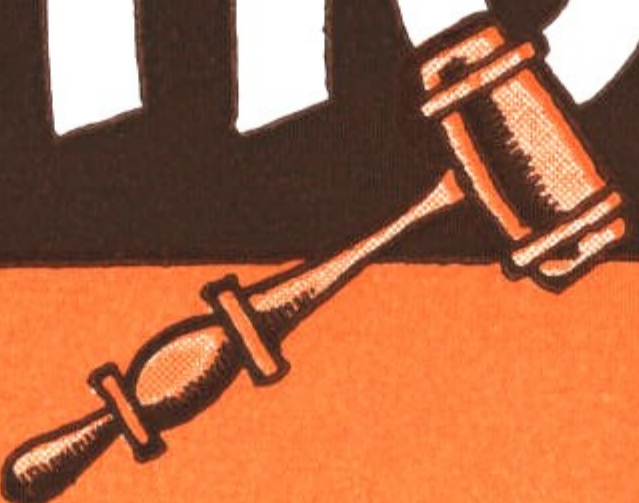


the AUCTIONEER



SEPTEMBER
VOL. VIII

1957
NO. 9

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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

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803 S. Columbia St.
Frankfort Indiana

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- First Vice-President**
Col. C. B. Smith, Michigan
- Second Vice-President**
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- Secretary**
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EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

The 1957 National Convention



THE GOVERNOR'S LUNCHEON, held Thursday noon marked the official opening of the 1957 National Convention. Notice the leis that everyone is wearing. They were flown fresh from Honolulu that morning and were presented by Col. and Mrs. Louis Stambler of that city.

They Journeyed To Lansing From 27 States, Hawaii And Canada

Registrations at the 1957 National Convention did not total as high as in past years but representation was fully up to par. Far away places like Washington, Oregon, New Mexico, Texas, Florida and New Hampshire were represented as well as the Territory of Hawaii and the Canadian Province of Quebec. Altogether, 27 states and the two outlying areas were represented by NAA members and their families.

Ohio led all the other states (excepting Michigan) with 44 registrants. Michigan finished with a total of 46 although at one time on the last forenoon they were tied with Ohio at 44 each. The Hoosier State was not as well represented as was expected although they had 36 for third place. New York (host for 1958) followed with 22 persons present.

As a comparison with last year's figures at Kansas City, Indiana had 38 registrants which was just one more than Ohio. These figures would indicate that the distance involved makes little difference to the Hoosiers and Buckeyes. Indiana still holds the record for home state attendance. In 1955 when the convention was in Indianapolis, they were able to register 112 persons compared with 79 from Missouri and Kansas combined last year at Kansas City and Michigan's 46 this year. We print these figures in order that the New York State Auctioneers will have a goal to shoot for in 1958.

Following is a list by states of those who registered at the 1957 convention—the numbers following the name of each state indicates the total registrants from that state.

ALABAMA 2

Col. and Mrs. R. A. Waldrep, Montgomery.

FLORIDA 4

Col. Tommy Scarane, Miami.
Col. Robert Rich, Miami.
Col. James H. Strange, Ft. Pierce.
Col. John Strange, Ft. Pierce.

ILLINOIS 18

Col. John H. Dieken, Pecatonica.
Col. C. B. Drake, Decatur.
Col. and Mrs. A. C. Dunning, Elgin.
Col. Jack Gordon, Chicago.
Col. Ray Hudson, Morrisonville.
Mr. Duncan Johnston, La Grange
Col. and Mrs. Charles Knapp, Cissna Park.
Col. and Mrs. Lewis Marks, Abingdon.
Col. Melvin R. Penning, Forreston.
Col. Carmon Potter, Jacksonville
Col. and Mrs. Fred Quick, Aurora.
Col. Virgil Scarbrough, Quincy
Col. and Mrs. Charles Wade, Morrisonville.

INDIANA 36

Col. L. M. Boatwright, Marion
Col. and Mrs. Jim Buckley, Shelbyville.
Col. and Mrs. O. S. Clay, Shelbyville.
Col. Roy Crume, Kokomo.
Mrs. Leona Drake, Indianapolis
Col. and Mrs. Ray Elliott, Portland
Col. R. C. Foland, Noblesville
Col. and Mrs. Bernard Hart, Frankfort.

Our Cover

It's all yours says Ernie Sherlock as he hands the gavel to the newly-elected President, Harris Wilcox. The NAA owes a great debt of gratitude to Ernie Sherlock for the leadership he has provided the past year. During his tenure as President he furnished an article for every issue of "The Auctioneer"; he made trips to far away places at his own time and expense for the sole purpose of encouraging organization among auctioneers, and he has been ready and willing to do whatever was necessary in the interests of the NAA.

IN UNITY THERE IS STRENGTH

Mr. Edward Hart, Frankfort.
Col. Wayne Jeffers, Indianapolis.
Col. and Mrs. Russell Kruse, Auburn.
Col. and Mrs. Meynard Lehman, Berne.
Col. and Mrs. James Leichty, Berne.
Col. Don Millspaugh, Gas City
Col. Fred Millspaugh, Gas City
Mrs. Genevieve Payne, Indianapolis.
Col. Pete Peters, Avilla.
Col. and Mrs. Roland Reppert, Decatur.
Col. and Mrs. H. W. Sigrist, Ft. Wayne.
Col. and Mrs. George Skinner, Indianapolis.

Mr. Bill Smith, Brazil.
Col. Lewis Smith, Cicero.
Col. and Mrs. Don Smock, Indianapolis.
Mr. Reed Stewart, Brazil.
Miss Dianne Thomas, Indianapolis.

IOWA 12

Col. and Mrs. Al Boss, Carroll.
Col. and Mrs. Warren Collins, Jesup.
Col. Howard Johnson, Story City.
Col. Leon Joy, Ames.
Col. and Mrs. Guy L. Pettit, Bloomfield.

Col. and Mrs. Wendell Ritchie, Marathon.

Mr. Corwin R. Ritchie, Marathon.
Col. Carl W. Setterburg, Burlington.

KANSAS 3

Col. and Mrs. Carson Hansen, Beloit.
Col. E. T. Sherlock, St. Francis.

MARYLAND 7

Col. and Mrs. Daniel Poole, Jefferson.
Miss Patricia Ann Poole, Jefferson.
Miss Susan Marie Poole, Jefferson.
Miss Mary M. Poole, Jefferson
Col. and Mrs. Joe Steiner, Silver Spring.

MICHIGAN 46

Col. and Mrs. W. C. Adams, Dundee.
Col. Glenn Archer, Charlotte.
Col. and Mrs. Stanley Bates, Whitmore Lake.

Miss Ruth Ann Bates, Whitmore Lake.
Col. Harold Bloom, Midland.
Col. Glenn Casey, Williamston.
Col. and Mrs. William O. Coats, Union City.

Col. Mary J. Cole, Mt. Morris.
Col. Vernon I. Cole, Mt. Morris.
Col. L. E. Drake, Battle Creek.
Col. Fred Fox, Saginaw.
Col. John M. Glassman, Dowagiac.
Col. Paul Hillman, Romeo.

Col. and Mrs. Charles Kinsey, Detroit.
Mr. Martin Kollek, Durand.
Col. Jerry Merritt, Belleville.
Col. and Mrs. Don Moore, Carc.
Col. Harvey Parker, Flint.
Col. William Podell, Grand Rapids.
Col. Maurice Price, Stockbridge.
Col. Adrian M. Rhyne, Midland.
Col. and Mrs. Roy Sanch, Belleville.
Col. and Mrs. Burnell Sharp, Osseo.
Mr. and Mrs. R. Singer, Adair.
Col. Fred W. Smiley, Saginaw.
Col. and Mrs. C. B. Smith, Williamston.
Col. Lyle Thornton, Detroit.
Col. Ray Tosch, Capac.
Col. Kenneth Travis, Lansing.
Col. Ray Utter, Grand Rapids.
Col. and Mrs. Garth Wilber, Bronson.
Col. and Mrs. Henry Wilber, Bronson.
Col. and Mrs. Wendal Wilber, Coldwater.

Col. Robert Youngs, Grand Rapids.

MASSACHUSETTS 1

Col. A. L. Tremblay, No. Attleboro.

MINNESOTA 3

Col. and Mrs. Tom Gould, Minneapolis.
Col. Frank Sloan, Minneapolis.

MISSOURI 11

Col. and Mrs. Ken Barnicle, Rock Hill.
Col. and Mrs. Guy Jageman, Independence.

Col. C. C. John, Kansas City.
Col. and Mrs. Bill McCracken, Kirkwood.

Miss Sherry McCracken, Kirkwood.
Mr. and Mrs. C. T. Sanders, Kansas City.

Miss Audrey Sanders, Kansas City.

NEBRASKA 9

Col. and Mrs. Franck Diercks, Hay Springs.

Col. and Mrs. Dan Fuller, Albion.
Col. and Mrs. James W. Martin, Chappell.

Col. Henry Rasmussen, St. Paul.
Col. and Mrs. Harry Sanders, Fremont.

NEW HAMPSHIRE 1

Col. George Michael, Rochester.

NEW JERSEY 2

Col. and Mrs. B. G. Coats, Long Branch.

NEW MEXICO 2

Col. and Mrs. John Overton, Albuquerque.

IN UNITY THERE IS STRENGTH



The Convention is under way. Col Ernie Sherlock gives his address of welcome while Bill Coats is on hand to introduce Dr. O. B. McGillicuddy, throat specialist, whose subject was "Your Voice Is Your Business".

NEW YORK 22

Col. Tim Anspach, Albany.
Col. Paul W. Calkins, Peru.
Col. Telford Chambers, Walton.
Col. Raymond E. Field, Onondaga.
Col. and Mrs. Arnold Ford, Constableville.
Col. Howard Hovey, Schenectady.
Col. and Mrs. Victor Kent, Cuba.
Col. Clifford W. King, Brewerton.
Col. George Landen, Lockport.
Col. James Landen, Lockport.
Col. James Landen, Jr., Lockport.
Col. Robert Landen, Lockport.
Col. Donald W. Maloney, Syracuse.
Col. Pete Murray, Ballston Lake.
Col. Ralph Rosen, Buffalo.
Col. Harold Spoor, Baldwinsville.
Col. and Mrs. David Tracy, Dansville.
Col. and Mrs. Harris Wilcox, Bergen.

NORTH DAKOTA 2

Col. F. E. Fitzgerald, Bismarck.
Col. Ray Schnell, Dickinson.

OHIO 44

Col. and Mrs. Jay Barnes, Minerva.
Miss Edna Barnes, Minerva.
Col. and Mrs. Jack Braddock, Granville.
Col. C. C. Bradford, Racine.
Mr. A. C. Bradford, Racine.
Col. and Mrs. Evan Burkholder, Columbus Grove.
Col. J. Meredith Darbyshire, Wilmington.
Col. Martin Dixon, Toledo.
Col. and Mrs. R. E. Featheringham, Ashville.
Col. and Mrs. Don Fisher, Powell.
Col. and Mrs. Owen Hall, Celina.
Col. Merl Knittle, Van Wert.
Col. and Mrs. Emil Konesky, Woodville.
Col. and Mrs. Howard Overmyer, Elmore.
Col. and Mrs. J. Herbert Peddicord, Coshocton.

IN UNITY THERE IS STRENGTH

Col. and Mrs. Homer Pollock, Delphos.
Col. and Mrs. Albert Rankin, Alger.
Col. and Mrs. Gene Slagle, Marion.
Mr. Nelson Slagle, Marion.
Col. Van Smith, Wilmington.
Col. and Mrs. Robert Stamp, Salem.
Col. and Mrs. Don W. Standen, Elyria.
Col. Earl R. Tom, Cumberland.
Col. and Mrs. Jim Wagner, Amherst.
Miss Jean Wagner, Amherst.
Col. Jim Wilson, Youngstown.
Col. Lou Winters, Toledo.

OREGON 1

Col. C. A. Morrison, Grants Pass.

PENNSYLVANIA 22

Col. and Mrs. Tom D. Berry, West Newton.

Col. and Mrs. Ken Burrows, New Wilmington.

Col. and Mrs. C. Morell Brown, Doylestown.

Col. and Mrs. Q. R. Chaffee, Towanda.

Col. Ronald Chaffee, Towanda.

Miss Linda Chaffee, Towanda.

Col. and Mrs. Foster Hendrickson, Scranton.

Col. and Mrs. Clay C. Hess, Royersford.

Col. C. Paul Jones, Apollo.

Col. Sam Lyons, Saltsburg.

Col. H. B. Mushrush, Franklin.

Col. Wayne Posten, East Stroudsburg.

Col. and Mrs. Wylie Rittenhouse, Vanderbilt.

Col. Homer Sparks, Sharon.

Col. Herb Walters, Zelienople.

SOUTH DAKOTA 2

Col. and Mrs. Bob Penfield, Lemmon.

TENNESSEE 5

Col. and Mrs. Fred Ramsey, Madison.

Miss Gena Ramsay, Madison.

Miss Rebecca Ramsay, Madison.

Miss Sara Lynn Ramsay, Madison.

TEXAS 2

Col. and Mrs. W. J. Wendelin, Henderson.

VIRGINIA 2

Col. and Mrs. Foster Sheets, Roanoke.

WASHINGTON 1

Col. Wes Wendt, Granger.

WEST VIRGINIA 5

Col. Roy Crosser, St. Marys.

Col. and Mrs. W. H. Hale, Williamson.

Miss Susan E. Hale, Williamson.

Miss Frances C. Hale, Williamson.

WISCONSIN 19

Col. and Mrs. R. W. Doman, Brookfield.

Col. and Mrs. Joe Donahoe, Darlington.

Col. and Mrs. Ernest Freund, Fond du Lac.

Col. and Mrs. John Freund, Omro.

Col. and Mrs. Ray Gevelinger, Dodgeville.

Col. and Mrs. Vince Hanson, Manitowoc.

Col. and Mrs. Walter Heise, Oconto.

Col. and Mrs. Bill Jones, Pickett.

Col. and Mrs. Don Lloyd, Oshkosh.

Col. Douglas Steltz, Milwaukee.

TERRITORY OF HAWAII 3

Col. and Mrs. Louis Stambler, Honolulu.

Miss Shayne Stambleer, Honolulu.

QUEBEC 4

Col. and Mrs. Arthur Bennett, Sawyerville.

Mr. Bruce Bennett, Sawyerville.

Mr. Murray Bennett, Sawyerville.

