl Hall, Abilene**

**All auctioneers are invited to participate.**

**YOU - ALL COME NOW – – Y-HEAR**



**THE AUCTIONEER**  
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# Noel Challenges Farm Magazine On Marketing Suggestions

COLUMBUS, Ohio—Taking issue with a national farm magazine advocating strong marketing co-ops, the use of bargaining associations, and federal or state market orders by farmers, was Forest Noel, Lewistown, Mont., in the principal address here before the Independent Livestock Marketing Association at its annual meeting at the Neil House.

Noel, president of the American National Livestock Auction Association, national trade association of the livestock auction market industry, challenged the soundness of such programs as applied to the livestock business in any section of the country.

"Insofar as livestock operations are concerned . . . I challenge those statements of this publication (**Farm Journal**) as practical solutions in the best interests of those in the livestock industry," Noel said. "Livestock operations do not group themselves by area or by season of the year, to permit a self-contained local co-op marketing approach. Each area over the course of time is too dependent on other area conditions. There must be a basic market capable of performing the marketing services called for under ever changing conditions in its trade area and as related to other areas."

Pointing to the fact that the livestock industry provides 55% of the income to farmers under present marketing services, Noel stressed the value of those services as an integral part of the livestock agriculture. He urged the action of his audience in their "recognition of the value of livestock markets founded on private investment and initiative, with a 'know-how' and experience in livestock marketing where full advantage could be afforded to diversification in livestock operations," to assume the active leadership necessary to inform the public of those factors. He advocated organized and aggressive trade association action to better acquaint the gen-

eral livestock public of their "tools at hand." The scope and extent of the livestock auction markets throughout the country and the individuals connected with them, in his words, "constitute an effective, interrelated total of aggressive marketing effort and service that is unsurpassed."

Further stressing the importance of industry trade association action, the market leader said, "To accomplish the progress we must, in the light of rapid changes in technology, demands, diversification and customer preferences, we need to utilize and develop the best channels available through enlightened, unselfish trade association action."

Returning to his attack on "theoretical plans," Noel stressed what could more effectively be accomplished through mutual confidence and trust in market services at hand, coupled with positive action.

"The role of service of the livestock auction markets, and related independent dealers associated with them, is growing rapidly and has by no means hit its full stride. It will become more and more important as facilities are developed and improved, confidence is demonstrated through greater use by consignors and buyers alike, trade association activities are broadened, and market services expanded. All of this progress and this potential is based upon the private, free enterprise approach to fulfill these needs and demands. I know of no more concrete and active example of responsible private enterprise in business today than the independent livestock auction markets throughout the country. There is no better motivation to fulfill ever-growing needs of service and to develop ever greater efficiency than this, where the returns reflect an incentive profit and continuing satisfaction in a good job well done.

"These things we know — these things



# IN UNITY THERE IS STRENGTH

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are familiar to us. They are a part of our daily life and way of doing business. Together we rely upon those things we can develop through common understanding and mutual trust.

"The leadership in these efforts rests on the shoulders of those engaged in the private enterprise approach. It rests on your shoulders and mine. We must win an ever increasing public confidence and support. We must anticipate the livestock needs of our respective trade areas and strive to fulfill those needs. We must demonstrate our confidence in the livestock business through making our markets a key part of that business."

The head of the livestock marketing

industry's largest trade association welcomed the Independent Livestock Marketing Association as the affiliated state association of Ohio, and their active participation in the national group's objectives and program.

"Our continuing efforts must be aggressively directed to facilitate the free marketing of livestock of all classes, at prices that constitute the livestock business a sound and profitable one to those conscientiously engaged in it. We must continue to provide the key in that respect through responsible action in the conduct and performance of independent, effective and efficient, but coordinated, marketing services as a vital part of that business," Noel concluded.

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## The President's Letter

Syracuse, N. Y.  
April 13, 1958

Dear Friends:

As I write this letter I am in Syracuse, where we have just completed the plans for the Buffalo Convention. We are especially pleased that Bernard Hart, our National Secretary, could be with the New York group for this planning session.

Wanda has been working with the ladies on the plans for the Ladies Auxiliary meeting and program.

Everyone here is very enthusiastic concerning the Buffalo Convention to be held at the Hotel Statler, July 17, 18 and 19th. The program should prove both educational and inspirational. Bernie will publish the complete program in the June issue of "The Auctioneer."

Last Monday evening I attended the New Jersey State meeting near Camden, N. J., and spoke to that group. Enjoyed seeing B. G. Coats, Herbert Van Pelt, John Potts and several others whom I had met at the National meetings.

On March 16 I had a very pleasant trip to speak before the Michigan Auctioneers Association in Lansing. I accompanied C. B. Smith to Detroit after the meeting. We stopped on the way at his famous "Wolverine" Sale Barn. Mrs. Smith served us a cup of coffee and some of her outstanding cheese from "The Cheese Shop." We had a fine visit as we traveled by plane to Rochester, N.Y.

It certainly seems good to see Spring come after such a severe Winter. The auction business is good with us and I hope it is with all of you.

Kind regards to all.

Sincerely,  
Harris Wilcox





**It's Sale Day at Archbold, Ohio.**



# Yoder & Frey Auction In Ohio Receives Nation-Wide Recognition

The Wall Street Journal, issue of March 26, 1958, carried a front page story written by Arlen J. Large, and about the Yoder & Frey Machinery Auction at Archbold, Ohio. Portions of this story follow with full credit being given to the above named publication:

The clamor for second-hand farm machinery is loudly apparent here in this rural community 40 miles southwest of Toledo. It's the site of one of the world's largest regular auction sales of used farm machinery, conducted twice monthly by the firm of Yoder & Frey, Inc. On sale day, hundreds of buyers and sellers congregate on a muddy, 12-acre lot to follow auctioneers up and down long rows of used tractors and implements. At the March 11 sale, Yoder & Frey auctioned off 2,638 pieces of used equipment in a single day, most in the firm's 12-year history.

The pricing of old farm equipment is a mercurial thing. Prices generally reflect the quirks of local supply and demand at any given moment. But, like auto dealers, farm equipment retailers avoid complete price anarchy by referring to used equipment "blue-books."

One of these publications, Tractor and Farm Equipment Guide, published semi-annually by the National Retail Farm Equipment Association, provides strong evidence that some farm machinery, oddly enough, is growing more valuable as it gets older — the result of the growing demand for used equipment. Prices in the guide are based on reports from dealers throughout the country.

Example: A 1952 John Deere self-propelled combine worth \$1,874 last spring is now priced \$15 higher, despite a full year's depreciation.

In contrast, the suggested retail tag for a new machine of the same type stands at \$6,190, up \$375 over a year ago.

## Tractor Turnup

Used farm tractor prices also are strong. A year ago, for example, the guide placed the as-is value of a 1952 International Harvester Farmall "M" tractor at \$1,174. The current guide lists the same model and year at \$1,199, a gain of \$25. Likewise, a John Deere 1952 Model "A" which last year sold for an average of \$1,025 is now priced at \$1,052.

This reversal of price-depreciation patterns is found in the minority of guidebook listings, to be sure. But the fact it shows up at all spotlights the market's general strength.

Most of the dealers who buy and sell here at Archbold come from the eastern Corn Belt, or from such cotton-and-tobacco states as Tennessee, Kentucky, Virginia and the Carolinas. Many report sales of used equipment in their areas are far better, relatively, than new equipment volume.

The article continues with on the spot conversations with some of the many Yoder & Frey customers. Another favorable and descriptive story of the world-famed Yoder & Frey Auction appeared in the TOLEDO (Ohio) BLADE, April 10.

Col Elias Frey of the Yoder & Frey firm is a NAA member and was a featured speaker at the Columbus, Ohio, and Indianapolis, Ind., National Conventions.

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A work is then truly excellent, when the intention of the workman is struck out from the love of God, and returns again and again to rest in charity.

—St. Augustine.



# No Shortage of Money At Shetland Pony Auction

(Reprinted from FARM and DAIRY, Salem, Ohio)

Depression hasn't completely taken over the country, to judge from the pony sale at Canfield, Ohio.

Registered ponies sold the first day, and 49 of them averaged \$1,030 each.

A total of 147 grade ponies sold, for an average of \$459.

Buyers or consignors were present from New York, Virginia, North Carolina, Indiana, Illinois, West Virginia, Kentucky, Michigan, Missouri, Iowa, New Jersey and Canada, according to F. J. Burkett, Canfield, one of the sale managers.

This was the ninth sale sponsored by the Mahoning Valley Pony association. It is ranked as one of the six top pony sales in the nation.

Top registered animal was a red sorrel Welsh pony with white mane and tail, consigned by Wallace McKenzie of Diamond Pony Farm, Diamond, Ohio, and going to Chap Carter of Canada at \$3,500. The high grade price was \$1,835, paid for a sorrel mare with white mane and tail, and the mother of this mare brought \$1,550. Diamond Pony Farm consigned these, and Ralph Kressley of Pennsylvania was the buyer.

Color is a very important factor in determining price. The most popular color right now seems to be a rich red sorrell with contrasting mane and tail. Palaminoes rate about second, and in third place would be dapples with contrasting mane and tail.

There were not many geldings in this sale. Stallions did not sell quite as high as they did last year, although some of the tops went pretty good.

Small ponies are the popular ones. Sometimes the height was announced as the ponies were led in. Occasionally somebody would bring out a trick cane which had a built-in measuring stick, to see if the pony was actually under 39 inches at the withers.

The ponies were sold in the coliseum building at the Canfield fairgrounds. A

ring, or an "alley" was made down through the center with ropes, about nine feet wide. The ponies were paraded in this, usually with one person leading and another following with a whip. In addition there were five or six auctioneers in the same alley, coaxing bids from the far corners of the arena. These auctioneers are all colorful figures, and their activities, with the running ponies, made the ring a lively place.

All of these visiting auctioneers are connected with pony sales in other states, and they were active bidders.

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## Historic Missouri Farm At Auction

The historic old farm and ranch originally homesteaded by the Missouri pioneer Watkins family in 1932, located four miles north of Excelsior Springs, Mo., in Clay County, is to be sold at public auction Tuesday, May 6, according to an announcement by Mrs. C. E. Mason, present owner of the property.

The 1600 acre ranch is steeped in the history of early Missouri and the Western frontier and contains the four-story building which housed the first woolen mill west of the Mississippi, which was opened for business in 1861. This old mill building still contains all the machinery for carding, spinning and weaving wool, as well as an old grist mill for corn and wheat and an old trading store. Many unusual and rare antiques are contained in the old mill building ranging from old buggies and surreys down to old hand tools and implements. Included are many old papers, magazines, books and calendars. The building and its contents stand today much as they did on the day the mill was abruptly closed in 1886.

Other old buildings on the farm include the oldest permanent school building in



Missouri, and the old Mt. Vernon Baptist Church. The school building, an octagon shaped brick structure, was completed in 1851 while the church, also of brick, was completed in the 1870's according to Mrs. Mason.

The ranch property itself also contains a modern six room bungalow as well as barns, cattle pens, machine sheds and other improvements. 700 acres are fenced hog tight. The property will be offered as one unit and in three separate parcels. The old mill building and its contents will be auctioned off separately, either as a unit or piecemeal, said Mrs. Mason. The sale will be conducted by Wayne Cook Associates, Dallas, Texas.

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## Famous Auctioneer Began As Messenger

LONDON — Sixty years ago, when an aging Queen Victoria reigned over Britain, a tousle-haired boy of 13 joined the art auctioneering firm of Christie's as a messenger boy.

"If you work hard," a clerk told him "you might become a porter one day."

He never did.

Instead, he became Sir Alec Martin, the managing director of Christie's and the most famous art auctioneer in the world.

"I suppose I must have liked something about the atmosphere of the place," he says reflectively as he reviews his years of selling the world's art treasures.

"They would only employ me nine months a year. I came from a poor home, so I had to work the three summer months also.

