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The Auctioneer

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Indiana

How To Improve Our Profession

(Following are excerpts from a speech by Col. Skinner before the Indiana Auctioneers Association convention January 7, 1957.)

By Col. George W. Skinner

Improving the auctioneering profession is similar to building a gigantic staircase. You take one step adding support to the next higher one. There are four fundamental steps in the auctioneers staircase. To improve anything you've got to start at the base and that is, in our own particular case, with the individual auctioneer. The second step is the group—two or more auctioneers working together, getting their relationship with themselves and the community better established. The third point in our improvement program is our state organization. And the fourth important step is our national association.

The individual auctioneer has his own methods, of course. But there are a few things which apply universally. For example, there is no sale too small that you can't wear a white shirt and a tie when you sell it. In the same fashion, there is no sale too small that you can't have the proper planning and preparation. Even if it's only going to be a half-hour sale, gentlemen, give it every bit of consideration, every thought and preparation just as if you were going to have a \$100,000 sale. It's too late when you get up there on the block and say, "Gentlemen, 'we're ready to start'", to worry about your crowds, worry about your sale, etc. The time to worry about it is two weeks before the sale. The die is cast, you've made your bed when you get up there on that block and you're going to have to lie in it. Proper fundamentals, proper planning will be the solution to a good, smooth sale.

Also, when we're talking about big and little sales, there is no sale too big that the auctioneer can overlook the small buyer, the man who comes to the sale and stays all day and maybe buys only one article. He's a very important man in your auction crowd.

Times are changing, too. The way you handled situations twenty years ago is out of date today. Why? Education! When

an auctioneer sold a sale twenty years ago, if the majority of his crowd could read and write he had an educated auction crowd. Ten years ago, if an auctioneer sold a sale and the average person in the crowd had a grammar school education, he had a good crowd. That was the level of education. Now, the average education level of those attending your auction is a high school education—and five or ten years from now your auction crowd will be made up of about 75% college graduates. Therefore, as the education level of the communities and buyers improves, so must the auctioneer improve in his methods, techniques, personality and presentation of the sale.

Give the man you're selling for a little extra service. Give him something that he hasn't had before. That little extra service will put more sales on your sale calendar, it will allow you to charge a higher commission and it will make you the outstanding auctioneer in your area. Twenty years ago, if a man wanted to have an auction sale at his farm or place of business, there was only one auctioneer in the county or even in the state that he could ask to handle the sale for him. Now there may be ten or twelve in one county who are capable of conducting that sale. Give your customer a little better service, a little better sale than anybody else around and he'll choose you.

Now, improvement of the groups, particularly between the young and old auctioneers. By "old" I don't refer to age—only experience. There isn't a young auctioneer who is too dog-gone good that he can't go to a sale and do anything that needs to be done—it may be carry water, sweep out the barn or whatever. In the same fashion, there isn't an old auctioneer that is so dog-gone good that it isn't a benefit to him to have a young auctioneer to help him on that sale. You can always use an extra hand. If he does a good job—regardless of what it is—show your appreciation. Make him know he did

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a good job—and you can even pay him. If he does a bad job, make him know that, too.

You older auctioneers (and I do refer to age this time) are sometimes afraid that a younger man will take your business. Well, I'm here to tell you that somebody is going to take your business—not because you aren't as good as you used to be, but because you're not always going to be on this good earth. Regardless of how you look at it, how you fight it, one of these days there will be somebody else selling your sales. So what to do? Get a good young auctioneer—build him, mold him, school him and work with him. So when the time does come that you no longer want to sell sales or no longer can sell, the people of your community, your sale or sale barn will have an auctioneer who can do the job properly. What happens if you don't have someone there to take your place? Every Tom, Dick and Harry, every fly-by-night auctioneer will be flocking in from all over because you've made a good auction community. The people are auction minded. They believe in auctioneers and they think that's the way to do things. There will be a battle for your business. They may resort to unethical practices, they may misadvertise, they may misrepresent. They will do everything they can to get that business for themselves. And worst of all, they're going to cut prices—and God help the man who cuts prices! Therefore, find a good student and train him so when you're no longer here you'll know that a good honest auctioneer will be taking care of your business, conducting it properly—and he'll be a member of the Indiana Auctioneers Association.

Do a favor for a fellow-member of the Indiana Auctioneers Association. Perhaps you're attempting to book a sale, but for some reason your customer is not ready to decide on you as his auctioneer. Suggest to him that you want a member of the IAA to sell his sale because in that way you'll be sure the job is well taken care of. When the time comes for his decision, ask him to let you recommend IAA members to him. This bit of unselfishness may just turn the trick and you'll book the sale then

and there. Even if you don't get it yourself, let's keep it in the family!

And if another auctioneer's name is mentioned in the conversation and you can't say anything good about that auctioneer, don't say anything. You won't degrade him—and most important you won't degrade yourself or your profession.

Gentlemen, the Indiana Auctioneers Association is here to stay. It's a fast growing organization. Nothing can stop us! In the very near future, and it may be closer than you think, the IAA will govern and guide the auctioneers of Indiana just as the Bar Association now governs the attorneys, like the Medical Association guides the doctors in the state. There will come a time when in order to sell a sale in the State of Indiana you'll have to be a member of the IAA. And at that time, gentlemen, we won't worry about membership. They can't lick us—they'll have to join us!

As the state organizations grow in strength, so will the national association. A strong, aggressive and active national organization is very important. Its influence can mold the opinions of the entire nation about the auction profession. The way to help the NAA to grow is for us in Indiana to have the biggest, the best, the strongest, the finest state association in the United States. We can make the other states do the same—if no other way, we can shame them into action. If they want to keep up with Indiana they'll have to get on the ball!

In conclusion I want to call something to your attention that perhaps you've overlooked—six words that sum up all of

OUR COVER

The new Secretary of the Indiana Auctioneers Association works with the same zest and enthusiasm whether it be conducting a sale or promoting membership and interest in organization of auctioneers. Here we see Col. George Skinner, Indianapolis, conducting a large sale of antiques. This particular sale was one of the largest of its kind ever held in Indiana. Three days were used in selling all the items under the big tent.

the things I have mentioned. It's a bit of advice which has been available to all of us for the last four or five years. You've heard it many times. Where? From your TV loudspeaker. A whistle, a parrot's squawky voice, the word: "Look sharp, feel sharp, be sharp!"

Russ Tinsman Dies Of Heart Ailment

Hackettstown, N. J.—Russell A. Tinsman, 66, widely known Hackettstown auctioneer, showman, and musician died Sunday, September 1, 1957, at his home on Mine Hill Road from a heart condition which had left him ailing since last March 17.

In recent years he had operated Russ Tinsman's Auction Block in a large barn next to Van Stone's Schooley's Mountain Tavern. Prior to that he had his "Trading Post" on Main Street in Hackettstown. Still earlier he had maintained an

auction house in Belvidere.

Mr. Tinsman was an honorary member of the Blue Ridge Drum and Bugle Corps of the local American Legion Post which he served as drum major for 12 years. He was a past president of the Old Time Harmonizers and of the New Jersey Association of Auctioneers.

His memberships included the Elks and Moose Lodges of Washington, the musician union of Dover, the Hill View Association of Denville and the National Auctioneers Association.

Surviving are his wife, three daughters, a sister, three grandchildren and two great-grandchildren.

In reporting Col. Tinsman's death to 'The Auctioneer', Col. Ralph S. Day Secretary of the New Jersey State Society of Auctioneers adds, "He was a fine organization man, believing thoroughly in team work and was instrumental in establishing our 'Public Relations' venture we now term our Auctioneers Auctions."

Concerning A Stretch Of Time

By COL. B. G. COATS

Yesterday

It happens that the preceding twelve months were very successful for the National Auctioneers Association. It had a most satisfying record, cooperation was excellent, the fellowship splendid, the financial condition mighty sound. All in all, the general condition was such as to cause a mighty comfortable feeling. However, the yesterdays can not be lived forever. They inevitably lead to

Today

Now, today in the National Auctioneers Association is sort of an interlude—a time of planning and preparation. It shouldn't be, but that is so because it happens that we are having a change of administration. Time seems to be necessary for the Officers and Directors to get the feel of it and the membership as a whole awaits with eager interest what to expect from their leaders. Still that good feeling about yesterday lingers on. It

would be fatal if that feeling led to a lassitude that eventuated in a prolonged siesta. That would mean losing even the gains of yesterday, for nothing remains stationary. It either moves forward or drifts back. Now this administration is confronted with a mighty big job. They are expected not only to hold the gains made but to make their administration the most successful year in the history of the National Auctioneers Association and we the members want to see them do just that. So it is time for all of us to get set and put forth every effort, every cooperation as new members are a necessity. We the members are the ones upon whom our Association must depend. Seek out Auctioneers who are not members. Invite them to join you in the N. A. A. Pressure is not needed. Stay away from it. You have something valuable to offer. See that no Auctioneer misses the opportunity because you failed to give the invitation. Through your efforts today the tomorrow will be greater in every way than yesterday.

Iowa Has New Auction Law

By BERNARD HART

Iowa has furnished auctioneers with a new variation of the much discussed Auctioneers License. Most every License Law that we have ever seen (including those proposed) has been a lengthy document that at times was too much for the ordinary layman to comprehend.

You will note in the Iowa law, reprinted below and enacted by the State Legislature in 1957, states no requirements nor are there any penalties attached. Following is a reprint of the Law:

House File 569

An Act to repeal Section Five Hundred Forty-Six Point One (546.1), Code 1954, and to enact a substitute therefor, relating to the licensing of Auctioneers, and to repeal Section Five Hundred Forty-Six Point Two (546.2), Code 1954.

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF IOWA:

Section 1. Section five hundred forty-six point one (546.1), Code 1954, is repealed and the following is hereby enacted in lieu thereof:

"The county board of supervisors may license any person in its county as an auctioneer for hire, which license, while unexpired, shall be effective any place in the state of Iowa. Such license shall be issued by the county auditor and shall authorize the licensee to conduct the business of an auctioneer for hire for a period of one (1) year. Before such license is issued the licensee shall pay into the county treasury a fee of ten dollars (\$10.00). Provided, that a resident of another state may be licensed as an auctioneer in Iowa upon complying with the laws of the state of Iowa relating to the issuance of auctioneers' licenses."

Sec. 2. Section five hundred forty-six point two (546.2), Code 1954, is hereby repealed.

We are herewith reprinting copies of the sections repealed by the newly adopted Act:

546.1 Nonresident auctioneers—crying sales. It shall be unlawful for any nonresident of the state to cry any sale of property as an auctioneer within the state, unless by the law of the state of which such person is a resident, a resident of this state would be permitted to cry any and all sales of property within such state as an auctioneer without a license.

546.2 Penalty. If any person shall sell or attempt to sell any property as an auctioneer in violation of the provisions of section 546.1, he shall be guilty of a misdemeanor, and punished by a fine not exceeding one hundred dollars, or imprisonment in the county jail not exceeding thirty days.

There is a license in Iowa pertaining to selling new merchandise at auction. This is found in Chapter 546A, Code 1954. Following is a reprint of the First section of that Chapter:

546A.1 License required. It shall be unlawful for any person, firm or corporation to sell, dispose of, or offer for sale at public auction at any place outside the limits of any city or town in the state of Iowa, or within the limits of any city or town in the state of Iowa that has not by ordinance enacted pursuant to the provisions of section 368.6 provided for the licensing of sales by auction, any new merchandise, unless such person, firm or corporation and the owners of such merchandise, if it is not owned by the vendors, shall have first secured a license as herein provided and shall have complied with the regulations hereinafter set forth.



AUXILIARY OFFICERS and DIRECTORS for the year 1957-1958. Back row, left to right: Mrs. B. G. Coats, New Jersey; Mrs. Ken Burrows, Pennsylvania; Mrs. Al Boss, Iowa; Mrs. Joe Steiner, Maryland; Mrs. William Coats, Michigan; Mrs. R. E. Featheringham, Ohio and Mrs. R. A. Waldrep, Alabama.
Front row: Mrs. John Overton, New Mexico; Mrs. Albert Rankin, Ohio; Mrs. Harris Wilcox, New York; Mrs. Maynard Lehman, Indiana; and Mrs. O. S. Clay, Indiana.

THE LADIES AUXILIARY

The President's Message

Dear Ladies of the Auxiliary:

This is being written especially for those of you who weren't able to be with us at our last convention. As always, we had a very enjoyable three days; the best part of all was renewing friendships and meeting many new friends.



Mrs. Wanda Wilcox

We missed seeing several of our loyal Auxiliary members this year. To them, to new members, and to prospective members, I issue a warm invitation to attend our 1958 convention in Buffalo, New York.

To resume our talk of the past convention, the Michigan ladies were most cordial. They entertained us at a lovely tea on Thursday afternoon. We enjoyed several luncheons, dinners, and evening entertainment with our husbands.

Our own Auxiliary luncheon was well attended. After a delicious meal, our customary business meeting was held. The two highlights of the meeting were the election of officers and the vote on the adoption of the amendment to our constitution. The proposed amendment, "The word Auxiliary be added to the official emblem pin or a guard be added carrying the word "Auxiliary," was defeated.

The following officers were elected:

President: Mrs. Harris Wilcox, New York

1st Vice President: Mrs. John Overton, New Mexico

2nd Vice President: Mrs. Maynard Lehman, Indiana

Secretary and Treasurer: Mrs. Albert Rankin, Ohio

Historian and Parliamentarian: Mrs. O. S. Clay, Indiana

3 Year Directors:

Mrs. B. G. Coats, New Jersey

Mrs. Al Boss, Iowa

Mrs. William Coats, Michigan

2 Year Directors:

Mrs. R. A. Waldrep, Alabama

Mrs. R. E. Featheringham, Ohio

1 Year Director:

Mrs. Kenneth Burrows, Pennsylvania

In closing, if any of you members have a contribution for our Auxiliary page, please send it to Mr. Hart. It will be appreciated by all of us.