Thanks

I would like to take this opportunity to thank my officers and committees for their wonderful cooperation during my year as President of the Ladies Auxiliary. It has been a pleasure to serve as your President and I sincerely hope that you will give the same cooperation to our new President, Wanda Wilcox.

To the Michigan State Association and the Michigan Ladies Auxiliary, many thanks for your warm, sincere hospitality.

The gift presented at the ladies' luncheon was deeply appreciated by me and I will be using the glass swans often.

Betty Steiner

Convention Business

The Secretary's Report

By **BERNARD HART**

My report this year will be brief and in an optimistic tone. In the three years I have served as your secretary, the year just ended has been the most successful. We now have that solid foundation laid and are on our way to better things. During the year just ended we issued 23% more Membership Cards than we did in the same period a year ago. A total 2,639 pieces of mail has been received by your executive office during the past year, an increase over the previous year of 45%.

In regard to membership, as of July 15, Indiana leads with 103, Ohio is second with 95, Nebraska is third with 94, Illinois is fourth with 89 and Pennsylvania is fifth with 72.

I appreciate the cooperation you have given me, yet I admonish you for some of those things you fail to do. I don't think anyone in this audience would require me to send three or four notices

before they mailed their renewal fees—but we have some members that do. Please keep in mind that this same time and effort could have been spent in cultivating new members.

* * *

The Treasurer's Report

By **HENRY RASMUSSEN**

Our cash on hand July 17, 1956 was \$4,243.29. Received through convention registrations, \$4,523.50; memberships and rental of convention film and convention donations, \$11,855.00. Paid out during the year for convention expenses, printing "The Auctioneer", fees to Secretary and Editor and miscellaneous, \$14,218.62.

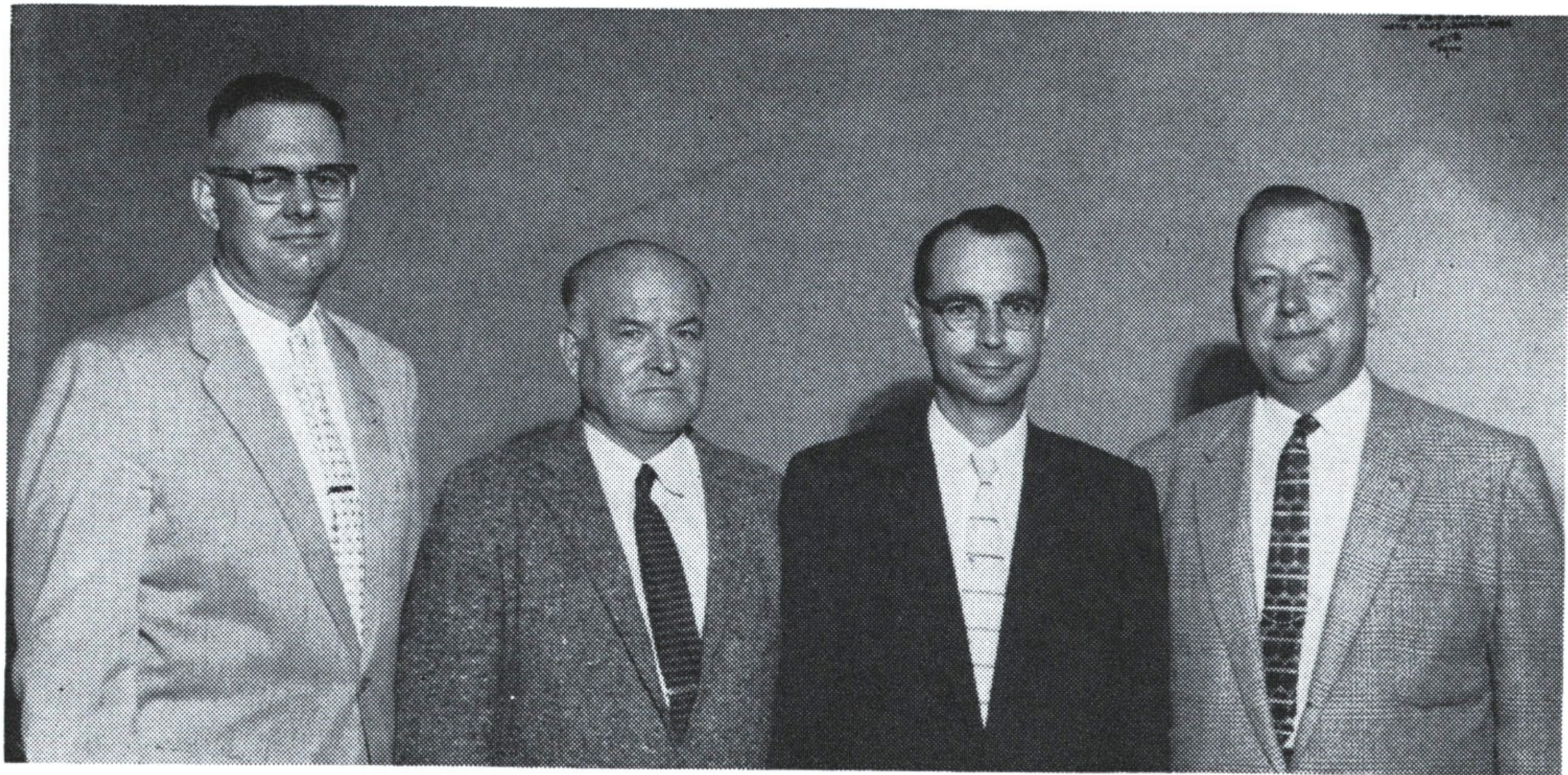
Our balance on hand as of July 17, 1957 is \$6,373.17.

* * *

Auditing Committee Report

By **GENE SLAGLE**

Our committee has found the records of the Treasurer to be true and accurate.



Officers elected for one year terms are: Col. Bernard Hart, Indiana, Secretary; Col. C. B. Smith, Michigan, 1st Vice-President; Col. Harris Wilcox, New York, President; and Col. Ernest Freund, Wisconsin, 2nd Vice-President. Our faithful Treasurer, Col. Henry Rasmussen, Nebraska, was camera shy and escaped the photographer.

Resolutions Committee Report

By **ERNEST FREUND**

The resolutions committee presented the following to the membership and all were passed unanimously:

1. Whereas A. W. "Art" Thompson, Lincoln, Nebraska, has made an outstanding and distinguished contribution to the livestock industry through his lifetime career as a livestock auctioneer and, Whereas such career has led to his recognition as a great American through his service to the livestock industry and the high standards in the conduct of his profession, be it resolved that we, The National Auctioneers Association, assembled in National Convention at Lansing, Michigan, on July 20, 1957 are privileged and proud to present and sponsor his name as a candidate for the National Cowboy Hall of Fame for 1957.

The above resolution was adopted with a standing ovation.

2. Be it resolved that the National Auctioneers Association, upon receipt of annual dues, furnish a Certificate of Membership of a size that may be framed and displayed

in the member's office.

3. Be it resolved that the National Auctioneers Association hereby endorses and supports the American National Livestock Auction Association in their effort to revise the Packers and Stockyards Act to have such law set forth the definition of a livestock auction market.

A resolution pertaining to the title "Colonel" was presented by the Resolutions Committee and rejected by the membership. Another resolution, introduced from the floor, that a committee be appointed to examine existing State Laws pertaining to Auctioneers was rejected when it was established that any one interested in said laws could obtain copies of same by writing the Secretary of State in the state or states in which the information was desired.

* * *

Grievance Committee Report

By **RAY ELLIOTT**

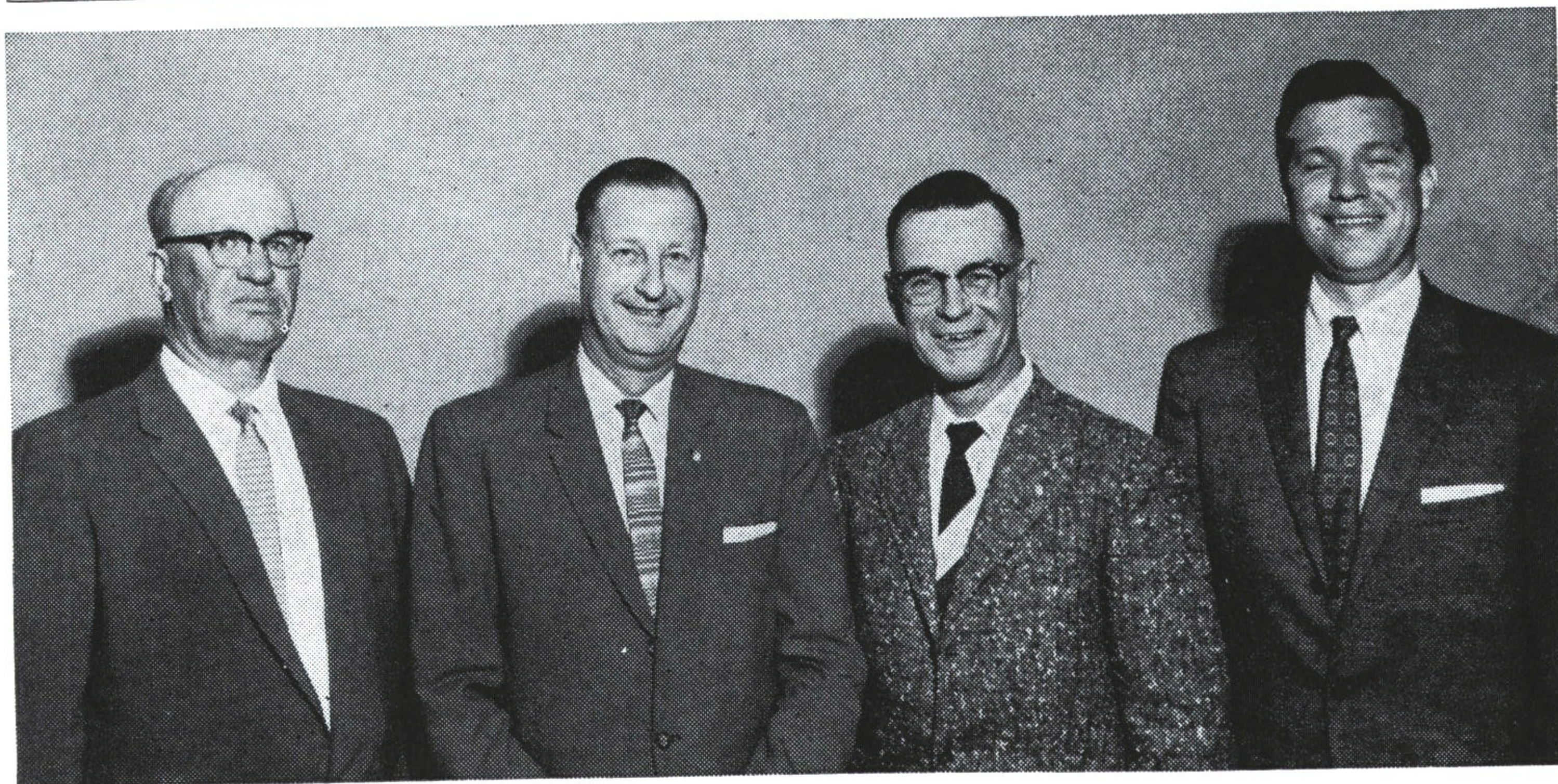
No grievances were brought to the attention of this Committee.

* * *

Nominating Committee Report

By **DAN FULLER**

The nominating committee presented



Here are four of the six NAA Directors elected during the National meeting. From the left, Col. F. E. Fitzgerald, North Dakota; Col. W. J. Wendelin, Texas; Col. E. T. Sherlock, (retiring president) Kansas; and Col. Charles Kinsey, Michigan. Col. James Martin, Nebraska and Col. George Michael, New Hampshire, were not present for the picture.

the following slate of Officers and Directors:

President—Harris Wilcox of New York.

1st Vice President—C. B. Smith of Michigan.

2nd Vice President—Ernest Freund of Wisconsin.

Secretary—Bernard Hart of Indiana.

Treasurer — Henry Rasmussen of Nebraska.

Directors for a term of three years: W. J. Wendelin of Texas, George Michael of New Hampshire, F. E. Fitzgerald of North Dakota; James W. Martin of Nebraska.

NOTE—Our by-laws require the retiring President to serve a three-year term on the Board of Directors. Thus, E. T. Sherlock of Kansas, will be a director for three years.

To fill out the unexpired term of Ernest Freund on the Board of Directors, the committee placed the name of Charles Kinsey of Michigan.

There were no additional nominations from the floor and the full slate recommended by the nominating committee was elected unanimously.

* * *

Report on Convention Site Committee

By OWEN V. HALL

The State of New York has extended an invitation and the site committee recommends that we accept their invitation and hold our 1958 National Convention in Buffalo, N. Y. Also, we have grown to a point where we feel that it would be wise for this organization to look further into the future and start thinking of our 1959 site. We suggest that we go as far west as Denver or perhaps the south, for our 1959 National Convention.

It was moved and seconded and unanimously voted that our 1958 National Convention be held in Buffalo, N. Y.

The severest punishment a man can receive who has injured another, is to have committed the injury; and no man is more severely punished than he who is subject to the whip of his own repentance.—Seneca.

Crash Takes Life Of Mrs Bob Penfield

Grim tragedy in the form of an auto accident claimed the life of Mrs. Robert Penfield, Lemmon, S.D., the day following the close of the National Convention. Bob and Mrs. Penfield attended the convention as part of their planned vacation. After thoroughly enjoying every minute in Lansing, they were returning home when their auto was struck by another at a highway intersection near Montpelier, Ohio.

Mr. and Mrs. Penfield were both rushed to a Montpelier hospital where Mrs. Penfield lived only an hour and a half following the accident. Bob suffered several cracked ribs, numerous cuts and bruises and shock. After three days in the Ohio hospital he was released to return home with his mother, Mrs. Earl Penfield, also of Lemmon, S. D. The new Volkswagon they were driving was a total loss.

Mrs. Penfield was born in South Dakota and had spent her entire life in that state. She attended Black Hills Teachers College two years and had been teaching since then. Last year she taught second grade in the Lemmon schools and had been contracted to teach again this year. She was also active in church work and as a member of the Church of God, sang in the choir and taught a Sunday School class. She was 24 years old at the time of her death.

Survivors in addition to her husband are her parents, Mr. and Mrs. Arthur Heupel, three brothers and three sisters as well as her maternal grandparents.

PAYS CUSTOMERS' FINES

BLOOMINGTON, Ill. — James Woosley, operator of an auction sales company at nearby Hudson, was high bidder on the traffic tickets of 14 of his customers in justice court here. The 14 customers were tagged for illegal parking on the highway adjacent to his sale barn, and each was fined \$9. Woosley "bid in" the fines himself, forked over \$126 to pay for them.