"I usually tried to go abroad. One summer I washed dishes in a cafe in Paris and learned to speak some French and I started to look at pictures. But I always came back to Christie's."

Sir Alec has seen many changes in the art world especially the make up of the buyers of art.

"Americans are the biggest buyers these days," he said. "When I first started here it was mostly British collectors buying from British dealers. But the impoverishment of two world wars and

the high taxes have changed that.

"Americans are feeling the pinch of taxes too. It used to be the great private collectors who were buying — Mellon, Frick, Pierpont, Morgan — I remember those. Now it's the heavily endowed museums."

Christie's does not buy works of art. It only auctions them, taking a commission of 10 per cent. Annual turnover has been estimated at over five million dollars.

When he mounts the auctioneer's rostrum at Christie's an alert, energetic figure with ever-twinkling eyes, tiny porcelain hammer in his hand, the dealers who come from all over the world look up to him with respect bordering on awe.

At 73 his control of the buying is sometimes a dazzling virtuoso performance, with a fortune changing hands in two minutes in a series of competing nods and winks.

"A successful auctioneer should be like an orchestral conductor," says Sir Alec, who has knighted in 1937 for his services to art. "Just as a conductor must know his music, so an auctioneer must know the work he is selling. Just as a conductor must know his players and their capacity, so an auctioneer should know his buyers, what they want and how much they're worth."

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## Jersey Breeders Plan 90th Meeting

The American Jersey Cattle Club, oldest dairy breed organization in the Western Hemisphere, will hold its 90th annual meeting at Louisville, Ky., during the first week of June.

A six-day program lasting from May 30 through June 4 has been designated as National Jersey Week. The activities include tours of famous Jersey cattle and horse breeding establishments in Kentucky, two Jersey cattle sales, a national clipping contest for Jersey youth, a Kentucky "burgoo" dinner, and the 90th business session of the nation's Jersey breeders.

The activities begin on May 30 at the Folck Farm, Springfield, Ohio.



## Bits of Thought

By R. C. Foland, Real Estate Auctioneer  
Noblesville, Indiana

It occurs to me that Auctioneers who sell real estate by auction, should be willing to pass some of their ideas on to the auctioneers of America, in order that we may all work together to cause the flow of real estate on the market to have an outlet through the auction channel.

With this thought in mind, I have been contributing a few articles to this publication.

You have probably heard it said that "catching comes before hanging." It can also be said that the first thing in selling real estate by auction is getting the sales. There is no commission to the auctioneer and no service to the seller, unless the first requirement is met. It usually requires more than a friendly conversation to properly contract for a real estate auction and I lay emphasis on the word 'proper.' Much depends on the attitude of the seller and he should be in the auction spirit from start to finish. How can the owner be placed in the proper attitude of mind unless the auctioneer is in the proper auction spirit himself?

There are three fundamental facts which I think should be placed in the mind of a seller as a basis on which to build the advantages of auction selling.

### **No. 1. There Are Only Two Methods**

Broadly speaking I think this is true. The owner will get no relief from his desire to sell unless he sells by auction or private treaty. If these methods are equal, the problem of selection should be simple; merely toss a coin. As auctioneers we perhaps all feel that the auction method is the better of the two. But we should be able to produce good reasonable and logical reasons as to why the auction method is the superior plan. In as much as there are only two methods, it should not be difficult to make a selection.

### **No. 2. Neither Method Is Perfect**

Indeed there are few things which are perfect. The seller should therefore



Col. R. C. Foland

become reconciled to the fact that he will need to be content with an imperfect system. Our problem as auctioneers is to show the seller that the auction holds out more and greater advantages.

### **No. 3 Buyers Govern Prices**

The third fundamental fact is that the selling price is governed by prospective buyers, by either process of selling. There is no science of selling which can produce the price an owner sets, unless the buyer agrees on it, hence the buyer's price. If an owner could set and get his price, the value of real estate would soar skyward.

Before beginning the study of the advantages of selling by auction, I think the seller should have these three fundamental facts clearly in mind: first only two methods; second neither method is perfect and third by either method prices are governed by prospective buyers.

I urge auctioneers to get these three points clearly in mind and then go out



and practice on somebody who has something for sale, by presenting to them the advantages of the auction method. If this is done, I think it will be clear that a well organized interview on the advantages of selling by auction is very essential.

Of course after the sale is contracted, there are other important steps to a finished sale. We could say advertising was the next logical step. The third step could be classified as conducting the sale and the fourth and final step the closing of the deal. Before these last three steps are necessary, the contract for sale must first be secured.

## Property Of Slayer Attracts Curious

PLAINFIELD, Wis. — Souvenir and bargain hunters, 2,500 of them, swarmed over the farm of slayer and ghoul Ed Gein, buying anything offered on the auction block.

The 195-acre farm and the half dozen ramshackle buildings were sold to Emden Schey and his partner, Allen Little, Sun Prairie, Wis., real estate dealers, for \$3,925.

Schey said they plan forestry plantings on the property of the little handyman who admitted slaying two women and the plundering of a dozen graves.

Gein is in a hospital for the criminal insane.

A Chicago man paid 25 cents for a rusty ax head. Other items that sold for cash included old chicken crates, lumber and wagon wheels.

Chet Scales, a junk dealer from Highland, Wis., paid \$215 for the 1940 pickup truck Gein reportedly used to carry the bodies of the two women he killed. Scales said he would keep the truck as a souvenir.

Gein's 1949 two-door Ford sedan brought \$740.

A damaged metal stool was sold for \$14. A rusty manure spreader—apparently beyond any hope of repair—was sold for \$36.

The old farmhouse in which Gein lived alone with his weird collection of graveyard souvenirs burned to the ground early this month during the height of

## *We Regret*

On page 20 of the April, 1958 issue of **THE AUCTIONEER** there appeared a feature article concerning **PIONEER VILLAGE** which is managed by NAA member, Col. T. C. Jensen, Minden, Nebraska. Omitted was the 'by-line.'

Doris L. Minney, McCook, Nebr., is the author of this article which was written especially for **THE AUCTIONEER**. We publicly apologize to Miss Minney for omitting her name.

a controversy over holding the auction on Palm Sunday. Authorities still are investigating the possibility of arson.

During the inspection day more than 20,000 persons tramped over the farm.

The bidding lasted about 1½ hours. Harvey Polzin of Plainfield, court-appointed guardian of the Gein estate, said he was satisfied with the sale.

A brief flurry of excitement surged through the crowd when a mound was found about 200 feet in the woods behind the ruins of the house. Deputies policing the auction said they blocked off the area and that the mound would be opened later.

Nothing inside a snow fence that surrounded the charred ruins of the farmhouse was sold.

## For Michigan Only

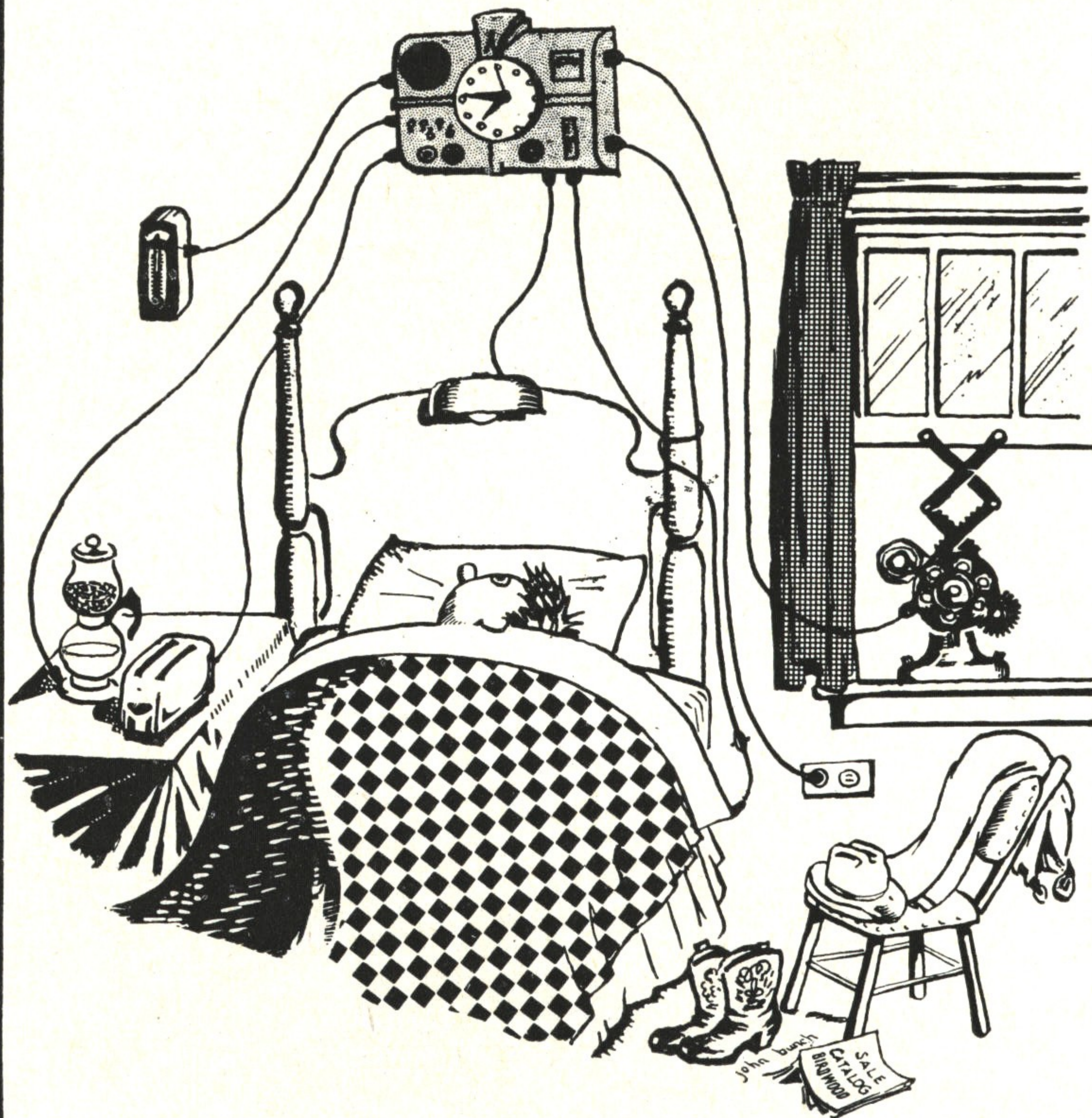
Mr. and Mrs. Michigan Auctioneer, are you planning to attend the National Auctioneers Convention, Buffalo, N. Y., July 17-18-19? Don't you think it would be a good idea if we could all go as a group with our cars bearing banners and placards showing the world that we were from Michigan — and proud of it?

If you are interested in such a plan, please write to Mrs. Mary J. Cole, G-9212 N. Dort Highway, Mt. Morris, Mich. Several have already indicated an interest in this project and they want others to join them.



TIME TO GET

***ALL SET!***



*for...*

**NATIONAL AUCTIONEERS  
CONVENTION**

**Hotel Statler, Buffalo, N. Y.**

**July 17-18-19, 1958**



# THE LADIES AUXILIARY

• • • • •

Greetings, Auxiliary Members:

There is truth in the old saying, "Time and tide waits for no man." This I realized quite suddenly today as a letter received from our lovely President, reminded me that April 15th, the deadline for all material making up the May issue of "The Auctioneer," was near. When I volunteered to write a note at the last convention, I thought, "May is a long time away, so will have plenty of time."

The memories we cherish of Convention in Lansing, Michigan are pleasant ones. To enjoy fellowship with a group we must become one with them. Having become a member of the Auxiliary last year made me most happy as I met so many fine and lovely ladies whom I am looking forward to seeing again at the next Convention.

It has been a busy year with us, and one quite different. This being our son's first year away in school, (Tennessee Military Institute) has left me lonely, so have accompanied my husband on many of his trips, visiting Ray every opportunity.

