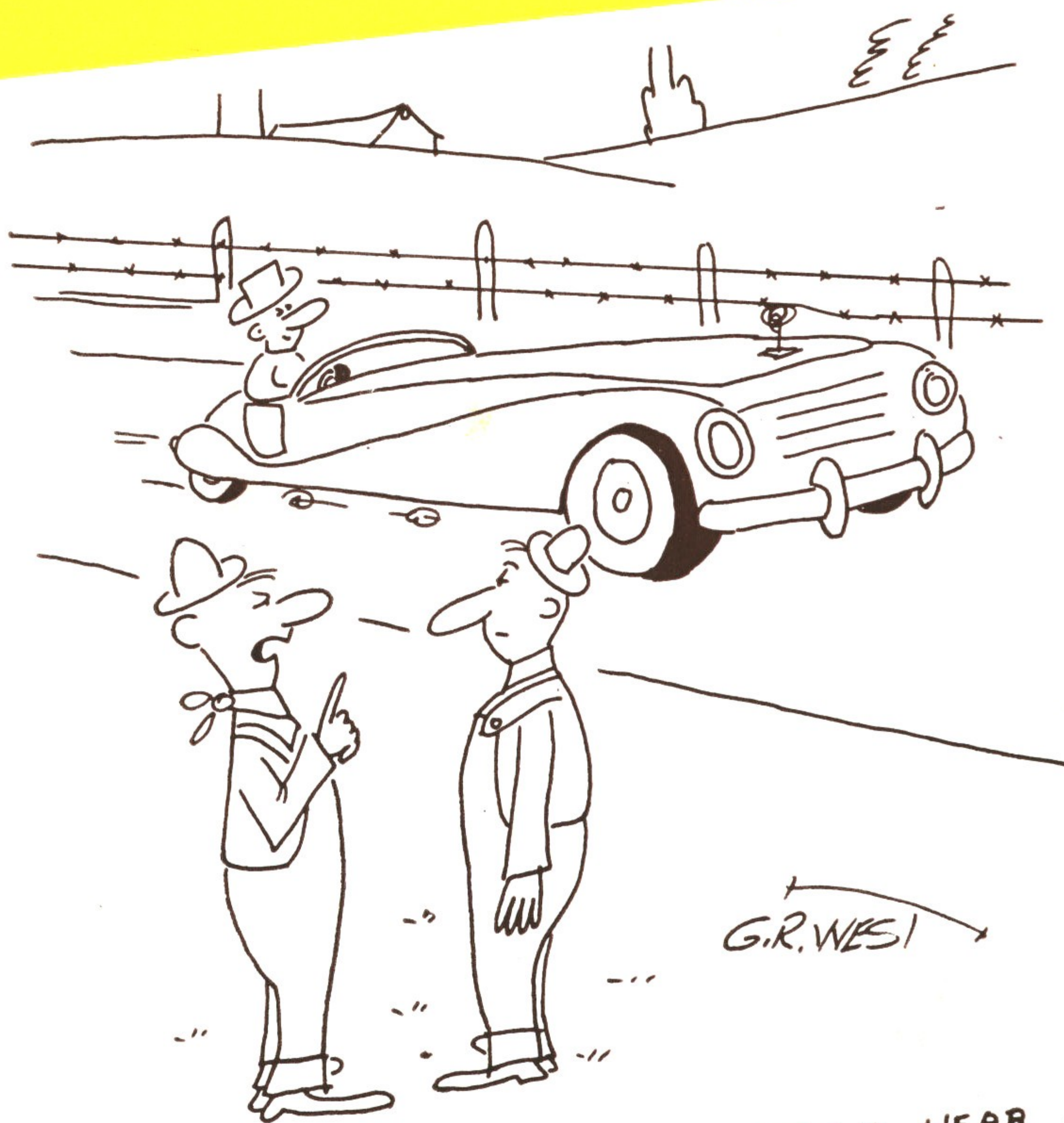
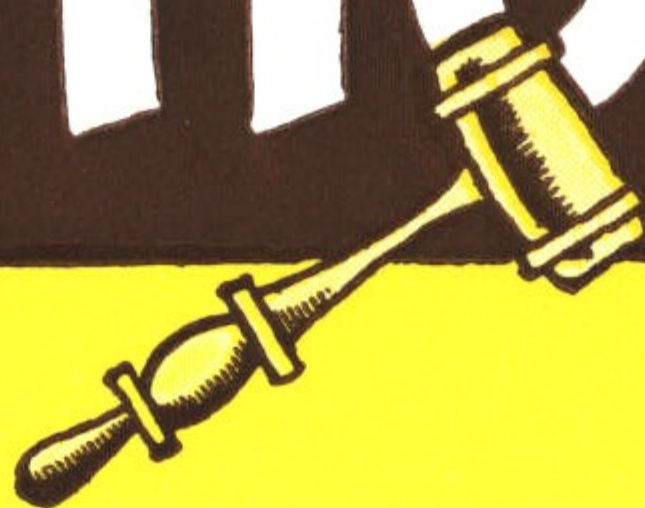


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OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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Subscription \$6.00 per year. Single
copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half Page	22.50
Quarter Page	11.25
Column Inch	3.00

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Published the 1st of each month
except August



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Indiana

We Are Thankful

By COL. E. T. SHERLOCK

The month of November directs our minds to one of the most comforting and peaceful days of the year — namely Thanksgiving.

Observance of this national holiday is strictly of American origin — a day traditionally set aside for the giving of thanks by early day settlers who felt the need of thanking God for an abundant harvest.

Today Thanksgiving is observed generally by all Americans regardless of color, race or creed. In Canada since 1879 originally to celebrate the recovery from illness of the Prince of Wales — later King Edward VII.

Varied thoughts flash through our mind as we pause to consider the significance of Thanksgiving and summarize the many blessings bestowed upon us by the generous hand of Divine providence which has inflicted little or nothing for most of us in America to complain about.

We Americans of today owe thanks to God for much more than a good harvest of field crops. Most certainly we are subjected to the inevitable adversities and grievances of life, without exception, yet time and reason usually reveals the worries and fears of yesterday to be of much smaller proportions and of less serious consequence than our frail minds often amplifies them to be. We can be thankful to God for that.

We Americans owe thanks that it is our privilege to continue to live in a free nation, of unlimited opportunity, where each person is of importance and value as an individual, and shares the right of security of person and property — the right to a good education — the right to live where he pleases — the right to a good education — the right to live where he pleases — the right to own property — the right to work where and when he pleases — the right to own a business and manage his own affairs — the right to Freedom of worship — the right to consider and vote for people of his choice.