Our Leaders

The President



Col. Harris Wilcox, newly elected President of the National Auctioneers Association, at 38 is one of the youngest men to ever be elected to this important post. He has been a member of the NAA since 1952, has attended every National Convention since that time and gained the confidence and respect of the entire membership when he addressed the 1955 National Convention at Indianapolis. It was at this same meeting that he was elected to the office of 2nd Vice-President of the NAA. He was also instrumental in organizing the New York State Auctioneers Association in 1955 and served as the first President of that organization.

Mr. Wilcox, who operates the Wilcox Sales and Real Estate Organization of Bergen, is probably best known in the Northeast as a dairy cattle auctioneer. Besides New York, he has handled sales

in New Jersey, Pennsylvania and Ohio and as far west as Wisconsin.

A Genesee County resident all his life, Mr. Wilcox was graduated from Bergen High School and the College of Agriculture at Cornell University. At Cornell, he was president of the honorary agricultural fraternity of Alpha Zeta; elected into the senior honorary society of Phi Kappa Phi; a member of the livestock judging team and winner of the Block and Bridle Merit Trophy.

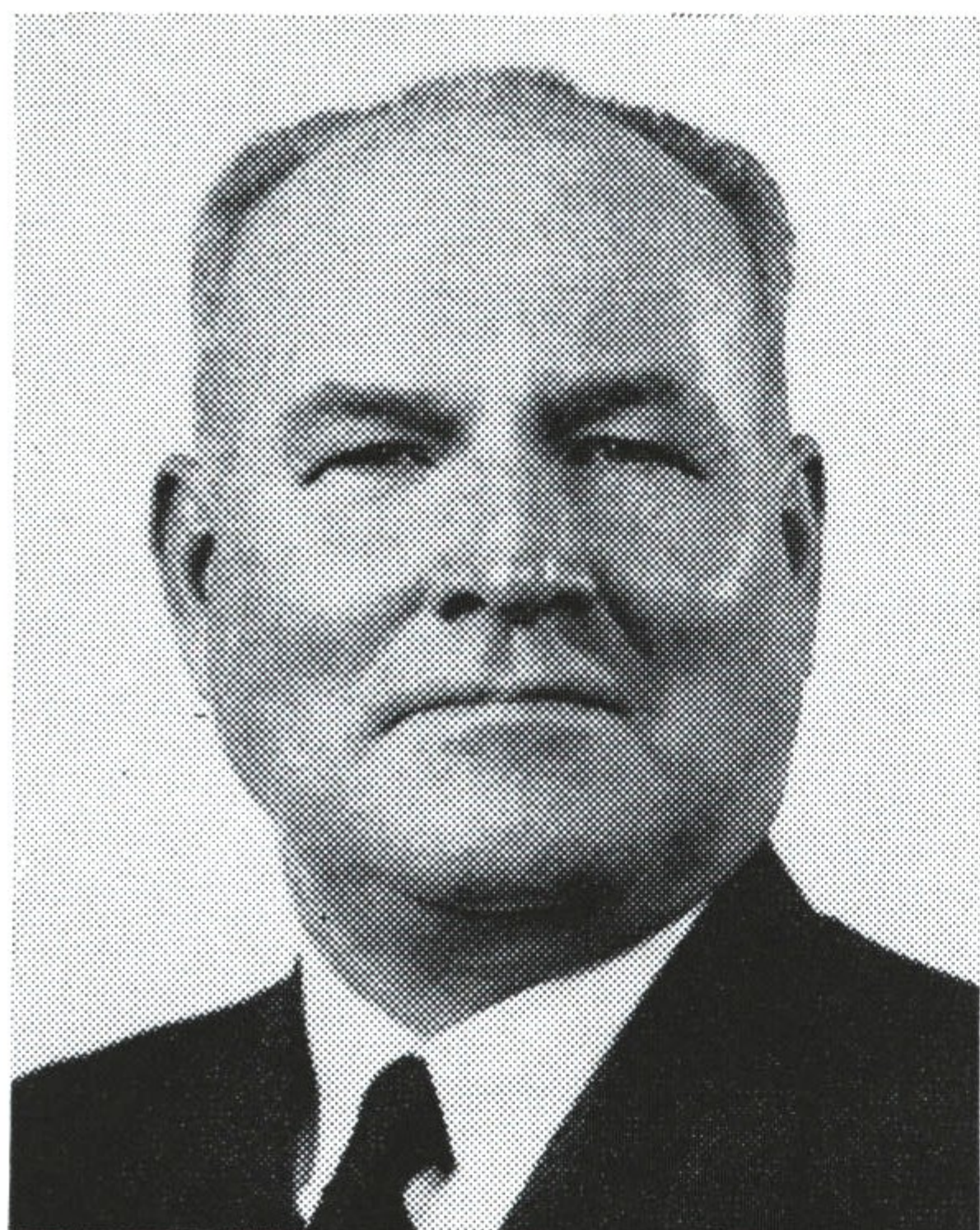
Upon graduation in 1943, Harris returned to Bergen, teaching Agriculture in the High School, doing part time farming and beginning his auctioneering career. He married a Nebraskan nurse, Miss Wanda Almquist. They have two children, Craig 10, and Lenore 7.

As his auctioning business demanded more time, he gave up teaching and active farming in 1948. His specialty is providing a complete service to farmers who wish farm and dairy dispersals. His organization has grown to include four full time employees and three part time men.

Between auctions, Mr. Wilcox serves on the School Board, being its president the past six years during which time, the school centralized and developed an extensive building program. He is past president of the Genesee County School Board, elder of the Presbyterian Church, former member of the Bergen Village Board, member of the Advisory Board of the Churchville Branch of the Security Trust Company, a State delegate for the past three years to the National Holstein Convention, a member of the I.O.O.F., the Masonic Lodge and several other civic organizations.

Another agricultural interest of Mr. Wilcox is the development of an outstanding Holstein herd at his 335 acre farm, Craiglen, named for his two children. Started in 1952, the herd now totals over 100 head of Registered Holsteins which only last year made the high average of 595 pounds of butterfat, ranking 16th among all herds in the nation.

The 1st Vice-President



Col. C. B. Smith, elected to the 1st Vice-Presidency of the National Auctioneers Association, needs little introduction to the entire fraternity of NAA members. He has been a member of the NAA a number of years, served a three year term on the Board of Directors and was 2nd Vice-President last year. He has also been active in the Michigan Auctioneers Association and has served as its President or in some other official capacity most of the years since it was organized.

Col. Smith has managed and sold the National Holstein Sale on several occasions and is nationally famous as a Holstein Auctioneer, Sale Manager and Judge. He was born in Henry County, Kentucky, May 7, 1897, and was reared on a farm in Shelby County. It wasn't until the beginning of World War I that he left the farm, enlisting in Naval Aviation. At the end of the war, he returned and a partnership was formed with D. C. Clarke on Echo Farm at Long Run, Ky. A most outstanding Holstein herd was developed and became the leading show herd of the South. This herd was sold out in 1925.

The manager's position at Baynewood Farms at Romeo, brought Col. Smith to Michigan. A top herd was also developed here and it was sold out in 1929. In the

early 1930's he was showing some of the nation's top Guernseys for Evanwell Farms. In 1933 he was appointed to the Board of Auditors in Bay County and was re-elected, but resigned in 1937 to become Director of the Bureau of Animal Industry for the State of Michigan.

From 1922 he had been interested in auctioneering but it wasn't until 1939 that he started to devote all of his time to the auction work and sales management. The present site of the magnificent Wolverine Pavilion was purchased in 1946. Many famous Holstein sales have been held at this location.

Col. Smith has conducted sales in 32 states and three Canadian Provinces and has sold all the Dairy breeds.

J. E. Mount Dies

Col. Joseph E. Mount, Cranbury (Mercer Co.) New Jersey, died June 18, following a heart attack at his farm home. Col. Mount was a member of the Board of Directors of the New Jersey State Society of Auctioneers and a former Secretary-Treasurer of that group.

AUCTIONEERS GIVE SERVICES

As a tribute to the late Joseph E. Mount, well-known auctioneer, the New Jersey State Society of Auctioneers cried the Jesse Coleman sale held last Saturday. The sale having been booked by Mr. Mount before his death, the association banded together to put over the successful auction. Colonel Norman Kirkbride acted as chairman of arrangements and was assisted by Colonels Charles Woolley, Gus Day and Frank Mountain.

H. E. Stackhouse and son, acting as clerk and cashier, contributed their services along with the colonels.

The only way to happiness . . . the surest way of all . . . is just to cease all worrying . . . 'bout things beyond your call . . . the far-off things may look secure . . . and pleasing to the eye . . . but they may not be meant for you . . . or worthy of your sigh.—Katherine French.

Application

TO: THE EXECUTIVE COMMITTEE _____ AUCTIONEERS
ASSOCIATION
and
THE EXECUTIVE COMMITTEE, NATIONAL AUCTIONEERS
ASSOCIATION

The undersigned, auctioneer, residing at _____
desires to become a member of the _____
AUCTIONEERS ASSOCIATION and the NATIONAL AUCTIONEERS ASSOCI-
ATION and hereby makes application for a joint membership in said Associations
for the year _____.

I enclose check (or money order) for \$15.00 with the understanding that \$5.00
of such amount is submitted for dues in the _____
AUCTIONEERS ASSOCIATION and \$10.00 of such amount is submitted for dues
in the NATIONAL AUCTIONEERS ASSOCIATION for the year _____.

I understand that if my application is accepted I will have the following rights
and be entitled to the following benefits:

- (1) A one year membership in both the _____ AUCTIONEERS
ASSOCIATION and the NATIONAL AUCTIONEERS ASSOCIATION.
- (2) A one year subscription to "THE AUCTIONEER" (published monthly
except August), the official publication of the NATIONAL AUCTIONEERS
ASSOCIATION.
- (3) The right to voice my opinion on all questions and proposals presented
for the consideration of the Assemblies of both Associations.
- (4) The right to submit (in the prescribed manner) proposals for the con-
sideration of the Assemblies of both Associations.
- (5) The right to participate in the activities and government of both the
_____ AUCTIONEERS ASSOCIATION and the

NATIONAL AUCTIONEERS ASSOCIATION by exercising my right to
vote according to accepted parliamentary rules and the rules and by-laws
of the Association.

I hereby agree to abide by the By-Laws, Code of Ethics, Rules and Orders
of both said Associations and the findings of its regularly authorized officers
and committees.

It is understood that if for any reason membership by either of the said
Associations is not approved upon consideration of this Application then member-
ship in neither of them will be granted nor accepted on this Application and
the total fee will be returned to me immediately.

Sponsor: _____

(Address of Sponsor)

(Signature of Applicant)

Address _____

Col. E. T. Sherlock worked toward the closer affiliation of State and National
Auctioneers Associations throughout his term as President of the NAA. Above is a
proposed form that is worthy of the consideration of all State Association officials.
We know of no better way to combine our efforts toward a common cause.

Summertime Thoughts And Happenings

By COL. POP HESS



The middle of August has arrived and I have just awakened to the fact that it is deadline time. I received a fine letter from Bernie right after the close of the National Convention advising that he was continuing as Secretary and Editor and he would be expecting my column each month. As you know, during July and August, one gets lazy and it takes a good frostbite to wake up and get back into the harness. That seems to be my case at the moment.

Col. Hart also gave me a good account of the convention and I feel that our National Auctioneers Association has grown up and is of great service to auctioneers all over the land. I was happy to note that our Ohio registered 44 at the convention to rank second only to Michigan. This issue no doubt will carry a lot of convention news so I will lead off on other matters.

As we approach this September issue we will be pounding out another year in the interest of our National Association. I am quite sure it will have a strong support from auctioneers throughout the land and will approach our 1958 convention time with words well done.

The summer season has been one much the usual for Mrs. Hess and myself. We never take extended vacations as we are so arranged at our Hobby Acre country home where it is the best vacation spot in the world for us. We have our own shade, good well water deep in the rocks, picnic table and find our own ants and bugs taste much better than the ones found in summer resorts. Our air conditioning is strictly rural clean air and there is no one to tell us to move on or pay up, etc. We did have one little exciting incident that was not too good.

We have children who are now on their own and they have families. We have grandchildren and they have children, so we have great grand kids. They, too, are like their grandparents were at one time but we love them all. However, Mom Hess decided she was getting very tired of looking at me, cooking for me and so on and decided she would go on a visit and let me stay home and find out what it is like to do more of everything yourself. She left me with two dogs, two tomcats, two birds and some 200 New Hampshire Red chickens to look after, a quarter acre lawn to mow, flowers to tend and sprinkle and a garden to hoe.

Well, we got along very good. The dogs did not like my cooking, the cats gave me sour looks on the amount of milk I put before them twice a day, the bird cages got dirty, the grass grew like never before and I found it was no fun being a bachelor. Speaking of cooking, I felt it was cheaper and knew it was better to run up to the village and buy a good evening meal. However, one evening it was hot and I decided I would fix up a homemade evening meal. The garden was well supplied with many things that I knew nothing about fixing but I spied some green cucumbers and do I like sliced cucumbers in salt and vinegar and I was sure I could fix them just right.

To make a long story short, the meal was not too bad, even the dogs seemed to like it, but the cucumbers, there was something I did wrong. Not too long after eating I was not feeling right and neither were the dogs. They started eating grass and I raided the medicine cabinet. The medicine was not helping

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me but I noticed the dogs were looking better so my thought was I had better get down on all fours and start biting off grass. If it cured the dogs it should cure me but before I got into action my good neighbor walked over to see how I was perkin'. He sensed my situation and said, "Wait a minute, I can fix you up."

He ran home and came back with a glass of something that had a nice red color and a familiar odor. He poured that down me and in no time I was much improved. But I am not sure I want any more cucumbers this year.

Mom Hess had a fine visit but it came to a bad conclusion. In visiting her great grandchildren who lived in one on floor is about as high in the air as the fifth floor of a modern hotel, and of those old style homes where the sec Mom tried to show her grandchildren how she slid down the stair bannister 60 years ago or not she did come down that long stairway head first and received many bruises and a few fractures. At this writing she is home recuperating, so we both have two resolutions to stay by for sure. No more monkeying with stairways for her and no cucumbers for me.

All jokes aside, Mom's accident was a very serious one and it was just good luck that she came out as well as she did and we are very thankful. It could have been fatal. God was with her and us all the way.