Sincerely yours,
Wanda Wilcox, President
Bergen, New York

When the Mayflower was launched in 1843, a newspaper writer, awed by the luxury and magnificence of its 12 bridal chambers and 85 staterooms let his pen run loose, writing, "There can never be a larger or finer ship than the Mayflower." Today larger lake boats boast 622 staterooms. The Mayflower carried 50 persons to death when it was lost off Point Pelee, July 17, 1854.

At Auction Sales Livestock Goes To The Highest Bidder

By LEE D. SINCLAIR

Chief of the Packers and Stockyards Branch of the U. S. Department of Agriculture.

Auction selling and buying of livestock has had a rapid development in recent years. Today, there are about 2,400 livestock auctions in the United States. They range in volume of sales from a few dozen animals at a session to literally tens of thousands in a year at a single location.

Once a week, or more often, sales are held at various auctions. It's an important day in any farming community, not only business-wise but socially. Onlookers frequently outnumber livestock owners, buyers, and market personnel in the auction arena.

The auctioneer, valued for his experience and ability, is in many ways as colorful as his counterpart at the tobacco market. With a chant intelligible only to the initiated, he sells the stock rapidly on signals from the competitive bidders as the animals are displayed in the ring.

Estimates are that nowadays more cattle and calves, nearly as many sheep and lambs, and about two-thirds as many hogs go through auctions as are sold at terminal markets. States having the most livestock auctions are Iowa, Texas, Kansas, Oklahoma, Missouri, and Nebraska, in that general order.

By the end of next month, more than 500 livestock auctions will be displaying notices that they are subject to the Packers and Stockyards Act. This Act, administered by Agricultural Marketing Service, is a Federal statute which places responsibility for regulating the livestock marketing and meat packing industries with the Secretary of Agriculture. Its primary objective is to assure livestock producers of open, competitive markets, free from unfair trade practices.

Increased Congressional appropriations have made it possible to post 200 auction markets during the current year. This

speed-up is part of a 3-year program aimed at including all markets eligible for such action.

Most of the auctions covered this year are in Texas, Colorado, Louisiana, Arkansas, Missouri, and Iowa. If the program is continued, nearly a third of all livestock auctions in the U.S. should be displaying official Government posting notices by the end of next year.

But not every auction market is eligible for posting under the P & S Act. Many are below the minimum size requirement. To come under the Act, the pen space of the market must be at least 20,000 square feet in size, exclusive of runs, alleys, or passageways.

It must also be operated for compensation or profit as a public market. It must be involved in interstate commerce — that is livestock offered for sale has been brought into the State, or livestock is sold for out-of-State shipment.

All scales used in weighing the livestock must be tested twice a year by a competent scale-testing agency in accordance with P & S Act regulations. The auction must be registered and bonded, and a schedule of tariffs or charges filed with USDA. Reasonable services and facilities for yarding, handling, and selling livestock must be provided for the charges assessed.

For administrative purposes under the P & S Act, the country is divided into 20 districts, each in the charge of a district supervisor. Most of these supervisors have farm backgrounds and are graduates of agricultural colleges. All know livestock and the intricacies of livestock marketing. All are widely known and respected in the livestock industry.

Their basic tenet is that the P & S Act was enacted by Congress in the interest of fair play between producers and the

trade. Fundamentally, the Act and the regulations of the Secretary of Agriculture are a code of ethics in the livestock industry.

After a market has been posted under the P & S Act, all persons doing business as market agencies, dealers, or commission men must be registered and bonded. All must keep adequate records of their transactions and render true accountings to their principals. Accountings to consignor must include a description of the livestock, the species, weight, price per pound, total value, name of buyer, and the yardage, commission, and feed charges. Buyers on a commission basis must make a similar accounting, besides stating the amount of the commission. Accounting requirements also apply to dealers who buy or sell for their own account.

Auction markets which meet Government regulations have been subject to posting since the P & S Act was enacted in 1921. In those days, livestock auctions were few in number, but they increased rapidly during the 1930's and for a few years after World War II. The greatest increase in the size and importance of auctions, however, has occurred during the last ten years. Today, they play an important role in the marketing of cattle, hogs, sheep, and lambs.

Minor violations of the Act are, in most cases, settled by informal action. When disciplinary action is taken—in cases of fraud, false weights, or other serious abuses — the registrant may be ordered to correct this practice or he may have his registration suspended temporarily. The suspension prevents him from doing business at any market subject to the Act.

Currently, more and more auction market operators are seeking "posting" under the P & S Act. This procedure consists of actually posting at the yards three notices that the stockyards meet all requirements.

In common usage, the word "posted" means to "keep off." Not so when a livestock market is posted under the P & S Act. Posting of a livestock market is notification to all concerned that the market is a good place to do business, where producers, sellers, and buyers alike will get a fair shake.

Trial to Decide If Buyer Was Willing

NEWTON N. J. — The question of whether Clendenin J. Ryan, Allamuchy Township millionaire, was a "ready, able and willing" buyer of a 250-acre farm in Andover and Green townships, will be the subject of a civil trial in Sussex County next Fall.

Litigants in the action are Miss Ida M. Perry, Andover real estate broker, who seeks a \$3,000 balance on the \$5,000 commission she says is due her for the sale of the property, and Mr. and Mrs. Charles Barbay, of Andover Township, owners of the property, who contend that Miss Perry is not entitled to the commission since the real estate deal fell through and that the broker should return the \$2,000 they already paid her.

Miss Perry's position is that she fulfilled her agreed services in finding a "ready, able and willing" buyer in the person of Mr. Ryan, who had agreed to purchase the property Dec. 1, 1955, for \$100,000 and made a deposit of \$4,000 on it. The deal between the Barbays and Ryan fell through, it is reported, and the Barbays contend that Ryan, therefore, did not prove to be a "ready, able and willing" buyer.

A motion for a summary judgment in favor of Miss Perry entered by her attorney, John R. Perkins, of Blairstown, was denied recently in Sussex County Court by Warren County Judge William P. Tallman, sitting in the absence of County Judge Vito A. Concilio, of Sussex. Tallman agreed with the argument of the Barbays' attorney, Frank G. Schlosser, of Newton, that the case should go to trial.

The Barbays secured a \$21,000 judgment in their favor from New Jersey Superior Court last March 8 in a suit against Mr. Ryan seeking enforcement of the sales contract.

Illustration

Boycott—The teacher asked the student to give an example of the word "boycott." The student said, "The wind blew down my brother's neck and the boycott an awful cold."

A Pre-Auction View Of A Not-So-Stately Home

By MARGARET MOREAU WILLETT

Saturday was the day for viewing "residual household appointments" prior to the two-day auction which would be held at a nearby estate. It was, in fact, the same estate which we'd visited a couple of months ago when the gardens were open to the public. That visit was duly described and I said then that the main house was no architectural gem and that there were rumors that it was to be torn down and a smaller house built near it. Brick foundations were then to be seen near the old house.

Our first visit was out of curiosity (we'd viewed the owners at church for the past year) and out of interest in gardens. Our second visit was out of curiosity and our interest in acquiring furniture, say an old blanket chest for the hallway or a mirror for our room or perhaps a chest of drawers for the small bedroom.

Having viewed the house and the residual household appointments, I could understand why anyone would want to pull down the old place and why anyone would sell, dump, burn or bury those appointments.

No Stately Mansion

Now this was not one of England's stately mansions, not one of the ones pictured and described in such glowing colors by the British Travel and Holidays Assn. It was simply an old house, possibly 150 years old, with little architectural merit and virutally impossible to run today, what with taxes, scarcity of servants, cost of heating and so on. Its owners are not of aristocracy. They probably do rate with the country gentry for if the money came from last century's industrial profits, the family has been established there about as long. They have taken an interest in the Women's Institute and the son is an M.P. and the daughter did something for the Girl Guides. Their mother, who must be in her 80's, retains the appearance of a domin-

ant personality. "A real tartar in her day," it was said.

The new house had now attained full size, although the interior had not been completed. It was smaller than the old house but it was not a small house. There was no need to waste sentimentality or sympathy on the family or on its old home or on its soon-to-be auctioned possessions.

They were really something. Never have I seen so many items which seemed to have so little future. Nothing suitable for our home, nothing so wierd as to be capable of being made interesting, nothing in really good condition but nothing so bad as to be worthless.

The house, even if impossible as a residence, was interesting. We entered through the main entrance, a ground level pillared porch with fuchsia and wisteria entwined along the foundations of the stucco covered stone. Dirty white paint was peeling from the 16-sided exterior and the three stories, one partially underground and the top, little more than half the height of the middle one, did not seem high enough.

Catalogues For a Shilling

We walked down into a paneled, stone-paved entrance hall in which white-coated auctioneer's men were selling catalogues for a shilling and making sure that viewers were not walking off with antique copper measures or the antique copper stick stand. Here were the heavy carved oak tables and the antique maps, together with an ancient electric fire, colored string hammocks and a canvas garden arm chair. Here everything looked quite promising.

Leaving the subterranean chambers for later, we mounted the stairs to the lower circular gallery. One could look up, above more circular stairways, and there at the top was the skylight through which the light poured even on this thundery

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and rainy day and which was the center of the 16-sided house.

The stairways were broad and of staunch oak, more impressive in their solidity than in their grace. We walked into the great library, above the entrance hall, where one of the auto-radiogramophones" was blaring racing commentaries to prospective bidders. The hair-stuffed easy chairs looked anything but easy, even when covered with cretonne. It was certain that these were not the accustomed furnishings for the family. Still, the bookcases which reached toward the 15 or 20-foot ceiling were packed with books for sale—"Stable Management" one volume and 15 others,, "A New Way to Better Golf" and nine others, "The Monkey Folk," 105 bound volumes of Punch, "The Life of Lord Kitchener" and so on.

'Nick-Nacks and Fancies'

We admired the spacious room, gasped at the mother of pearl, ivory and bone inlaid, Koran stand, tried to ignore the gilt framed "Alpine Scene" and "The Return from the Crimea" and went on to the dining room. Another fine long room with a magnificent 12-foot, eight-

inch inlaid mahogany dining table and reproduction Chippendale chairs and the 21 by 14-foot Persian rug. But the walls were encumbered with prints and paintings, the table was laden with lots of chipped glass vases and china, the cumbersome sideboards held their share of clothes brushes, coronation mugs, shaded candlesticks, ivory tusks, Oriental daggers and female surmounted clocks.

The great living room was on the other side of the library. The room was vacant. Here, perhaps, some of the auctioning would be done. But the views over the grassy banks and the ponds of the estate were fine ones, the elaborate paintings on the vast ceilings were splendid, one could see the paneling and the floral china bell pulls. "Like a blinkin' town hall," commented one ungentlemanly figure who ventured in.

We viewed the magnificence. Now we were to see seven bedrooms with bells and speaking tubes and dressing rooms, filling the odd corners of the many-sided house, and containing a vast number of undesirable items. These bedrooms covered the remainder of the first floor and that above it, most of the rooms opening



Col. Lewis Smith (right), President of the Indiana Auctioneers Association, presents NAA Secretary Bernard Hart with a golden microphone in appreciation for services to the Auction profession. A 1957 National Convention photo.

off intricate hallways which in turn led to the great central galleries.

Master Bedroom

There was the hugest bedroom suite I have ever seen, vast mahogany bed and wardrobes, weighing hundreds of pounds. But otherwise there was little, to impress. Old iron cots (servants' beds?), vast amounts of bedding and table linen, bamboo screens, unpainted wash stands, long brass fireplace fenders, mattresses, cartidge bags, Brownie camera the size of a trunk, worn carpeting, musty suitcases, palm leaf linen baskets and so on. Most of the furniture was unsuitable, too large, or too ugly for us. Several items did look promising but they were marked "to be removed" by the auctioneers. It was quite clear that the family was not leaving much which would interest knowledgeable antique dealers or even people like us.

The cellars were cavernous, two great kitchens with two hotel sized solid fuel cookers and three electric ones, the servants hall, a series of wine cellars, sculleries, larders, laundries, and so on, dimly dim and musty. The housemaid in that household must have walked miles and carried an endless series of buckets and dishes and linen. I did not envy her. I could hardly breathe the dim, damp dark atmosphere.

Still, if the house was unmanageable it was not in poor condition. There were wash basins in most of the bedrooms and one of the kitchens was tiled up to the ceiling. The house had not been neglected.

Miscellaneous Gadgets

There were a delightful assortment of items in these caverns and outside too. Besides the cracked pots (pottery) and the pans and cookers, there was a golf faultfinder, an ancient sewing machine, an electric body vibrator, a mahogany and brass "personal weighing machine" upon which one sat upon an upholstered seat, an egg preserving pail, clothes boilers and bird cages, bone ice cream spoons, and so on. There was also an original antique washing machine, a wooden barrel which would be covered and turned over and over by a handle with a gear. A simple shifting or rearranging of the gears, and the handle turn-

ed an uncompromising wringer which, at five feet or so, topped the machine.

Other visitors, staring, prying, and poking, varied from the scum to the cream of the county. We spotted some former servants, come to see the old place for the last time; there were some very well spoken and dressed people and some who were not either. There were also three American servicemen in civilian clothes. They did not look as if they'd exercised much.

We saw so much and so little. The house was manifestly so impossible to run and with no compensating beauty or merit. "The Residual household appointments" were so obviously what the owners and the auctioneer and important dealers did not care to have. But we are glad to have seen one of our not-so-stately homes before it goes.

18 Swireford Rd.

Helsby, Cheshire, England.

Aug. 4, 1957.

Police Auction List Helpful To Brides

New York City, N.Y.: — Two bridal gowns, a bow and two arrows, two electrocardiograph machines, a reducing unit and old copies of The Congressional Record are among the articles to be sold by the police.

The auction sale, will be held in the Line-Up Gallery at Police Headquarters, 240 Centre Street, from 10 A.M. to 5 P.M.

The first two days of the sale of unclaimed lost and stolen articles will be devoted to the disposal of 395 automobiles, 300 bicycles, a dozen boats and clothing by lots.

The second two days of the sale will be auction of jewelery, cameras, binoculars, electrical appliances and miscellaneous items. A cursory examination of these articles will be allowed just before the sale of each.