January of this year we moved to Atlanta. We have an Auto Auction business here which has great potentialities. Mr. Waldrep is very busy in the business and Gideon work, often combining the two in his travels.

The Christmas and Spring holidays were spent in Florida. March 15th, the second Public Auction was held at the Manatee Public Beach in Anna Maria, Florida for the benefit of the Children's Playground, with Mr. Waldrep and two of his capable Auctioneers, Cliff Robinson and Warren Waldrep doing the selling. Proceeds from Auction will help make it possible for the children of the Island to have a baseball diamond and other equipment.

Now with Spring in the air we can all go forth with fresh zeal and enthusiasm in our various types of work. At last the breath of Spring has thawed and is gently breezing through the South-

land. The whir of the lawn mower as it clips the tender green blades of grass, (leaving a soft velvet carpet), intermingled with the songs and chirps of the birds sounds like music in our ears.

Pardon this personal description of our fair city, but Peachtree Street and the surrounding residential area, in the Spring, is a fairyland of beauty. The pink and white Dogwood, with peach and apple blossoms, blending their soft colors interspersed with pink thrift, red-bud trees, bridal wreath, jonquils, tulips and shrubs as they awaken from their winter slumber, are lovely to behold.

In this resurrection of dormant life we see the love of God unfolded and know that He is the source of "every good and perfect gift." Even "The heavens declare the glory of God, and the firmament sheweth his handywork."

With much to be thankful for, we are looking forward to meeting each of you in Buffalo, N.Y. come July.

Mrs. R. A. Waldrep  
Atlanta, Ga.

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## Receives NAA Membership Award

As an additional recognitional award, the Western College of Auctioneering, Billings, Mont., has initiated the practice of presenting a Membership in the National Auctioneers Association to the president of each graduating class.

H. D. Witherspoon, Twin Falls, Idaho, was the recipient of the first such award. He was president of the class which graduated March 22, and the award was made during the graduation banquet.

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## Eva's Jewels

BUENOS AIRES—Unidentified French jewelers paid the top prices at an auction of valuables left by the late Eva Peron. The government held the auction to dispose of the Peron dictatorship's belongings.



## Historic Hotel Sells In Denver Auction

DENVER, COLO.—The famed Windsor Hotel, opened in 1880 and considered the finest west of Chicago at that time, was offered at public auction March 28 and advertised to sell subject to a minimum price of \$125,000. This hotel once was the finest address in Denver but now is in the midst of 'skid row.' It is on a street which is now in dire need of Urban Redevelopment.



About 200 persons attended the auction. Most of them were native Denverites who hoped that some 'wealthy millionaire' would buy it and preserve it as a shrine commemorating the good old days when poor men became rich over night by developing gold and silver claims in the Rockies within 100 miles of Denver. They came to Denver to 'live it up' while registered at The Windsor. A few cautious bids were made but the seller refused to relent on the advertised minimum price. It was evident that most of the people in the crowd were sadly disappointed when the auction was ended.

The next day a brilliant young financier bid \$120,000 and announced that if his bid were accepted he would temporarily recondition the property to be ready for Denver's Centennial in 1959, then

raze the building and erect a low-cost apartment building. Within an hour a 'Santa Claus' appeared, a former New York stock broker who bid and bought the property at \$125,000. He plans to continue the use of the building as a shrine for all that pertains to the bonanza days of the Denver of nearly 80 years ago.

Shopen Realty Auction Company of Kansas City, Missouri held the selling contract but due to unsurmountable difficulties pertaining to a stringent auctioneer license ordinance the company employed R. E. Fortna, an auctioneer who specializes in real estate auctions, to conduct the auction. The auction received considerable publicity, including after-auctions negotiations, from the two daily newspapers and one TV station televised parts of the auction and ran interesting spot shots that night on their news program.

## Boston Convention For Holstein Men

Boston, site of the Holstein cow's first lasting hoof-prints in the New World, will provide the backdrop for the 73rd annual convention of The Holstein-Friesian Association of America June 4 - 5.

More than 2,000 Holstein breeders from all 48 states, Puerto Rico and several foreign countries are expected to take part in the sessions at the Sheraton-Plaza Hotel.

Included in the total will be an all-time high of 182 official delegates—elected representatives of more than 48,000 association members.

Host for the affair is the New England Holstein-Friesian Assn. Harold J. Shaw, Sanford, Maine, a former president of the national organization, is convention chairman.

Over and above the shaping of policy and the election of officers, a program featuring several nationally-known speakers and a full week of supporting events is planned.

It's necessary to cultivate good habits—bad ones grow wild.



# Wherein the Lumbago Hinders One's Efforts

By COL. POP HESS



The date of this writing, April 11; the location, my office at Radio Station WRFD, Worthington, Ohio, 880 on the dial; weather, cloudy, cool and wet; my disposition not too good as of the moment.

We have had some nice Spring days and I have been eager to get old 'Hobby Acre Home' looking good for Easter Sunday. I did some violent exercise such as digging and raking and came up with a good case of old-fashioned Lumbago. It is a lot of trouble to sit down and more trouble to get up and I walk with a lean toward the northeast. However, I think I have improved some from yesterday. Last night Mom rigged up an electric heating pad in my favorite chair where I watch my regular night TV shows. She turned on the heat and I forgot to tell her I had used some old-fashioned horse liniment I had out in the barn that I thought would help the situation. Well, the electric pad got hot, the liniment got loud and strong, Mom threw open the window and the dog took for the woods. I still think the cure was worthwhile to try.

I was pleased to see the April issue of THE AUCTIONEER with so much interest coming from various sections, and especially enjoyed Mort Granger's writing. Col. Granger has long been a good friend of mine and I always felt that he could look a man over in his sale ring and come nearer to figuring out how much that man would pay for a cow than anyone I ever knew. He would sell out so sudden that bidders would never take their eyes away from him for a moment if they were still interested.

Mort Granger never faltered or delayed in saying sold when he knew he

had the right price and the right time to sell. For many years he had a top run in Eastern sales and was highly respected by all who attended his sales. His story in the April issue is one all auctioneers can enjoy reading and receive advice.

We have many auctioneers throughout the land who could furnish some real reading for this publication. So boys, try your hand and if you can't write, hire a stenographer. You tell her and she'll write it.

By the time you read this article we will be in the month of May. Auction sales on farms will be somewhat nearing a standstill but there will be many purebred livestock sales held during the month. I note our Ohio lineup for May includes some very choice Production Sales in dairy and beef cattle as well as sheep. In recent years, we here in Ohio are like many other states in that we have our weekly livestock sales and this keeps the auction way of life and the way to sell out in front to the extent that there is really no slack time in the auction business.

I have received some very interesting letters the past month from young, middle-aged and old time auctioneers, each of which provided food for thought that one could weave into a good story and as time passes I will get some of my way of thinking on their problems into my monthly column. But to write a good story one should not have too much lumbago as in such cases the effort used in pounding a typewriter seems to center in the lumbago spot and could cause some faulty words. My guess is that our Editor in Chief has plenty of trouble with my layout even without the lumbago as I am quite sure



many of my articles would not look so well if they went directly from my desk to the printer. Bernie can no doubt tell you that "Hess bugs are numerous."

Also, I have been doing some thinking as to taking a shot at Page 29 of the March issue regarding tacking on or untacking the name, Colonel, from auctioneers. That suggestion is one of interest although I had never given it much thought until reading the article. I think I will try and give it a few swipes before or by the Convention issue as it is a subject worthy of looking into. The writer may not be too much wrong and perhaps some of the many Cols. will come up with some suggestions that will assist me in writing about the subject.

I recall back in war days when it was like pulling teeth to get a reservation in a Pullman car for night travel, a good friend of mine, Col. So and So, and myself were working a heavy sale and had a similar one the next day that took a full night's travel to reach. We both wrote for reservations for the run, he signed his name Col. So and So, I signed mine as Pop Hess. He got a lower berth and I sat all night in a hard seated day coach.

This boy's column on page 29 of the March issue woke me up to what could happen back in the War days. With this I will rest the subject for now to see what may come out from the to be or not to be Cols. Also, please read again my article on page 13, April issue, on what my friend, Col. Perry, said about Col. attached to the auctioneer's name as he saw it. So how about a S.P.C.A.C. discussed on the next convention floor at Buffalo?

You know, it would be interesting reading if auctioneers out over the land would sit down and write just 12 words each on a subject they would like to have discussed on the Convention Floor in July. Some of them could strike oil. They could be printed, unsigned, in the June issue. That is what conventions are for and many no doubt would be worthy of consideration.

Well, to all auctioneers throughout the land, we are now living in a much im-

proved modern way of life. Good or bad, we have to be a part of it all. Some think we are not as well off as in the 'good old days,' yet, if it came to a vote few would vote to go back to the horse and buggy, kerosene lamps and all the things we did the hard way back in the good old days. It is a pleasant remembrance and nice to day-dream about but would not be so nice if it were a reality.

As I ring off I will say that the old lumbago is still hurting and I am heading home for the horse liniment and the modern electric heat pad — for relief.

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## Kentuckians Looking For Opportunities

Although one of the newer among State Auctioneers Associations, the one in Kentucky is certainly right at the top when it comes to activities. Below is a reprint of a letter that has been mailed to every town and city in the State of Kentucky.

### TO SECRETARIES OF CHAMBERS COMMERCE IN KENTUCKY:

The Kentucky Auctioneers held their annual Convention in Lexington, Kentucky, January 13, 1958.

We went on record at that time by stating that the K. A. A. offers services, gratis, of the Auctioneers throughout Kentucky for the purpose of conducting charity auctions anywhere in Kentucky for any recognized charity organization. We offer this service to fulfill part of our civic duty.

Will you please fill in the blank below with the name and address of any persons who may be able to furnish us with names of these organizations in your town. Please return to the Executive office at the above address in order that we may contact them personally.

Sincerely yours,  
Elaine K. Meyer  
Secretary



## Yakima In 1961??

OFFICE OF THE MAYOR  
CITY OF YAKIMA  
Yakima, Washington

Joe K. Alderson, Mayor

March 20, 1958

Mr. Bernard Hart  
803 South Columbia Street  
Frankfort, Indiana

Dear Mr. Hart:

One of the members of the National Auctioneers Association, who is an active citizen in our area, by the name of Mr. Wes Wendt, advises me that you people like to move your conventions around to different areas of the United States; and, as a citizen of the state of Washington, as a member of the executive committee of the World's Fair Board, and as mayor of the city of Yakima, I would like to have your board consider holding your national convention in the state of Washington in 1961, and also consider our city of Yakima as a convention city.

If this idea seems feasible I would be very happy to give you further information relative to the World's Fair to be held in 1961 in Seattle, and also about our area, Yakima, Washington.

Sincerely yours,

Joe K. Alderson  
Mayor

## Kansans Make Plans For Huge Convention

More than 100 auctioneers and their wives are expected in Abilene, Kas., May 31 and June 1 for the Annual Convention of the Kansas Auctioneers Association.

A highlight of the convention will be a public auction to be held at Sterl Hall, Saturday evening, May 31. Proceeds from the auction will be contributed to the Eisenhower Presidential Library fund. Merchants from Abilene and other parts of Kansas will contribute

the items to be sold at the auction.

The conventions committee of the Abilene Chamber of Commerce is assisting the association in making necessary arrangements for the convention. Col. Mike Wilson, Muscotah, and Col. C. E. Sandeffer, Topeka, are President and Secretary, respectively, of the Kansas Auctioneers Association.