Well, boys, by the time we reach the October issue I will be getting back in my old 50 year book of auction memories. Here on our Farm Sale Program, we are having a heavy run for August and all indications are that auction sales will be numerous throughout Ohio for the fall and winter season.

Thanks for all the letters received from auctioneers over the U.S. and Canada and again I say, the life of an auctioneer is wonderful from amateur days through the hay days and into retirement. It is no disgrace to be an auctioneer — it is an honor.

Ever wonder what to do with the time saved by time-saving devices? Then take a tip from the romantic Spanish. In Barcelona, washing machines are now being advertised under the slogan: "Mas Tiempo para el Amor." Which means, quite simply, "More Time for Love!"



These gentlemen had plenty to do before and during the Convention. They are: Col. Garth Wilber, Convention Chairman; Col. C. B. Smith, Chairman of the Publicity Committee; Col. E. T. Sherlock, NAA President; and Col. Wm. O. Coats, Chairman of the Program Committee.

The Livestock Auction Market Industry--Key To Success

Address By C. T. 'Tad' Sanders, Executive-Secretary
American National Livestock Auction Association

The general public has come to recognize the some 2,300 livestock auction markets of the nation as an industry — a service industry. As an industry it is composed of nearly an equal number of independent businesses, each a business entity operating a livestock auction market serving the public. This is the proper concept of the industry I represent and of which I am a part.

Although far older in point of time and service, the individual men engaged in auctioneering have become recognized as a profession. As that profession identifies itself with, and becomes a part of, the operation of any particular business, it takes on certain business aspects. In fact, the conduct of any profession — or its practice — is a business operation.

I am sure we are all too well aware in this day and age that whatever profession is not conducted like a business — and a successful one — does not long continue.

You individuals in the auctioneering profession have those free choices of opportunity open to any other profession such as the engineers, the lawyers, the accountants and the multitude of other professional occupations. Some elect to identify themselves as a part of an industry — some elect to specialize — some choose to practice quite independently in the nature of a general practitioner. In my mind, however, no profession stands quite so crucially on the "you do or you don't" basis as the auctioneers. This is because you deal with those vital aspects of our way of business life in this country — merchandising and selling. I think that whole field can give more real cause for satisfaction in a good job well done than any other. Perhaps it is the challenge



C. T. "Tad" Sanders

presented, the preparation for that challenge and the climax involved in the sale being accomplished. All theory, methods and procedures are judged in the results. I think that type of work — that type of profession — is the most stimulating way to live and to work.

All of you, gathered here as members of your profession, are fully familiar in your own full experience with the aspects of auctioneering as a part of an industry, as a specialized practice, or a general practice.

Many of you here are familiar with the livestock auction market industry and some of the market business comprising that industry in one or all of the phases of your profession I have mentioned. Some of you I am sure own and operate livestock auction markets; some of you specialize as livestock auction market auctioneers; some of you serve



Another view of the Governor's Luncheon. At the table, this time from the right: Col. and Mrs. Bill Coats, Michigan; NAA President, Ernie Sherlock; Mayor Ralph Crego of Lansing; John Henry Dudley of the Lansing Chamber of Commerce and Col. and Mrs. Bernard Hart.

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livestock auction markets as auctioneers together with your professional activities in other fields or businesses.

Regardless of what that capacity may be for those of you associated with the industry, and in the minds of all of you identified with other industries, there is one thing of which we are fully aware: the sale by auction is the heart of the operation of a livestock auction market. It is the identifying feature of the industry and the one thing in common to all the independent businesses engaged in it.

I can be wholly frank with you in saying that it — the sale of livestock by auction — has been the one characteristic and identifying feature that has brought our industry its present recognition. Further than that, it is the one characteristic and feature that has enabled it to rise to predominance in livestock marketing.

Mr. Wheeler McMillen, Vice-President of Farm Journal, Inc., a recognized authority throughout agricultural circles, paid our industry a meaningful compliment when he addressed our convention last month. He said, "your industry found a need for a kind of service and has performed that service. The improvement of selling our livestock is a highly important task."

Those of you in the auctioneering profession, associated or identified with the livestock auction markets, are entitled to full credit for those remarks and we recognize that to be rightfully true. The 'kind of service' that Mr. McMillen referred to is the sale by auction in the operation of our markets. Of course, there are many other services involved but the key portion of that service lies in the performance attributable to you and which you livestock auction market auctioneers perform.

Let there be no mistake about it — our industry is keyed to your profession. We will prosper in direct ratio to the respect and confidence the livestock public and the general public have in your profession and our conduct of the operations of our markets.

The American National Livestock Auction Association is the national trade association of the livestock auction mar-

kets. It is national in scope and its purposes and objectives are in keeping with that scope. It is a national trade association of business enterprises and those businesses constitute its membership. Broadly speaking, our objectives fall within two broad categories. First, is in the promotion of business through the increased use of our facilities and services by the livestock and meat packing industries. Under such category fall many fields of ever-improved standards of operation, improved laws governing operations and cooperation with other segments of the livestock industry. This is a highly competitive and fast moving business. Second, comes the services to our membership through group and organized action.

The National Auctioneers Association is the national professional organization of the individuals engaged in that profession. As would be true of any professional association or society, the chief emphasis is upon qualifications and standards for those engaging in the profession, plus services to the membership and organized representation before the public. That is true of the professional organizations of which I am a member. Oftentimes, the matter of fees for the services performed becomes a too highly emphasized matter in professional associations. Similarly, the question of licensing laws, either from the point of view of qualification standards or protective cloaks become foremost objectives. I believe over-emphasis on these items does the profession an injustice and a disservice.

The same would be true of our organizations if we sought to take advantage of the public by establishment of high tariffs for selling livestock disproportionate to the value of the service involved, or sought licensing laws prohibiting free competition in the business. Any organization pursuing these selfish purposes soon loses the public's confidence and respect.

What I have just said, however, by no means should lessen an Association's intelligent and diligent pursuit of objectives for the betterment of the members, be they individual professional members or separate businesses in the



This picture would indicate that not many men got away without their wives. The Auxiliary Luncheon was very well attended as were all Auxiliary activities.

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same industry, so long as those objectives likewise serve the public's interest. If such course is followed, it simply always seems to be that the membership benefits proportionately.

When an individual is dependent upon the caliber, quality and integrity of his professional services for his advancement and attainment of the usual or outstanding things of importance to him, it does not seem that his interest could be furthered through his professional association following a selfish and wholly self-serving course. The same is equally true of the livestock auction markets and their association.

With the framework of the National Auctioneers Association so well established and its objectives of the highest caliber outlined clearly, you rely upon membership participation and outstanding leadership to conduct your activities. The same is true of the American National Livestock Auction Association.

Because this is true, and because our industry and your profession are so closely allied in their respective endeavors, I would like to do all possible to see an even closer coordination of effort developed between us. What improves and advances your profession, improves the caliber of our service. What improves the livestock auction market industry and gives it greater public respect and increases the public's confidence in it, improves one of the industries of which your professional services are a key and vital part.

We feel further that because our industry is so firmly built around the 'sale by auction', that it offers you professional opportunities that might not be available in other fields. Ours is a continuing and fast-growing industry. Our services and the quality of our facilities are improving and expanding. We are doing as much as possible within our means to give the entire public a better understanding of our markets and their operation.

Having pledged our support to you in a closer coordination of effort along lines of mutual endeavor — and having confessed frankly how much an integral and important part of our industry you are — I am not above getting this

spirit of cooperation off to a flying start by asking a favor of you assembled here. If that favor is granted and we thereby become indebted to you, you have pretty well solidified our help to you where it can be given to be of real assistance.

Some of you are generally familiar with that misnamed federal law passed in 1921, entitled the Packers & Stockyards Act. It was enacted to correct and prevent a repetition of a multitude of abuses arising from the control and domination of the some sixty then-existing public stockyards by the major meat packing companies. It was enacted before the establishment of the livestock auction markets as we know them today. With elastic regulations adopted by the Secretary of Agriculture charged with administration of the Act, it has been made applicable to the livestock auction markets. We do not have any objection to that Act's provisions as to financial responsibility and fair trade practices—but those provisions should recognize what a livestock auction market is and not try to construe any of us as a stockyard where sales of livestock are effected by the commission firms at private treaty. We have therefore proposed an amendment of that law that it define a livestock auction market and, as so defined, the law apply to **all** livestock auction markets and stockyards.

If you can agree with our definition proposed, I hope you can be the first organization to join us in this effort. That definition is the same as contained in our adopted Code of Business Standards and is as follows:

"The term 'livestock auction market' means an establishment of facilities for rendering stockyard service to owners of livestock, where livestock are sold on the basis of competitive bids by auction, and which is operated and conducted for compensation as a public market for livestock in commerce."

Let us now help you in those areas where help and cooperation are needed.

Death is merely paying the debt of nature; how pleasant and nice to know you've prepared for those you've left behind.

Parke-Bernet Galleries Total All Time Record High

Submitted by COL. B. G. COATS

Leslie A. Hyam, President of the Parke-Bernet Galleries (New York), leading art and book auction firm in the United States, announced today that sales during the past season attained the all-time record high total of \$7,028,295. The nearest figure to the current record was \$6,684,045 for sales held during the 1945-46 season.

Mr. Hyam said: "The 1956-57 season was a notable one for several reasons. Dispersal of the renowned Rovensky collection brought to the auction rooms the most important sale of its kind for more than two decades. Prices for individual items in the Rovensky sale, as well as in other sales of comparable status, in many instances vastly exceeded our expectations, proving again that art property of highest quality and rarity is in ever-increasing demand. This season our sales reflected growing

competition from European dealers and collectors entering the American market in search of rarities.

"In respect to sales of rare books and autographs, the totals realized have dropped appreciably in the past five years, not due to any fall in prices or lack of interest from collectors, but on account of the increased scarcity of literary material available for public auction, which is actually forcing prices upward. This has been caused by the workings of the Federal Gift Tax provision, which has accelerated the movement of private collections into public foundations and libraries".

Top Sales and Highest Prices

Two estates share the credit for producing the leading individual sales totals. Foremost was that of Mrs. John E. Rovensky, with \$1,265,095 for English and French furniture, paintings, por-



Hats made of balloons were about as fantastic as some of those that women select. These were much lower in price, principal material being air.

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celains, silver and tapestries, offered in two contiguous parts, and \$1,122,865 for the one-afternoon sale of jewelry. Second, the Harriett P. Schermerhorn French furniture, bronze dore, porcelain, silver, paintings and rugs, also sold in two parts, for \$346,877. Other outstanding totals resulted from the sale of Old Master paintings from private and institutional owners, including the New York Public Library, which brought \$221,285; the French furniture and paintings from the Ethel Tod Humphrys and a Long Island Estate, which realized \$161,172; and for the Chinese porcelains and other Oriental art of the Allen J.

Mercher collection, \$146,450.

Highest prices for individual items were \$385,000 for a 213.10-carat diamond necklace with pendant; \$116,000 for a superb 30-carat diamond ring; \$82,500 for three magnificent Beauvais tapestries, designed by Jean Baptiste Oudry to illustrate the comedies of Moliere; \$69,000 for two companion paintings by Boucher, "Jupiter and Calisto" and "Angelique and Medor"; \$56,000 for "A Scene on the French Coast" by Turner and \$47,000 for "Staffa, Fingal's Cave" by the same artist; \$50,000 for the celebrated Ashburnham George I gilded silver tiolet service by Benjamin Pyne;



Newly elected Auxiliary President, Wanda Wilcox of New York, pins the traditional orchid on the outgoing President, Betty Steiner of Maryland, during the Grand Banquet ceremonies.

and \$33,000 (a record price) for a Louis XIV Savonnerie floral carpet.

Fine Furniture and Objects of Art

French and English XVIII century furniture and objects of art formed two major categories of sales held during the season. Among outstanding prices realized for fine examples of French origin were:

An extensive Napoleonic-Louis XVIII silver dinner service, by Martin Guillaume Biennais, 1815, \$25,000.

A Louis XV finely wrought gold snuff box, set with diamonds, by Ambroise-Briceau, Paris, circa, 1740, \$17,000.

A Louis XV gold-mounted carved bloodstone jasper snuff box, set with diamonds, Dresden, circa 1740, \$15,000.

A Paris white porcelain chinoiserie group, \$11,500.

A pair of matched Louis XV-XVI tulipwood marquetry commodes, mounted in bronze dore; one by Adrien Faizelot Delorme (M.E. 1748), the other by Pierre Harry Mewesen (M.E. 1766), \$8,800.

An important Louis XV amaranth and tulipwood marquetry table a ecrire, by Leonard Boudin (M.E. 1761), \$8,500.

A Louis XV gold and pietra dura twin snuff box, \$7,500.

A Louis XV decorated vermilion and gold lacquer bombe commode, by Francois Rubestuck (M.E. 1766), \$7,000.

A Louis XV suite of four fauteuils and two side chairs, by Jean Baptiste Gourdin, \$6,900.

A set of six Louis XV-XVI carved and painted side chairs, by Georges Jacob (M.E. 1765), \$6,900.

A Directoire bronze dore and crystal eighteen-light lustre chandelier, formerly belonging to Empress Josephine, \$4,800.

Of special interest in this category was Marguerite Glover's unique collection of French soft-paste porcelains and faience, with rare Rouen, Saint-Cloud, Chantilly, Vincennes, Sevres and other examples, notably a Brussels faience cabbage-leaf tureen, which brought \$2,600; a pair of Mennecy polychrome statuettes of a gardener and companion, \$2,400; and a pair of bleu de roi and gold plates, painted with fables, \$1,500.

Collectors of English antiques took advantage of the numerous opportuni-

ties offered to acquire furniture and other objects of exceptional merit. Leading items in this field and highest prices paid included:

A pair of Adam-Hepplewhite harewood marquetry and satinwood demilune commodes, mounted in ormolu, \$25,000.

Chelsea tureen in the form of a rabbit, \$12,000.

Chelsea tureen in the form of a pair of pigeons, \$10,500.

A pair of Bow bird-group candlesticks, modeled by Tebo (circa 1775), \$8,000.

Two Adam-Hepplewhite inlaid satinwood demilune commodes, \$8,000.

A pair of Queen Anne yewwood and ash library armchairs, \$4,400.