Proceeds will go into the Police Pension Fund. The property will be sold as is and there will be no refunds, Property Clerk Thomas E. Rosetti said. Morris Fried will be the auctioneer.

Influence Of Women

By COL. POP HESS



October, 1957 is here and this good year is rapidly drawing to a close. Only two more issues of "The Auctioneer" and it will be 1958, a new year and every body a year older. Time waits for no one and this especially is true with the auctioneer. He washes out a working year, looks back over his mistakes and tries to improve—or do worse by trying.

The September issue of this publication has just arrived on my desk and I have not had much time to read it through but from what I can catch in turning the pages I see new names and new faces. Note they are going to try and locate the oldest active retired auctioneer in the U.S. Don't look at me, I'm not that old yet although sometimes feel past the active age but soon recuperate when I see how old some guys look.

Our Farm Sale Program here at WRFD has been loaded to the hilt, listing all kinds of auctions in Ohio and other states as well. We are having a lively quarter hour each week day morning as we kick off with a portion of the recording of my good friend Leroy Van Dyke, "The Auctioneer" and it sure puts pep into the morning run. We use it on the opening and on the closing if time permits. I am glad to see this boy going places in the entertainment field. It could be that the world is losing a top auctioneer, yet he is young and may return.

I took notice that the Ladies Auxiliary made a fine showing at the Convention this year. Looks as though they are growing about as fast as the members of the male sex who call themselves auctioneers. Or was it that more auctioneers took their help mates along? Maybe they thought it best that they go. Any of these three reasons may harbor the answer but in this modern world women play a very

important part in world affairs. Perhaps that is why our world has grown so modern the past few years.

Speaking of women, it is time for me to go to my 50 year sale book for one of my tall stories in little happenings taking place in my heydays of conducting sales and find one that fits this October issue. My records show that this one happened in October, 1908, so here goes.

In my native land when I was young and very supple with farm sales my big specialty there lived in a nearby county two families. In each were six daughters ranging in age about one year apart. When the eldest of each family was entering their 'teens, the husband and father of one family passed away. The same year the wife and mother in the other family also died. Both families were near neighbors and within two years the remaining husband and father had courted and married the surviving wife and mother.

This united a family of 12 daughters under one roof. As time passed four more children, two boys and two girls were born to this latter union. Thus, this united family composed of Her children, His children and THEIR children made a total of 16. Each family in the beginning was a possessor of a good farm and through the marriage the two farms became the same as one farm and so operated. The girls all grew up and got husbands and the boys each got a wife making a large group of close relatives for family reunions.

As the years passed the time came when both the mother and father were claimed by death and the entire holdings became an estate with three sets of heirs. A very constructive and able administrator was appointed as there was no will in

existence. In time, the administrator was forced to call a sale of personal property and sell both farms. The farms were sold privately at a good figure and the personal property fell into my lap to sell as the auctioneer.

On the day of the sale I soon became aware that all was not sugar and honey with the heirs, mostly on account of the contents of the big farm house where the personal belongings of two families had been thrown together. The administrator advised me of his troubles and after looking the situation over we decided to sell the outside items first, tools, feed and livestock, leaving the household goods until last. My thoughts was the longer one can hold off a disturbance at an auction the better.

By 3:00 P.M. we were all done but the household goods—but that was a sale within itself. The crowd was large but the most significant fact was three groups, his children, her children and their children, each group in a huddle and each with a temper like a buzz saw. And to top it out the “in-laws” were included making 16 husbands and 16 wives, 32 head in all. They had gotten quite loud and some of the language they were using was out of place.

Earlier in the day I had suggested to the administrator to get either the Sheriff or the Constable to keep order. He told me that would be hard to do as the husband of one of the girls was the Constable while another had married the man who was Sheriff at the time. Neither of these men wanted to get mixed up in the affair so they had each sent a son to represent them.

We started selling and the non-related folks stood back and refrained from bidding as they knew what the situation was. The three sets in gangs started bidding against each other and it wasn't long until there was more than one fight. Some one threw an old barrel stave and missed his mark. It came up on the porch and knocked the hat off the clerk and he swore he was quitting. I tried to out talk them but they soon out winded me.

Well, getting back to the ladies—in attendance that day was a large black eyed, portly woman who had to work out for a living and had at one time worked

for this family. She was well up in years but stout and sturdy. She grabbed me by the arm and said, “Let me talk to these darned kids a few minutes and this will all be over.” Say, it would take too much paper and ink to write what she said to those three sets of children. It was not rough but a real mother's language. She reminded them of many things about their father and mother and how great they were.

In all, her little talk would have been a top sermon in any man's church. Then she turned and picked up the barrel stave that hit the clerk and stepped down off the porch. Looking up at me she said, “Now Mr. Auctioneer, start selling, all you folks who are here to buy, start bidding and if any of these grown-up kids start another row I will spank their behinds with more vigor than they were ever spanked by their parents and I mean it.”

Yes, the sale closed peacefully and good. And 50 years ago the feminine wisdom and power of that day was strong. This was a sale I will never forget. It stands out in my book of actual sale events.

I'll be back next month with another sale story.

Michigan AA Hears C of C Official

By Garth Wilber, Secretary

Meeting at the home of Morris Flynn in Paw Paw, members of the Michigan Auctioneers Association and their families enjoyed a pot-luck dinner on the evening of August 17. A good attendance was reported when Col. Flynn welcomed the group to his home.

Col. John Glassman, Dowagiac, was in charge of the program, the principal speaker being Mr. Ed Kelley of the Chamber of Commerce at Benton Harbor. Mr. Kelley gave a most inspiring talk on “Organization”. After a short business meeting it was decided to hold the next State meeting within three months with the time and place to be announced by the Secretary.

Livestock Auctions Gear To Service

KANSAS CITY, Mo. — “Helping the customer please himself” may not be unique in the better merchandising circles, but inviting the customer to the merchants convention and allowing him to voice his opinion so as to better understand the customers’ problems is definitely **not** “old hat”.

This is just what happened when livestock auction market owners and operators from all over the country met last month in Excelsior Springs, Mo. for the annual American National Livestock Auction Association convention and livestock marketing sessions. It was the first year that the livestock auction markets association invited its customers to attend its convention, and according to C. T. ‘Tad’ Sanders, Executive Secretary and Counsel of the Association, the venture was so successful the auction market men are going to develop the customer-auction market idea further in following conventions.

Like any other service type business, the ultimate goal of the livestock auction markets is more efficient, more convenient service for their customers. “The livestock auction owners knew their local conditions,” said Sanders, “and they must be familiar with the livestock marketing picture on a national basis. So we thought inviting the heads of our customer organizations to discuss the problems with us would bring better performances on both a local as well as as national basis.” Sanders went on to say, “I believe the information received at the convention will help us accomplish that desired performance.”

Using the theory that the best way to know a fault is to be told about it, the livestock auction owners established a panel consisting of customers, and then prompted examination from the panel by asking such questions as, “Does direct marketing benefit the livestock producer?”, “Do you feel there is an advantage or disadvantage in selling through the livestock auction markets?” and “Do you like competitive aspects of marketing agencies giving you a choice

of where to consign your livestock for sale?”

The customers, all officer-representatives of grower, feeder and producer associations, minced few words in answering: “When the market is bad, the consignors are disappointed.” “I find I get more money at an auction.” “One of



C. T. ‘Tad’ Sanders

the things that makes America great is the free way of operating. The livestock auction markets are more aware of this than anyone. The more direct buying done, the greater the loss of that freedom.”

When the livestock auction owners asked the organization representatives to tell them what they thought could be done to improve their services to the producers they received such answers as: “Markets have to attract buyers, and the best way to improve is to get more volume and more buyers.” “Markets are doing an excellent job in Nebraska.” “Auction markets in our area (Michigan) are not what they should be. Bonding would do away with a lot of this.” “In Montana a market must have a certificate of convenience and necessity in order to operate. This is for the protection of the producers. We

IN UNITY THERE IS STRENGTH

find this a very efficient way to insure the best service."

One grower and long-time auction goer said, "Get rid of those hard seats!"

It was when the subject of the revision of the Packers & Stockyards Act to permit deductions for a self-help meat promotion program was broached that the greatest amount of conversation came from the panel table. The general attitude was that livestock farmers should be able to authorize deductions on an individual basis at the point of sale just as cotton, fruit, vegetable, nut, rice, dairy and poultry farmers do.

Jim Nance, National Swine Growers Council president, summed up the panel's remarks when he said he felt there is no limit to the good that can be accomplished through a well financed, well administered program of research, education and promotion. Nance went on to say, "Livestock producers as a whole are independent operators who have no desire for their industry to become subsidized by the government under the controls that would be an essential part. They want to continue to operate on a free market and hope that a program designed to stimulate demand may make this possible. I feel that the producer is the person primarily interested in the price he receives for his product. For that reason, it is essential that he have a right to take a direct part in promotion designed to expand the potential market."

The ANLAA pledged its support to the producers' efforts to secure legislation permitting voluntary deductions for a self-help meat promotion program and agreed to cooperate in all producer programs to increase meat consumption.

OLD SHEP

Old Shep was a Collie colored white and brown
Who lived on a farm not far from town.
He made his rounds with his master each day
To feed the horses and cows their hay.
He played with the farmers' six-year-old son
Each day after all the chores were done.
But today the farmer was out of bed,

Before the East was tinted red.
He milked the cows and fed the stock,
Then pulled all the farm tools out in the lot,
As if to put them on display,
Anyway to old Shep it looked that way.
Then cars started turning in at the drive,
But old Shep was alert, he would always strive,
To meet each person as they got out of their car,
No matter if they came from near or far.
The men would gather around some tool,
And talk together and act the fool.
But old Shep didn't understand at all
Why the men hung around the horses' stall.
Nor why the man with the sing-song voice
Would nod at men and give them their choice.
Of taking one or of taking all,
No old Shep didn't understand at all.
Then people started leaving and with them would go,
A horse, a cow or a rotary hoe.
Old Shep was puzzled and went to stand
Close to his master, stuck his nose in his hand.
And his master leaned down, gently pulled Shep's ears
And in his voice was a kind of tears,
And he said "tomorrow I must go to town,
To find a new home and settle down.
But first dear Shep a new home I must find
For a faithful dog, who has been so kind
A home with a boy and perhaps a cat to tease
A home I know that will be sure to please."
So the farmer went to the house to talk with his wife,
Of the plans they had made, and this new way of life
And old Shep with a yawn, went quickly to bed
In a straw-filled box, out in the shed.

—H. M. G.

NOT VITAL, BUT HELPFUL

Men can live without air for minutes,
without water for days, without food for weeks and without brains for years.—Davenport (Iowa) Democrat.

Do Something

By Col. Lou Winters, Toledo, Ohio

You are listed in the City Directory as an Auctioneer. What a farce, what a misrepresentation. The truth of the matter is that you are just riding on the bandwagon waiting for a plum to drop now and then. If you resided in China 100 years ago, you would have lost your head due to the sharp blade of a broad axe for misrepresentation of Title; or am I talking about your competitor, I hope. Your line of work demands that you must be a salesman, and the definition of a Salesman is, you must have the ability to sell. You have. My good friend, Robert G. Boatfield, one of Toledo's leading and successful Realtors once said; "any Salesman who sits at his desk smoking a cigarette and looking out the window is dying on the vine." How true.

THE TRUTH OF THE MATTER IS—YOU ARE A GOOD SALESMAN, but you feel as though you are not a leader. Animal instincts depend on a leader. If the leader jumps the fence for a bit of better pasture, the whole herd decides they must do the same thing. However, the leader never gets hurt or very seldom, at least. He never gets hungry because the leader is way up in front getting a belly full of good grass and is back in the proper territory when the boss shows up with the club. No, he doesn't want to stew in his own juice. It's the balance that gets the sore back from the club. Why? Because, the leader decided to DO SOMETHING regardless of the outcome. I must do something and I must do it now—not to-morrow. I've tried. I've won. I will look good to George in the barnyard tonight. You are your own worst enemy when you fail to create. DO SOMETHING, but do it to-day—not to-morrow. Tomorrow is too late. The worst that can happen is that you might get in a jam. But DO SOMETHING and do it today. Henry Ford, Thomas Edison, Lindbergh, Hitler—they all did something for the next fellow to shoot at. Do something right where you are, but do it now. Be satisfied where you are. You may be an awful flop in business for yourself un-

less you can do something for yourself right where you are now.

YOU ARE SMART. You and you alone can beat this old world with Psychology. Study Psychology, and you too can do something.

AT A PUBLIC AUCTION. Most women are afraid to look at clothes hanging on the clothesline that is to be for sale. They need the clothes, as they know very well the clothes are good, but at the same time, when the Auctioneer announces the sale of the clothes, the women are prone to buying them. They are afraid their neighbor is watching, so psychology must take over. The wise Auctioneer knows they want the clothes, but they just don't have the GUTS to do anything about it, so the leader must be the Auctioneer. He says that he knows no one wants to buy the other fellow's clothes. You people look to me like you are well fed and have plenty of money to go down town and buy new clothes; but maybe you know someone who might be less fortunate than yourself, who needs some good clothing. These clothes are good and worn very little. Buy them for the less fortunate and they will swarm you with demands for the clothes and God will bless you in return. Otherwise, the clothes would not have been sold at all and you would have lost your commission. The wise Auctioneer knew how to do something and everybody was happy.

DO SOMETHING—YOU ARE NOT A FAILURE. You are a leader in your field, if you just make up your mind that you are. Take a short handled shovel and go out some place so you will be all alone. Turn over a shovel full of dirt; pat it down, and say to yourself, "I am burying the past right here and now, and from this day forward, I am a success." "I am no longer a failure. I will do something today."

I WILL DO SOMETHING TODAY TO REMEMBER YESTERDAY.

The mind creates desire; desire demands, and industry supplies.

Portraits Of Penn and Wife Bring \$2,800

LONDON, June 18—A contemporary portrait of William Penn, believed to be the only authentic likeness in existence, was sold at auction here today to a buyer from the state he founded nearly three centuries ago.