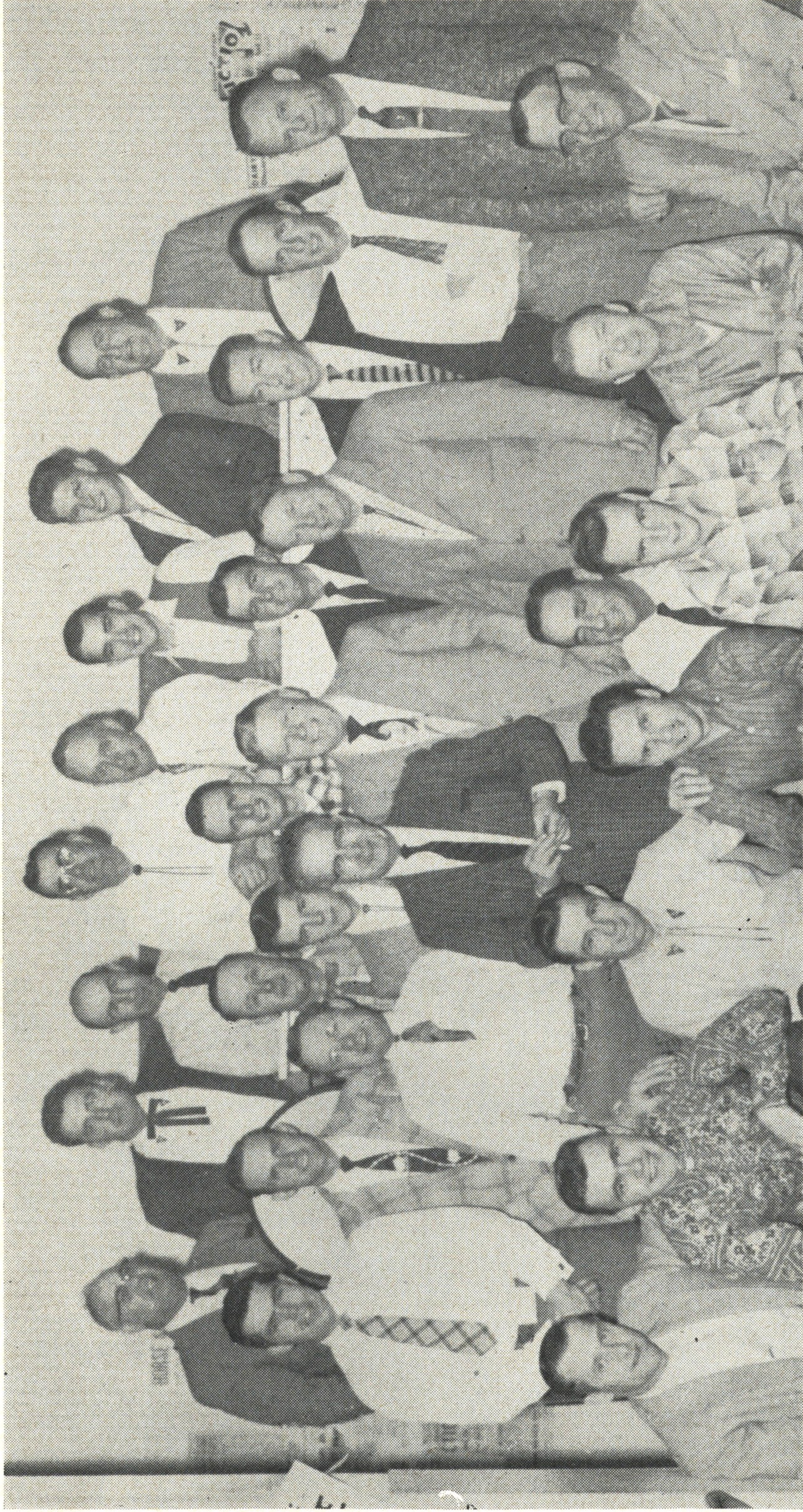
More about the Convention Program can be found in the display advertisement elsewhere in this issue.

Matron: "What can I do to have soft, beautiful hands?"

Beauty Specialist: "Nothing, madam. And do it all day long."



# NEW AUCTIONEERS





The picture on the opposite page is the Graduates of the Western College of Auctioneering, Billings, Mont., Class of March, 1958.

Front row, left to right: R. J. 'Bob' Thomas, Instructor; Jakie Jessop, Montana; Stanley Wahl, North Dakota; Robert Pulse, Montana; Kemp Robinson, Idaho; Tom Berry, California; Willard Flannery, Minnesota; Dale Shelton, Instructor.

Middle row: William Wilks, California; John Wert, Idaho; L. G. Schloatman, Wyoming; Gilbert Wagner, South Dakota; Jim Wentz, Nebraska; W. J. Hagen, Instructor; Walt Whirry, Montana; Jim Wilson, Saskatchewan; H. D. Witherpoon, Idaho; Tom Wilson, British Columbia; John P. Hagle, Alberta; Lewis McIntyre, British Columbia; Joe Schmidt, Instructor.

Top row: Guy Williams, Instructor; Irish O'Connell, Utah; Gordon Cross, Montana; Curtis Aaberg, North Dakota; Jim McCoy, Wyoming; Earl Watson, Alberta; Larry Carlon, California; E. H. Fenske, Alberta.

## 75th Anniversary

A full page advertisement in the GREEN BAY (WIS.) PRESS-GAZETTE announced the celebration of a Diamond Jubilee in the auction profession of the Van Veghels of De Pere, Wis.

Back in the 1880's the late Peter A. Van Veghel commenced conducting auctions in Northeastern Wisconsin. Following World War I, his son Frank Van Veghel joined him in the real estate and auction field.

A member of the third generation, Peter J. Van Veghel, has been working with his father, Frank, for the past 16 years. Peter has two sons, ages seven and nine, so in all probability 'Van Veghels' will be conducting auctions for many years to come.

The present members of the Van Veghel team are members of the National Auctioneers Association and proudly display the official emblem in all their advertising.

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A smile is a curve that can set a lot of things straight. Try it!

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# Advertise the NAA



Let all the world know that you are an Auctioneer and that you are a member of the National Auctioneers Association, with,

**GOLD LAPEL BUTTONS:** They attract a lot of attention because they are attractive — \$2.50 each postpaid.

**ELECTROTYPES OF THE NAA INSIGNIA:** Use them on your letter-heads, envelopes, business cards and other advertising. They add distinction. \$2.50 each postpaid.

**DECALS:** Three color decals, 4 inches in diameter. Place them on the windows of your office, on your automobile and other conspicuous places. They can be used either inside or outside — on glass or other flat surfaces. 50c each or 3 for \$1.00 postpaid.

Send your order with remittance to

**THE AUCTIONEER, 803 So. Columbia St., Frankfort, Indiana**



# Livestock Auction Co. Asserts Separate Auction Market Identity

OGDEN, Utah—J. E. Manning, long-time livestock auction market operator at the Ogden Union Stockyards, testifying in a formal hearing here brought under the Packers and Stockyards Act, defended the right of his company to maintain its operations and identity as a livestock auction market separate and apart from market agencies selling livestock by private treaty at the stockyards.

The hearing, conducted by Clarence H. Gerald, hearing examiner, Washington, D. C., arose under a formal complaint filed by Manning against the Ogden Union Stockyards Co. He alleges violations of the fair trade practice provisions of the Act and regulations, by the stockyards company in its assignment and allocation of the sales pavilion and facilities used by Manning's Ogden Livestock Auction Co., to the use of a commission firm to hold weekly cattle sales by auction while still engaged in selling at private treaty.

Manning has operated his livestock auction market exclusively in the same facilities since 1939. No sales are conducted by him by private treaty. The market sells by auction on Monday, and Tuesdays as volume dictates.

Ogden Union Stockyards is a wholly owned subsidiary of Denver Union Stockyards. W. C. Crew, Denver, is president and general manager. He voiced the right of the stockyards company to "unilaterally decide" upon the use of the stockyard and market facilities by all companies doing business at the stockyards. He further asserted in his testimony that the stockyards company sought to more evenly distribute consignments for sale to effect labor savings in stockyard operating costs.

The stockyard company does not itself sell livestock. About 40% of its business is in yarding, handling and feeding livestock consigned for sale. Sixty per cent is in handling transit rail shipments for

feed, water and rest, it was stated.

Manning testified that all cattle sold by his company were sold by auction to the highest bidder from assembled buyers. He stated he "supported the market as necessary," bidding himself where he felt other bids were not high enough. He said his company had no "holdover" cattle as a result of its service.

In the evidence, the Ogden Livestock Auction Co. was shown to have sold over 50% of the total cattle and calves at the stockyards for all consignors over the past 12 to 15 years.

At the close of the all-day hearing, time was fixed for the filing of briefs and proposed findings of fact by the opposing parties. The final decision of the department's judicial officer will be based on these and the report of the examiner.

C. T. 'Tad' Sanders, Kansas City, Mo., and Leroy B. Young, Ogden, were the attorneys representing Ogden Livestock Auction Co. Winston S. Howard, Denver attorney, represented the Ogden Union Stockyards Co.

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## Calgary Bull Sale Totals Half Million

The world's largest public auction of beef bulls, held at Calgary, Alberta, the latter part of March, resulted in an average of \$749.14 on 711 head. This was an increase of \$229 per head over last year's sale. The gross receipts for the 1958 sale were \$532,640.

Herefords led in numbers as well as averages. The 477 horned Hereford bulls averaged \$782 compared with \$546 a year ago. Breeders from United States were the buyers of 137 head.

Other averages of the breeds represented were \$748 for the Angus, \$637 for Polled Herefords and \$610 on the Short-horns.



## Michigan Group Has Enjoyable Meeting

The box social, a source of joy, fellowship and entertainment that was highly popular a generation ago is being revived with unusual success in many sections of the country.

On April 7, members of District No. 4 of the Michigan Auctioneers Association gathered at the Waterford Township Hall, 5640 Williams Lake Rd., Waterford, Mich., and had a most enjoyable evening which included a box social followed by a dance. A special group of young people were present to assist with the latter. They were in charge of Albert Zimmerman, Howells, Mich., who also served as square dance caller.

For bringing the highest selling box, Mrs. Gladys Kleinesmith, Mason, Mich., was awarded a beautiful table lamp. Vernon I. Cole, Mt. Morris, Mich., the

buyer, was presented a man's jewelry set.

Mrs. Stanley Bates, Whitmore Lake, Mich., brought the second top seller and Floyd Persails, Flint, Mich., was the buyer. A total of eight prizes were awarded.

A similar event is being planned for June 9 at the same location. It is the hope of the committee that all auctioneers and their families within driving distance will attend.

## Bristle Sale

WASHINGTON—The General Services Administration has announced it will offer about 500,000 pounds of Chinese hog bristles at a New York City auction April 28. The bristles have been declared surplus because of an adequate supply of synthetics.

A bustle is like a historic novel—a fictitious tale based on a stern reality.

**YOU MISS  
SO MUCH**

*When You Are  
on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

**Join Now**

**NATIONAL AUCTIONEERS ASSOCIATION**

803 S. Columbia St.

Frankfort, Ind.



## CLIPPINGS BY NELSON

### THE BOY AND HIS BICYCLE

Down in Atlanta, Georgia, 12-year-old Artie Truelove went to a public auction at police headquarters. Arlie hoped to buy a bicycle with the nickels and dimes and pennies he had saved. Time and again the youngster started the sale with a firm bid of "One dollar and seventy-five cents," and each time a higher bid topped him.



Col. E. T. Nelson, Renville, Minn.

The boy stood wide-eyed, with his hands. One by one the bicycles were auctioned away, and finally there was only two left.

"What am I bid for this one," said the auctioneer; "she's a beauty!"

"One dollar and seventy-five cents," said the boy, this time desperately.

"Seven dollars," said a junk dealer! "Sold for seven dollars," called the auctioneer.

One bicycle left! Streamlined, red — the most beautiful the boy had ever seen. Again the auctioneer asked, "What am I bid for this bicycle — the best of them all?"

This time the boy's bid came almost in a whisper of heartbreak: "One dollar and seventy-five cents!"

The boy looked around at the others in the room. They looked back and understood. Nobody else bid—not a word

was said. The auctioneer smiled, and then just as fast as any auctioneer ever said it, he cried: "Sold to the boy for one dollar and seventy-five cents!"

## Invitations Out For Marketing Congress

NEW ORLEANS, La.—Invitations to attend the national Livestock Marketing Congress here on June 12, 13 and 14 have been extended to all national and state livestock organizations and their membership, it was announced by Earl Jennings, Baton Rouge, chairman of the committee in charge of arrangements for the event.