We owe thanks for the science and



strength of our nation populated with people who believe in God, Freedom, and Friendship.

We owe thanks for our individual prosperity and possessions and the many privileges that are a part of Our American Way of life.

We of the National Auctioneers Association owe thanks for the Well being and Friendly Fellowship of our organization. We are thankful that it is our privilege to be affiliated with an organization composed of Fine Auctioneers willing to extend a helping hand, whose efforts of contributing to the expansion and security of their organization are a fitting tribute to the ethics and finest principles of the profession of auctioneering.

I wish to include sincere thanks for all concerned for the splendid cooperation and gratifying results toward our program of **Increasing Membership and Support for our publication** which to date, indicates a substantial increase of membership and circulation.

Honor and Success is the Everlasting

Reward of the Auctioneer who does his best. Let us continue to **Do Our Best** to enlist new members and make our organization grow.

Your continued effort means much for your profession and your organization in the future.

We are greatly encouraged and **Sincerely Thankful.**

Community Auction Creates Interest

LENEXA, Kan. — Every Friday this quiet little Kansas town 20 miles southwest of Kansas City awakens to the clatter of a community sale.

The townspeople are accustomed to the commotion. It has been going on for six years.

First, the trucks arrive and are unloaded. Then come the curio seekers, the bargain hunters and those in search of amusement.

Occasionally, a buyer happens upon a collector's item. It's possible. Every-

thing from a long piece of rope to a set of once-expensive glassware is auctioned off.

Shortly before the auctioneer begins calling for bids, the crowds of men, women and children move about, examining the heavy boxes filled with dishes, furniture, garden equipment, phonograph records, books, and sometimes a washing machine or a refrigerator.

Others poke more carefully among the whatnots, obviously in search of an antique.

The children are soon attracted to the toys, battered and forlorn. A little girl can be seen clutching a tattered rag doll her mother has bought with an unchallenged bid of 15 cents.

Almost everyone leaves with at least one article by closing time, 1 p.m.

The weekly sale was started in 1950 by a Danish family, Soren Schmidt, and his two sons, Ejlif and Gudmund, and typifies other community auctions at Paola, Lawrence, Ottawa and Leavenworth, Kan.

Tom Berry Starts New Fund

In the September issue of "The Auctioneer" an item that should be of vast importance to every acutioneer was published. This was the results of the trial of Col. Harry Hoffman versus the State of Virginia and the City of Norfolk. In this case, Col. Hoffman was successful in proving certain laws restricting his auction operations to be unconstitutional, thereby setting a precedent that may be used in other similar cases.

Since we reported the outcome of this case we have received from a Charter Member of the NAA as well as a Director at the present time, Col. Tom D. Berry, West Newton, Pa., a check for \$5.00 to establish a fund to be donated to Col. Hoffman "for his heroic achievement in regard to breaking down the absorbent city licenses". Col. Berry, in his letter to "The Auctioneer", continues, "I am of the opinion if there is enough interest shown in this case it should encourage others to do the same."

We request that you turn again to page 34 of the September, 1956, issue of "The Auctioneer" and after re-reading the Hoffman case, let your conscience be your guide.

The Price Of Apathy

By COL. B. G. COATS

Once every year members of the National Auctioneers Association witness a brief period of intensive and constructive accomplishments. During this flurry we hear a noisy outpouring of good sound constructive suggestions. We also hear a number of grandiose plans, which it is claimed will place our Association and our profession to its lofty place among all other honored and respected national associations and professions.

Except for this spate of ideas every year, however, we live in a drought. During the year many of the members display a singular lack of interest in the things that are taking place in our Association and our profession. The Association may face some gnawing problem, it may be suffering from acute growing pains or any of the innumerable little affairs may arise which, when totaled, shape our Association's character. Most of these matters finds some of the members strangely indifferent during the year between conventions. Most or all of these are consigned to a handful of men to wrestle with as best they can.

This apathy on the part of some members is nothing new. It is, in fact, the first point raised whenever the discussion comes up of how to create greater interest in "The Auctioneer," the growth and expansion of our Association. Many members of course simply do not bother to interest themselves in the progress of their Association and their profession, which means so much to them and to all Auctioneers. I often wonder of those who are indifferent, if they take or participate in community life, or do they choose their own narrow world.

But it's a different matter with those whom you have chosen to administer the affairs of your Association, we must at least assume them to be sincere about their interest in improving our Association. I was particularly impressed at our last convention by many members who over-flowed with ideas about how they could make our Association double in membership. So great was the enthusiasm that I thought a new millenium

would dawn upon our Association and that our membership would be doubled by September 1st, of this year.

These thoughts are not expressed to deride or condemn those who are inclined to be apathetic. There would be little value in that. But I do regret their loss of enthusiasm after the convention is over. I also regret not seeing more at the convention, even though each passing year shows a greater attendance. Questions which chart the whole direction and course of our Association's future are weighed; their silence when issues and baffling problems demand the best thoughts and opinions we can muster. I regret their indolence when the combined energies, resources and capabilities of our Association are needed to meet the challenge of such formidable threats as the licensing of Auctioneers with all its grave consequences. Such is an impending strangulation of the Auctioneers of the United States. This alone should arouse you from your apathy and speak your mind through the medium of "The Auctioneer."

These are but a few of the serious considerations which face our Association today. Many more matters of concern will undoubtedly appear as our national and state associations grow in membership. Every Association of a national scope and all those on a state level has experienced an unprecedented increase in membership during our high level of prosperity. Who are we, the National Auctioneers Association to sit by and permit such golden opportunities to pass us by? The best minds in our Association are needed more urgently today than ever before. Give an expression of your thoughts. If I have succeeded in holding your attention thus far, don't give up as here is my last paragraph of this article.

The National Auctioneers Association stands at the threshold of an era of great promise. All around us organizations are sharing in the expanding prosperity of the last decade. We would be grievously remiss were we to delude our-

selves into thinking that our Association has enjoyed a full measure of development. To even maintain that we have realized more than a small portion of our potential would be to dwell in a fool's paradise. It is just because of our enormous possibilities, much of which has been wasted up to now, that we should decry the resignation and defeatism among some of our members. The future of our Association is limited only by the scale of its dreams.

What is lacking is ambition, boldness and imagination. What is lacking is vision.