Although only a relatively small quantity of fine American furniture and decorations was available, the 1956-57 season did offer a number of noteworthy pieces in this province. A set of four handsome Philadelphia Chippendale carved mahogany tasselback side chairs brought \$7,200; an impressive Chippendale shell-carved walnut claw-and-ball foot highboy by William Savery, \$6,000; an XVIII century Philadelphia Chippendale carved mahogany and walnut secretary-cabinet with rococo pediment, \$5,250; and, from the collections of the Metropolitan Museum of Art, a Chippendale carved mahogany bonnet-top block-front secretary-cabinet, formerly owned by General Henry Knox, \$5,500. Among the more unusual items were an assemblage of Americana from Mrs. Jean Hersholt and others, featuring more than seventy Currier & Ives prints; and the second half of the colorful Haffenreffer collection of cigar store Indians and other trade sign figures.

Paintings

Over 2,000 paintings were offered this season for a total of \$1,123,568. The most exciting painting event of the auction year occurred when the two Turner sunset seascapes that had hung in the New York Public Library for forty-five years were purchased by representatives of their homeland, after spirited competitive English-American bidding. The high bids were \$56,000 for "A Scene on the French Coast (Fort Vimieux)" and \$47,000 for "Staffa, Fingals' Cave, off the West Coast of Scotland." Other top prices

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were brought by the following works:

“Jupiter and Calisto” and “Angelique and Medor”, \$69,000.

“The Valley Farm, Flatford” by Constable, \$30,000.

“Woody Landscape” by Gainsborough, \$20,500.

“A Riverside Village with a Ferryboat” by van Ruysdael, \$18,000.

“Les Lavandieres” and “Colonnades Antiques”, a pair by Hubert Robert, \$18,000.

“L’Ile de Cythere” by Watteau, \$17,500.

“Portrait of a Lady” by Nattier, \$15,000.

“Francis Humberston Mackenzie, Lord Seaforth” by Lawrence, \$13,000.

“Portrait of the Artist’s Father”, a

small but brilliant Rembrandt, \$13,000.

“Miss Tryon” by Gainsborough, \$11,000.

“Portrait of a Young Lady” by Joos van Cleve, \$11,000.

Oriental Art, Judaica, Etc.

Outstanding among the four Oriental art sales, which grossed a total of \$311,132, was the well-known K’ang Hsi porcelain collection of the late Allen J. Mercher, the finest to appear at auction in many years. The remarkable range in color and form of these ceramics was epitomized in such pieces as an important famille noire quadrangular vase which brought \$2,300; an Imperial famille verte plaque of major size, with figural decoration, \$2,200; and a pair of famille verte tall-necked bottles with kylin decoration, \$2,200. Other important



A sideline of this year’s Convention was the Birthday Party honoring Shayne Stambler of Hawaii (foreground). In the background are the chaperones, Jack Gordon and Mr. and Mrs. Stambler. Guests were children from a good many states who were attending the Convention with their parents.

Eastern objects were a rare Middle Chou bronze ritual vessel in the form of a large tapir-like animal, which yielded \$5,800; a decorative pair of Ch'ien Lung mirror pictures, \$4,200; a large XVII century Sino-Tibetan gilded bronze statuette of the Dipankara Buddha, \$2,800; an Imperial Chinese decorated black lacquer palace screen of the Ch'ien Lung period, \$2,500; and a carved sage green jade vase, also Ch'ien Lung, \$2,400.

Other special vendues were Part II of the Judaica collection of Tullio Castellobognesi, comprising fine gold and silver ritual objects; an assemblage of Egyptian, Greek and Roman antiquities and Goth and Renaissance works of art, including a French Gothic carved ivory group of the Virgin and Child, which brought \$2,800; and several distinctive chess sets, all from the Collections of the Metropolitan Museum of Art. Benefit auctions of art property were held at the Galleries for Irvington House and the United Jewish Appeal, and a special exhibition was held on the premises of the Rovensky mansion for benefit of Hungarian Relief.

Autographs, Books and Prints

In the sixteen sales of autographs, books, manuscripts and prints held this season, which grossed \$430,585, historic American autographs captured top prices. Most prominent was Lincoln and Washington material: from the collection of the late "Pop" Sweet, one of the most learned and colorful personalities in the American manuscript field, came an extremely fine specimen of Lincoln's literacy and candor, in a letter stating the irrevocability of the Emancipation Proclamation, which brought \$7,500; a famous epistle to Grant sold for \$2,700; and a Lincoln military letter yielded \$2,000. Washingtonia was exemplified by a proposed address to Congress, which attained a bid of \$3,400; a remarkable description of his troops' precarious position before attacking at Trenton, which commanded \$3,000; and the original architectural plan drawn by him for his house in "the new federal city of Washington", \$2,300.

Notable among rare books and manuscripts were first editions of the four



Col. Louis L. Stambler, of Honolulu, Hawaii, delivers a gift from the Mayor of his city to Lieutenant-Governor Hart of Michigan. The Honolulu Mayor also sent gifts via Col. Stambler to Mayor Crego of Lansing, and Ernie Sherlock, NAA President.

parts of La Fontaine's "Contes et Nouvelles en Vers," which realized \$3,100; a magnificent Memento of Lord Nelson and Lady Emma Hamilton, relics and an autograph letter superbly bound, \$2,800; a scarce first edition of Henry Lewis' history of the Mississippi Valley, \$2,000; a beautiful designed XV century psalter by Hermannus Nitzschewitz, \$1,900; Froissart's "Cronycles", \$1,800; and a rare English romance of chivalry, Aymon's "Historie of the Foure Sonnes" (1554), \$1,600.

Quarter Horses at \$1,216 Average

KENNEWICK, Wash. — Whirlwind interest in Quarter Horses was expressed here July 27 at the dispersion of George Austin's S Bar J Ranch Quarter Horses, with an average of \$1,216 rung up — highest in the western states since Fernalde dispersion's \$1,358 average in 1951.

Bidders were present from South Dakota, Montana, Wyoming, Washington, Idaho, Oregon, Nevada, California, Arizona, Texas and New Mexico.

Are You Failing In Your Publicity?

We wonder how many of you auctioneers who attended the National Convention in Lansing, advised the folks at home where you were going and why.

We have long admired the mention that Carson Hansen of Beloit, Kansas, has given our activities as well as those of various State Auctioneers Associations. For the past two years, Col. and Mrs. Hansen have journeyed to the neighboring State of Nebraska for the State Auctioneers Conventions. You can always read about the "before and after" in Carson's regular column, Market Comments, in the Beloit Livestock Market Weekly. We believe many auctioneers are passing up wonderful opportunities for publicity for themselves and their profession and therefore are reprinting one of Carson's items from his "Market Comments."

By the time these comments go to press and are read by some of you, your writer along with our Irish wife will be attending the National Auction-

eers Convention in Lansing, Mich. This is a three day meeting, and yours truly really gets some new ideas there each year and wouldn't miss it.

We like to attend these conventions and visit with and get new ideas from auctioneers from all over the world. We are not ashamed to admit that many, many of the practices we use in our everyday auction work have been accumulated at these annual meetings. Many of the top auctioneers like Art Thompson, Chas. Corkle, Ray Sims, Roy Johnson, Jewett Fulkerson, Gene Watson, Freddie Chandler, and hundreds of others attend these meetings and pass along their experiences and ideas for all in attendance to use when they go home. Many of these men are specialists in particular lines of auction work while others are general auctioneers like the crew you find at the local auction each week. If you note an auctioneer advertising the fact that he is a member of the state and national auctioneers associations, you can rest assured that he is following a strict code of ethics and no doubt is better informed and will do you a top job of

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Col. Carsen E. Hansen, owner and operator of the Hansen Livestock Auction, Beloit, Kansas.

selling when you hire him. He respects the rights of both the buyer and seller and will do his utmost to have a successful auction for you. He will not cut prices on a fellow auctioneer, nor will he favor the buyer or seller at any sale he is conducting. Just keep in mind that the auctioneers that offers to sell a sale cheaper than someone else is only hurting the man he is working for, and I have told many young auctioneers that the man who cuts prices knows better than anyone else just what his services are worth and many people find out to their sorrow that cut rate services are high at any price.

Search Underway For Oldest Auctioneer

By Col. B. G. Coats

The search is on for the oldest Auctioneer in the United States.

If you were present at the National Convention and viewed the sea of faces on the convention floor, if you talked with the hundreds of Auctioneers from all parts of the country, didn't it make

you pause and wonder what or why this multitude of Auctioneers should assemble in national convention? It made me wonder and I came to the conclusion that we owe a great debt to the older Auctioneers who through the years have fought to keep the auctioneering profession one of honor and dignity, that we as an Association should try and show our appreciation by finding the oldest active or retired Auctioneer, that to do so would require the cooperation of every member and the complete search of all state Associations.

"Let us honor this elderly Auctioneer-citizen, whoever he may be, making it an occasion at our national convention in 1958 when we can tip our hats to all the elderly Auctioneers of the United States." A tribute to the Auctioneer selected is planned with the possibility that a fitting ceremony could be arranged at our next convention.

I have in mind a far broader picture than simply honoring the man. In paying tribute to the oldest Auctioneer we will be honoring all those older Auctioneers who have labored through past decades to bring forth better understanding, better cooperation, greater recognition and greater advancement of the auctioneering profession.

These elderly Auctioneers have lived through a revolution in Auctioneering, have seen great progress in ability, advertising, auction schools and the conduct of auction sales. They have witnessed the old ways give to the modern auctioneering method.

But despite this transformation auctioneering still remains basically the same as many years ago, and it is these older Auctioneers who have made it possible for all of us today to enjoy our chosen profession.

Secretaries of all State Associations are requested to submit names of candidates whom they feel might qualify as the oldest Auctioneer in the United States. Every member of the N.A.A. is requested to search the field in every community and communicate with the National Secretary.

To have a pedigree is good; Good character is better.

A Word From The Presidents

Dear Friends:

The 1957 National Convention is now a memory and we all wish to express our appreciation to Michigan for their fine hospitality. I am sure that the fine fellowship and inspiration received at the Convention will make each one of us a little better Auctioneer and American as we return to our homes.

It surely makes us proud of the auction profession and hopeful for its continued growth and influence when we observe the caliber of the men and women in attendance at our Convention. As your new Presidents, we wish to thank every one for giving us so much encouragement as we begin our year. Needless to say we will try very hard not to disappoint you.

We ask your support in getting new members. We all realize that we have hardly scratched the surface of our potential membership. If each of us could secure two members throughout the year we could have the funds and influence to greatly aid our profession.

We are filled with hope that by the time that we meet next year in Buffalo that we will have at least 1,500 paid up members in the National Auctioneers Association.

It is our hope that the "Auctioneer" may be placed in the hands of more of our nation's auctioneers in the future. Let each one of us accept more responsibility for the "Auctioneer" by sending articles to our Secretary, interesting news regarding our outstanding sales and information regarding our State Associations.

We shall try to visit throughout the year as many state meetings as possible. We hope to further Col. Sherlock's fine start in promoting an ever closer affiliation between the National and State organizations.

We further wish to promote a closer working relationship between our organization and the American National Livestock Auction Association. We have much in common.

It is our hope that through increased membership we may soon be in a posi-



Mrs. Wanda Wilcox

tion to retain legal counsel for our organization. Such a move can only come through our concerted effort to enlarge our membership.

If you have any suggestions for the improvements of our organizations we would be delighted to hear from you.

Sincerely yours,

Harris and Wanda Wilcox

Wilson Tours Europe

Col. Jim Wilson, Youngstown, Ohio, returned in June from a 30 day trip in Europe. His tour included the countries of England, Holland, Germany, Switzerland, Italy and France. While in Switzerland, Col. Wilson attended the Rotary Convention at Luzern, and made a trip up the Rhine River on a steamboat.

Jim reports that he saw all the sights and travelled by airplane, helicopter, bus, railroad, cable car, cogwheel car and boat. We are glad he got back in time to attend the National Convention in Lansing, as one of these events would not be complete without Jim Wilson.



A part of the Officers and Directors, several of which had departed for their homes ahead of the picture taking. Standing, B. G. Coats, Bill Wendelin; R. A. Waldrep; Bernard Hart; H. W. Sigrist; Charles Kinsey; Tom Berry and Frank Fitzgerald. Seated, Ernest Freund; E. T. Sherlock; Harris Wilcox; C. B. Smith and Henry Wilber.

Membership Continues Climb

Every member of the National Auctioneers Association should be thrilled by this long list of names of those who have paid their membership dues from June 16 through August 15. Never before have we received members in such volume, many of whom have joined for the first time.

Elsewhere in this issue you will find that we have completed our most successful year in our history. We are expecting each successive year to be better and better and it will not be very long until auctioneers who are not members of their National organization will be a small minority.

Proudly we give you the names of those who either became members or renewed their memberships in the above named period. The asterisk indicates renewal.