"Supplementing these written invitations, every livestock auction market is inviting its customers to join in this industry-wide forum on marketing," Jennings stated.

The Congress is sponsored by the American National Livestock Auction Association. The program previously announced will consist of a series of forum discussions on different phases and aspects of livestock marketing, highlighted by several major addresses from leaders in livestock marketing and educational circles.

The state commissioners of agriculture will open the program with a luncheon in their honor on June 12. S. J. McCrory, Commissioner of Agriculture, Louisiana, will serve as toastmaster. The various state commissioners will present noteworthy items concerning livestock marketing advancements in their respective states.

The meat packers, the Livestock Market Foundation, the livestock press, purebred associations and marketing research officials, will all head separate discussion forums on the following two days.

The Congress will close with a banquet Saturday night and a tour of Louisiana farms and ranches Sunday.

What the modern businessman must decide is not whether he will have trouble—but, when, and how much.



# Minnesota State Auctioneers Convention

Long Prairie, Minn.

June 6 and 7, 1958

## PROGRAM

Advertising and Auction Magazine Display ..... E. T. Nelson,  
Renville, Minn.

Luncheon Speakers ..... Mayor Phil Berg, Long Prairie, Minn.  
County Attorney Frank King, Long Prairie, Minn.

## DISCUSSION HOUR

Auction Liability Insurance ..... Insurance Fieldman  
Convention Speakers: ..... F. J. Duke, Pine River, Minn.  
Bernard Hart, Secretary of National  
Auct. Assoc., Frankfort, Ind.

Auction Legislation ..... Frank Sloan, Minneapolis, Minn.

CONVENTION CHAIRMAN—Roscoe Davis, Madison Lake, Minn.

## COMMITTEES

### PROGRAM

E. K. Elmes, Long Prairie  
M. J. Henry, Foley

### PUBLICITY AND MEMBERSHIP

Floyd Munsell, Franklin  
Frank Sloan, Minneapolis  
E. T. Nelson, Renville  
Earl D. Rowley, Roseau  
Alvin Kohner, Winona

### NOMINATING

“Skip” Radde, Watertown  
George Suakkola, Annandale  
Don Cary, Twin Valley  
P. J. Peterson, Badger

### RECEPTION

Claus Beck, East Grand Forks  
Paul Hull, Austin  
Alvin Albright, Austin

### SUGGESTIONS AND GRIEVANCE

Fred Radde, Watertown  
Carl Olson, Mabel  
M. W. Sickman, Wood Lake  
Myron Nelson, Franklin

### CHARITY AUCTION

E. K. Elmes, Long Prairie  
Sam Nyckelmoe, Ashby  
Lester Jenks, Long Prairie  
Milton Griffith, Eagle Bend

Convention Headquarters: The Reichert Hotel, Long Prairie, Minn.

A listing of available motels and hotels will be mailed to every member and licensed auctioneer in Minnesota, together with a copy of “The Auctioneer”, a copy of the Blue Book and a copy of the proposed auction legislation.

## ALL AUCTIONEERS ARE INVITED TO ATTEND

Make your reservations directly with the Hotel or Motel or with  
the Secretary, E. T. Nelson, Renville, Minn.



# THE MEMBERS SAY . . .

Dear Colonel:

The cartoon on the cover of the March issue of "The Auctioneer" prompts me to wonder if the cartoonist had been talking to some of my cows.

I graduated from the Reppert Auction School last December and am just getting started in the auction business. I am also doing some farming and have 84 head of Hereford cattle. Since I have done only a small amount of selling I keep practicing here around the farm. I am looking forward to my first sale, a big event in the life of every auctioneer. To sell at auction is a wonderful way to do business and I am proud to be a part of it. I am sure it holds much in store for all who really work at it.

"The Auctioneer" is a fine magazine and I look forward to receiving it from one issue to the next. Keep up the good work as editor, Col. Hart. Auctioneers are always on the go and this magazine seems to reflect the very spirit of the auctioneer, himself, I guess that's why we all enjoy it so much.

Sincerely,  
David E. Grube  
Croton, Ohio

\* \* \*

Dear Col. Hart:

Enclosed please find a check in the amount of \$10.00 for my dues for another year in the National Auctioneers Association.

You know, Col., I really do miss that book every month. I know a lot of times I took it to bed with me and really enjoyed reading it very much and now I really miss it. I know I often reach for it when I go to bed so I thought it was time I renewed it.

Sincerely yours,  
Norman W. Hart  
Nottingham, Pa.

\* \* \*

Dear Bernard:

Enclosed find a check for \$10.00 for 1958 membership in the National Association. I got your letter the last part of February but neglected sending it in. Last Saturday I worked on a sale with a fellow member and he told me about

some articles in the March issue of "The Auctioneer" which I didn't receive. Would you please send it to me as I enjoy reading it and wouldn't want to miss one.

We are now in the middle of the Spring sale season. Cattle and machinery are selling quite a bit higher than last fall.

Sincerely,  
Don Lloyd  
Oshkosh, Wis.

\* \* \*

Dear Bernard:

Yes, I did forget to send in my dues. I had that "idiotic" flu for six weeks after coming back from School, then two very good farm sales, and how I love them. They are where I started you know. One in the edge of Missouri totalled \$39,000 and one here in Davis County ran \$38,388.

I, or shall I say we (factually it was "she" who made up "our" mind) decided to take a well earned vacation in the South. So — after the Davis County sale, Jan. 27, we took off for Brownsville, Texas. Beautiful weather, sunshine and shuffle board was the order of the day, almost every day.

The Charro Days were on and for show, beauty and splendor it is hard to surpass. Eighteen bands, 42 floats and of course color beyond comparison. We had five weeks of it. Now here is the moral: Too much of this five week business and I'll be back just where I started three cornered pants and barefoot. Ha!

Anyway, we really had fun and took in a bull fight. My sympathy is for the bull, not the matadors.

Sincere regards to you and yours.

Your friend,  
Guy L. Pettit  
Bloomfield, Iowa

\* \* \*

Dear Colonel Hart:

I was indeed flattered to receive your most kind letter of March the 3rd, informing me that I have been elected a member of your National Auctioneers Association, and particularly in as much



# IN UNITY THERE IS STRENGTH

as you say that I am the first member from England.

I look forward to reading your official publication, "The Auctioneer," and I have given instructions that you should receive the notes which we prepare each month, of our forthcoming sales, together with our Annual Review.

I shall be most grateful if you will also convey my thanks to Colonel Jim Wilson of Youngstown, Ohio.

Yours very truly  
I. O. Chance  
London, England

\* \* \*

Just a note to tell you that the auctions in Maryland this spring have demanded higher prices for dairy cattle and farm machinery than in the past three years.

Hoping you have a successful convention in New York, and my family and I are making every effort to be there.

Sincerely,  
Daniel C. Poole,  
Jefferson, Maryland

\* \* \*

Dear Col. Hart:

It's indeed a pleasure to be able to renew my membership in such a great organization as this. Hats off to you and your family for the fine job you and they are doing for the advancement of our profession.

Real Estate at auction is enjoying a great and healthy future in our area.

Yours for Better Auctions,  
Don E. Fisher  
Powell, Ohio

\* \* \*

Dear Col. Hart:

Enclosed find check for \$15.00 for Membership Dues and Booster Page listing for one year.

Our business has been very good the past year, including the winter months also. My firm is certainly gratified at the number of sales that we have conducted so far this season. We have sales practically every Saturday the year round. On most of our land sales this past year we have given away a pony, a television set or \$50.00 bills, as we feel that good prizes helps to draw a large crowd which means more prospective bidders.

Enclosed you will find a newspaper

clipping from one of our most recent sales (a part of the Amos-Ragan Estate, 350 acres of land which brought \$125,000.-00 at our sale).

We have sales booked for every Saturday through April, May and June. These sales ranging in distance from the mountains through Piedmont, Carolina and on the Coast. I have in my organization an experienced group of eight men, a new nine passenger station wagon equipped with a Bogan AC-DC double speaker with 24 inch twin horns, the most modern sound equipment we can have. We are licensed state-wide to sell Real Estate in North Carolina, South Carolina and Virginia. Our offices are located in High Point, N. C., and Winston-Salem, N. C.

Our Motto for the past several years has been out of the Code of Ethics of the National Auctioneers Association, Article 8, quote: "In accepting the sale of real estate or personal property, we pledge ourselves to be fair to both seller and buyer and to protect the owners interest as we would our own."

Fellow auctioneers, let's make this a very prosperous and profitable year in our great and chosen profession.

In addition to maintaining my real estate auction business, I am auctioneer at Mann's Auto Auction, Raleigh, N.C., every Monday, which is owned by Mr. Joe Mann. Also auctioneer with Col. Herbert Pate and Col. Clinton Garner at Virginia's oldest and largest Auto Auction, Windsor, Va. (This sale is owned by Col. Fred Matthews who is also a member of the N.A.A.)

I certainly could not close without saying, "Congratulations to you, Col. Hart," for the fine job you and your fellow workers are doing as leaders in this great organization.

Auctioneeringly yours,  
Basil E. Albertson  
Albertson Auction Co.  
High Point, N. C.

\* \* \*

Dear Mr. Hart:

I am sorry I haven't renewed my National Auctioneers Association Membership. The reason is I have been in the Army for the last six months. I have been doing a lot of moving around during that time. Now that I am permanently stationed in Ingrandes, France, I would



be very happy to again receive THE AUCTIONEER.

Receiving it will enable me to keep up with what is going on in the outside business. I am anxiously looking forward to the completion of my Army duties and will return to the United States with all of my enthusiasm concerning the auction profession.

Sincerely yours,  
 Gywin E. Sponsler  
 Petersburg, Ill. (Home address)

\* \* \*

Dear Col. Hart:

"The Auctioneer" seems to get better every issue. I am glad to be a subscriber.

I enjoy Col. Pop Hess' articles, he is an auctioneer from a way back. Keep him coming every month.

Sincerely,  
 Al Gay  
 Seattle, Washington

## Retail Auto Auction Proves Successful

Retail auctions of automobiles are again providing an opportunity for dealers to reduce their inventories in a most profitable and practical manner. The most recent that has come to our attention, and certainly a very successful auction was held April 5 at Fairview, Oklahoma.

With 48 used autos passing before the auction block, 44 were 'in the bank' at highly satisfactory prices. To round out a successful day, 12 new autos were also sold, bringing the day's gross receipts to \$56,285. Another remarkable feature of this auction was the fact that only six of the 56 units sold were settled for by time payments, \$5,700 worth to be exact or only 10% of the entire receipts.

The autos were owned by Cornelson Motor Co., Chevrolet, Oldsmobile and Cadillac dealer of Fairview, Okla. The auction was conducted by Col. J. A. Tompkins, Jr., Duncan, Okla., and Col. C. B. Drake, Decatur, Ill. Both these men are members of the NAA and Col. Drake is a past-President and currently a Director of the National Auctioneers Association.

A partial listing of the cars sold and prices received follows:

1950 Chev. 2 dr. ....	\$200
1950 Pontiac Cpe. ....	170
1951 Ford 2 dr. ....	320
1951 Chev. 4 dr. ....	385
1952 Ford Cpe. ....	315
1952 Olds 98 4 dr. ....	330
1952 Chev. 2 dr. ....	450
1953 Chev. 210 4 dr. ....	510
1953 Kaiser 4 dr. ....	440
1953 Mercury 4 dr. ....	570
1953 DeSoto 4 dr. ....	390
1954 Buick 2 dr. ....	820
1954 Olds S88 4 dr. ....	905
1954 Chev. 210 2 dr. ....	575
1955 Ford 2 dr. ....	850
1955 Chev. 210 2 dr. ....	910
1955 Chev. Belaire 4 dr. ....	1185
1956 Chev. Belaire 4 dr. ....	1390
1956 Chev. 150 2 dr. ....	1130
1957 Buick Sta. Wag. ....	2005
1957 Chev. 2 dr. 6 ....	1650
1958 Chev. Biscayne 6 ....	2250
1958 Olds Fiesta 88-71 ....	3925

## Herefords Lead In Cattle Recordings

Fifteen beef cattle recording associations reported a total of 794,034 registrations for 1957. Herefords led all other breeds, in fact their 430,951 registrations was more than the other 14 combined.