My objective in visiting with you for these few fleeting moments is to inspire you with the ambition to grasp the opportunities that await you in doubling the membership of the National Auctioneers Association. Thanks for reading this article and I will watch the list of new members as they appear in "The Auctioneer" every month.

Benefit Auction Raises Over \$1,000

WINONA, Minn. — More than \$1,000 was realized through the benefit auction and clothes sale sponsored by the Winona General Hospital Women's Auxiliary at the Winona Knitting Mills.

Co-chairmen in charge were Mrs. L. R. Woodworth and Mrs. Laird Lucas who also serve as chairman and co-chairman of the fund-raising committee of the auxiliary.

Alvin Kohner, auctioneer, member of the NAA, donated his time and services to auction the articles which had been collected at the mills during recent weeks with friends of the hospital and auxiliary donating items ranging from furniture to toys. Used clothing in good condition was sold in a clothes corner which raised about \$300 of the total.

Funds raised by the auxiliary are used to purchase equipment for the hospital, finance the hospitalization of needy persons and refurnish or redecorate at the hospital and the nurses home.

It's what you learn after you know it all that counts.

Auctioneers Banned From Illinois City

When will auctioneers wake up? This is the question that enters our mind upon reading what has recently happened in East Dubuque, Illinois. The city has passed an ordinance requiring auctioneers to pay a fee of \$500 per day in order to conduct auction sales. The council of that city has listed auctioneers in the same category as peddlers as indicated by the newspaper clipping we are reprinting.

You might say that what they do in East Dubuque, Ill., will not affect me—but—**your own home town can be the next one to ban auction sales. Are you going to sit idly by while it happens?**

Auctioneers, Peddlers Face High Fees in East Dubuque

Auctioneers will be wise to avoid East Dubuque like the plague since Tuesday night's adoption by the East Dubuque City Council of an ordinance setting bonds and fees on their operations.

Both auctioneers and peddlers will be required to post a \$1,000 bond with the city clerk. Peddlers will be charged \$100 fee for one day's operation, \$500 for one week and \$1,500 for a month. Auctioneers will have to pay \$500 a day. Their \$1,000 bond will remain with the clerk for a period of one year.

Fines for violating the ordinance are from \$25 to \$200 for auctioneers and from \$100 to \$200 for peddlers.

\$36,000 Reported From Sheep Sale

DUBOIS, Idaho—Some 1,011 Columbia, Targhee and Rambouillet rams and ewes sold at the federal sheep experiment station here Sept. 29 brought \$36,000.

Top ram was purchased by Elkington Brothers of Idaho Falls for \$540. It was a Columbia.

The top Targhee ram brought \$350 from Warren E. Johnson, Spearfish, S. D. The top Rambouillet brought \$100 from Big Timber Livestock Co., Billings, Mont.

Government Owned Real Estate Sold At Auction

Col. Clyde M. Wilson, Marion, Ohio, past President and holder of a Life Membership in the N. A. A., was busy conducting Real Estate auctions for the United States Government during the last week of September. Included in the sales was a 123 acre tract at Toledo, O., selling for \$250,000; a 154 acre tract at Grosse Ile, Mich., at \$66,500; and a house and lot in Cincinnati, O., selling for \$20,100.

The following is a reprint from the 'Toledo Blade' and describes the Toledo sale:

Cooley Ellis, Toledo businessman, is the probable new owner of the 123-acre site owned by the U. S. Government at the northwest corner of Hill Ave. and Byrne Rd.

His offer of \$25,000 brought the auction of the property to a close yesterday after more than two hours of intensive bidding. It now remains for the Government's General Services Administration to review the bid and decide within 15 days whether to accept it.

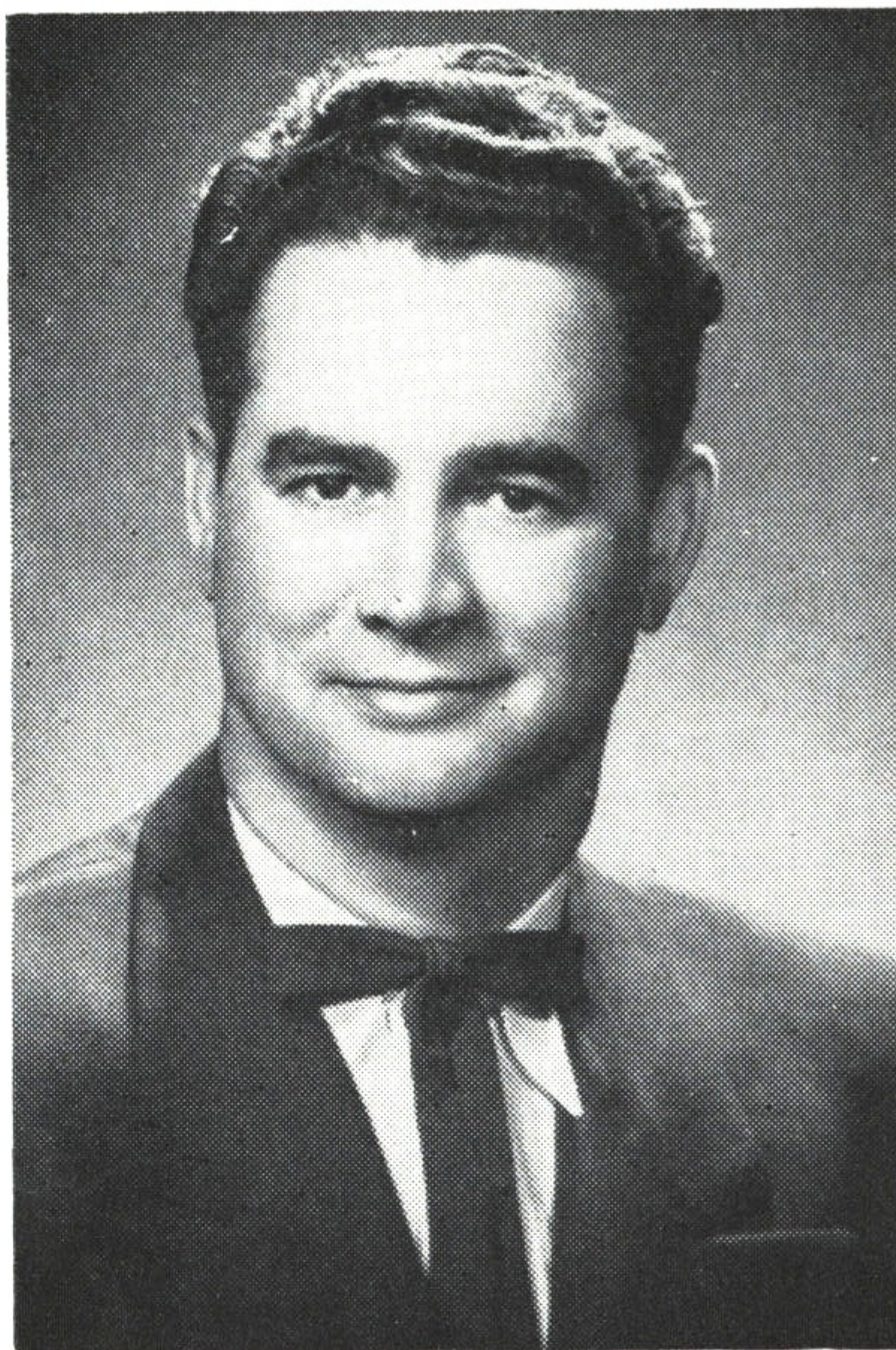
There were 24 registered bidders at the auction, conducted by Clyde M. Wilson of Marion, O., but most of them were just onlookers. Most of the way there were only three, then two, contenders for the acreage.