Col. Jerry Brezina, Michigan
 *Col. Archie Boyce, Alberta
 *Col. Thomas A. Scarane, Florida
 *Col. L. M. F. Hocker, Pennsylvania
 *Col. Roy D. Gottshall, Pennsylvania
 Col. Erwin E. Fuller, Michigan
 *Col. J. G. Tullis, Iowa
 *Col. Dewey H. Abney, Indiana
 Col. S. E. Reed, Colorado
 Col. Robert Le Roy, Pennsylvania
 *Col. William R. Guthrie, Pennsylvania
 *Col. Howard L. Wyand, Illinois
 *Col. Tom P. Whittaker, Vermont
 Col. Christie Mercurie, Rhode Island
 Col. Wm. J. Fitzpatrick, Connecticut
 *Col. John Galloway, Nebraska
 *Col. Weston Sigman, Oklahoma
 *Col. Dale Brown, Arkansas
 *Col. A. Q. Verble, Tennessee
 *Col. Carl W. Setterburg, Iowa
 *Col. H. B. Fox, Nebraska
 Col. H. Orville Davis, Massachusetts
 *Col. Douglas Steltz, Wisconsin
 *Col. R. F. English, Wisconsin
 *Col. Leonard Yoap, Wisconsin
 Col. Paul W. Bergman, South Dakota
 Col. Norman J. Kirkbride, New Jersey
 Col. Roy Hansen, Nebraska
 Col. Maurice Conrad, Iowa
 *Col. Robert J. Thomas, Montana
 Col. Robert Gerhart, Indiana

Col. C. C. Haggard, North Dakota
 *Col. Ernest C. Freund, Wisconsin
 *Col. Howard G. Hovey, New York
 *Col. Oscar Tostlebe, Iowa
 Col. James A. Strange, Florida
 Col. John W. Strange, Florida
 Col. Howard Christensen, Nebraska
 Col. Roy Boyer, Jr., Nebraska
 Col. R. H. Jaggers, Jr., Nebraska
 Col. John S. Hall, South Dakota
 Col. Donald D. Boots, Minnesota
 *Col. Orville R. Moore, Kentucky
 *Col. Paul L. Crosser, West Virginia
 *Col. Charles Kinsey, Michigan
 *Col. C. C. Bradford, Ohio
 *Col. George Skinner, Indiana
 *Col. Wayne R. Posten, Pennsylvania
 *Col. Tom D. Berry, Pennsylvania (Life)
 *Col. A. L. Tremblay, Massachusetts
 *Col. Arnold Ford, New York
 *Col. David Tracy, New York
 *Col. A. C. Dunning, Illinois
 *Col. Wendell Ritchie, Iowa
 Col. James J. Landen, Jr., New York
 Col. Robert K. Landen, New York
 Col. George Landen, New York
 *Col. William O. Coats, Michigan
 *Col. Albert Rankin, Ohio
 *Col. Ken Burrows, Pennsylvania
 *Col. Arthur Bennett, Quebec
 *Col. Wylie S. Rittenhouse, Pennsylvania
 *Col. C. B. Smith, Michigan
 *Col. O. S. Clay, Indiana
 *Col. Jim Buckley, Indiana
 Col. Ray Schnell, North Dakota
 *Col. F. E. Fitzgerald, North Dakota
 Col. Van Smith, Ohio
 *Col. Charles Wade, Illinois
 *Col. Roland Reppert, Indiana
 *Col. Fred G. Quick, Illinois
 Col. Ray Tosch, Michigan
 Col. C. Morell Brown, Pennsylvania
 *Col. Robert Stamp, Ohio
 *Col. Jay Barnes, Ohio
 *Col. Warren Collins, Iowa
 *Col. Virgil Scarbrough, Illinois
 *Col. W. C. Adams, Michigan
 *Col. Roy A. Sanch, Michigan
 *Col. John A. Overton, New Mexico
 Col. William Fisher, New Mexico
 *Col. Harold Bloom, Michigan
 *Col. Al Boss, Iowa
 *Col. Frank A. Sloan, Minnesota



How many do you recognize at this table? We'll help you. On the extreme left is Col. George Skinner wearing an Indiana Champion ribbon followed by Col. Owen Hall of Ohio; Col. Rolland Featheringham of Ohio; Mrs. Featheringham; Mrs. Hall; Col. J. M. Darbyshire of Ohio; Mrs. Drake, Miss Thomas and Mrs. Payne, all of the Indianapolis Auto Auction; and Col. Tim Anspach, Albany, New York. Seated are Mrs. Skinner; Col. Van Smith, Ohio; and Col. and Mrs. Lewis Marks, Illinois.

*Col. Adrian M. Rhyne, Michigan
 *Col. Bob Penfield, South Dakota (Life)
 *Col. Q. R. Chaffee, Pennsylvania
 *Col. Ronald B. Chaffee, Pennsylvania
 Col. Glenn Archer, Michigan
 *Col. John M. Glassman, Michigan
 *Col. Homer Pollock, Ohio
 Col. Don Moore, Michigan
 *Col. W. H. Hale, West Virginia (Life)
 Col. William Podell, Michigan
 *Col. Charles F. Knapp, Illinois
 *Col. R. C. Foland, Indiana
 Col. Evan Burkholder, Ohio
 Col. Robert Rich, Florida
 *Col. H. W. Sigrist, Indiana
 *Col. Melvin R. Penning, Illinois
 Col. Raymond F. Utter, Michigan
 *Col. Donald L. Smock, Indiana
 Col. George Koch, Michigan
 *Col. Lyle D. Thornton, Michigan
 Col. J. Herbert Peddicord, Ohio
 *Col. Donald Mox, Ohio
 Col. Wendal P. Wilber, Michigan
 *Col. Tim Anspach, New York
 *Col. Irwin Murray, New York
 Col. R. W. Riggs, Pennsylvania
 *Col. F. T. Mathews, North Carolina
 Col. Fred Walker, Tennessee
 *Col. James Stickle, New Jersey
 *Col. Geo. J. Wittstadt, Jr., Maryland
 *Col. Laird N. Glover, Indiana
 *Col. Philip E. Lambert, Massachusetts
 Col. Harold Hilliard, Illinois
 Col. James D. Howard, Oklahoma
 Col. Arnold H. Johanson, New York
 *Col. John Breidegan, Pennsylvania
 *Col. R. E. Kehr, Pennsylvania
 *Col. H. J. Jennerjohn, Wisconsin
 Col. Kenneth W. Teague, North Carolina
 Col. W. H. Heldenbrand, Oklahoma
 *Col. R. A. Tinsman, New Jersey
 *Col. Ernest Niemeyer, Indiana
 *Col. Floyd Munsell, Minnesota
 Col. Elmer W. Mundel, North Dakota
 Col. H. H. Clark, Kentucky
 Col. Harold Parker, Indiana
 Col. Richard E. Beaty, Indiana
 *Col. Donald W. Maloney, New York
 *Col. Kenneth Richardson, Texas
 Col. W. H. Funderburgh, Indiana
 Col. Tom Caldwell, California
 *Col. James Little, Texas
 *Col. Thomas F. Wakefield, Indiana
 Col. Albert Bachand, Massachusetts
 Col. M. W. Stewart, Jr., Florida
 Col. John A. Vacca, Rhode Island

Col. Albert E. Landreth, Kansas
 Col. Cecil E. Dunn, Kansas
 Col. Norman J. Geolat, Illinois
 Col. Jimmy Skirvin, Missouri
 Col. George J. Nichols, New York
 Col. Donald Thayer, Indiana
 Col. Harold L. Tucker, Iowa

Jaycee Sponsored Auction A Success

Col. Ernie Niemeyer, Crown Point, Ind., auctioneer and operator of the Lowell (Ind.) Community Sales, was the recent recipient of front page publicity in his home town newspaper. Col. Niemeyer donated his services to the Lowell Jaycees, conducting the Annual White Elephant Auction sponsored by that organization. Items sold ranged from pets (dogs and cats) to automobiles. The sale was highly successful as indicated by the reprint from THE LOWELL TRIBUNE, as follows:

LOWELL JAYCEES CLEAR \$900 ON ANNUAL AUCTION

One of the largest crowds ever to appear at the annual "white elephant" auction staged by Lowell Jaycees turned out Friday night to purchase every item offered by Auctioneer Ernie Niemeyer, running the gross sales to \$900, the largest amount ever realized from the auction. The four used cars donated by area dealers brought an average of \$40 each to help the club reach the final total.

The club wishes to especially thank the many people of Lowell and community who donated hundreds of items and also Ernie Niemeyer who donated his services.

Funds raised by the Auction will be used for the purchase of a new traffic signal to be placed at a dangerous intersection in Lowell.

"I shall pass through this world but once. Any good therefore that I can do, or any kindness I can show to any fellow creature, let me do it now. Let me not defer or neglect it, for I shall not pass this way again." —Stephen Grellet.



THE AUTO AUCTION LUNCHEON has become a standard feature of the NAA Conventions. This one was held on Saturday and was sponsored by four Michigan owned Auto Auctions. At the head table from the left are Col. Lyle Thornton, owner of the Motor City Auto Auction, Detroit; Mr. Samuel Goodman, Manager of Aptco Auto Auction, Melvindale; Col. C. B. Drake, Manager of Lietch Motor Sales, Owosso; Col. Tim Anspach, Albany, N. Y., President of the National Automobile Auction Association; Col. R. A. Waldrep, owner of Dixie Auto Auctions, Birmingham and Atlanta; Prof. J. G. Hays, Guest Speaker; Col. C. B. Smith, who introduced the speaker; Col. Bill McCracken, owner of the St. Louis (Mo.) Auto Auction Barn and Col. Bernard Hart of the Indianapolis Auto Auction. The first three named auctions along with the Flint Auto Auction, Flint, sponsored the Luncheon.

THE MEMBERS SAY . . .

Dear Bernie:

It was a real pleasure to have attended and participated in your convention in Lansing, Michigan. I enjoyed the occasion very much and the opportunity of addressing your group.

My congratulations to you on a very fine convention and the work entailed in staging it on your part, the officers of the Association and those who participated from Michigan.

As time might permit I would appreciate a copy of the resolutions that were passed, particularly the one pertaining to the Packers and Stockyards Act. I find on my return the office that I did not obtain a copy and would very much like to have this for our files.

Incidentally, our organization is very appreciative of the concrete way the National Auctioneers Association went on record in support of our effort concerning revisions to the Packers and Stockyards Act. I shall endeavor to keep you informed of all developments and we of course are appreciative of the good pages of THE AUCTIONEER for the information it has so readily carried about matters of this kind.

If I can be of help to you personally I hope you will not hesitate to call upon me in respect to those matters of mutual concern to our two organizations or otherwise.

With best regards and good wishes, I am,

Very truly yours,
C. T. 'Tad' Sanders
Executive Secretary,
American National Livestock
Auction Association,
Kansas City, Mo.

Dear Bernie:

A few lines to let you know that we still exist up here in the Northern part of the State. I hope the Convention was a huge success as usual and that everyone had a good time. We sure hated to miss it but I guess we will be forgiven. We have had a little sickness in our family and were tied down.

I have been busy in my sale barn operation and have been able to keep the wolf from the door. We enjoy THE AUCTIONEER and look forward to the monthly issues. Am enclosing my ten dollars for membership renewal.

Sincerely yours,
Ernie Niemeyer,
Crown Point, Indiana

Dear Col. Hart:

Enclosed please find check in amount of \$15.00 for one year's dues and the Booster Page in "The Auctioneer." I sure do enjoy the magazine.

Very truly yours,
Russ Tinsman
Hackettstown, N. J.

To The Editor,
The Auctioneer:

I would like to back up Mr. Foland in his efforts to stimulate more interest among the profession in the observance of the Lord's Day.

Success is not measured by our bank account but by the way we spend our time, especially that day which was set aside for us to forget the things of the world and think on things that are eternal.

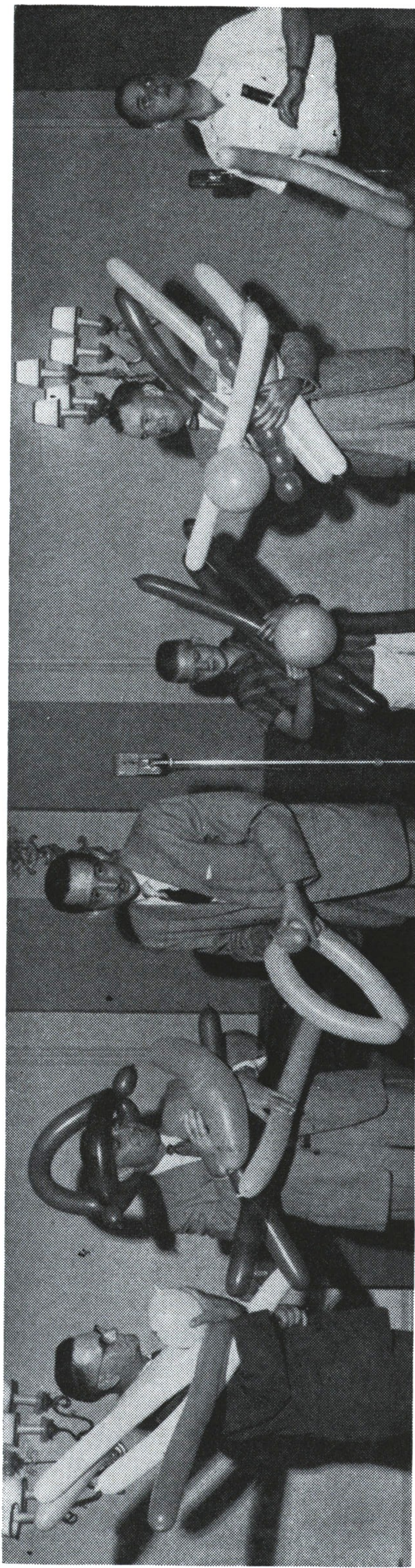
Mr. Foland is on the right track, let's honor the Lord's Day by abstaining from conducting sales on His Day.

Emory T. Evans
Westminster, Maryland

Dear Col. Hart:

Another great National Auctioneers Convention has passed by and it will be one that we will never forget. I want you to know that I really enjoyed every minute of it and I wish that every auctioneer could have attended. It was one that was packed with adventure, education and never a dull moment. Everything was good and there just wasn't anything at fault.

The Convention Committee should have a lot of credit for they have worked hard as has the President, Col. E. T. Sherlock and the Michigan Auctioneers



Fun with balloons, the MC of the Friday night Floor Show used NAA members to demonstrate the many caricatures that could be formed with ordinary toy balloons.



These ladies were among the busy ones during the Convention and much of the responsibility of the Auxiliary activities were handled by them. They are: Florence Wendelin, Texas; Virginia Rankin, Ohio; Dawn Wilber, Michigan; Betty Coats, Michigan; Betty Steiner, Maryland; and June Wilber, Michigan.

Association. Everyone worked hard and that is what made it such a strong convention.

I want our new President, Col. Harris Wilcox to know that I enjoyed his wonderful speech—and his jokes. I enjoyed working for everyone at the convention and wished I could have done more, but we can't be in two places at one time. It was a lot of work but here are four words to sum it up, THANKS FOR EVERY THING.

Col. Hart, I think you have done a good job and I am giving you a lot of credit for you really deserve it. Let us hold together and makes this a stronger National Auctioneers Association.

I will be in Buffalo, New York, next year and am already looking forward to the 1958 Convention. Hope to see you there next year.

With utmost of courtesy,

Sincerely yours,

Kenneth Travis

(Bellman No. 7, Hotel Olds)
Lansing, Mich.

Royal Belongings Fetch \$234,000

CAIRO—The Egyptian treasury has realized another 82,000 pounds (\$234,000) from a five-day auction of personal belonging ex-King Farouk left behind when he went into exile.

Sale of the 1,016 items—ranging from goggles to emeralds and diamond-encrusted cups—ended yesterday. An official said the total intake was more than the original value of the articles.

The government netted more than \$2 million in 1954 by auctioning part of Farouk's stamp and coin collections and various art objects. More of the ex-King's collections are to be sold publicly in Cairo next winter.

"We are looking forward to a 100% turnout at the 1958 convention in Buffalo, New York."—Arnold Ford, Constableville, N. Y.

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.



A view of the Grand Banquet which officially closed the 1957 National Convention. The speaker is U.S. Senator Potter of Michigan.