Angus were second with 185,213 and Polled Herefords were third with 95,596. Shorthorn breeders recorded 44,590 head which included 13,960 Polled Shorthorns.

Other breeds in order of registration figures were: Brahman, Santa Gertrudis, Brangus, Charbray, Pan American Zebu, Galloway, Devon, Charolais, Red Angus, Scotch Highland and Belted Galloway.

### QUICK THINKER

His beautiful blond secretary had just snuggled onto his lap when the office door flew open and in strode his wife.

"Mile High Furniture Company," he dictated loudly and rapidly. "Gentlemen: Shortage or no shortage, just how long do you think I can run my office with only one chair?"





**TOP:** Sixteen year old Hugh Miller (with mike) assists his father, Col. Curran Miller, Evansville, Ind., during the two day auction of the Goering Hardware Store in Hawesville (Hancock Co.) Ky. The entire stock of merchandise, fixtures and the building itself were turned into cash in a highly successful auction. Curran Miller is a Director and Past-President of the Indiana Auctioneers Association and a member of the National Auctioneers Association.

**BOTTOM:** Left to right, Hancock County Sheriff and auctioneer, Billy Stephens, who assisted with the sale; Curran Miller; Hugh Miller; Mrs. Goering, the seller; Messrs. Mayfield and Snyder, purchasers of the building. The Goering family had operated the hardware store at this same location for 87 years. The auction was held due to the death of Mrs. Goering's husband. The new owners are moving their grocery store to the building.



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## **The Auctioneer**

803 S. Columbia Street

Frankfort, Indiana



# Strengthen Your Organization By Promoting Your Profession

An organization is no better nor no stronger than its membership. When those engaged in any particular profession are proud enough of their vocation to become a part of its State and National organization you find that reports of progress and achievement will follow that profession or vocation.

If you are proud to be an auctioneer, if you are 'sold' on the auction method of selling, then you will enlist the co-operation of others engaged in the profession by inviting them to join their State and National Auctioneers Associations.

Following are the names of those whose memberships were received from March 15 through April 15. The asterisk indicates renewal.

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## Auction Purchase Proves Interesting

Mrs. Robert Wilson of Farwell, Mich., who recently bought a stack of old books for a quarter at an auction sale, says she more than got her money's worth in acquiring among them an encyclopedia printed in 1883.

"Seven of Michigan's principal cities were listed and their populations as reported in the 1880 census given," she writes. "I have compared them to the the latest census (1950) and I think it might be interesting to note the way your fair city has grown."

Here's the listing:

	1880	1950
Saginaw .....	10,525	92,918
Grand Rapids .....	32,015	176,515
Detroit .....	116,342	1,849,568
Kalamazoo .....	11,937	57,704
Jackson .....	16,105	51,088
Bay City .....	20,693	52,523
Muskegon .....	11,262	48,529

Makes an interesting comparison, doesn't it?

## Record Prices Paid At Shetland Sale

PERRY, Okla.—A price of \$12,000, believed to be a world record, was paid here for Crescent's Goldust Royal L, a 1-year-old stallion Shetland pony, in a sale. The ponies were from the Lowery Pony Farm, Nebraska City, Neb.

Earlier another world record was set when four men paid \$60,000 for Crescent Goldust, a mature stallion. Buyers were E. C. Adams and E. C. Adams, Jr., Blue Springs, Mo., and Glen Speakman and L. L. Mallette, Greenwood, Mo. Buyer of the younger sire at \$12,000 was William Marks, Warrenton, Va.

## Turn To Page 30 Of April Issue

Two auctioneers have responded to the request we made in our April issue concerning the picture on page 30. This picture was taken 35 years ago, therefore, only those who have been around for awhile could qualify.

Walter Carlson, Triumph, Minn., furnishes the following identifications: The third, fourth and fifth men from the left in the center row are the "Big Three" of a generation ago, Col. Earl Gartin (deceased); Col. Art Thompson, Lincoln, Nebr.; and Col. Fred Reppert (deceased). Second from the left in the back row is Col. L. D. Prescott, Denver, Colo., and the young man in front of Col. Thompson is his son, Jack Thompson. Col. Carlson adds that Cols. Gartin, Thompson and Reppert look exactly as they did when he first knew them.

Rex. Young, Plattsmouth, Nebr., was the other who offered identifications and he happened to be a member of the class. He is fifth from the left in the back row (between Thompson and Reppert). Others named by Col. Young are extreme left, back row: H. L. Warnock, Greeley, Colo.; third from left, back row, George Myer, York, Nebr.; extreme right in the back row, Sullivan of Idaho; extreme right, center row; Barber of Texas; extreme right front row, Rarial Clark, Beaver Crossing, Nebraska.

While Col. Young was a member of this class it was not his first venture in the auction profession as he had been conducting sales since 1911. We are also happy to report that he is still going strong, having had sales practically every day the last several months and he is currently serving as President of the Nebraska Auctioneers Association.



# Mutual Advantages Noted From Hog Grading System

ST. LOUIS, Mich. — It costs more and takes more time, but, believes Ray Montague, Michigan Livestock Exchange manager at St. Louis, the St. Louis hog grading system "has been one of the most significant advances in livestock marketing in Michigan since (livestock) auctions began."

Hogs have been sold on a graded basis at the Central Michigan Livestock Auction here for one year. It has been the only auction yard in Michigan to do so, Montague reports getting inquiries from all over the nation about it.

"The grading is a service we offer optionally to seller or producer at no extra charge," he explains. "It has been a big increase in expense to us, but we are a farmer-owned and controlled organization and feel an obligation to set the pace and change with the times."

In the grading system, higher quality meat animals are separated from other grades. This usually means premium payments for growers of leaner, meat-type hogs.

The market started March 4, 1957, separating U. S. No. 1 grade hogs and selling them together in lots. Aug. 5, the grading was expanded to include separate marking of No. 2 quality animals and selling them together.

The differential for the No. 1 grade hogs over those in ungraded lots is about 77 cents per hundredweight. Last spring it averaged 83 cents, but shorter supplies of hogs drove the differential down slightly. Packers had to buy for numbers and weren't as selective as when there are more hogs available.

"Prices obtained have been very good and more buyers have been attracted to our market," Montague said. Also, hog producers have begun taking steps to improve the type of hogs they are raising. The trend has been from the traditional fat, lard hogs to leaner "meat-type" animals.

In Gratiot County, a "Gratiot Tender Lean Club" has been organized to pro-

mote better hog breeding and management. Recently club members made a trip to Ohio to purchase certified breeding stock.

Since the program started slightly more than 2,500 hogs have been sold at St. Louis.

## Draft Horses Rate Demand At Auction

The draft horse is not a thing of the past. At the Indiana Draft Horse sale conducted the first part of March, 85 head of registered Belgians and Percherons went before the auction block. The top stallion sold for \$1,725 and the top mare brought \$825. Stallions averaged \$606 and the top team brought \$1,140. The top gelding went for \$850. Mares averaged \$440.

Good interest in draft horses was also shown at the show and sale recently held at Cedar Rapids, Iowa, where the top horse, a stallion, brought four-figure money.

## Holsteins Set Pace In Dairy Breeds

A total of 396,889 dairy cattle were entered in the record books of six recording associations during 1957. Holstein breeders accounted for 212,445 of these which was more than the other five combined.

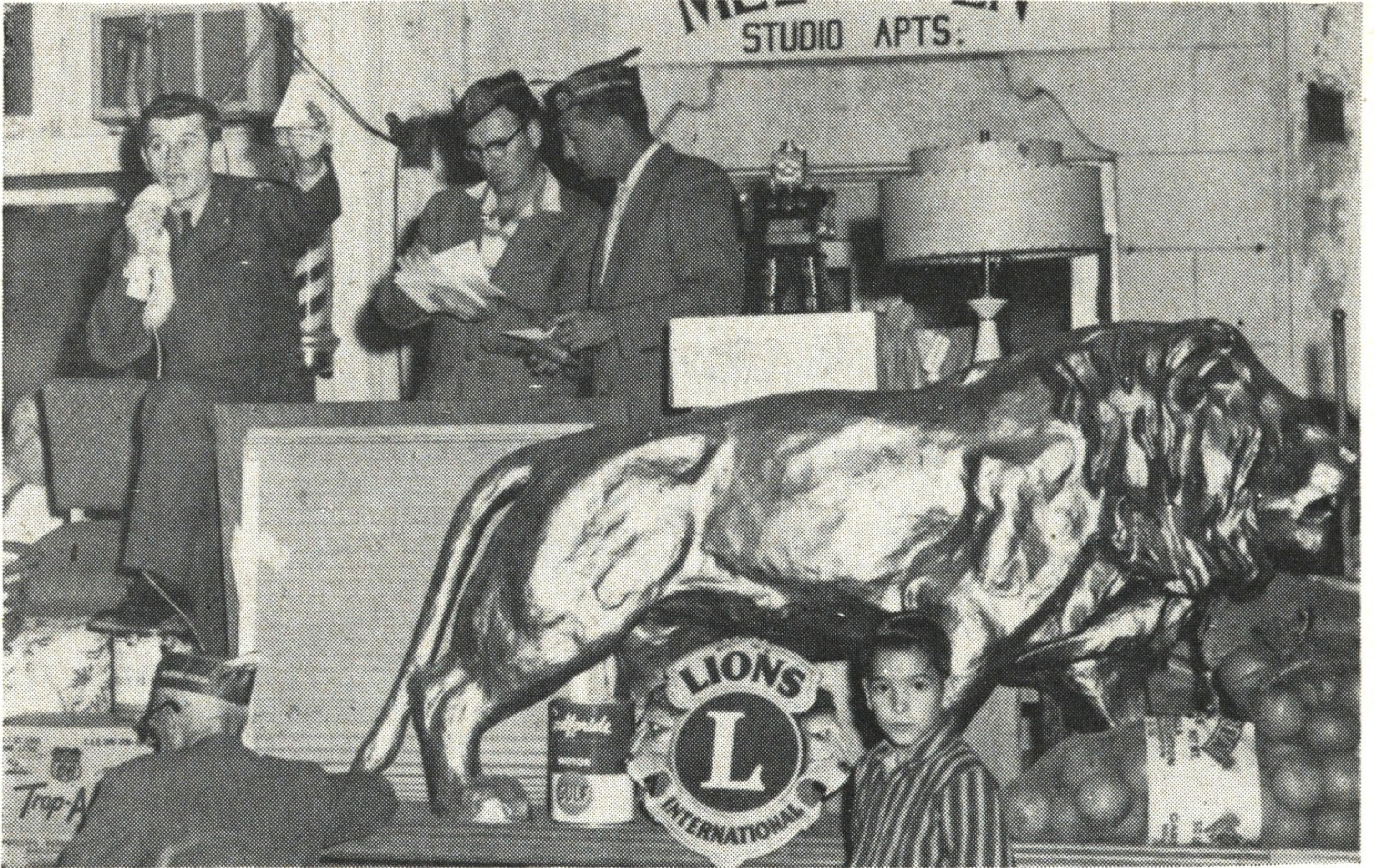
Guernsey breeders recorded 75,899 head closely followed by the Jersey breeders with 68,403. There were 20,861 Brown Swiss, 19,238 Ayrshires and 43 Red Danish recordings.

Milking Shorthorns were way out front in the Dual Purpose classification with 14,500 head. The Red Polls had 2,890 and there were 30 Dexters recorded to make a total of 17,420 pedigrees issued to dual purpose cattle.