Bidding started at 10:30 a.m., with \$75,000 the first sum offered. With frequent pauses for consultations among the groups involved, it rose to \$196,000 by shortly after noon.

Almost all the way to this point, there were only these three bidders involved:

J. S. Silber and H. S. DeGroot of Cleveland, partners in the Bryden-Michigan Building Co., owners of the Colony development, the Parkway Plaza shopping center and Kenwood Gardens in Toledo.

Fred Weitz, 2736 Secor Rd., who said he is head of the Banner Development Co. and a financial backer



Col. Clyde M. Wilson

of real estate enterprises. He said he thought the land would be suitable for residential purposes, building three homes to the acre.

Builder Drops Out

Virgil E. Clark, attorney, who represented owners of the Schoen Asphalt Paving Co. and the Miller Farm and Greenhouse Co., who sought joint purchase of the land.

When the bidding reached \$197,000, the Clevelanders and Mr. Weitz—who had been in frequent conferences with Jess J. Ellis, brother of Cooley—dropped out. Cooley Ellis made his belated appearance, and from that point the battle was between him and the group represented by Mr. Clark.

Originally, the Veterans Administration planned to build a hospital on the site, but that plan was abandoned several years ago.

If this bid is accepted by GSA, Mr. Ellis must in some way remove

a lien for \$7,617 in delinquent taxes which now hangs over the property. The Federal Government does not pay taxes, and Lucas County's taxes on the site have been piling up since 1948.

Tax Bills Pile Up

Charles Austin, county auditor, and his deputy, Oscar Heimann, attended the auction to see that the matter of the lien was made clear to the prospective buyers.

The Federal Government never applied for a tax exemption on the property, and it never was used for public purposes. Mr. Austin pointed out in explaining why the county has continued to send in bills for the taxes and assessments.

Frank E. Barton, realty officer of the Chicago regional office of GSA, announced the lien just before the bidding started. The Government was saying nothing about its position, he said, and it would be up to the buyer to decide what to do.

A 10 per cent down payment was required from Mr. Ellis yesterday. Credit terms for financing over a period of up to 10 years may be arranged.

Worried

She: Will you love me even when I'm old?

He: Love you? I shall idolize you. I shall worship the ground you walk on. I shall—er—ah—you're not going to look like your mother, are you?

Quarter Horse Brings \$4,400

COLORADO SPRINGS, Colo. — John B. Ferguson, Wharton, Texas, became top and largest buyer of Quarter Horses at the Don Flint, Leonard Milligan and Quincy Farms sale held here Sept. 30, when he purchased Flicka, 15-year-old daughter of Chicaro Bill, on a bid of \$4,400. This mare was the dam of three AAA running Quarter Horses, including Black Easter Bunny, Flicka Hyloah and Kid Viersen.

In all 45 head went through the ring under the auction hammer of Hank Weiscamp, Alamosa, for an average of \$1,064. Second high price of the sale was \$4,000 paid by Ed. Honnen, Denver, for Frye's Breeze, an 11-year-old daughter of Flying Bob that produced Bobbie Leo.

"I suppose you and your husband worry a lot that you have not had any children."

"Oh, yes, we've spent many a sleepless night over it."

Al: "This book on health says that bathing alone will not keep you healthy."

Alice: "That may be so, big boy, but I'm keeping on bathing alone just the same."

The only people who enjoy hearing your troubles are lawyers. They get paid for it.

AUCTION HOUSE FOR SALE

Established, successful general merchandise outlet now operating two days weekly. 6,000 square feet, plus 50' x 100' outdoor concrete area plus two acre parking area. \$7,000,000.00 shopping center now being built directly across highway.

Will sell corporation outright with stock, lease and all rights. Have pressing outside interests. Great opportunity for right party.

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Advantages Of Selling By Auction

Second Prize Winning Speech — Foland Auction School Commencement

By Lowell L. Sigler

Ladies and Gentlemen: For the next few minutes I want to present to you the merits of the Auction method of selling, both real and personal property. In reality, there are only two broad plans of selling: The Auction method and sales by Private Treaty. With this in mind, I wish to direct your thinking, as to the relative merits of these two broad systems of exchange. In the first place, neither one of these two methods are perfect. In selling therefore, you must decide on a plan which is not perfect. In the second place by either method, an owner must take what the people will give, if he actually sells. It occurs to me that all a prospective seller needs to do, in choosing the proper method, is to study both methods and use the one which presents the greater advantages. Of course what you want is the high dollar, and this is just what the Auction method secures.

In the first place, I will say that the Auction system of selling is the logical means. It is the reasonable, thinking, and plausible way to get buyer and seller together, at a price fair to both. I want now, to show you why the Auction method becomes the logical way to sell. First, it is sure. How different this is from the private system, which has very little element of certainty. If you have real estate for sale, treat yourself to the best, don't settle for less than the sure way. The next point to bring out is that a sale can be made at the time an owner wants to sell. Again I say, the private system of selling is a blank in this respect.

The next argument I want to convey to you is that, by the auction method, the owner secures the highest value; whereas by Private Treaty, where one prospect is dealt with at a time, where a sale is made, it can be said that it will be made at a one-man price. There is no way of selling whereby an owner can have his own way as to value. Quite naturally, a seller wants all he can secure, the very highest dollar. The Auction method is indeed the only way to get the job done.