Sleeping In Luxury

Blankets for Kings, Queens,
and Everybody

In the Brooklyn Museum there is a fleecy wool blanket, 81 years old, which once belonged to a Minneapolis family. The blanket had been handed on from mother to daughter through three generations until the current owner brought it to the North Star Woolen Mill (where it was made) to exchange for a new one in the latest style. North Star sent it to the Museum.

It happens that this veteran blanket is in a model which won two world prizes at the Philadelphia Centennial of 1876. Ivory-white, and banded at the top with large, ombred stripes of pink, yellow and blue, it weighs about 10 pounds — more than twice as much as a modern blanket. But the most notable fact about the 81-year-old heirloom is that its fleece is as soft and downy today as it was in 1876.

If you have a wool blanket on your own bed, you may not be surprised by such longevity. At least half of all the wool blankets in American homes right now might also be called "museum pieces" — they've been in use so long. A peculiar quality of wool is its elasticity; the nap of a wool blanket springs back after it is pressed down, and even after washing.

You spend a third of your life in bed, and yet it's quite likely that the softness and warmth of the wool which covers you is a comfort you've always taken for granted. Just because they wear so well, and therefore are so seldom purchased, wool blankets are too often taken for granted by all of us. Actually, a wool blanket is one of the most necessary to comfort, and one of the most beautiful items in our homes today.

Thanks to the recent attention of interior decorators and stylists, fine wool blankets have now moved into the glamor department, and their styles will be changing as frequently as the lines of modern furniture. Until now it was customary for a bride to get her first two blankets as wedding gifts (60% of all blanket sales have been gift purchases; the chief purchasers have been

mothers of brides or grooms), and if these gifts were made of wool she would keep them, with re-binding, through most of her married life. As her family grew, the young housewife became a blanket customer herself; but, according to figures collected by the U.S. Chamber of Commerce, her purchases were spaced many years apart. Like silver and fine linen, every wool blanket she bought was a semi-permanent investment.

That was all right when blankets were hidden under the bedspread, and it didn't matter whether their color truly went with a bedroom, or its many changes of decor through the years. Today, because of their fashion interest, wool blankets have become "accent pieces", emphasizing the new elegance of bedroom decor. Increasing prosperity, which has brought luxury even into the kitchen and bathroom in recent years, is finally highlighting beauty and splendor for our sleeping hours.

This fall for the first time you will find wool blankets as highly styled as clothes. Consider Chatham's thick-piled "Elegance", (said to be "warmer than three ordinary blankets"), dyed in rich, decorator-inspired colors, and bound on four sides with velvet. Or look through St. Mary's luxury "collections", which include delicate embroidery, monogramming or lace applique on the downiest white wool, and four-sided, floral-printed ribbon binding.

High style in wool blankets is not necessarily high-priced. The new idea, according to one blanket stylist, is that wool blankets should "dress up" a bedroom in any price category, and still be practical. Therefore you'll find wool tweed blankets, a new homespun texture and color mixture, for country homes; back-to-school pastel wool plaids to pick up and enliven the solid colors in other blankets, bedroom draperies and chairs; scallop-edge wool in contrast colors to use at the foot of the bed or as a coverlet; summerweight wool embroidered in snow-flakes — these and many other elegant new blanket fashions are wonderfully fashion-smart, durable, and priced at \$14.95 to \$35.

Although you may not be aware of it, the look and feel of blankets have actual-



Recent graduates of the Missouri Auction School, Kansas City, Mo., are, top row, left to right: Albert E. Landreth, Sr., Kansas; George J. Nichols, New York; Vedes Davis, Missouri; Del Stroupe, Wisconsin; Claude Reece, South Carolina; E. Svebakken, Iowa; Ralph E. Hudson, Missouri; Billy Armstrong, Canada; Don Enis, Oklahoma; Edward P. Gillespie, New Jersey; J. D. Meridith, Arkansas. Second Row: William Skirvin, Missouri; Roy C. Leakey, Kansas; Ted Stumpf, Illinois; Norman Geolat, Illinois; Cecil E. Dunn, Kansas; Carl Bohling, Oklahoma; Donald Thayer, Indiana. Bottom Row: Jimmy Skirvin, Missouri; J. Clint McClain, South Carolina; Col. Dittmann Mitchell, Arkansas (Instructor); Col. C. R. Shull, Missouri (Instructor); Col. C. C. John (President of School); Robert L. Weber, Missouri; R. C. Foreman, Arkansas.

IN UNITY THERE IS STRENGTH

ly gone through many fashion changes since the days when America's leading mills got started—about 100 years ago. In those days all blankets were solid white; and they used to be sold in uncut pairs — double-length, folder in half — until someone thought of cutting the wool pair apart and binding them separately. After many years, the white blankets were decorated with two stripes, either pink or blue; then pink and blue plaid wool blankets became popular. But when a stylist, about 30 years ago, suggested using a green stripe, she shocked the department store buyers. Green just wasn't a suitable color for a blanket. A few years later, despite such earnest conviction, green and other solid-color pastels came into vogue.

Rose, pink, blue, green, and yellow—in that order — have been the best selling blanket colors ever since, probably because these are the colors most becoming to the greatest number of women. New blanket colors are influenced today by home-furnishing trends in wall-paint, wall paper, draperies and upholstery; and these, in turn, are influenced by the fashionable colors in women's apparel. However, if you study the record, you will notice that, just as in ready-to-wear, the "smart" shades in blankets come and go — this fall,

spice, champagne, butterscotch, turquoise and sea-foam will be fashionable — but the simple, flattering pastels are always with us.

YOU'VE GOT A DATE

JULY 17-18-19, 1958
NATIONAL AUCTIONEERS
CONVENTION
HOTEL STATLER
BUFFALO, N. Y.

The New York Auctioneers
ASSOCIATION
Will Be Your Host

MISSING?

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

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. R. A. Waldrep—Birmingham
Col. Tim B. Wyatt—Birmingham

ARKANSAS

Col. Ditmann Mitchell—Fayetteville
Col. Bill Tackett—Fayetteville
Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario
Col. Tom Caldwell—Ontario
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CONNECTICUT

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Col. John W. Heist—Beatrice
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Col. Dick Kane—Wisner
Col. Stacy McCoy—Arapahoe
Col. Leon S. Nelson—Albion
Col. Henry Rasmussen—St. Paul
Col. James Webb—Grand Island
Col. Rex Young—Plattsmouth

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Col. Ed Dean—Nashua

NEW JERSEY

Col. David S. Blew II, Bridgeton
Col. B. G. Coats—Long Branch

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Col. Tom D. Berry—West Newton
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Col. Jacob A. Gilbert—Wrightsville
Col. Sam Lyons—Saltsburg

Col. R. E. Parke—Greensburg
Col. Oliver M. Wright—Wexford

SOUTH DAKOTA

Black Hills Auction School—Sturgis

TENNESSEE

Col. Clive Anderson—Nashville
Col. L. B. Fuqua—Nashville
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown

TEXAS

Col. Kenneth Bozeman—Lubbock
Col. Don Estes—San Angelo
Col. James Little—Odessa
Col. Tommie Jeffreys—Andrews
Col. Lyle Sweet—San Antonio
Col. W. J. Wendelin—Henderson

VIRGINIA

Col. W. F. Artrip, Jr.—Winchester

WASHINGTON

Col. Robert F. Losey, Sr. — Renton

WEST VIRGINIA

Hale's Auction Sales—Williamson
Col. H. C. Staats—Charleston

WISCONSIN

Col. Fred C. Gerlach—Brookfield
Col. Vince Hanson—Manitowoc
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh

WYOMING

Col. Wm. M. Leibee—Buffalo
Col. Dale Shelton, Jr.—Sheridan

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

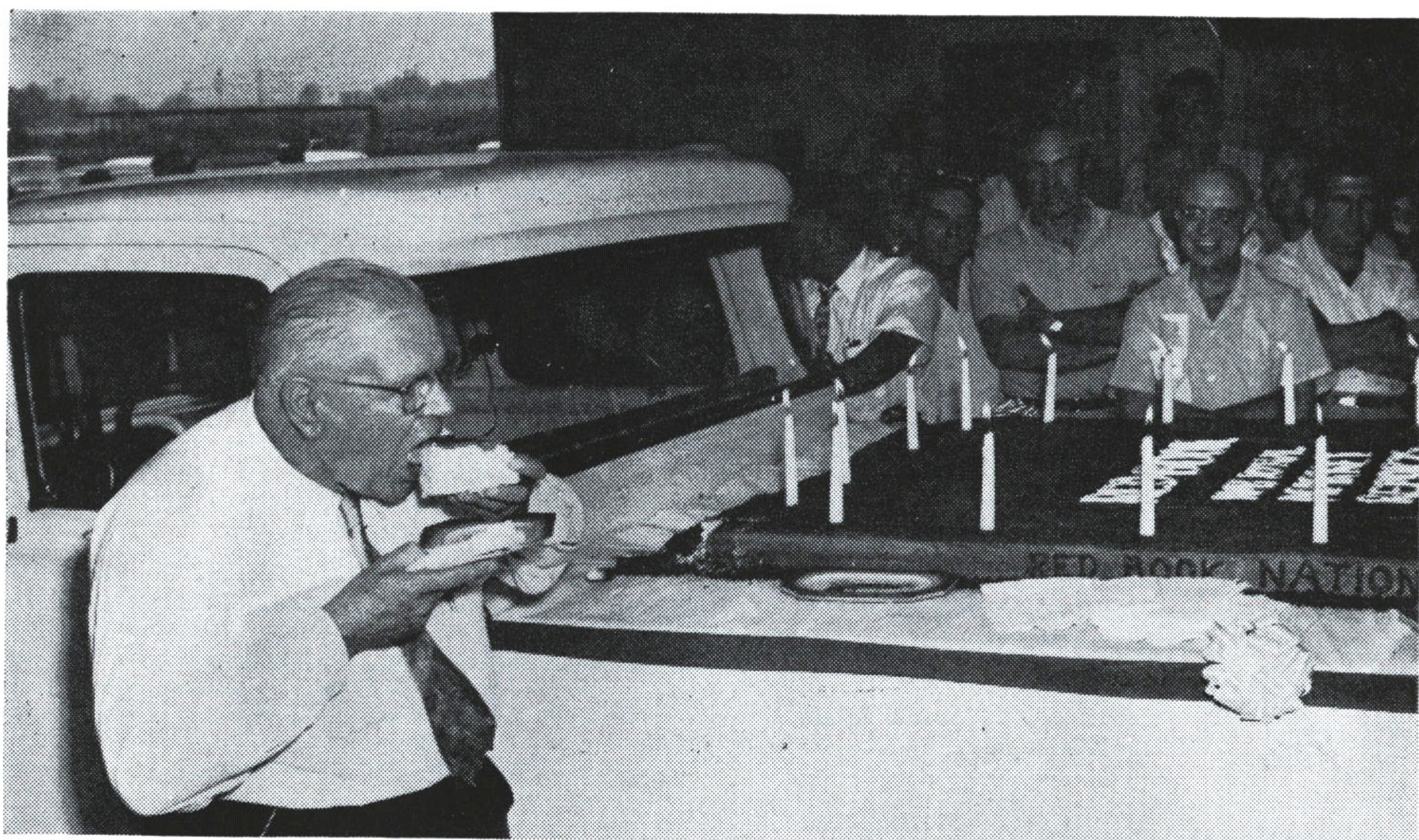
QUEBEC

Col. Art. Bennett—Sawyerville

TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

HELP FILL THIS PAGE



It was "Retmier Day" at the Indianapolis (Ind.) Auto Auction, Wednesday, July 17, celebrating F. H. Retmier's 25th anniversary with the publishers of the Automobile Dealers Red Book. Above, Mr. Retmier eats the first piece of the 300 pound cake which covered the bed of a pick-up truck and resembled a Red Book.

Below, Mr. Retmier has his grandson on one arm and holds the plaque in the other hand that was presented by the publishers of the Red Book. On the extreme left is his son, Col. H. J. "Bus" Retmier. Mrs. H. J. Retmier is holding the granddaughter and Mrs. F. H. Retmier is on the right. The man on the auction block is Col. W. P. "Bud" Drake.

Mr. Retmier was also honored the following day at the Schaefer Auto Auction in Indianapolis, and was presented with a brief case. Mrs. Retmier received a lovely purse. F. H. Retmier is known to Automobile Dealers throughout the country as the "Red Book Man."

Heldenbrand Elected To Head Oklahomans

By Col. V. K. Crowell,
Oklahoma City, Okla.

W. H. "Bill" Heldenbrand, Oklahoma City, was elected President of the Oklahoma State Auctioneers Association at the annual convention of that group held in Oklahoma City on June 23. Col. Joe Burgert, Ponca City, is the newly elected 1st Vice-President, and Col. Al Camire, Oklahoma City is 2nd Vice-President. Betty Atkinson, also of Oklahoma City, was re-elected Secretary. Directors elected were retiring President Col. V. K. Crowell; Col. Clyde Jones, Alva; and Col. H. W. Fletcher, Norman.

The day's program featured Col. Dale Brown, President of the Fort Smith (Ark.) Auction School. His subject was "Fundamentals of Auctioneering and Business Ethics."

Retiring President V. K. Crowell presented the membership on the progress of the organization's first two years of successful existence. Col. Bill Heldenbrand spoke on "Sales Procedure of Purebred Livestock and Industrial Sales." Each member was also allotted time to express his opinion on the progress of Auctioneering. All in all, a grand time was enjoyed.

President Heldenbrand has set up the following five point program for the coming year:

- (1) To promote fellowship and understanding of our common problems.
- (2) To "SELL" the Auction way, all kinds of property to the public in an ethical, professional manner.
- (3) To get legislation (impossible except as an organization) to prohibit the sale of public, bankrupt, estate and confiscated real or personal property at auction by anyone other than a QUALIFIED, PRACTICING AUCTIONEER.
- (4) To establish a standard of qualification for auctioneers to protect the public against unethical or incapable imposters who only create distrust in our profession.
- (5) To protect ourselves against intolerable, unfair and even prohibi-

tory regulation imposed by those unaware of or opposed to our service.

Livestock Auction Groups To Meet

KANSAS CITY, Mo.—A joint meeting of the Executive Committee and the Livestock Market Council of the American National Livestock Auction Association will be held in Kansas City on September 7 and 8, it was announced by C. T. "Tad" Sanders, Executive Secretary and Counsel, from the offices of the Association in Kansas City.

The Executive Committee is composed of the officers and 14 regional district directors of the Association. Forest Noel, Lewistown, Mont. is president of the Association.

The Livestock Market Council is a body of ten livestock auction market owners charged with the responsibility of legislative matters pertaining to the industry.