## IN UNITY THERE IS STRENGTH

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Pvt. Johnny Koske, who is stationed at the William Beaumont Army Hospital, El Paso, Texas, recently took a few days off to return to his homeland where he traded his title for 'Col.' and successfully conducted the Annual Auction for the Melbourne, Florida, Lions Club. These two pictures show him in action, wearing his army uniform, which explained his absence from the local scene for the past several months.





This 1958 model automobile was among the many valuable items which passed under the hammer of Auctioneer Johnny Koske at Melbourne, Florida, with the proceeds going to the local Lions Club for their sight conservation fund.



Dandy Lions serve refreshments during the Annual Benefit Auction of the Melbourne (Fla.) Lions Club.

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"It is neither wealth nor splendor, but tranquility and occupation which gives happiness."—Thomas Jefferson.

"The dictionary is the only place where success comes before work."—Arthur Brisbane.



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# HELP FILL THIS PAGE



# Livestock Mart Sales Down 7%

## In Numbers, Up in Value 10%

KANSAS CITY, Mo.—The nation's livestock markets handled a gross volume of approximately 106 million head of all species of livestock during 1957, according to annual salable receipt totals compiled by the American National Livestock Auction Association.

The ANLAA industry-wide tabulations, based on data from federal and state governmental agencies and additional statistical information from reliable private sources, show that private treaty centers and livestock auction markets combined sold 37,868,985 cattle, 16,442,548 calves, 39,035,331 hogs, and 12,931,606 sheep and lambs during the year.

Salable receipts for the 12-month period were 7 per cent under the 114 million head total of 1956. The eight million head drop was attributed larger to the fewer animals available for marketing in several major livestock producing areas which were hard hit by the long and costly eight-year drought. Record forced liquidations in those states in 1955 and 1956 resulted in heavy depletions of herds and flocks.

### Sales Total 10 Billion

Despite the lesser number of animals sold at the nation's more than 2,400 livestock markets last year, however, the combined total dollar volume of 1957 exceeded that of the previous year by approximately 10 per cent.

Consignors were paid about 10 billion dollars for their livestock during 1957, the yearly ANLAA summary shows, compared to about 9 billion dollars in 1956.

Sales of cattle during 1957 totaled approximately \$7,364,229,330; calves, \$643,556,920; hogs, \$1,639,059,702; sheep and lambs, \$258,132,120.

Salable receipts of cattle were down 10 per cent over the preceding year, calves a little more than six per cent less, hog numbers dipped nine per cent, and sheep and lambs showed a decline of seven per cent.

### October Runs Heaviest

October was the busiest of 1957's 12 months for the nation's livestock markets. Peak runs of cattle, calves, sheep and lambs were registered during that period. October's market cattle movement totaled 3,980,622 head, calves 2,049,560 head, and sheep and lambs 1,395,816 head.

Hog sales were heaviest in December, according to monthly salable receipt comparisons. During the final month of the year, producers shipped 3,795,790 porkers to market. June, with 2,785,017 head, was the lightest month for swine sales at the country's livestock markets.

Lowest cattle receipts were charted in February at 2,673,862 head, calves totaled only 1,051,170 in June, and lightest month for sheep was March when only 840,661 head were consigned.

During 1957 auction markets sold 34 million cattle and calves — 63 per cent of the combined 54 million sold at market. The high bid system markets moved 80 per cent of the calves, and their share of the year's total cattle sales amounted to 55 per cent.

The central markets held an edge in hogs, sheep and lambs, selling 59 per cent of the swine marketed and 54 per cent of the sheep.

### Norfolk Leads Auctions

The nation's largest livestock market and also the No. 1 hog auction market in the United States — Norfolk Live Stock Sales Co., Norfolk, Neb. — sold 204,429 swine during 1957 and 109,080 cattle and calves. The auction market's gross dollar volume for the year was \$20,949,742. Among the more than 2,400 combined central and livestock auction markets, Norfolk ranked 17th in the nation in hog salables, 37th in cattle, and 49th in calves.

Despite heavily reduced receipts due to the aftermath of the recent long and disastrous drouth in the Southwest, the world's largest cattle auction market—



# IN UNITY THERE IS STRENGTH

Amarillo Livestock Auction, Amarillo, Tex. — sold 216,006 head of cattle and calves in 1957 to rank 25th among all markets in cattle, 24th in calves.

Mills County Commission Co., Gold-

thwaite, Tex., the nation's largest sheep and goat auction market, sold 383,647 head in 1957. Its salable receipts for the year put it seventh among the nation's largest volume sheep markets.

## SALABLE RECEIPTS OF ALL U.S. LIVESTOCK MARKETS

— 1957 —

Month	Cattle	Calves	Hogs	Sheep
January	3,279,683	1,390,945	3,652,121	1,230,023
February	2,673,862	1,120,875	3,191,667	946,721
March	2,697,306	1,148,655	3,212,911	840,661
April	2,960,063	1,182,070	3,312,903	983,524
May	2,928,046	1,088,270	3,202,977	1,023,904
June	2,735,124	1,051,170	2,785,017	1,042,224
July	3,529,684	1,320,880	2,873,808	1,128,756
August	3,285,948	1,247,555	2,826,910	969,324
September	3,734,245	1,475,845	3,104,317	1,196,415
October	3,980,622	2,049,560	3,742,108	1,395,816
November	2,923,668	1,921,135	3,334,802	998,115
December	3,140,694	1,445,488	3,795,790	1,131,123
Totals	37,868,985	16,442,548	39,035,331	12,931,606

## SALABLE RECEIPTS OF U.S. LIVESTOCK AUCTION MARKETS

— 1957 —

Month	Cattle	Calves	Hogs	Sheep
January	1,803,824	1,112,756	1,533,882	565,800
February	1,470,623	896,700	1,336,293	435,482
March	1,483,515	918,924	1,349,418	386,699
April	1,628,033	945,656	1,391,418	452,410
May	1,610,422	870,616	1,345,239	470,994
June	1,502,516	840,936	1,169,700	479,412
July	1,941,324	1,056,704	1,206,996	519,225
August	1,807,267	999,644	1,187,298	445,878
September	2,053,832	1,180,676	1,303,806	550,344
October	2,189,341	1,639,648	1,571,682	642,068
November	1,608,013	1,252,488	1,400,616	459,126
December	1,802,427	1,191,620	1,664,208	599,472
Totals	20,892,137	12,906,368	16,460,556	6,006,910

## \$353,625 Sale

NEW YORK—Items from collections of modern paintings, drawings and sculptures brought \$353,625 at a public auction recently at the Parke-Bernet galleries.

"I wouldn't worry too much if your son makes mud pies," said the psychiatrist, "nor even if he tries to eat them. That's quite normal."

"Well, I don't think it is," replied the woman, "and neither does his wife."



# Who Is An Auctioneer?

By BERNARD HART

A story that has touched the hearts of millions of people throughout our great country was that which appeared in newspapers last month concerning the Evansville, Ind., widow with nine children who had her home sold out from under her at a so-called public auction.

According to the newspapers and news commentators, the home, valued at \$10,000, was sold for \$150 to satisfy an unpaid grocery bill of \$69.90. We do not have any exact facts on this case nor will we imply that we do have. However, we secured the foregoing information from an Associated Press story which was on the front pages of many of our great daily newspapers.

First reaction to publicity of this type is certainly discouraging to members of the Auction profession inasmuch as news reports state this happened at public auction. We know that no member of our profession would sell a \$10,000 piece of real estate for \$150 nor can we imagine it plausible or even possible for a \$10,000 piece of real estate to be sold at public auction without the occupant of said property knowing of the auction. Do our clients know this? Apparently not since such things happen through the directions of the Courts in our great democracy.

We have long been faced with the question, "Who is an auctioneer?" Some of our State organizations claim to 'screen' the applicants for membership. The National Auctioneers Association has been sharply criticized, by members of the profession, for not instituting a more rigid set of requirements for membership.

We are all aware of the fact that anyone can say he is auctioneer, hang out his shingle to that effect, and, if he can secure a client, he can go ahead and conduct the sale. We have heard License Laws debated, have seen the effects where they have such laws and what we have not seen is a correction of the situation. Perhaps we are making the wrong approach.

The laws of our country not only permit but instruct that the sheriff of the county shall conduct public auctions of personal and real property for the purpose of satisfying unpaid judgments. Our courts give the permission, for the asking, to trust officials of our banks to sell to the highest bidder the property, both real and personal, owned by a deceased person when settling an estate. When these men carry out these so-called auctions they are rendering professional services — of a profession to which they do not belong. They are seldom trained for the job and from the publicity which prompts this writing, they apparently are not interested in the results.

The above paragraph is one that can be expounded upon to great length. We are all aware of this situation, we have discussed it and have found no way to correct it. However, while the problem is close to our hearts, isn't it much greater than that? Isn't it a problem that concerns every citizen of America? Yes, when our own Federal Government hires a man to conduct a public auction of surplus equipment involving several hundred thousands of dollars, a man who is not an auctioneer, never was nor never intended to be, but hired because he submitted the LOW bid, isn't it time we educated the citizens, voters and taxpayers to this situation?

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## State Owned Land Sold At Auction

The Michigan Department of Conservation Lands Division March 21 conducted a public auction of state-owned land at the Saginaw Courthouse.

Properties auctioned were located in Genesee, Gratiot, Huron, Ionia, Montcalm, Shiawassee, Tuscola, and Saginaw Counties.

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Few things are impossible to diligence and skill.—Samuel Johnson.



## Directory of State Auctioneers Associations

### Colorado Auctioneers Association

President: Paul Dillehay, 420 Elwood St., Sterling  
Secretary: Bob Amen, P. O. Box 475, Brush

### Illinois State Auctioneers Association

President: T.J. Moll, Prairie du Rocher  
Secretary: Virgil F. Scarbrough, 613 Washington St., Quincy

### Indiana Auctioneers Association

President: James E. Leichty, 875 Columbia Dr., Berne  
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

### Iowa State Auctioneers Association

President: Clinton A. Peterson, 700 N. 7th St., Fort Dodge  
Secretary: B. J. Berry, 3104 Avenue M Fort Madison

### Kansas Auctioneers Association

President: Mike Wilson, Muscotah  
Secretary: C. E. Sandeffer, 1212 West West 8th St., Topeka

### Kentucky Auctioneers Association

President: Orville R. Moore, R. R. 1, Anchorage  
Secretary: Elaine K. Meyer, 1918 Mellwood Ave., Louisville 6

### Michigan Auctioneers Association

President: William O. Coats, 106 Ellen St., Union City  
Secretary: Garth W. Wilber, R. R. 3, Bronson

### Minnesota State Auctioneers Association

President: Roscoe Davis, Madison Lake  
Secretary: E. T. Nelson, Renville

### Missouri State Auctioneers Association

President: Bill McCracken, 820 W. Essex, Kirkwood  
Secretary: Ken Barnicle, 2520 Pocahontas, Rock Hill

### Nebraska Auctioneers Association

President: Rex Young, Plattsmouth  
Secretary: Lowell McQuinn, Plattsmouth

### New Hampshire Auctioneers Association

President: Merle D. Straw, 78 Wakefield St., Rochester.  
Secretary: George E. Michael, P. O. Box 1102, Rochester

### New Jersey State Society of Auctioneers

President: Winfred Hinkley, Ogdensburg  
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

### New York State Auctioneers Association

President: Ralph Rosen, Genessee Bldg., Buffalo 2  
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

### North Dakota Auctioneers Association

President: Jim Davis, Jamestown  
Secretary: Harry Berg, Box 762, Bismarck

### Ohio Association of Auctioneers

President: John C. Watson, 96 N. Main St., Pataskala  
Secretary: Gene Slagle, P. O. Box 89, Marion

### Oklahoma State Auctioneers Association

President: W. H. Heldenbrand, 1400 N.W. 22nd St., Oklahoma City  
Secretary: Betty Atkinson, 201 Colcord Bldg., Oklahoma City

### Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St., Indiana  
Secretary: R. M. Stewart, Box 37, Armagh

### South Carolina Auctioneers Association

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

### Texas Auctioneers Association

President: Wayne Cook, 193 Meadows Bldg., Dallas  
Secretary: Travis Somerville, 193 Meadows Bldg., Dallas

### Association of Wisconsin Auctioneers

President: W. R. Ingraham, Beaver Dam  
Secretary: Ernest C. Freund, 17 Sixth St., Fond du Lac



# THE LIGHTER SIDE . . .

## SOME JOB

Boss: "You may think I'm eccentric, but I'm hiring someone to do all my worrying for me. The job pays \$200 a week. Are you interested?"