May we pause here to review just a moment. Only two ways of selling, public and private; neither method perfect and by either method, an owner is governed by the demand. The Auction method assures a sale at the time the owner wishes to sell and to the person he wishes to sell to, the one who will pay the most money. If these statements are logical and true, and I challenge anyone to prove that they are not true, then I believe it is fair to conclude that you have here in a "nut shell", so to speak, enough reasoning to justify a decision in favor of the Auction method. The time allotted to me is too brief to elaborate to any great length on the many, many other advantages. I desire, however, to briefly mention a few advantages in addition to those I have already given. The Auction method of selling is one which concentrates the attention of all bidders on a given deal at a definite time, where as the private method is one of scatteration of interest. The Auction method of selling gives an individual deal the "spot light" and singles it out from all others, thus giving it individuality plus. Privately, the broker or salesman tries to lift the mind of the buyer to the selling point in one desperate struggle, whereas by Auction, the price is lifted easier, little by little, step by step and very likely reaches a much higher level by this building process. Also in an Auction, excitement and enthusiasm stimulates action. The element of dare is also prevalent. Every bidder has a challenging effect on other bidders. All of these things combined in one harmonious system brings to the front, the things which point to the end of securing the very highest value, just what you want, if you have something to sell.

Another argument in favor of Auction selling, is the extensive advertising in directing and centering all the demand, which can be mustered, on a given piece of property. It is true an Auction may start at the bottom, but certainly it has every advantage of reaching the very

topmost price. This should appeal to those who have something to sell. I could go on and on with the advantages in favor of the Auction method, but I am wondering if you, or any of you, can think of any good reasons against the Auction method. The main reason we hear, is that enough price may not be secured. This attitude of mind, however, is not based on reasoning, but rather stimulated by fear. Please have the courage of your convictions and use the method which is logical, sound and reasonable, instead of being governed like a coward, by fear.

If you have anything to sell, I ask you to consider the merits of the Auction method as the modern means of selling

and make your decision on sound reasoning. Why not assure yourself of a sale, when you want to sell, and best of all, at the very highest price. I thank you.

QUOTABLE QUIPS . . .

The rich old man who tries to seek the way to a young woman's heart often finds it's a fur piece.—D .O. Flynn.

Some people hope to be elected to heaven when they aren't running for office.—Jackson Burns.

Boasted the Texas cattleman to the visitor: "We don't brand them. We have them engraved." — Louisville Courier Magazine.

B. G. Coats, Mrs. Turley Are Wed In Red Bank, N. J., Ceremony

On October 8, the offices of "The Auctioneer" received a newspaper clipping announcing the marriage of Col. B. G. Coats and Mrs. Irene Perley. The National Auctioneers Association probably has no better known member and certainly not a more valuable member than B. G. Coats and the best wishes of the entire fraternity are hereby extended to the newly wedded couple.

Col. Coats is a past President as well as a past Secretary of the N. A. A., formerly Editor of "The Auctioneer" and at present, the leading contributor of editorial matter to "The Auctioneer." In addition, he is quite a successful auctioneer in his own right. We have just received a 6 page brochure announcing the sale by public auction of the former home and furnishings of the late Mayor Frank Hague, to be held October 27 with B. G. Coats, Auctioneer.

Following is a reprint of the above mentioned newspaper clipping:

RED BANK, N. J.—Mrs. Irene Ann Perley of 30 Winfield Dr., Little Silver, yesterday became the bride of B. G. Coats, 490 Bath Ave., Long Branch, at a ceremony performed by

the Rev. Dr. Charles S. Webster at 11 o'clock at the First Presbyterian Church. Dr. Carl F. Mueller was organist.

The bride wore a cocktail length dress of champagne silk taffeta, with garnet accessories.

She was attended by Mrs. Harry C. F. Worden, 6 Cooney Ter., Fair Haven, who was attired in a cocktail length dress of rose beige lace with luster brown accessories. Their corsages were of pale pink cymbidium orchids. Harry C. F. Worden, Fair Haven, was best man.

A reception for the immediate wedding party followed at the Shadowbrook Restaurant, Shrewsbury.

Upon their return from a wedding trip the couple will make their home at 30 Winfield Dr., Little Silver.

The bride is the widow of Albert L. Perley, a former scientist at the U.S. Signal Corps Engineering Laboratories. Mr. Coats is a well-known auctioneer, with offices at 490 Bath Ave., Long Branch. His former wife was the late Nellie E. Worthley Coats.

French Art Dominant At New York Sales

French paintings and sculpture continued to dominate the auction market during the last season at the Parke-Bernet Galleries, Inc., 980 Madison Ave., with collectors paying the highest prices for works by Van Gogh, Degas, Gauguin, Daumier and Bonnard. A Van Gogh flower study brought \$37,000 and a Degas bronze figure of a dancer was sold for \$30,000.

After an analysis of prices paid at the gallery's sales, Leslie A. Hyam, president, said the season had revealed a "rising price curve" and that there seemed "no limit to the eagerness of collectors to acquire" outstanding items. He was particularly impressed with evidence of a "widening of areas of collecting" in this country shown by high prices paid for "unusual categories" of art whether cigar store Indians, paperweights or chess sets.

Attendance Up 20%

Mr. Hyam also noted a 20 per cent greater attendance at exhibitions of collections at the galleries during the past season and also a "larger percentage of buying" by collectors from other regions of the country.

The gross total for all sales during the season, which began Sept. 23 and ended June 16, was \$5,567,538, which is \$100,000 more than last year. However, the total did not reach the institution's peak year of 1946, the first post-war opportunity to bring into the market European items that had been unobtainable for a number of years.

Furniture, rugs, works of art, decorations and jewelry brought in the larger proportion of the total gross accounting for \$3,518,541. Paintings and drawings brought \$1,514,887, and books, autographs and manuscripts \$534,110. The top trio of sales were the Oliver B. James collection of modern paintings, which sold for \$207,175; the Baron Cassel van Doorn collection, which brought \$271,000, and the English eighteenth-century furniture and art objects from the Georgian mansion at 56 E. 93rd St., which went for \$287,062.

\$4,000 Paperweight

Among the prices paid for unusual items were \$4,000 for a rare St. Louis, France, salamander paperweight, the largest price for a paperweight at any public auction; \$1,150 for an ivory chess set carved in France in the nineteenth century.