Oris V. Wells, Administrator, Agricultural Marketing Service; David F. Pettus, Director, Livestock Division; and Lee D. Sinclair, Chief, Packers and Stockyards Branch, all of the USDA, Washington, D.C., have been invited to meet with the livestock auction markets group to discuss utilization of the current fiscal year's appropriation for the Agricultural Marketing Service.

The Council will formulate plans to present to Congress and livestock organizations revisions to the Packers and Stockyards Act proposed and formulated the past year by the Association.

The Executive Committee will convene for its regular quarterly business meeting and review the work program outline for the newly appointed standing committees of the Association.

"My wife and I look forward to receiving 'The Auctioneer' each month."
—Gavin Watt, Napoleon, Mo.

"The National Auctioneers Association and its Code of Ethics have been helpful to me and I deem it a privilege to be a member of this great organization."
—Basil Albertson, High Point, N. C.



Col. Jimmy Skirvin (above) is a graduate of the August 1957 class of the Missouri Auction School, Kansas City, Mo. Although only 11 years old, Jimmy attended the Auction School with his father, William Skirvin, and Col. C. C. John, President of the School, predicts a great future for Jimmy in the auctioneering profession after he finishes his Grade and High School courses. Col. John reports that Jimmy was an attentive student and was never absent nor tardy for a single class. The young Colonel has joined the NAA and hopes to be in Buffalo in 1958.

A Fine Example

Many auctioneers must carry the feeling that \$10.00 is too high a fee to be a member of their National trade organization. We are not sure this is true, yet it must be or we would have many more members. Other auctioneers pay their fee each year and are members in name only. It never occurs to them that every new member added strengthens their organization. Therefore, they never encourage other auctioneers to become members, in fact some don't even tell them about the NAA.

Fortunately, all do not have this attitude. We hear from those who feel their responsibility toward their profession and its National organization. Below is an example of the progressive member, the type member that has made the NAA grow to the strong position it holds today:

Ontario, Calif.
August 7, 1957

National Auctioneers Association
803 So. Columbia St.
Frankfort, Indiana
Gentlemen:

My dad has belonged to your very fine organization for several years and is one of two California auctioneers on the Booster page, and when he said to me this morning, "Son, why don't you join the National Auctioneers Association and be counted as one who supports our profession," I jumped at the chance. Herewith is check for \$15.00 for membership dues and please put me on the Booster page.

With best wishes for your continued success, I remain,

Sincerely yours,
Tom Caldwell

Pickpocket On Job At Police Auction

LANSING, Mich.—A daring pickpocket invaded a police auction at Lansing City Hall. He got \$35.

Walter Ailles discovered his billfold missing as he started to bid on bicycles.

Embarrassed police stationed additional officers to stand guard.

Leroy Van Dyke To Entertainment Field

With increasing demands for his entertainment talents Leroy Van Dyke, livestock field representative for the Corn Belt Farm Dailies, is leaving the staff to devote his entire time to his new field.

Van Dyke has served the breeders of central and northern Illinois and southeastern Wisconsin since February 1955 during which time he has made many friends and rendered fine service to the purebred industry.

A hit record, "The Auctioneer," for which he wrote both the words and music sold over 400,000 copies and brought demands for his singing and his guitar from many quarters. He has appeared on many radio and television programs and calls for personal appearances are steadily increasing.

Van Dyke is a graduate of the Reppert School of Auctioneering.

Auctioners Auction

The Capital Park Auction Rooms on Route 206 at Andover Junction, N.J., was the scene of the Auctioneer's Auction, July 11. This annual event is sponsored by the New Jersey State Society of Auctioneers with each member doing a share of the selling. The public is invited and huge crowds turn out for this unusual and novel event. It serves as splendid public relations for the auction method of selling as well as for the individual members of the Society.

Huffman Steers Bring \$194,065

LA GRANDE, Ore. — A total of 1,173 steers brought \$194,065. L. S. Huffman's, Union, 2-year-old grass steers sold at a special sale at the La Grande Livestock Commission Co. here July 8. A top price of \$21.50 per cwt. was paid for one lot of 73 855 lb. steers by Swynenburg Bros., Grandview, Wash.



Col. Ray Schnell, former Lieutenant-Governor of North Dakota and a nationally respected stockman and auctioneer, attended his first National Auctioneers Convention. In spite of the fact that he described North Dakota in a manner similar to a Texan describing Texas, he made many friends at the Convention and we'll be seeing more of him at future Conventions.

WISE IDEA

Senator Norris Cotton . . . of New Hampshire . . . recently suggested congress should be equipped with the same kind of apparatus as a cow . . . that being stomachs . . . one true stomach and 3 more for storage.

He envies her ability to cram down 150 pounds of wet grass into her compartments . . . then retire to a shady spot, regurgitate it in small amounts, chew it thoughtfully and thoroughly, and digest it in her true stomach. It's his opinion that congress would do a better job with "the vast amount of fodder crammed down its gullet" during the first days of the session . . . if it had that kind of setup.

There's an idea for our scientists to work on . . . probably for the good of the nation.

THE LIGHTER SIDE . . .

BI-LINGUAL

A doting dog owner enrolled her poodle in a training school for dogs. When the dog came home to lunch after the first morning session, the fond owner asked, "And what did you learn today, Cuthbert? Geography?"

The dog merely shook his head.

"Arithmetic?"

Again the dog shook his head.

"Perhaps you studied a foreign language?"

The pooch arched his back, and answered proudly, "Meow!"

SURE HELPED

A minister was asked by a member of his congregation to "Pray for Anna Belle." He replied that he would be glad to, and the next time he encountered the member of his congregation he asked how Anna Belle was doing.

"Oh," came the answer, "she done fine. Paid \$12.80."

TRUE FACTS

. . . Prejudice is a great time saver. It enables us to form opinions without bothering to get the facts.

. . . Women prefer men who have something tender about them—especially legal tender.

. . . Actually there's only a slight difference between keeping your chin up and sticking your neck out, but it's worth knowing.

. . . A sharp tongue and a dull mind are usually found in the same head.

TOL'ABLE GOOD

Mrs. O'Reilly was telling her neighbor, Mrs. Ryan, how her small son, Tom O'Reilly, was studying bird calls. "Every morning," related Mrs. O'Reilly, with pride in her voice, "Tommy goes out on our balcony to give the bird calls."

"And is he so good," asked Mrs. Ryan, "that the birds answer him?"

"That I don't know," replied Mrs. O'Reilly, "but twice it is that your old black tomcat has chased him up the TV aerial."

OCCUPATION

Little boy: "Daddy, why do mother's friends always bring their knitting when they come here?"

Father: "Well, it gives them something to think about while they talk."

FAST WORK

Two proud parents were bragging about their children. One said, "When my son went to college, it took him just three years to get his B.A."

"That's nothing," said the second man. "When my daughter went to college, it only took her two years to get a Ph.D."

"Impossible. How could she get a Ph.D. in just two years?"

"Easy. She married him."

MUM'S THE WORD

The company decided to print the following on the salary receipt to eliminate some trouble they had been having.

"Your salary is your personal affair—do not discuss it with your friends.

When the paymaster was checking through them he found that one employee had written, "Don't worry, I won't. I'm as ashamed of it as you are."

TERMINOLOGY

"My husband is an efficiency expert in a large office."

"What does an efficiency expert do?"

"Well, if we women did it, they'd call it nagging."

NOTHING TO WORRY ABOUT

Girl: "I'll have you to know I don't go out with perfect strangers."

Sailor: "Calm yourself, I'm not perfect."

GRANDPA'S LOGIC

They teasingly asked their 90 year old grandpa why he didn't get married again.

His reply was prompt and philosophical, "Well, I'll tell, you, there ain't but one kind of a woman who'd have an old codger like me, and I'll never settle down and live with a fool."

IN UNITY THERE IS STRENGTH

ARBITRATION

The prisoners in the penitentiary rioted and barricaded themselves in a cell block. Perplexed, the guards tried every way to coax them out. Finally, the warden, with a smile of relief, suggested "Offer them time and a half."

NO LUCK

The down-and-out race track habitue borrowed a dollar to bet on a hopeless nag.

"You're balmy," his benefactor informed him. "That horse hasn't got the strength even to finish. I'll give you 50 thousand to one on him myself."

"I'll take those odds," said the down-and-outer.

Then lightning struck—and the nag won. The down-and-outer burst into tears.

"I'm hooked for a fortune," scoffed his benefactor, "and you cry. What's the idea?"

Once in my life I hit a 50-thousand-to-one shot on the nose," wailed the winner, "and what have I got on him? One miserable buck!"

IN-BETWEEN JOBS

"Any man who suddenly finds himself redundant can find work, if only he will use his brains," said an efficiency expert "provided, of course, he is ready to adapt himself to circumstances, like a piano tuner I once met on the Canadian prairie."

"But even if he was adaptable," protested one listener, "he couldn't make piano-tuning pay with pianos so few and far between."

"Admitted," replied the expert, "but he made quite a decent living tightening barbed-wire fences."

TOO LATE

Cannibal Prince (rushing in): "Am I late for dinner?"

Cannibal King: "Yes, everybody's eaten."

SCARCE

Pete: "I'm going to get a divorce; my wife hasn't spoken to me for six months."

Jake: "Better think twice; wives like that are hard to find."

KEEPING THE PEACE

"How well you and your wife get on," a man remarked to his happily-married friend. "Don't you ever have differences of opinion?"

"Oh yes," was the reply, "very often."

"Then how do you get over them so quickly?"

"Ah, that's the secret," said the husband. "I never tell her about them."

Pay as you go but don't go until you've paid.

* * *

A lie is like a nettle: it stings those who meddle with it.

* * *

Fame is no test of merit, but only a probability. Those who despise fame seldom deserve it.

* * *

A fair promise makes a fool uneasy; if he holds his tongue he passes for a wise man: his speech is a bubble of air.

* * *

The same sun shines on the just and the unjust.

* * *

It is a bad bargain when both are losers; too bad when one loses.

* * *

A good beginning is half the work done.

* * *

From small beginnings come great things.

* * *

The greatest hope for man is individual character for that is what a man is and not what he is supposed to be.

* * *

A little absence quickens, but much extinguishes. The absent are never without fault.

* * *

Ability involves responsibility. Men are capable of greater things than they perform. He who does the best his circumstances permit does well.

* * *

We are the authors of our own disasters.

* * *

Woe be to him whose advocate becomes his accuser.

* * *

'Tis not the ACT but the MOTIVE that should be judged.

IN UNITY THERE IS STRENGTH

The aim of man from birth to the grave is action as well as thought; Our deeds are our doomsmen; they have their harvest in eternity. Life should be measured by deeds, not years, by actions, not figures on a deal. Tis better to wear out than to rust out. When the time for action comes, stop thinking and pitch in. The great end of life is not knowledge, but action.

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Col. E. A. Camfield

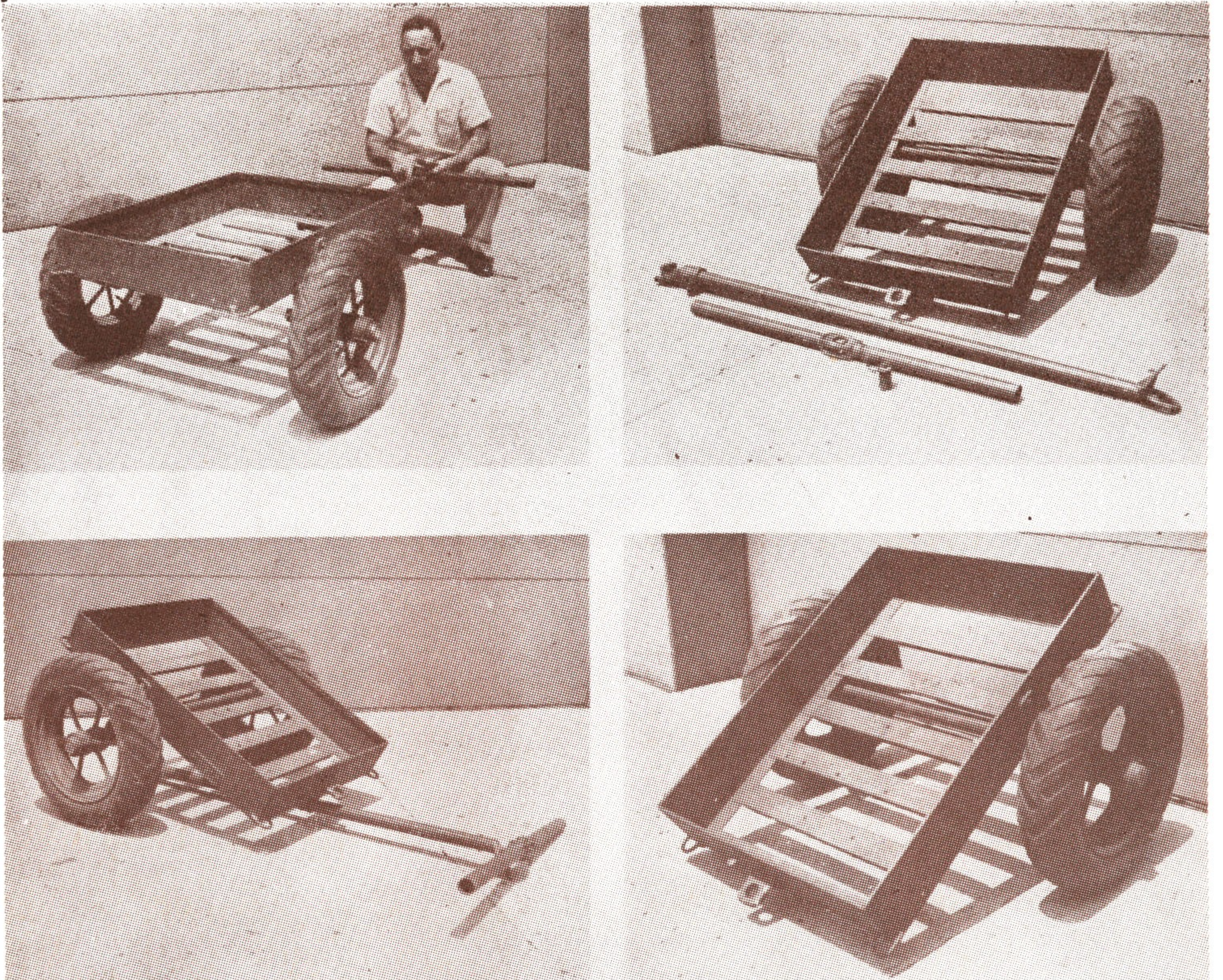
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