The portrait was one of a pair of the Quaker leader and his second wife Hannah Callowhill Penn, sold to Charles Sessler, a Philadelphia rare book dealer, for £1000 (\$2,800).

The buyer was reportedly acting on behalf of the Pennsylvania Historical Society.

The bidding at Sothebys opened at £100 and was quickly raised by competing bids from John Fleming, a New York dealer.

Although the pictures are not known to have been sold before, which makes it difficult to estimate their value, the sale price was regarded as unexpectedly low.

Both portraits were made by Francis Place, a British artist, in colored chalk on buff paper. Each is signed by the artist.

William Penn is shown at about the age of 50. The picture, measuring about nine by eight inches, shows his head with a neckcloth and the outline of his shoulders is only faintly sketched in. In the early sixteen hundred and nineties', when the picture apparently was drawn, Penn was living in England with his wife.

The portrait of Hannah Penn is more finished, with her Quaker bonnet, or hood, and the upper part of her dress fully drawn. Her portrait is slightly the larger of the pair. It may also have been done later because, although she was twenty-seven years younger than Penn, the portrait appears to have been done when she, too, was in middle age. It is one of the few known portraits of her.

Penn was born in 1644 and died in 1718. Hannah Penn was born in 1671 and died in 1727. Place died in 1728.

Penn founded the colony of Pennsylvania on a royal grant of land in 1680 to 1682.

The seller of the two portraits was Sir Henry Havelock Allan. The pictures are believed to have been given by Place's widow to the Allan family, who were Quaker friends of the Penns.

At one time they were in the possession of Robert Surtees but were returned to the Allans. In 1870 Robert Allan of Blackwell Grange died without heirs and the portraits, together with the rest of his estate, were left to Gen. Sir Henry Havelock a cousin, on condition that the Havelocks add the name Allan to their own.

The bequest was made as a token of admiration for the heroism of Sir Henry and his son in the Indian Mutiny in which both won the Victoria Cross. The present Sir Henry is a grandson of the general.

The highest price in the two-day sale at Sothebys auction rooms was £3,200 (\$8,960), paid by Mr. Fleming yesterday for the letters of Charles Lutwidge Dodgson (Lewis Carroll) to his publishers, Macmillan and Company.

The letters span more than thirty-three years, from early correspondence on Alice's adventures in Wonderland until the end of the author's life. A spokesman for Macmillans said the company would permit the purchaser of the Dodgson letters to make photographic copies of the company's letters to the author.

Mr. Fleming paid £2,200 (\$6,160) today for two first editions of Keats' poems inscribed by the poet to his sister Fanny.

The total obtained at Sotheby's during the two day sale of books, drawings, letters and music was £20,910 (\$58,548.).

Wool Growers Jolted

CASPER, Wyoming — Wyoming Wool Growers Assn. members were shaken to their boots when they sat down to their annual dinner here. Cards reading "Eat More Beef" had been slipped under their plates.

Crowds and Prices

Crowding decorously into the Great Hall of Grosvenor House in London, visitors wended through aisle after aisle of prints and pottery, silver and sideboards, tapestries and trivets, all dated prior to 1830. The event was the Seventeenth Annual Antique Dealers' Fair, and amid all the splendor of other days, there were some modern notes. Prices were higher than ever. One example: A silver dish, once owned by Austrian Archduke Albert, bought last year for \$9,520, was offered at \$15,400.

Indisputably, London was once again the world antiques capital, with relaxed British trade restrictions over the past two and one-half years unblocking the flow of merchandise to and from the highly esteemed London dealers. This year the export trade in antiques is expected to reach an all-time record of more than \$15 million. Much of this will

be shipments to the U.S., for Americans are among the best customers for British antiques.

Esthetic delight. American antique lovers could be seen at the fair, in the London shops, in fact, all over England. American buyer George Gottfried last month admired some chandeliers in a Kensington shop, and in a burst of esthetic delight flavored with business acumen, bought the whole place. A week before that, two flourishing shops in seaside Brighton suddenly closed their doors, owing to the enthusiasm of a passing American who had simply stopped by that morning and bought them out, lock, stock, and snuffbox.

The two leading London salesrooms, Christie's and Sotheby's, whose experience stretches back over two centuries, confess they've never seen anything like it. Sotheby's managing director, Charles Pilkington, expects 1957 sales to surpass last year's \$6.3 million, probably a



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world's record for a single antiques house. Christie's Sir Alec Martin says: "These days anything that is any good sells for fantastic prices."

Actually, there are still bargains for the foraging American, objects that go for shillings in the United Kingdom and fetch big prices in the United States. A few samples: Wooden tea caddies, painted coal scuttles, old milk cans, and bunged-up barometers.

To Clothe A Nation

In the winter of 1645, the Massachusetts Bay Colony posted urgent practical advice to its citizens regarding their letters back home. Consider that most of America was then a savage wilderness, the Colony was a small group of settlements on the edge of the Atlantic, and the colonists' mere survival on that harsh soil was a triumph of courage.

"Forasmuch as woollen cloth is so useful a commodity," the poster declared, without which we cannot so comfortably subsist in these pts by reason of could winters, it being also at present scarce and dear among us and is likely so to be in all these pts

. . . by reason of ye warrs in Europe destroying, in a great measure, ye flocks of sheepe . . . and whereas, through ye want of woollen cloaths and stuffs many pore people have suffered much could and hardship . . . this Cort doth desire all ye townes seriously to weigh ye pmisses and indeavor ye pservation and increase of such sheepe as they have already and also to procure more—it is desired yt such as have an opportunity to write to any of their friends in England, who are minded to come unto us, to advize ym to bring as many sheepe from thence as conveniently they can . . ."

U.S. mills today produce 312 million yards of wool fabrics a year, for civilian clothing. Wool is now so readily available that it's hard to realize there once was a time when it was "scarce and deare", and as much in men's thoughts as food and shelter. In the brave New World of the 17th century, every sheep was officially counted and most colonial households did their own spinning and weaving. A

Massachusetts law of 1656 required each family to contribute a quota of wool cloth to the community or else pay a fine.

The colonists were still making heroic efforts to produce enough wool for their needs a century later, when England passed laws restricting this small-scale industry because it was interfering with English exports. Already angered by other restrictions, colonists who had never touched a loom before took up the challenge. It became a patriotic duty to weave wool domestically. Aristocrats proudly wore America's coarse homespun in preference to fine imported English broadcloth. George Washington, who had begun to breed sheep in his estate, and to inspire others by his example, had at least a yard of wool cloth woven daily by his household servants; the entire Harvard class of 1768 appeared for the graduation ceremony in black cloth made from Rhode Island wool.

All through the early history of our country, wool fabric was precious and to develop the new industry required bold and daring actions—smuggling sheep out of Europe to improve the breed, smuggling looms and other necessary equipment onto American ships (European governments prohibited such exports, to safeguard their own industries), persuading wool craftsmen, with promises of bonuses and land, to emigrate to the colonies, operating secret wool factories in defiance of the British.

Against this history, against the long record of scarcity from Valley Forge to Gettysburg (even in World War II, civilian use of wool was again restricted so that millions of American soldiers could be warmly clothed), it is a dramatic contrast to walk into any of our big department stores today and see the displays on fabric counters and clothing racks of what was once so rare a commodity: wool in a profusion of colors and textures—tweeds, gabardines, broadcloths, flannels, crepes, boucles, fleeces, velours, jerseys, serges; wool in suits, dresses, sweaters, ski pants, coats, socks, scarves, caps, vests, baby clothes and wedding gowns.

We have inherited the modern abundance of an industry built over the centuries by pioneers, just as we have inherited all the other produce of this land

—without even thinking about it. But this is a rewarding moment in which to look back, for we have suddenly entered a new era of wool. The whim of fashion and the needs of modern living have combined to create a renaissance for a fiber that was known to Stone Age man more than 10,000 years ago.

A father is the fellow who gives his daughter away to another man who isn't half good enough for her, so he can have grandchildren better than anyone else's.

Princely Gifts

The Duke of Windsor, 63, instructed a London auctioneer to peddle three ceremonial swords, an armor chest, and a cabinet which Crown Prince (now Emperor) Hirohito gave him (while he was Prince of Wales) during a good-will visit to England in 1921. The duke's take in the sale: 316 guineas (\$929.04).

Any person who accepts favors from others is placing a mortgage on his peace of mind.



If you attended the 1956 National Convention or if you have seen the film which was made at that time you will readily recognize the man at the "mike" as Col. Ernie Niemeyer, auctioneer and amateur (?) entertainer of Crown Point, Ind. He is shown here conducting an auction of coon dogs while in the background is a chart showing results of the field trials. The event took place near Lowell, Ind.

Blessing of the Plow

For centuries, old-world farmers put on their Sunday best to celebrate Lammas Day. It was a day eagerly awaited all Spring and Summer by those who make their living from the land. It was a day when the head of each farm family took new-wheat bread to the church for consecration. Although Lammas Day was in Summer—August 11, it was a day much like our Thanksgiving when families throughout the land gave grateful thanks for a rich harvest. It was a day when the blessing asked on Plow Monday earlier in the year was fulfilled.

Each country has its own manner of observing Lammas Day, or a Thanksgiving Day of similar nature. Ceremonies and rituals are seldom, if ever, the same in any two countries; but the objective is always the same. All are seeking the same gift, a bountiful harvest.

In some countries, inception of the Lammas Day ceremonies is actually on Plow Monday, the Monday following Epiphany on January 6, also known as

Twelfth Day and Twelfth Tide. In many parts of England the beginning of the plowing season was celebrated on this day by a procession drawing a plow through the village streets to the church for a blessing. Each farmer was thus convinced his fields would produce an abundant yield, assuring his family of food for another year and himself a place among leaders at the next Lammas Day ceremony.

For nearly 300 years, however, England had not had a plow blessing. Then, in 1946, the British formed an organization much the same as—in fact, it was patterned after—the 4-H clubs of the United States. The organization is known as the Young Farmers' Clubs. In this instance, the British freely admit the movement is "among the good things to come to Britain from the United States." It was through these clubs that the ancient plow-blessing ceremony was revived.

Describing revival of the old-time ceremonies, an official of the British

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Send your order with remittance to
THE AUCTIONEER, 803 So. Columbia St., Frankfort, Indiana

Ministry of Agriculture and Fisheries, says, "Recently, one of our Young Farmers' Clubs revived the old custom of observing Lammas Day when the first loaf of bread from the first sheaf of wheat was taken to the church for consecration. The wheat resulted from the efforts of a single, symbolical plow which had been blessed on Plow Monday earlier in the year.

"Members of the West Sussex Club went in procession through the streets of Chichester drawing a plow with them into the Cathedral where the Bishop was asked to bless it as the 'sign of all our labor in the countryside.' This was a modern interpretation of the centuries-old ceremony of 'Plow Monday', the first day after the Christmas festivities, when men in olden times began plowing again."

M. D. Bellomy

Enthusiasm High At New York Meeting

By Bernard Hart

Enthusiasm could be the one word that would go the farthest in describing the Second Annual Convention of the New York State Auctioneers Association at Syracuse, Saturday, September 7. A fine crowd had assembled from practically every section of the state when the group's President, Col. Paul Calkins, called the convention to order at 1:30 P.M. Four speakers were heard on the afternoon program and they were introduced by Toastmaster, Col. Raymond Field.

Col. Tim Anspach, President of the National Auto Auction Association, was the first of the four and he shared a lot of sound logic with the group. "Have faith in what you are doing and practice what you pray for as there is power in prayer, especially if you back it up with earnest effort," said Col. Anspach, following with, "Patience is a great virtue—don't be jealous of others nor lower yourself by trying to get even." His closing remarks included the reminder, "If you lie with dogs you will get up with fleas—live with yourself but be certain you have good company."

Selling Real Estate at Auction was discussed by Col. Paul Calkins. Paul had spent several months with a leading Real Estate Auction firm in Ohio, and from his experiences with that firm had learned definitely that real estate can be sold successfully at auction and further that it was a very good manner in which to liquidate real estate.

A type auction that only a few are familiar with are the Race Horse Auctions. Col. A. L. Tremblay, North Attleboro, Mass., has conducted these auctions throughout the New England States and Eastern Canada and was a qualified speaker on the subject. Having been directly connected with the racing of horses for many years before becoming an auctioneer, Col. Tremblay emphasized the importance of 'knowing your horses' as there is a wide variation in values.