Applicant: "You bet I am. But who pays me the \$200?"

Boss: "That, sir is your first worry."

---

## SPOIL SPORT

His wife lay on her death bed. She pleaded: "John, I want you to promise that you'll ride in the same car with my mother at the funeral."

He sighed. "O.K. But it's going to ruin my whole day."

---

## EASY

Politician: "My boy said he would like a job in your department."

Officer: "What can he do?"

Politician: "Nothing."

Officer: "Good! That simplifies matters. We won't have to break him in."

---

## PROGRESS

The old narrow roads where two cars could scarcely pass are happily being replaced by splendid wide highways on which six or eight cars can collide at one time.

---

## PROBLEM

Trying to rest after an exceedingly hard day at the office, poor father was being bedeviled by a stream of questions from little Willie. "What do you do down at the office?" Willie finally asked.

"Nothing," shouted the annoyed father.

After a thoughtful pause, Willie inquired, "Pop, how do you know when you're through?"

---

## WHO CARES?

Two opposing political candidates were arguing. "There are hundreds of ways to make money," one declared, "but only one honest way."

"And what's that?" the other asked.

"Ah-ha!" the first answered. "I thought you wouldn't know."

---

## HE'S THE ONE

The lady of the house suspected that one of her two sons was paying attention to the pretty maid. Anxious to find out which one she said to the girl, "Norah, supposing you had the opportunity of going to the movies with one of my sons, which one would you choose?"

"Well," replied Norah. "It's hard to say, for I've had grand times with both of them. But for a real rollicking spree, give me the master."

---

## TOUCHY

A lion decided to ask the other animals who was king. They all answered, "You are king, O lion." But then he came to the elephant. "Who, elephant, is king?" he inquired.

The elephant seized him in his trunk, lifted the lion high and dashed him to the ground. As the lion picked himself up, he grumbled, "There's no need to get mad just because you don't know the answer."

---

## ROUGH

Fred: "Was her father rough with you when you told him you had secretly married his daughter?"

Ted: "Was he. He nearly shook my arm off."

---

## GENIUS

During a bad electrical storm, mother thought her young son would be frightened so she tiptoed into his room to comfort him.

The boy opened his eyes and mumbled: "What's Daddy doing with the television set now?"

---

## A LONG PUTT

Irate Golfer: "You must be the world's worst caddie!"

Caddie: "Hardly. That would be too much of a coincidence."

---

## WARNING

Sign on a Texas farm fence: "Hunters—Don't shoot anything that doesn't move. It may be my hired man."

---



# IN UNITY THERE IS STRENGTH

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## FEMININE LOGIC

The luggage-laden businessman stared miserably down the platform at the departing train. "If you hadn't taken so long getting ready," he sadly admonished his wife, "we would have caught that train."

"Yes," she replied, "and if you hadn't hurried so, we wouldn't have so long to wait for the next one."

---

## ALAS!

The saddest words of tongue or pen: "We sold the baby buggy, then . . ."

---

## ANSWER

Teacher: "Johnny, tell me where elephants are found."

Johnny: "They're so big they hardly ever get lost."

---

## TIME OUT

The hold-up man shoved a note at the bank teller which read "I've got you covered—hand over all the dough in the cage."

The teller scribbled back, "Kindly go to the next window, I'm on my lunch hour."

---

## THAT EXPLAINS IT

Ike: "Why did you break your engagement?"

Mike: "She wanted to get married!"

---

## ENOUGH SAID

A lost motorist in Vermont stopped to ask one of the natives the road to Burlington.

"Don't know," was the terse reply.

"Well, then, how about the road to Barre?"

"Don't know that either."

"You don't know much about your state, do you?" said the motorist testily.

"Wal, I dunno," said the Vermounter, "I ain't lost."

---

## THE FISHERMAN

One who riseth up early in the morning, disturbeth the whole household with great preparations, goeth forth full of hope, and when the day is far spent returneth smelling of strong drink, and unaccompanied by the truth, or any other "fish."

## PLAIN OR FANCY

"How about giving me a diamond bracelet?" proposed the extravagant wife.

"My dear," he patiently replied, "Inexplicable circumstances perforce preclude the eventuality of my endowing you with such an estimable bauble."

"I don't get it," she said.

"Precisely."

---

## CAUSE AND EFFECT

"How come you beautiful redheads marry men who are feeble, bald, nervous and weak?"

"We don't. They get that way."

---

## SHORTCUT

A little boy who went to the ballet for the first time with his father watched the girls dance around on their toes and then asked, "Why don't they just get taller girls?"

---

## JUST LIKE A MAN!

Irate husband: "Light bills, water, gas, milkman! You've got to quit this wild spending."

---

## CRAZY

Clyde: "I've got the craziest girl. Last night while we were sitting on the sofa she turned out the light, snuggled up close to me and said, 'Honey Pie, let's play Post Office.'"

Bob: "Man, they's nuthin' silly about that. What happened?"

Clyde: "We didn't get to play. She wasn't there when I got back from the drug store with the stamps."

---

## FACTS IN LIFE

When nobody disagrees with you, you are either terribly brilliant — or the boss.

---

## NO BARGAINING POWER

The young man's parents objected to their son's choice of a girl friend. "But gee, Dad," said the boy, "she's the best I can get with the car we've got."

---

## CARELESS

Young Son: "Dad, Mom just backed the car out of the garage and ran over my bicycle."

Dad: "Serves you right leaving it on the front lawn."



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Smart kid: "Man or woman?"

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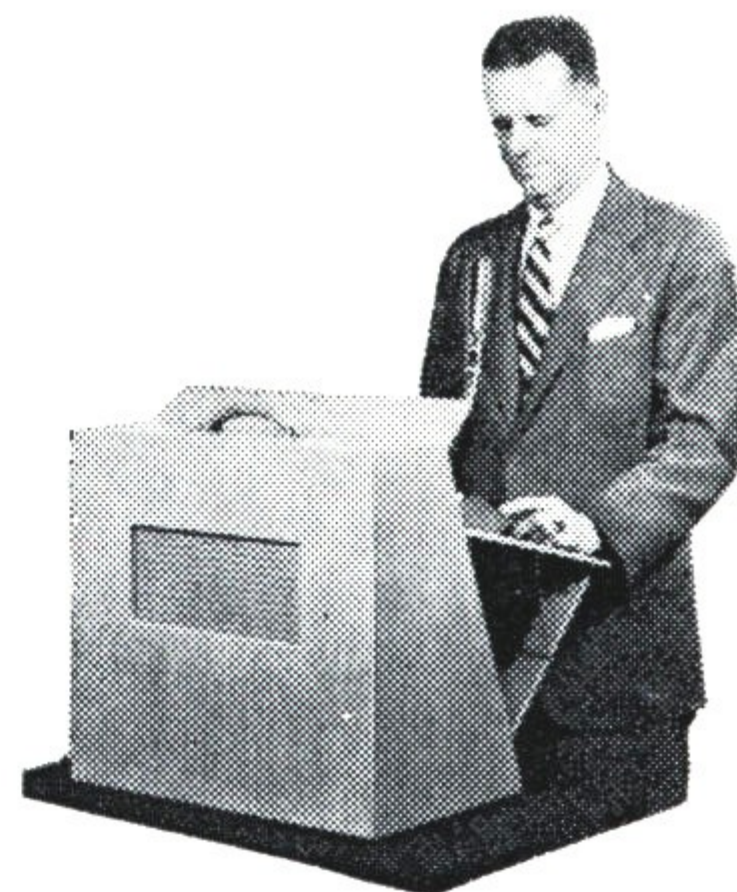
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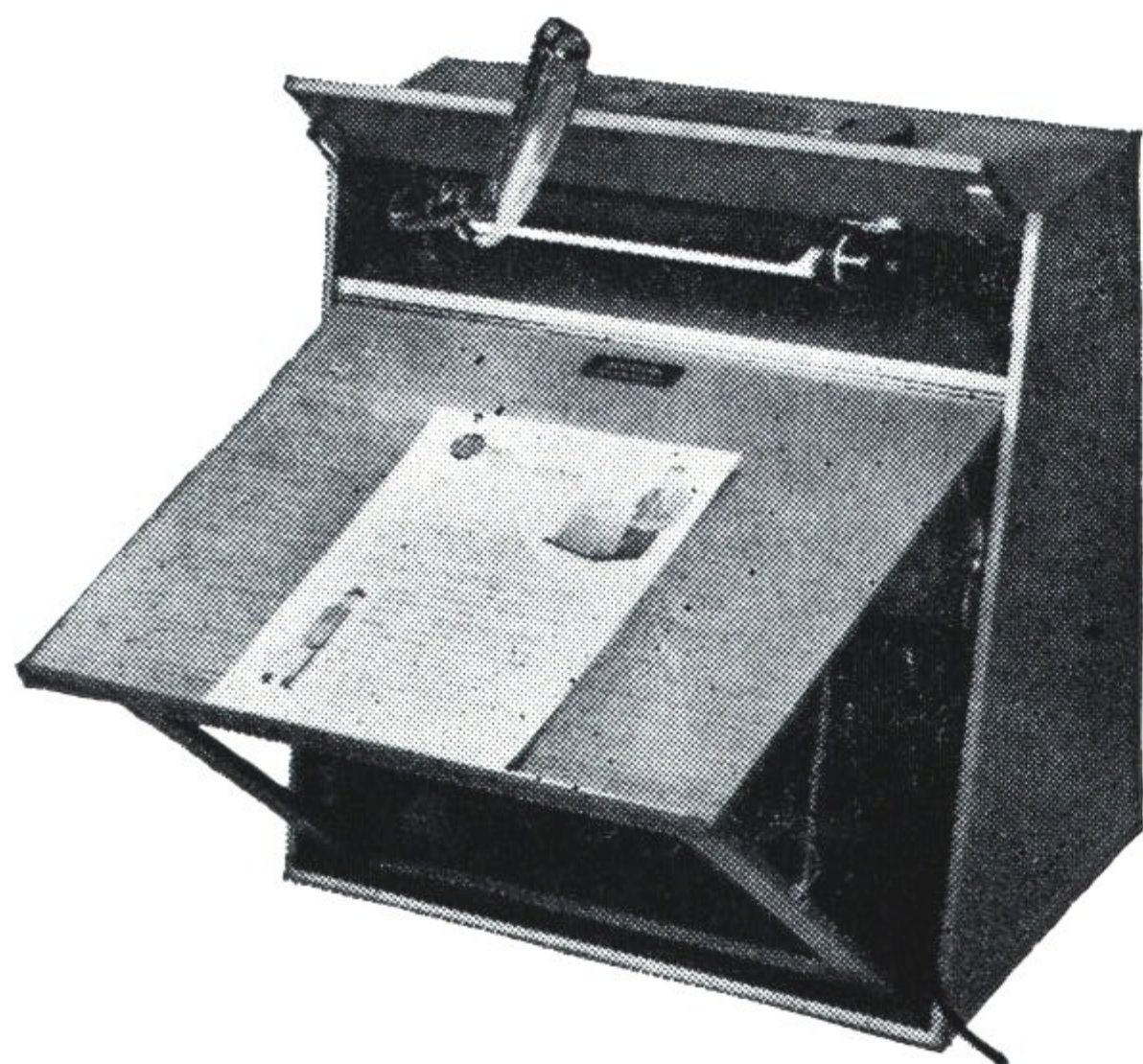
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