American furniture continued in great demand. An eighteenth-century Philadelphia Chippendale lowboy of walnut by William Savery brought \$7,000, and \$6,000 was paid for another Philadelphia lowboy attributed to Thomas Affleck. A Philadelphia camel-back settee, also from the eighteenth century, brought \$5,000.

\$13,000 for a Romney

Although French paintings brought the highest prices, including \$25,000 for a Gauguin landscape, \$24,000 for the same painter's "Nativite," \$18,000 for Daumier's "La Drame," and \$17,000 for Bonnard's "Femme aux Mimeuses," older works were in considerable demand. A pair of Canaletto's Venetian scenes brought \$19,000, Romney's portrait of the Marchioness Townshend sold for \$13,000, and Reynolds' portrait of Richard Barwell and his son went for \$12,000.

The highest price paid for a literary item was \$6,400 for six official British documents from St. Helena concerning Napoleon's illness and death. The outstanding literary sale, in which St. Helena documents were included, was the collection formed by the late Helen Fahnestock Hubbard, which included 161 lots and sold for \$74,232.50.

IMPOSSIBLE

A group of foreign manufacturers being shown through an American plant saw a machine that took a piece of steel and in one operation stamped, punched and shaped it into a finished product. After they had watched it for a while, an apparently bitter argument broke out, with much arm waving and finger-shaking.

The guide asked the interpreter accompanying the party what the shouting was about. "Some of them," said the interpreter, "insist that it can't be done."

Charmel Guernsey Herd Dispersed

The complete dispersal of the Charmel Farm herd, owned by Charles L. Melenyzer, was held at the farm at Belle Vernon, Pa., on Monday, August 6. The 77 head sold for \$29,695, an average of \$385.65.

The sale was opened with a few timely remarks by Charlie, and all persons attending the sale were given good luck money bags with a horse shoe stamped on the side.

The top bull, McDonald Farms High Noble Peer, sold for \$1,500 to Kissel Melenyzer, Monongahela Hill, Pennsylvania. "Peer" is a son of McDonald Farms High time and out of Douglaston Lady Augusta. Excellent at 14 and 15 years of age, and dam of six tested daughters, four Excellent. The contending bidder on "Peer" was Clarence Whissen, Broadview Farm, owned by Whissen and Rhoades, Broadway, Virginia. Several of the "Peer" daughters were among the tops in the sale, selling for \$500 to \$700.

The second high bull was the "Peer" son out of the Excellent cow, Gallio V. Lilly, 14870-676-9 yrs. 365C-3x. "Lilly" was Excellent six times and had 15 descendants in the herd. Her son, Charmel's Hi Peer's Victor, was sold for \$1,000 to

A. J. Celestine, Scenery Hill, Pennsylvania.

The top female, and second high animal, was Franchester Labelle, VG five times, that sold to S.C. Martin, Friendship Hill Farm, New Geneva, Pa., for \$1,050. "Labelle" was first aged cow and reserve grand champion at the Pennsylvania Farm Show, 1955, and is by Langwater Valencian out of Langwater Caroline, Excellent 1947 and 1950, 17265-701-7 yrs-365C-3x, that sold to Franchester Farms at private treaty for \$10,000.

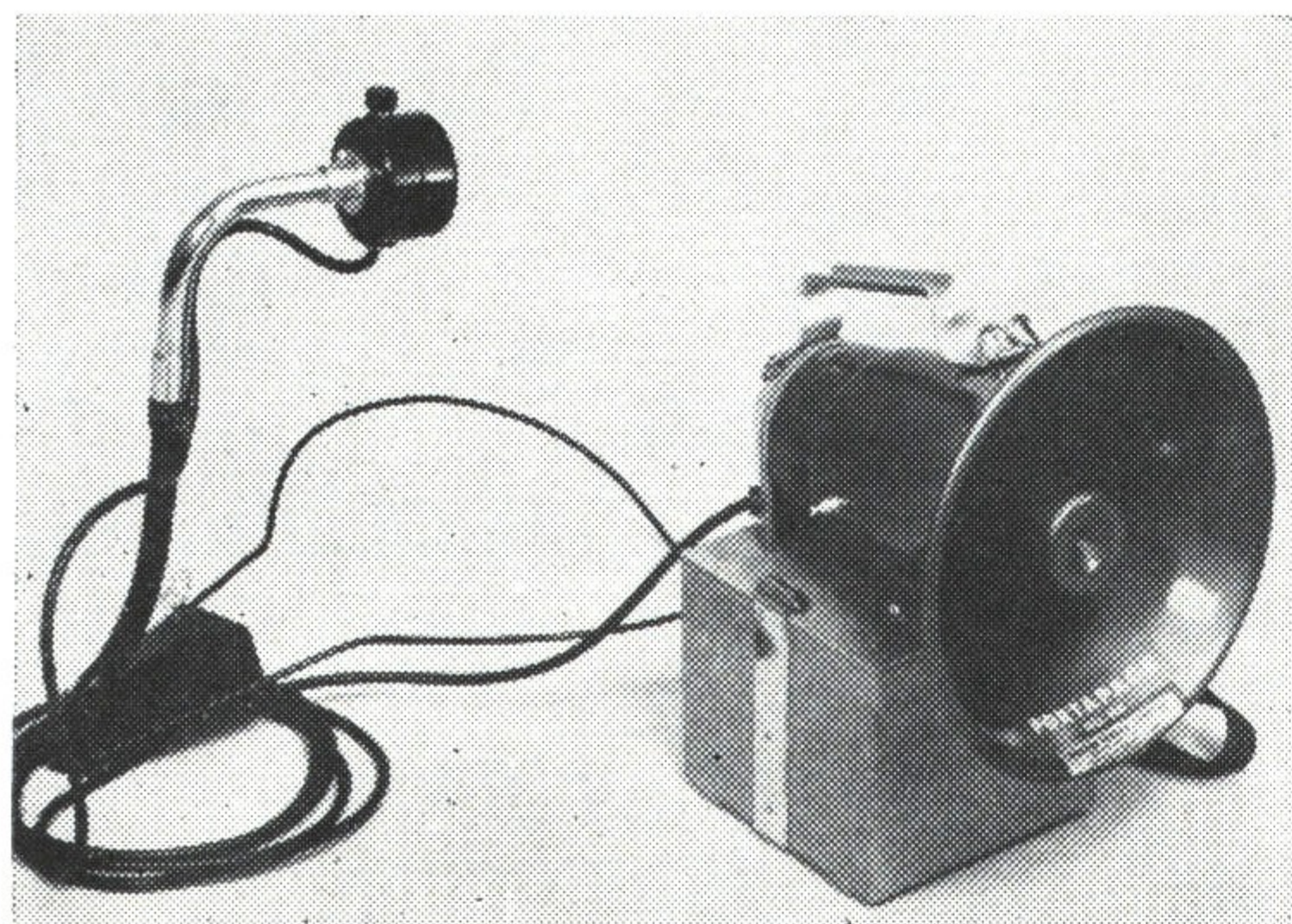
The top buyer was a new Guernsey breeder, Milton J. Satterfield, who has recently leased Charlie's farm at Belle Vernon, Pennsylvania. Mr. Satterfield plans to build and develop a herd and as a foundation he purchased 29 head for \$9,800.00.