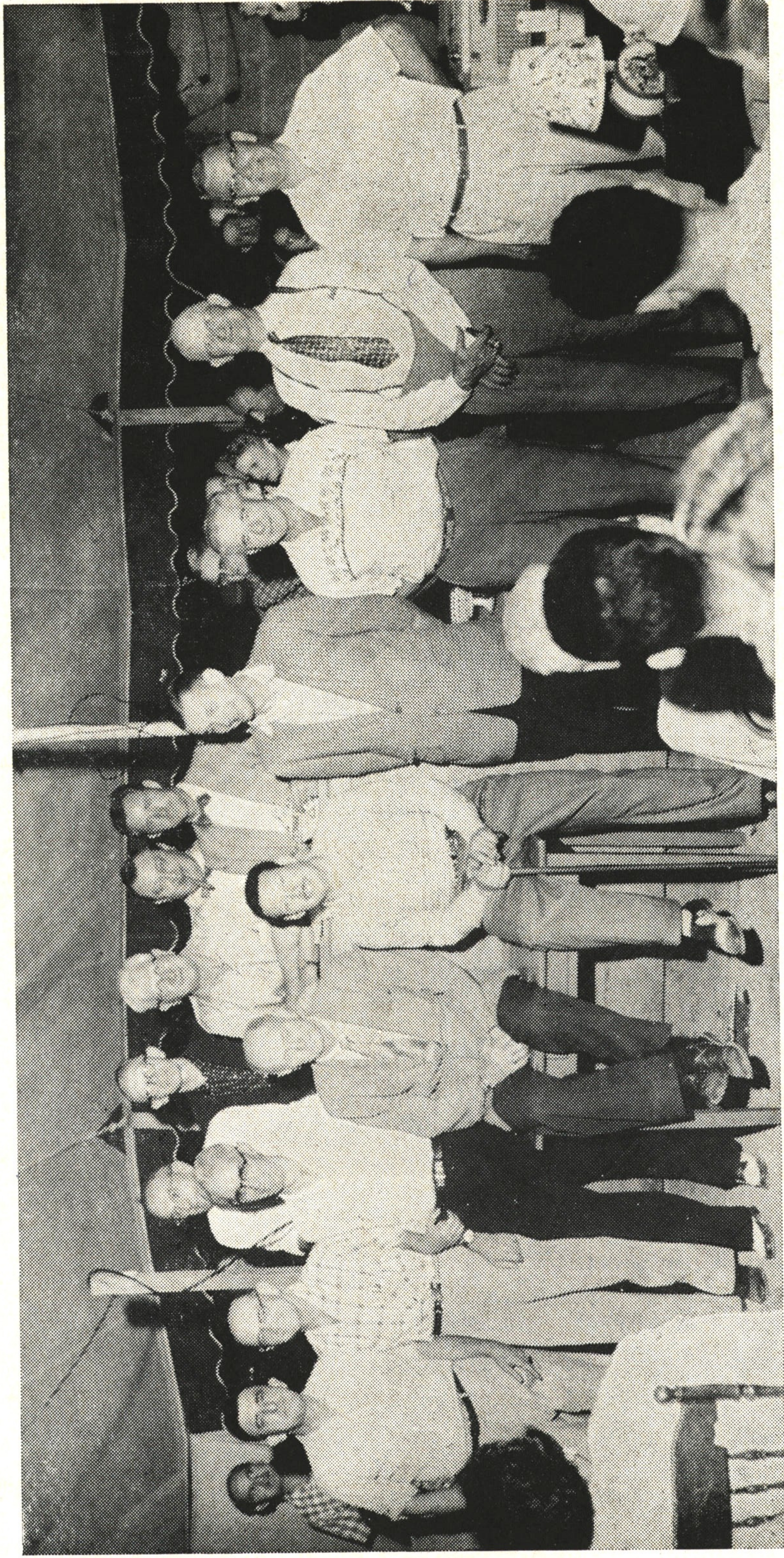
"Your National Auctioneers Association" was the subject assigned to NAA Secretary, Bernard Hart, Frankfort, Ind.

Following the banquet in the evening, NAA President, Harris Wilcox, Bergen, N. Y., gave a very dynamic talk, using the subject, "Life Is Too Short To Be Little". The 1956 NAA Convention film was also shown during the evening program.

In the business meeting the following officers and directors were elected: President, Col. Ralph Rosen, Buffalo; Vice President, Col. Irwin Murray, Ballston Lake; Secretary, Col. Donald Maloney, Syracuse; Directors, Col. Harold Spoor, Baldwinsville; Col. Tim Anspach, Albany; and Col. David Tracy, Dansville.

This group being host to the 1958 National Convention at Buffalo, next July, a special Convention Committee was appointed. It consists of Col. David Tracy, Chairman; Col. Victor Kent, Col. Pete Murray, Col. Jim Landen and Col. Kenneth Rice. We hope to have further reports from this latter group as Convention plans progress.

The Pittsburgh, Pa., Fruit Exchange indicates by its advertising banners that "Auction Fresh Fruit" is the best you can buy. These attractive banners are 24 inches long and printed in three attractive colors. Just another boost for the Auction method of selling.



Shown here are those who played a prominent part in the Fourth Annual Auctioneers Auction sponsored by the New Jersey State Society of Auctioneers. The five men in the center of the picture in the back row, reading from the RIGHT, are: Col. Winfred Hinkley, President; Col. James W. Smith, Vice President; Col. William P. Parr, Director and host of the Auction; Col. Matthew Geddes and Col. Ralph S. Day, Secretary-Treasurer.

Front row, again from the right: Cols. Frank Schurich, George P. Parr: Watson Van Sciver (Director), James G. Oliver (Director, Donald Castner, Russell A. Tinsman (Director, since deceased), James Stickle, Morris Weinstein and Otto Seng.

Auctioneers Auction Gains Momentum

By Col. Ralph S. Day

The Auctioneers Auction, sponsored annually by the New Jersey State Society of Auctioneers, continues to be a great public relations venture for auctioneers individually and the auction method of selling in general. This year it was held at Col. William Parr's Capital Auction Block, Andover Junction, N. J.

A crowd which began assembling at 6:00 p.m. completely filled the large 75 x 125 tent provided for the occasion (see photos). Participating auctioneers displayed their "wares" on the tables provided. The selection varied from fine antique lamps, china and furniture to a parakeet and cage and several hundred ears of freshly picked and iced sweet corn, a new variety developed at Rutgers College of Agriculture. Experience in past auctions has proven that articles small enough to be easily handled in the family auto find the best reception.

The sale started promptly at 7:00 p.m. with host auctioneer Parr introducing

each auctioneer. Turns on the Auction Block were determined by the drawing of lots. Each auctioneer was given the opportunity to tell about his own establishment or specialty before selling his lot.

Tape recordings of each auctioneer were made by Secretary, Ralph S. Day, on the recorder owned by the Society. A master recording of about five minutes for each auctioneer will eventually be made up and sold to the members, at cost, for instructive purposes.

These so-called Auctioneers Auctions have proven very successful from a public relations standpoint and it is the intention of the State Society to extend their use by dividing the state into sections and then rotate one member through each section. Much experience has been gained in the four years since they have been established. Most outstanding improvement has been in the 'introductions' and the review of our 'Code of Ethics'. This is usually handled by the host auctioneer.

Most gratifying is the interest and confidence displayed by the audience as well as the careful adherence of each auctioneer to our Code of Ethics.

IT PAYS TO ADVERTISE IN The Auctioneer

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It reaches into every state, Canada and Mexico. Because "THE AUCTIONEER" is owned by the men who read it. Because they believe what they read in "THE AUCTIONEER." Because "THE AUCTIONEER" accepts advertising from only reliable concerns.

If you want to join the "Preferred" class of dealers advertise in "THE AUCTIONEER."



Two views of the enormous crowd attending New Jersey's Auctioneers Auction. Note the intense interest of the audience as well as the articles they have purchased.

Congress Recognizes Cowboy Hall of Fame

OKLAHOMA CITY, Okla. — Congress has officially recognized the National Cowboy Hall of Fame and Museum to be

built near here as a national memorial.

The House of Representatives unanimously adopted a concurrent resolution previously passed by the Senate.

At the 1957 National Auctioneers Convention Col. A. W. Thompson was recommended as a candidate for the National Cowboy Hall of Fame.

Revisions To Act Pushed By ANLAA

Kansas City, Mo. — Broad revision of the Packers & Stockyards Act, 1921, as contained in S. 2775 and HR 8649, both introduced in the closing weeks of Congress, was the basis of discussion and action by the Livestock Market Council of the American National Livestock Auction Association meeting in Kansas City on Sept. 7 and 8.

S. 2775 was introduced in the Senate by Senator Allen J. Ellender, La., and HR 8649 was introduced in the House by Congressman Lee Metcalf, Mont. Both bills are nearly identical. They deal primarily with those portions of the Act applicable to livestock auction markets, stockyards, market agencies, packer buyers and dealers.

The livestock auction markets have been leaders through their organization in advocating revision of the stockyards portions of the Act. The two bills are the result of nearly two years of study and discussion of changes with livestock organizations.

Forest Noel, Lewiston, Mont., chairman of the Council and president of the livestock auction markets association, told the Council members that the purpose of the amendments was threefold:

1. To revise the Act in the light of changes in methods and practices in marketing livestock since 1921, so as to define a livestock auction market and its operation methods, and so as to broaden the definition of a stockyard to include all facilities handling livestock in interstate commerce.
2. To provide for the uniform application and administration of the Act, as amended, to all livestock markets and stockyards in the public interest.
3. To establish a more economical and efficient administration of the Act, as amended, in respect to all types of public markets for livestock through an independent enforcement agency in the U.S. Department of Agriculture.

David Pettus, Director, Livestock Division and Lee D. Sinclair, Chief Packers & Stockyards Branch, USDA, attended the sessions of the Council and participated in a discussion of the provisions of officers and directors of the terminal stockyards and commission firm organizations with the auction markets, copies of the two bills were made available for study and consideration by them.

The Council concluded its meeting with plans for a nationwide educational and informational program to all livestock and other interested organizations to fully inform them on the contents of the amendments contained in the two bills.

C. T. 'Tad' Sanders, Kansas City, secretary-counsel of the Livestock Market Council, stated that early hearings before both the Senate and the House agriculture committees at the second session of Congress in January were planned.

Murder Victim's Property Auctioned

Osseo, Mich.—On August 17th, Victor and Burnell Scharp sold the personal property of Hillsdale County's (Michigan) latest murder victim. The sale was conducted for the heirs and it was a good sale with quite a few curiosity seekers attending, since it had been well publicized at the time of the murder victim's death, and due to the stories that came out of the trial of the accused people.

The story came out that the victim was having a party at the house with a young woman and her friend at the time of his death, and sure enough, when they went to write up the sale, there were three plates set at the table. The victim was beat up with a heavy instrument and there were bloodstains on the floor and on a couple pieces of furniture that were included in the sale.

The Scharps have sold many sales where the former owner had passed away, but it was quite different to conduct this sale of a murder victim.

The man who cheapens himself in public is sure to be marked down by his neighbors.

NAA Marches On

The list of auctioneers from all over the country is testimony to the fact that auctioneers definitely favor organization. Since the close of the National Convention at Lansing, your office has enjoyed a steady flow of new and renewal memberships during a period that has ordinarily been considered "slow". Now is the time to get in the swing and talk organization with every auctioneer you meet. We are on our way to big things and your individual cooperation will make our ventures successful.

The following memberships were received from August 16 through September 15. The asterisk indicates renewal.

Col. Crawford J. Carroll, Pennsylvania
 Col. Donald D. Presl, Wisconsin
 Col. Wm. A. Maloney, New York
 *Col. Lloyd J. Eaton, Michigan
 Col. Herman Behm, Illinois
 Col. Duncan A. Johnston, Illinois
 *Col. Frank A. Seymour, New York
 Col. Fred H. Benjamin, Illinois
 Col. Vivien Joyce, Georgia
 Col. R. C. Westbrook, Wyoming
 Col. Chas. O. Rainwater, Tennessee
 *Col. James F. Rife, Illinois
 Col. Jack L. Dickinson, Nebraska
 *Col. F. E. Bloomer, Iowa
 Col. Robert L. Weber, Missouri
 *Col. W. P. "Bud" Drake, Illinois
 Col. R. E. Bishop, Illinois
 Col. Albert Desvoyant, Massachusetts
 Col. Thomas Lawrence, Rhode Island
 *Col. Vernon McCracken, Missouri
 *Col. Norman Levy, Michigan
 Col. Billy Hazlewood, Tennessee
 Col. Troy B. Slate, Virginia
 *Col. Robert B. Johnson, Indiana
 *Col. Betty J. Johnson, Indiana
 *Col. Don Decker, Illinois
 *Col. Hugh Morehead, Jr., Missouri
 *Col. Harold Asbury, Indiana
 *Col. I. Taylor, Pennsylvania
 *Col. Art Graudi, Indiana
 *Col. Fulton Beasley, Tennessee
 *Col. James J. McQuire, Iowa
 *Col. Hugh McQuire, Iowa
 *Col. Harvey Boyer, Indiana
 *Col. Loren Albrecht, Iowa
 *Col. J. T. Dickson, Kansas

*Col. Pete Schwartz, Nebraska
 *Col. Richard E. Hayes, Indiana
 *Col. J. L. Judy, Missouri
 *Col. Bart Bielenberg, Iowa
 *Col. Eugene C. Waldrep, Alabama
 *Col. A. B. Albaugh, Ohio
 *Col. John S. Kasten, Illinois
 *Col. Newton E. Dilgard, Ohio
 *Col. Harry J. Hoynacki, New York
 *Col. Thomas Matthews, New Jersey
 *Col. Ival E. Ross, Ohio
 *Col. Robert B. West, Ohio
 *Col. W. B. Williams, Illinois
 *Col. Ralph D. Burkett, Pennsylvania
 *Col. William S. Day, New Jersey
 *Col. Dean Cates, Missouri
 *Col. Ransom W. Brunt, Michigan
 *Col. Dick Herm, Illinois
 *Col. A. V. Zogg, Jr., New York
 *Col. Wayne Stewart, Iowa
 *Col. M. M. Mobley, Illinois
 *Col. G. T. Gilbert, North Carolina
 *Col. George W. Fox, Sr., Pennsylvania
 *Col. Orman W. Phillips, Alabama
 *Col. Hubert S. Post, Pennsylvania
 *Col. Gene A. Saine, North Carolina
 *Col. Donald V. Cady, Kentucky
 *Col. Ora S. Burkhardt, Indiana
 *Col. Charles R. Williams, Oklahoma
 *Col. J. L. Hardesty, Colorado
 *Col. Richard K. Mather, Connecticut
 *Col. Paul W. Calkins, New York
 *Col. Emma Bailey, Vermont
 *Col. Ralph A. Weschler, Dist. of Col.
 *Col. Tom E. Hayes, Ontario
 *Col. Nick Beute, Michigan
 *Col. James I. Lowe, Iowa
 *Col. Clive Anderson, Tennessee
 *Col. George M. Kurtz, Kentucky
 *Col. Bob Winton, Tennessee
 *Col. Maxwell C. Kallor, New York
 *Col. Woodrow Roth, Pennsylvania
 *Col. Richard C. Wright, Virginia
 *Col. Johnny J. George, Georgia
 *Col. Jim Merrigan, Missouri
 *Col. Leland Dudley, Iowa
 *Col. Wayne Van Wyk, Iowa
 *Col. Woodrow S. Davis, Ohio
 *Col. Fred W. Radde Jr., Minnesota
 *Col. Stanley C. Haworth, Virginia
 *Col. John M. Miller, Maryland
 *Col. J. F. Sanmann, Indiana