The sale was managed by The Merryman Company, Sparks, Maryland. Louis McL. Merryman and John B. Merryman read the pedigrees, E. M. Granger, Jr., was the auctioneer, Dutch Snyder, Tom P. Berry, West Newton, Pa., and Joe Kumma, worked the ring.

PAGE HOUDINI

"The canary is gone. What happened to it?" the housewife asked her maid.

"I just can't imagine! It was there when I cleaned the cage this morning with the vacuum cleaner."



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Belmont (Wis.) School Fair Champions



The picture — Marie James, 15, of Livingston, Wisconsin proudly shows her Grand and Reserve Champion Steers of the Belmont High School Annual Fair. Pictured with Miss James is Col. Joe Donahoe, auctioneer from Darlington, Wisconsin, who donated and presented trophies for the steers in the open class of the Fair. Col. Donahoe is a member of the National Auctioneers Association.

The Belmont school fair is one of the oldest High School Fairs in the country with its beginning in the year of 1905. This Fair has become an annual event on the calendar of the entire population of the surrounding territory. On Fair day the village of 500 population is increased in size to around 8 to 10,000 people.

The Fair has received its recognition from the wonderful mile long parades and great horse shows. In this age of mechanization and when the work horse is becoming a thing of the past over 125 draft and saddle horses were exhibited. These included three six horse hitches of matched Belgians.

Col. Donahoe is a graduate of Belmont High School which he attended while the family resided on his father's farm which has been in the family for over 100 years. When attending school, Col. Donahoe was manager of this fair for two years which is always under the supervision of the agriculture department of the local High School.

Picture through courtesy of Wisconsin State Journal.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

We Can Be Thankful—

By FLORENCE WENDELIN,
Henderson, Texas

As the Thanksgiving Holidays draw near we are mindful of the many things we have to be thankful for. I am indeed grateful to have the opportunity to be a member of such a great organization as the Ladies Auxiliary.

We recently got out all our past magazines of "The Auctioneer," from the first one we received in March 1951 until our last issue. By reminiscing through the pages of these magazines, we found it most gratifying to find the magazine has tripled in size in these few years. I do not think that there is one of us who receives "The Auctioneer" in our homes who does not feel it the greatest opportunity of all. Through its pages we reach the many Auctioneers and their wives who have never been able to attend one of our grand conventions. There, in the comforts of their homes, they can read just how many fellow Auctioneers are doing for the betterment of their profession.

At the past Convention I was elected to serve as Historian for the Auxiliary for the year. I will do my best to fulfill the duties of my office to the best of my ability.

I only wish more of you Ladies would send articles of interest concerning your husband's business, or of your family, to our Editor. "The Auctioneer" is owned by Auctioneers, published by Auctioneers, distributed to Auctioneers, and devoted entirely to the Auction profession. So let's all do our bit to make it even bigger and better and give our Editor full cooperation at all times.

For the body does not consist of one member but of many. If all were a single organ, where would the body be? As it is, there are many parts yet one body.—I Corinthians 12:14, 19, 20.

Mrs. J. M. Darbyshire
360 Virginia Circle
Wilmington, Ohio

Dear Col. Hart:

Once again your publication of "The Auctioneer" is a pleasure to read and "Darby" and I wish to say thank you for the fine work you are doing.

After a very busy August and having our daughter Joy return from Europe, then rushing to get everything ready for her return to Stephens College the first week in September; it is very nice to sit down and relax and enjoy reading about the convention.

My apologies for not getting this letter written before. A special Thank You to Mr. and Mrs. Jewett Fulkerson for their wonderful hospitality and especially Carolyn for her efficiency in handling the General Chairmanship for the Ladies Auxiliary, without her help it could never have been such a delightful success.

May I take this opportunity to wish Mrs. Joseph Steiner, our new Auxiliary president, Mrs. Virginia Rankin, Secretary-Treasurer and the whole group of officers the best year possible in planning for our 1957 Convention in Michigan.

Yours very truly,
Mrs. J. M. Darbyshire

Mrs. Roy Sanch Dies

Mrs. Roy A. Sanch, Belleville, Mich., passed away on September 13. She was the wife of Col. Roy Sanch, owner of Sanch's Auction in Belleville, and a member of the National Auctioneers Association.

True happiness in life is made up of something to do, someone to love, and hope to look toward.

Experience is a hard teacher, and the wise profit by the experience of OTHERS.
—William Randolph Hearst.

Library Sells Famed Paintings

**WORKS BY TURNER, REYNOLDS,
GAINSBOROUGH AND CONSTABLE GO
AT AUCTION OCTOBER 17.**

By TILLMAN DURDIN

Ten paintings that have hung in the New York Public Library's Fifth Avenue building since it was opened forty-five years ago were sold at auction Oct. 17. The auctioneers were Parke-Bernet Galleries, 980 Madison Avenue.

One of the paintings, "Staffa, Fingal's Cave, Off the West Coast of Scotland," is among the best-known works of J.M. W. Turner and was the first Turner ever brought to the United States. It was acquired from the artist in 1845 for f500 by James Lenox, American collector and philanthropist.

Other works to be sold are paintings by Thomas Gainsborough, John Constable and Sir Joshua Reynolds. One of the two Reynolds pictures among the ten, "A Boy in a Red Velvet Dress," is widely known.

In arranging the sale, the library is disposing of works of art in the interest of library activities in the stricter sense.

Money for Its Purposes

Roland L. Redmond, vice president of the library's board of trustees and chairman of its art committee, explained that the library did not have the facilities or the money to care for its large collection of paintings.