- *Col. Morris Weinstein, New York
- *Col. Donald D. Day, Ohio
- *Col. Hugh Campbell, Missouri
- *Col. Earl B. Bales, Indiana
- *Col. Charles C. Hansbrough, Kentucky
- *Col. Roy J. Draper, Kentucky
- *Col. Jewett M. Fulkerson, Missouri
- *Col. Willis O. Hanson, South Dakota
- *Col. Lavern Schrader, Indiana
- Col. Joseph Thatcher, New Jersey
- *Col. Albert J. Lucas, Sr., New Jersey
- *Col. Wayne Cook, Texas
- *Col. Maurice Mandel, Pennsylvania
- *Col. Herman V. Ream, Indiana
- *Col. Norman Finson, Ohio
- *Col. Donald H. Stafford, Ohio
- *Col. Wilmont Pipes, Ohio
- *Col. Ralph D. Zimmerman, Maryland
- *Col. Leonard F. Willinger, New Jersey
- *Col. R. A. "Dick" Mader, Wyoming
- *Col. Rufas K. Geib, Pennsylvania
- *Col. Harvey Parker, Michigan
- *Col. Herman L. Schilling, Nebraska
- *Col. Charles W. Taylor, Nebraska
- *Col. John R. Martin, Nebraska
- *Col. Park E. Bingley, Iowa
- *Col. Fred Jaeger, New Jersey
- *Col. C. W. "Pete" Slater, Illinois
- *Col. Joe L. Horn, Missouri
- *Col. Harry W. Kerns, Ohio
- Col. Harvey R. Way, New York
- *Col. C. O. Hancock, Massachusetts
- *Col. Jim Wagner, Ohio
- *Col. John C. Coward, Colorado
- *Col. E. A. Boyer, Pennsylvania
- *Col. Frank W. Mountain, New Jersey
- *Col. Paul A. Bastin, West Virginia
- *Col. Lloyd Laughery, Iowa
- *Col. Freddie Chandler, Iowa
- *Col. Harry Van Buskirk, Ohio
- *Col. Dean H. Parker, Utah
- *Col. Robert Mendenhall, North Carolina
- *Col. S. Johnny Gray, Pennsylvania
- *Col. Dale Ellenberger, Indiana
- *Col. M. F. Boner, Missouri
- *Col. Charles E. Adams, California
- Col. Joe Ellis, Georgia

Herd Sold

MT. PLEASANT, Mich. — Forty-one registered Holstein dairy cattle belonging to the Mt. Pleasant State Home and Training School were sold at auction for \$17,000.

Deleware Kiwanians Auction Nets \$3500

The Kiwanis Club of Rehoboth Beach, Del., held its Ninth Annual Benefit Auction under the auspices of the Stuart Kingston Galleries Sunday evening, August 18th.

When rain set in half way through the big annual event, three-fourths of the estimated fifteen hundred in attendance in the improvised outdoor sales room set upon the boardwalk fled to cover.

Over \$3500.00 was cleared at the auction despite the curtailment by rain. For the remaining few hundred buyers, the rest of the articles were rushed inside the nearby Stuart Kingston Galleries and the sale carried on. Col. Alvin Freemount, of New Jersey and Florida, who conducted auction sales at the Stuart Kingston Galleries this past summer, ran the sale.

It was the club's Ninth Annual Affair for raising money towards its welfare work in the town. Put on the block were hundreds of articles donated by residents and resort visitors. People bought generously and some received unusual "bargains".

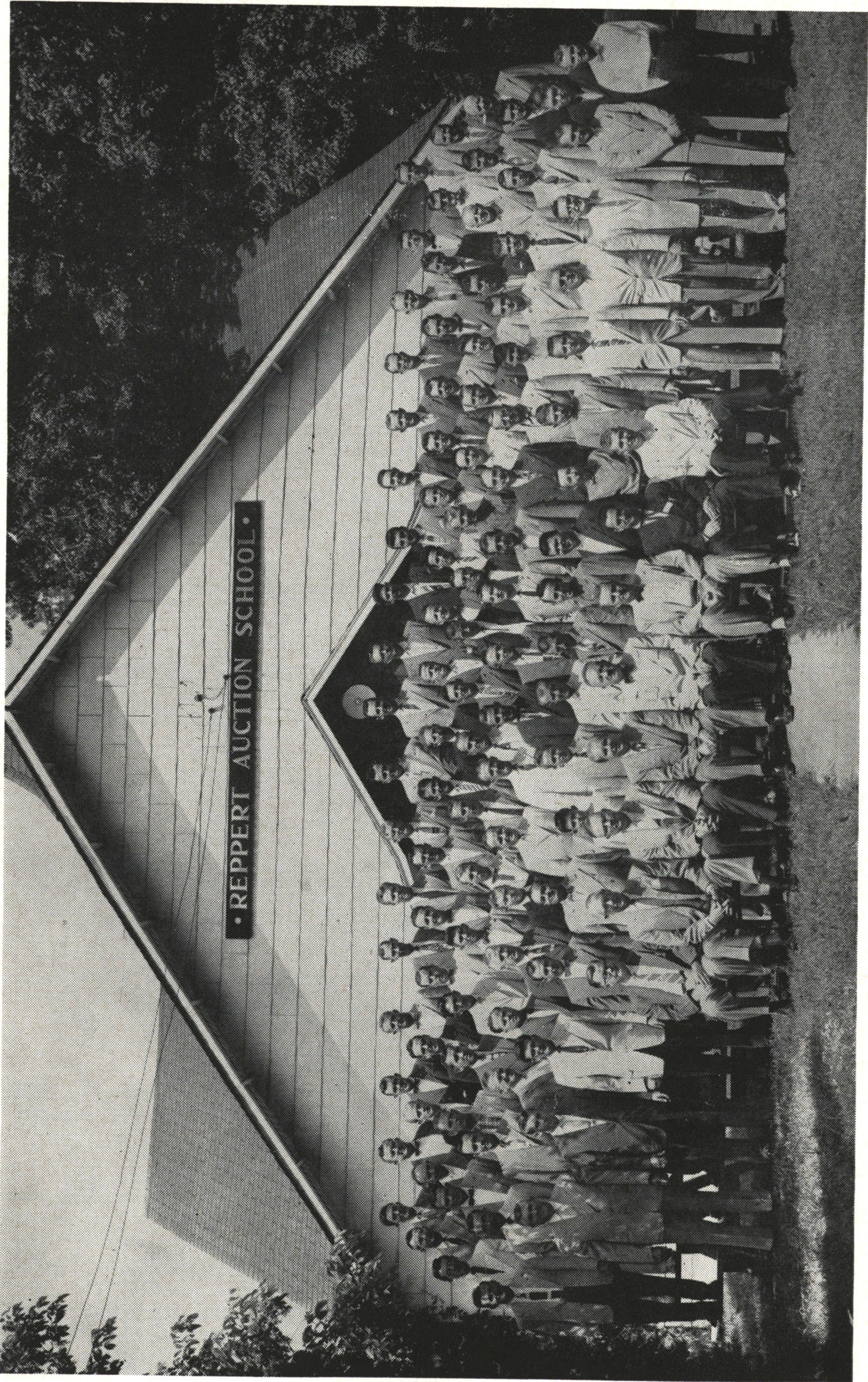
Col. Freemount is a member of the New Jersey State Society of Auctioneers and the National Auctioneers Association.

Guernsey Sale of 31 Grosses \$33,875

Mount Vernon, Wash.—Guernsey breeders from nine states paid \$33,875 for 31 cows at the Washington Invitational Guernsey sale here Aug. 2. The 31 head averaged \$1,092.72.

Top cow, Westlynn Dolly Dimple, consigned by Joe Pritzl, Fruitland, Idaho, sold for \$2,750 to W. M. Camp, Franklin, Va. Charles P. Pritzl, New Plymouth, Idaho, consigned the second high cow, Prestdale Royal R. Alysium. She sold for \$2,700 to Alberton W. Hobler, Princeton, N. J.

The amount of friction you create isn't a measure of how fast you're going — dragging your feet will create friction.



IN UNITY THERE IS STRENGTH

KEY TO PICTURE, Reppert School of Auctioneering, Decatur, Indiana, Class of August 16, 1957

TOP ROW: Lawrence E. Flaherty, Indiana; Jack L. Dickinson, Nebraska; William Collier, Tennessee; Ronald Reed, New York; Charlie W. Wilson, Virginia; Avon Klopfenstine, Indiana; Albert Decker, Idaho; Ronald F. Brissey, Illinois; Harold R. Henry, Missouri; E. I. Thompson, Kentucky; George A. Phillips, Alabama; Wesley L. Cline, New York; Jackson C. Lindsey, Georgia; Bernard Dermody, Jr., Texas; Virgil Garrison, Kentucky; W. H. Funderburgh, Indiana; Charles F. Becker, Ohio; Robert G. Shubert, New York.

FOURTH ROW: Thomas Jurmanovich, Ohio; George F. Walker, Indiana; Norman A. Levy, Jr., Illinois; Travis Somerville, Texas; Odell Sampson, Tennessee; Duncan A. Johnston, Illinois; Harold L. Tucker, Iowa; H. C. Haynes, Jr., Tennessee; Fred H. Benjamin, Illinois; Gene R. Hull, Nebraska; Charles O. Rainwater, Tennessee; Joe Ellis, Georgia; Robert E. Howe, Massachusetts; Julius S. Harris, Jr., Mississippi; Robert C. Cunningham, Montana; J. M. Everett, Ohio; Norman White, Michigan; Gordon C. Benoit, Quebec; Gerald F. Miller, Nebraska.

THIRD ROW: Dale R. Hoover, Pennsylvania; J. Scott Rhodes, Jr., Pennsylvania; David Snyder, Ohio; Kenneth J. MacLeod, Massachusetts; Roland L. Sturgeon, Indiana; Carlie James Hann, Alabama; Jerry K. Price, Ohio; J. Dennis Ownby, Virginia; Albert Bachand, Massachusetts; Ammon S. Boyd, Pennsylvania; Glen Strickler, Indiana; W. Vernon Affolder, Indiana; George E. Washington, Ohio; Paul E. Cuskaden, Indiana; Robert Elmer Moffitt, Illinois; Raymond H. Patterson, Pennsylvania; Paul E. Kindle, Ohio; Lester Bays, Indiana; Marvin W. Isom, Indiana; Harold F. Vorhies, North Dakota.

SECOND ROW: Basil A. Cudzilo, West Virginia; Kenneth R. Vaughan, Ohio; Bobby C. Byrum, Alabama; Henry Rodenberg, Indiana; Earl E. Winner, Michigan; Troy B. Slate, Virginia; Larry Guffey, Ohio; Clarence A. McDermott, Ohio; James M. Cook, Illinois; Frank Teal Cole, Florida; Lon Lemmon, Nebraska; Robert L. Waters, Jr., Virginia; Donald Boff,

Ohio; Kurt H. Haase, Ohio; Andrew Thiesen, Nebraska; Francis T. Satterfield, West Virginia; Dean Kruse, Indiana; Everett L. Liming, Jr., Nebraska; C. L. Haggerty, Ohio; William Bruntz, Nebraska.

FIRST ROW: Paul A. Taylor, Indiana; Marvin A. Henderson, Louisiana; G. Richard Bagley, Ohio; Duane Campbell, Ohio; Harold D. Parker, Indiana; Harold LeRoy Parker, Indiana; Thomas Williams, Florida; Gale D. Copeland, Tennessee; Delno Shicks, Ohio; Byron E. Dilgard, Ohio; Robert Lee Dimig, Iowa; Don Groll, Ohio; Robert C. Westbrook, Wyoming; Billy Hazlewood, Tennessee; Marvin E. Hall, Pennsylvania; James Beery, Indiana; Albert M. Bruns, Indiana; Charles Joseph Stockton, Jr., North Carolina; Frank L. Whittaker, Ohio.

Seated: Some of the Instructors and the Secretary of the NAA.

Paul D. Niday, Ohio, was absent the day the picture was taken.

Michigan Champion At \$2.45 Per Pound

DETROIT Mich. — Lawrence Follett, 17-year-old Ashley 4-H Club member, sold his State Fair reserve champion steer for almost \$1,000 at auction.

The 918-pound steer, which also won the fair's junior livestock show grand championship, was sold to Food Fair Stores for \$1 a pound.

The fair's grand champion steer, a 1,025 Aberdeen-Angus owned by Michigan State University, was auctioned off by Gov. Williams and drew top dollar when it was sold to Wrigley's Supermarket for \$2.45 a pound.

SWISS COWS HERE 88 YEARS

Brown Swiss cattle were first brought to the U.S. from Switzerland by Henry Clark of Belmont, Mass., in the winter of 1869-70. From a modest beginning of about 25 bulls and 130 cows has come some 400,000 Brown Swiss cattle as of 1953 in the U.S.

Livestock Market Foundation Proposed

Kansas City, Mo.—A meeting of historic significance to the livestock industry was held September 7 and 8 in Kansas City, Mo.

Forest Noel, Lewistown, Mont., president of the American National Livestock Auction Association, in a closed meeting composed of officers and directors of the ANLAA, the American Stockyards Association, the River Markets Livestock Group and the National Livestock Ex-

change, proposed the formation of a "Livestock Market Foundation" to be sponsored by the attending organizations.

The purpose of the foundation, Noel said, "would be to determine ways to better serve the livestock market's customers." He said, "We are under an obligation to our customers; we have a responsibility to keep them informed of the marketing trends and to act as an information service in marketing matters for them." He proposed that a livestock foundation sponsored and directed by the groups at the meeting could disseminate this information as a public service.

CHANGE THE "THEY" TO "WE"

Ever hear a member say "THEY" ought to run our club this way?"
Ever wonder who are THEY, who get the brunt the livelong day?
THEY are the ones some call a clique, who plan work so things will tick.
THEY fix the lights and sweep the floor, THEY handle every needed chore.
THEY keep the clubroom up to snuff, THEY worry about the heat and stuff.
THEY line up speakers, pictures, too, and people who will work for you.
THEY do the legwork, write the mail, provide a program without fail.
Director's meetings THEY attend, committee meetings without end.
On evenings THEY could spend at home, on your club's business THEY must roam.
THEY take new members into hand;
THEY run instructions sessions, and THEY must manage all the work the other members like to Shirk.
Some pay their dues and think that this permits them to stand by and hiss.
THEY pay the dues, it is true, but gain more than YOU and YOU.
Is paying dues your duty's end, or do a helping hand you lend?
As true as "God can make a tree," YOU ought to CHANGE the THEY to WE.

Submitted by

Jim Wilson,
Youngstown, Ohio

IN UNITY THERE IS STRENGTH

A. Z. Baker, Cleveland, O., president of the American Stockyards Assn., commenting on the fact that this was the first time that the auction markets and the terminal markets had ever met together and discussed market matters in common, said, "We are all aiming in the same direction and all trying to solve the livestock industry's number one problem, marketing." He congratulated Noel on his proposal, and added the foundation idea was feasible and had considerable merit.

Bob Cunningham, Omaha, acting chairman of the River Livestock Market Group, said, "This meeting marks a notable milestone in the livestock marketing industry." He congratulated the American National Livestock Auction Assn. in bringing the meeting about.

Gene Gunter, Wichita, Kan., president of the National Livestock Exchange, thanked the ANLAA for inviting his organization to the gathering and remarked that he considered it a good sign to see the various marketing organizations meeting together and discussing livestock marketing industry problems. He said he hoped mutual cooperation would come out of the meeting.

C. T. 'Tad' Sanders, Kansas City, secretary-counsel of the ANLAA in charge of the two-day meeting, in his closing remarks asked the participating organizations to give the livestock foundation

plan considerable thought. He said, "The foundation proposed can be the mechanism for the livestock market industry to discharge its real public responsibility in livestock market information, trends and overall data."

David Pettus, director of the Livestock Division, and Lee D. Sinclair, chief of the Packers and Stockyards Branch of the U. S. Department of Agriculture, were special guests attending the meeting.

World's Rarest Breed of Sheep

BEDFORDSHIRE, England — The Portland sheep exhibited by John Saunderson at the Bedfordshire Agricultural Society's Show last summer belong to what must be the world's rarest breed. There are said to be only 60 Portland sheep in the world—the last descendants of sheep which swam ashore from a wreck off the Isle of Portland many years ago.

Portlands are smaller than most breeds. They are healthy and hardy and their meat is considered a great delicacy.

The half of the world able to make ends meet is unable to understand why the other half is always short.

**NOW YOU CAN AFFORD TO TAG YOUR FURNITURE,
PRODUCE, POULTRY AND EGGS.**

Protect Your Customers As Well As Yourself

**No. 5 Manilla Tags with 12" Strings Attached—
Perforated and Numerically Numbered**

SAMPLE ORDER—1000 TAGS \$2.50 SENT ANYWHERE POST PAID

6000 Tags Per Case \$12.00

Send for Free Samples

Please Send Check With Order

Satisfaction Guaranteed

THE CLEARING HOUSE AUCTION

3084 Massillon Rd.

RUSS GUISS, AUCT.

Akron 12, Ohio

Let's Go To An Auction

Following is a pictorial review of an antique auction conducted by Skinner Brothers of Indianapolis, Ind. Three days of selling brought in \$14,000. Auctioneers were Cols. George Skinner, Herman Strakis and Don Smock, all of Indianapolis and all members of the Indiana and National Auctioneers Associations.



A view of the sale site, the selling tent on the left while the one on the right was used for exhibiting the articles to be sold. A State Trooper assists with the traffic and parking.



Herman Strakis uses his most persuasive smile as he endeavors to get another bid on the object being held by Don Smock. The cover picture this month is also a part of this sale.

IN UNITY THERE IS STRENGTH



People came from many miles to this well advertised and expertly handled auction. Here is a portion of the 4 acre parking area.

**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.



The sale is on under the big top, Don Smock calling the bids.



Advertising is one of the important phases of any auction. Here is the attractive sign at the highway, complete with colored pennants.

How To Tell an Antique Is Real

There comes a time in the life of almost every woman when she suspects or hopes that some trinket or china piece in her cupboard, attic, cellar or barn is the real McCoy.

How does a person discover the worth, if any, of these articles? Should she risk taking them to an appraiser? Will he gyp her? How will she know if her treasured article has real value? Here are some suggestions that may help in your quest for assistance:

1. Make a sketch or take a photograph of the object to the public library. Look it up under its proper heading—pewter, silver, Britannia ware, china, glassware.

If you aren't sure, a book in the general category of your object will give you a clue. Be sure that you copy off marks that appear on the piece such as crossed-swords on Meissen ware (many reproductions now dotting the market) or cherubs and hearts on a trivet. The librarian may help you locate the proper book.

2. Once you determine that your piece is of a certain period—perhaps a Georgian piece of silver—you are ready to go to a dealer. Take it to several dealers. Compare offers, and then decide if you want to part with your piece. It may be worth more to you than the cash involved.

SOME ARTICLES OF VALUE

Articles that may have value include these:

Old glass—glass made after 1830 is not considered antique although much of it, such as Sandwich and pressed glass, often brings good prices, and is prized by collectors.

Sparkling cut glassware made during the brilliant period of the late 1800s is popular also, although it is not considered antique. Another type of glass made about the same time is Amberina, now very popular and bringing fancy prices. This glass is identified easily because it runs from a yellow amber shade to a deep ruby.

A great deal of collecting of Tiffany

glass is under way at the moment. This glass is many-shaded and iridescent, and sometimes the initials "LCT" or the name "Tiffany" or "Favrile" are marked on the base.

Milk glass is flooding antique shops because many pieces reproduced today are made from original molds, confusing collectors. The old and new glass is different in appearance, however.

The milk glass duck patented by Thomas B. Atterbury is so marked with the patent date. Reproductions are not.

Ironstone is one kind of china frequently found in old barns. It was made plentifully from the 1800s in England and in America, and was popular with farm families because it held the heat so well.

Staffordshire is more likely to be found in the home that specialized in fancy table services. The blue willow pattern on white is easiest to recognize. Mulberry and white is scarcer.

Prairie Farmer Adds Two Farm Papers

Chicago, Ill.—Prairie Farmer announced the purchase of Wallace's Farmer—Iowa Homestead and the Wisconsin Agriculturist. Physical assets of the corporation were also included in the purchase by the Prairie Farmer Publishing Co. of Chicago.

James E. Edwards, president of Prairie Farmer, said Wallace's Farmer will continue to serve Iowa agriculture. The Iowa publication will be published by an Iowa corporation to be known as Wallace-Homestead Co., which will also operate the printing plant at Des Moines. Richard Pierce will continue as manager of the printing establishment.

Prairie Farmer also obtained the right to publish the Wisconsin Agriculturist & Farmer at Racine, Wis.

Edwards said publication of the three farm papers will be carried on in their respective states with editorial, advertising, business and circulation staffs substantially the same as at present.

Schoolhouse Auction Proves Successful

On August 5 and 6, Victor and Burnell Scharp of Hudson, Michigan, had the privilege of selling 17 schoolhouses in the locality of Hudson. Since the standards required of schools to get some financial aid from the State Government have risen so much, the small country school is being forced out of activity and hence must be consolidated with a larger school system.

Faith in the auction business was bolstered by the excellent attendance at each and every school as well as by the good prices paid for the schools and personal items. In some of the schools that were closed as far back as 1940 people came to the schools and found some of their own books and papers that they had done for assignments when they attended the school.

It was the first time the Scharps had ever been compelled to move their crowd to conduct an auction, but it worked out very well. On their advertising in the newspapers and handbills, a specific time was set to be at a certain school to sell, and they did not run very far behind schedule at any time. The first day they drove about 40 miles from the first school to the last and the second day the schools were a little closer together, and one had to drive only about thirty miles. It was quite a procession from one school to another, with from ten to twenty five automobiles following along.

Six of the schools were sold with the land, so these schools could be fixed up into homes, and of course, the improvements went along with these. Some of the schools had pressure water systems, nearly new oil furnaces, bathrooms, hardwood floors and set on nice level corner lots. Eleven schools and outbuildings were sold with the understanding the buildings had to be moved. In most cases where the buildings had to be moved, the people that owned the land bought the buildings and can either sell the land, buildings or all for a homesite.

The six schools that sold with the land brought from \$705.00 to \$3600.00 and the eleven that sold subject to removal sold from \$60.00 to \$2000.00.

To prove that the auction method is best, they had a very interesting thing happen on one of the schools that had to be moved. The farmer that owned the land where the school was located offered the school board \$800.00 for the building, but the board turned him down, since it had been voted to sell them at auction. The farmer had to pay \$2000.00 for this building. After the sale, this farmer made the remark "I thought I was being generous when I offered them the \$800.00."

Victor and Burnell Scharp are both members of the Michigan and National Auctioneers Associations.

Silo Gas Deadly

With the approach of corn silage making time, farmers should watch out for silo-fillers disease, or nitrogen dioxide poisoning from fresh silage. It has caused 4 known deaths in the last 6 years in Michigan and made an unknown number of people ill. There is no effective treatment for this disease and dangers of poisoning are greatest the first 10 days after filling the silo.

Farmers should know the following about the disease:

1. If you must enter the silo in the first 10 days after filling, first start the blower or ventilate the silo by placing an exhaust fan at the base of the silo.
2. Symptoms of the disease are not immediately recognizable and one can work in the gas several hours without realizing it.
3. The gas is odorless and ranges in color from yellow to reddish-brown depending on temperature.
4. This gas is heavier than air and is usually found in the silo bottom.
5. Inhaling the gas can cause the lungs to fill with liquid or form scar tissue on the smallest bronchial tubes. Death can result quickly in the first instance and more slowly in the second.
6. Fence off the area around the silo to keep children and animals away.

FAROUK'S BELONGINGS SOLD

CAIRO,—A five day public auction of former King Farouk's personal belongings ended with sales totaling 82,000 Egyptian pounds (\$234,000). The money goes to the Egyptian state treasury.

Old Sale Bill Illustrate Farm Sale Revolution

"The Auctioneer" welcomes copies of old sale bills be they of farm sales or whatever kind of sale. A New Jersey Auctioneer offers one which really sets forth the great transformation that has taken place in farm machinery and equipment. Except for some cows and horses, it lists not a single item one might find in a modern farm auction sale.

J. L. Moss had sold his farm near Versailles, Ky., to go to Oregon, and advertised his sale for March 1, 1849. Among the items were: "1,500 ten-foot fence rails; 800 to 1,000 three-foot clapboards; plow with wood moldboard; 60-gallon soap kettle; 85 sugar troughs made of white ash timber; 2 spinning wheels; 30 pounds of mutton tallow; 1 large loom; 300 poles; 100 split hoops; 100 empty barrels; 32-gallon barrel of Johnson Miller whiskey, 7 years old; 20 gallons apple brandy; 40-gallon still of oak tanned leather; 50 gallons soft soap; 40 gallons of sorghum molasses; 6 head of fox hounds, all soft-mouthed except one . . . 6 negro slaves, 2 men 35 and 50 years old, 2 boys 12 and 18 years old, 2 mulatto wenches 40 and 30 years old. Will sell all together to same party, as will not separate them."

Vermont marble is used in toothpaste, paint, linoleum and rouge, as well as in such buildings as the Supreme Court in Washington.

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HELP FILL THIS PAGE

Michigan Officials Revise Methods Of Disease Control

To further check the spread of animal disease, especially brucellosis and bovine tuberculosis, the Michigan Department of Agriculture is assigning its livestock inspectors to several districts established in the state. Previously they worked out of the Lansing office. **There will be 10 men to visit livestock auction markets and perform regulatory duties connected with livestock disease control.**

The staff recently underwent an intensive 6-day course sponsored by the department's veterinarians, administrative staff, legal advisor and others. The purpose was to familiarize the new men with every phase of their duties.

In Michigan there are 62 livestock auctions and nearly 1,000 licensed dealers. This arrangement of inspectors will lessen the chance of spreading disease from

herd to herd and from farm to farm. This should be of material benefit to livestock owners of the state in the opinion of MDA Director G. S. McIntyre.

The livestock inspectors will cooperate closely with area veterinarians as well as being the regulatory representatives of the department. This carries with it authority to initiate prosecutions in instances where there is apparent willful violation of the state's laws.

There will be other duties as well. The law requires that trucks used in transporting livestock be kept clean and sanitary. There will be stricter enforcement of this than in the past when there were too few inspectors to fully do the job. Follow-ups on quarantines and the checking of livestock dealers licenses will be undertaken.

In the state there are more than 100 garbage feeding premises. These are operated by swine raisers who collect garbage, usually from municipalities, and feed it to their hogs. Under Michigan law, which also requires licensing of these

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garbage feeders, swine may only be fed garbage of this type after it has been cooked for 30 minutes at 212-degree temperatures. The cooking destroys germs that cause vesicular exanthema, a highly contagious disease of swine. It is to the interest of all swine raisers that livestock inspectors make sure that the garbage feeding law is fully enforced.

National Ram Sale Makes \$125 Average

OGDEN, Utah—Sheepman are confident of the future of their industry. This was quite evident at the 42nd National Ram Sale sponsored by the National Wool Growers Assn. here at the Golden Spike National Livestock Show coliseum on Aug. 14-15.

All breed averages were up considerably from last year's, with both white-faced wool breeds and black-faced mutton breeds going at good prices, 1,066 head rang up an average of \$151.95—compared to \$109.36 on 1,135 head in 1956.

Outstanding sale of the 2-day event was made when a single Suffolk ram consigned by H. L. Finch & Sons, Soda Springs, Idaho, sold to Mallon & Vivion of Walden, Colo., for \$2,000.

Right behind this outstanding sale was another single Suffolk stud from the flock of Fred and Marian Coble of Winters, Calif. The Coble ram sold to Ted Dunham, Baton Rouge, La., for \$1,300. Competition figured high in both the selling and buying of rams at this event. Major B. Godsol of Woodland Hills, Calif., paid C. M. Hubbard, Junction City, Ore., \$1,000 for a single Suffolk ram of his choice.

EWE TO PERU

Carroll Wells, Eaton County (Mich.) Corriedale breeder, checks over a yearling ewe which was included among 60 head — 20 rams and 40 ewes of — of Corriedales purchased recently by the Peruvian government to be used in improving the sheep in that country.

The sheep for which Peru paid \$250 a head, were assembled in Ohio and trucked to Florida from where they were flown to Peru.

Plaza Sales Top Two Million Mark

New York City—Auction sales at the Plaza Art Galleries, Inc., 406 E. 79th St., during the past season totaled \$2,065,438, an increase over the previous year and representing what William H. O'Reilly, president of the galleries, said was a year of rising prices and growing demand for antiques.

The highest prices for individual items were paid for jewelry, including \$26,500 for a platinum and pear-shaped diamond ring and \$9,750 for a platinum and diamond bracelet.

A Carot painting, "Landscape near Ville d'Avray," brought the highest price of any painting, \$5,500, while Nattier's "Portrait of A Lady as Diana the Huntress" sold for \$4,600, Charles M. Russell's watercolor, "Indian Scouts" \$4,200, and a portrait of a girl by Greuze \$3,000.

Among the antique furniture the top price, \$7,000, was paid for a Louis XV two-drawer commode, while four Louis XVI side chairs in blue figured brocade sold for \$3,200, a Louis XVI bonheur du jour \$3,900, and a pair of Louis XV encoigneurs with scenic panels \$3,100.

MSU GIVEN FIRST PLOW

Added recently to the MSU museum farm machinery collection was a replica of the original John Deere steel plow made by the John Deere Company from the original 1837 plow on display in the Smithsonian Institute in Washington, D.C. "This was the first plow to cut clearly and effectively through the thick root structure of the prairie soil," says Frank Elliott, curator of history of the MSU museum. The steel blade of this plow scoured well in these soils.

PRESIDENT'S COW

William Henry Harrison . . . ninth president of our country . . . was the only occupant of the White House to own a cow in Washington. He had a Durham for fresh milk.

Little plans have no magic to stir men's blood into greater ambitions.

THE LIGHTER SIDE . . .

NEW METHOD

A wild-eyed gent had the United States Patent Office in a dither the other day demanding protection on what he termed "the most ingenious invention of the decade." It turned out to be a cake of soap 10 feet long.

"You couldn't even lift a thing like that to lather yourself," scoffed a clerk.

"You don't have to," replied the great inventor. "You just climb on top of it and slither up and down."

IT'S GOOD ENOUGH

A certain farmer was always borrowing equipment from his neighbors, often returning it in a bad state of repair. Sometimes he even neglected to return it. One day the borrowing farmer asked a neighbor if he could borrow a tractor. The neighbor thought that was going just a little too far. "Well, I'm sorry," he explained, "but I've got to use it all this week for homogenizing milk."

"Homogenizing milk!" snorted the would-be borrower, "why I never heard of such a thing."

"I know," retorted the tractor owner, "but when you've made up your mind not to do something—one reason is a good as another."

WILL POWER, THAT IS

"Whatever ails Henry?"

"He's been contesting his wife's will."

"Didn't know she's dead."

"That's just it. She ain't."

THAT DID IT

"How would you illustrate hard luck?"

"I would tell you this true story. Last week I let a man sell me two pairs of pants with a new suit. First time I wore the suit I burned a big hole in the coat."

SCAT! YOU CAT

Jeanie: Whenever I'm down in the dumps, I buy a new hat.

Meanie: I've been wondering where you got them.

TIME CHANGES ALL

A gushy relative of a preteen boy had not visited them for some time and greeted the boy with the standard, "Why, the last time I saw you, you were only so high!"

"Yes," the lad agreed, "and you were only so wide."

MIRACLE

Patient: Will I know anything when I come out of the ether?

Nurse: That's a lot to expect from an anesthetic.

TALL TALES

"It was so cold where we were," boasted the Artic explorer, "that the candle froze and we couldn't blow it out."

"That's nothing," said his rival. "Where we were the words came out of our mouths in pieces of ice and we had to fry them to see what we were talking about."

VICE VERSA

A newspaper reports that several pigs broke into an illegal still and got drunk, which is a real switch—pigs making people of themselves.

DIDN'T HAVE NOTES

"That land is worth \$500 an acre today," sighed the farmer. "Fifteen years ago I could have bought it for a song."

"Couldn't you sing?" a nephew asked.

"Yes, I could sing," the farmer replied, "but I couldn't get the right notes."

DISILLUSIONMENT

"Jack dear," she murmured, "I hardly know how to tell you, but—soon—soon—there will be a third sharing our little love nest."

"My darling," he cried, "are you certain?"

"Positive," she replied, "I had a letter from mother this afternoon saying she's coming to live with us next week."

IN UNITY THERE IS STRENGTH

EASY WORK

Van: "Who was the first to start the 5-day week?"

Tom: "I don't know."

Van: "Robinson Crusoe. He had all his work done by Friday."

THE FEELING IS MUTUAL

Patient: "Doctor, I'm scared. This will be my first operation."

Doctor: "I know just how you feel. This is my first operation, too."

NICE TRICK

The corporal was preparing to fingerprint a recruit.

"Wash your hands," he said.

"Both of them?" asked the recruit.

After a moment's hesitation, the corporal said: "No, just one. I want to see you do it."

COMPENSATION

The lovely secretary announced that she was quitting her job and shortly thereafter one of the men told her they were striking for a raise because she was leaving.

"What's my going got to do with your salary?" she asked.

"Well," he explained, "We've always considered you one of our fringe benefits."

REFERENCE

Personnel Director: "Have you any reference?"

Applicant: "Sure, here's the letter: 'To whom it may concern. John Jones worked for us one week and we're satisfied.'"

TOO BAD!

A Southern senator once rented a plot of several acres to one of his colored neighbors. The land was to be planted in corn, and the senator was to receive a fourth. The corn was duly harvested, but the senator did not receive his share. Meeting the colored man one day, he said, "Look here, Sam, have you harvested your corn?"

"Yas sir, boss, long ago."

"Well, wasn't I to get a fourth?"

"Yas, sir, boss, dat's de truf, but dar wan't no fourth. Dar was jes' three loads, and dey was mine."

DON'T MISS THIS

If a woman has one daughter, who goes away, the Mrs. misses the Miss and the Miss misses the Mrs. If it is two daughters and both are away, the Mrs. misses the Misses and the Misses miss the Mrs.

If she has three daughters and two are at one place and one at another, the Mrs. misses the Misses and the Miss misses the Mrs. and the Misses.

If she has four daughters and two are at one place while the other two are away from home, and separate, the Mrs. misses the Miss and the Misses and the Miss. The Miss and the Misses miss the Mrs. and the Miss misses the Miss and the Misses and the Mrs.

WE NOMINATE FOR SOMETHING

The woman who drives 9 miles to save 29 cents on groceries, and stops en route to purchase 69 cents worth of ice cream cones for the kids; that man who plays golf to keep thin but hires a boy to mow the lawn; the wife who scrimped for years to buy carpeting for the living room and now won't let anyone walk on it; the husband who lies awake all hours of the night but snores all through the preacher's sermon on Sunday.

THE LAST WORD

The dying man beckoned to his wife: "Sarah," he whispered, "be sure to put David in charge of the store when I'm gone."

"David? Why not Joey? He's a smart boy."

The man nodded weakly. "Okay," but give Harry the station wagon."

"But Benny needs it for his family."

"All right—give it to Benny. But I think the house in the country should go to Shirley."

"Papa, you know Shirley hates the country. Give it to Rosalie."

The old man finally lost his patience. "Mama," he groaned. "Who's dying—you or me."

PROOF

Throat specialists say that smoking makes women's voices harsh. If you don't believe it, try flicking your cigarette ashes on the rug.

IN UNITY THERE IS STRENGTH

KING-SIZE, PLEASE

A rooster, exploring a neighboring farm, came across a football some boys had left in the yard. The rooster hurried home and brought the hens in his flock back to view the football.

"Take a good look, ladies," the rooster said. "I'm not kicking, you understand, but I want you to see what your competitors are doing."

VICE-VERSA

First Stenog: "Was there a lot of girls looking for husbands on that holiday cruise you took?"

Second steog: "No, but there was a lot of husbands looking for girls."

DETERMINED

During a severe Kansas dust storm, a man was seen driving a combine at a high rate of speed down the road. In response to a question he replied: "I planted that wheat and I'm going to harvest it if I have to chase it all the way to the Gulf of Mexico."

OBLIGING

An eager stenographer on her first assignment asked the boss if he preferred double or triple space.

After being told that double spacing would do, she inquired: "On the carbons, too?"

PROBLEM

The lady had paper and pencil ready, while the operator looked up the number. "Madam," the operator said, "the number is CAPital 5-1531."

The woman paused, then asked, "How do you make a capital 5?"

MAKE IT OFFICIAL

A bartender was wiping off his bar one morning when a drunk staggered in and slumped down on a stool.

"Shay, can you tell me who runs Alcoholics Anonymous around here?" he asked.

"Why—do you want to join?" the bartender inquired.

"Course not," said the drunnk, "I want to resign."

WANTED: A SPONSOR

Little city-bred Johnny was on his first real vacation with his father. The two of them were hiking in the mountains one morning when Daddy pointed out a colorful rainbow to his son. "It sure is pretty, Dad. But what is it advertising?"

CORRECT ADDRESS

Bob: "I hear you are invited to a party given by royalty. Do you know how to address them?"

Jack: "I sure do. A count is your lordship, a countess is your ladyship, and an admiral is your battleship."

"He who tooteth
His ayne horne
Hath nay friends;
An' him with friends
Hath nay need
To toot his horne."

True wisdom is to know what is best worth knowing, and to do what is best worth doing—Humphrey.

Men who yearn to die with their boots on should wear them into the living room on cleaning day.

A dog has many friends because the wag was put in his tail instead of his tongue.

Some parts of life are like going through a swarm of gnats — unpleasant but easy if you just keep your mouth shut and keep moving ahead.

"You didn't take a vacation this year, did you?"

"No, I thought I needed a rest."

The hillbilly was asked if he'd met his new neighbor. - - - "Well, we've howdied," he said, "but we ain't shook."

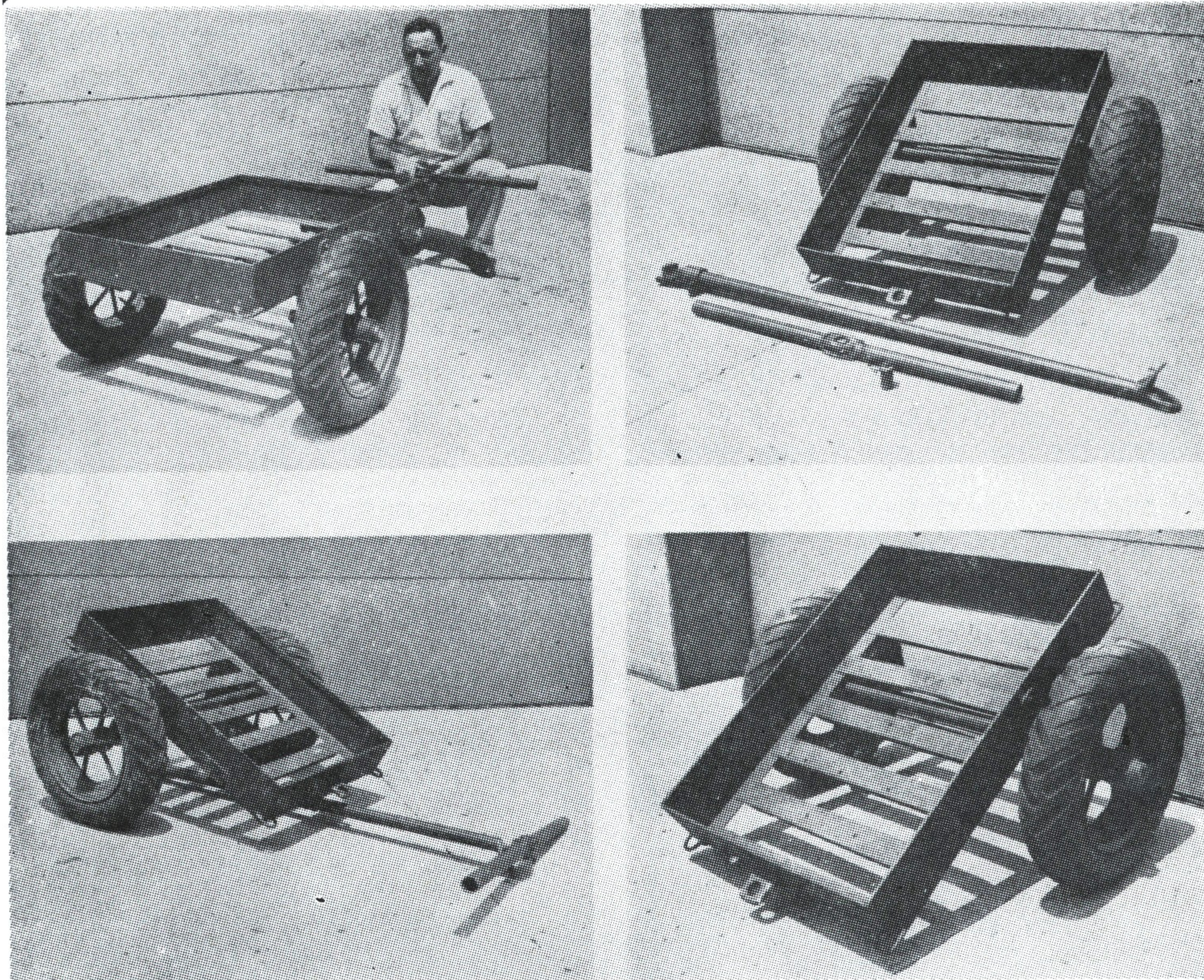
One current problem is that the ounce of prevention now costs as much as the pound of cure used to.

It might surprise folks who worry too much about what the neighbors think of them to find out that the neighbors don't.

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