"Library funds should be used for library purposes," he said.

A major part of the library's activities is supported almost exclusively by private funds. A city appropriation finances the circulating department, but the reference department—aside from city aid for building maintenance—relies on private contributions.

In reducing the number of its paintings the library will use the yield for its Special Books Fund. Experts believe the paintings to be sold may bring in \$60,000 to \$75,000.

All of the paintings to be auctioned came to the library as part of the Astor and Lenox Libraries, which together with the Tilden Foundation, merged in 1895 to form the New York Public Library. Paint-

ings the library has chosen to keep are chiefly portraits with subjects of literary or historic interest.

Turner's Deal With Lenox

Published accounts record that Turner was at first reluctant to sell a painting to Lenox when his order was received. But when the artist was told that Lenox was prepared to pay f500—a large sum a century ago for a painting—he agreed with alacrity.

When Mr. Lenox received the Fingal's Cave painting here he is said to have expressed disappointment at its indistinctness and to have asked if it had not been damaged during its transport by sea to this country. When the complaint was relayed to Turner the artist is reported to have remarked that "indistinctness is my forte."

The art works for sale are: "A Scene on the French Coast" and the "Fingal's Cave" picture by Turner; Mrs. Billington as Saint Cecilia" and "A Boy in a Red Velvet Dress" by Reynolds; "A Romantic Woody Landscape" by Gainsborough; "The Valley Farm" by Constable; "Selling Shellfish, Coast of France" by E. L. Vernier; a portrait of Edmund Burke, probably a copy by John Jackson, after Reynolds; "Calm, Coast of Holland" by P. J. Clays, and "A Marine View Back of the Isle of Wight" by George Morland.

Dear Mr. Hart:

The September issue of "The Auctioneer" was very good and I thought the articles covering the convention were exceptionally good. The auctioneers who were not there missed one of the best conventions of the N. A. A. in the past four years.

The gift I received for registering early was well worth the extra effort and I was well pleased with the nice carving set. I want to extend my thanks to everyone concerned for the gift and the good time I had while attending the convention.

I would like to have six copies of the September issue.

Auctioneerily.

**Cloyce C. Bradford
Racine, Ohio**

Auction Business Is Good-- Are You Getting Your Share?

By COL. POP HESS



This year of 1956 is well on its way out as we make our comments on the auctioneers and auction sale business as it has progressed year after year. At the writing of this we only have this month and next to balance up our year's business in conduction of auction sales for 1956. From our survey for this year to date of this writing, we find 1956 has been a very good year for auctioneers and sales managers and all who are interested in better sale service and better auctions.

The National Auctioneers Association has also played its part in making for all interested in better auctioneers and sales held along with a great line of auctioneers throughout the land who are in daily action as auctioneers and sales managers. While the writer does not fully know what is taking place other than in our Ohio, I do have a very good contact on all Ohio Auctioneers and sales held and it looks like it has been a banner year all the way. In checking up I find the boys of a few years ago as our leading, much in demand, auctioneers here in Ohio this year. Many of them are dated solid for months ahead, often conducting two sales a day. The demand for good auctioneers is strong and not too many available.

It is hard to understand as each county in Ohio has many auctioneers but when it comes to choice the demand runs down to a small portion of auctioneers listed. There must be a reason for this yet the answer is one hard to put into writing and explain. This ties in with many letters received by me from auctioneers who have been listed from yearlings up to some five and ten years trying, ask-

ing just why they do not get in on the better sales, some saying they do not get sufficient sales to pay for the efforts, etc. It really must be that the auctioneers who seem to be listed as unemployed are in some form or other not hitting the balls. They are striking at balls out of their reach or misjudging the curves.

My guess is many have been enticed into entering the work of a public sale auctioneer on the supposition it is easy money and not hard on the back, etc. This, any busy auctioneer knows, is a false conception. To be an auctioneer in demand today has behind it many trials and tribulations in building for that better future. If I were today's unemployed auctioneer or one who was slightly used, I would put on a better paint job, roll up my sleeves and work on the most available sale where there is a chance and keep the vocal cords in top form and on these sales put new life in them, and when doing that you can be building for a better future and not just get the returns the next day.

This is a big world, auction sales are more plentiful than ever before but it is up to each auctioneer, regardless of his position, to do a good job in keeping his house in order and pull for the attention of John Q. Public who is the employer. I am quite sure that about all the ones who have written in requesting advice on how to become fully employed as an auctioneer are readers of "The Auctioneer" and can in one way or another get their answer from this column. I will be happy to receive more letters from you boys and keep up the spirit of future planning in the sale you conduct today, for as I look back over the years, it is

the answer to any auctioneer's problem when it comes to be an auctioneer in demand.

"Do unto others as you would have them do unto you," be a gentleman at all times, live your life as an example, and do not overlook this one outstanding fact that Mr. and Mrs. John Q. Public will not trust their property to be sold by anyone they do not feel is competent. You must keep your buying customers in the mood so that if and when there is another auction they will want to attend.

At no time, Mr. Auctioneer, should you get involved in any deal that will not build for you a busy future as an auctioneer. I have often made this remark and do not hesitate to put it in this column, many an auctioneer has been called a crooked auctioneer and referred to as such when the truth is that the auctioneer in question is not half as crooked as many of his employers who try to get him involved in a short cut to a dollar. Such performance has put many an auctioneer out of demand and made it hard for such folks to hold more than one or two auctions in their lifetime.

Yes, boys, after all the success much rests with Mr. and Mrs. John Q. Public on how you will stand up and be in full demand and this person in question is before you in every auction you conduct. Yet you can win, be yourself, and keep your house in order.

Wyoming Ram Sale Averages Higher

CASPER, Wyo.—Rams showed an increase of \$35 per head over last year at the 28th annual Wyoming Ram sale held here Sept. 19 and 20. The sale was sponsored by the Wyoming Woolgrowers association.

An average of \$103 was paid for 1,087 rams at the sale. The number of head of the various breeds and the average prices of each group were as follows:

601 Rambouillet, \$109; 34 Lincoln-Rambouillet crossbreds, \$129; 46 Warhills, \$94; 85 Columbias, \$116; 25 Panamas, \$95; 222 Suffolks, \$88; 42 Hampshires, \$57; 32 Suffolk-Hampshire crossbreds, \$87.

Report From The Upper Mid-West

Winona, Minnesota
Oct. 14, 1956

Col. Bernard Hart
Frankfort, Indiana

Dear Bernard:

We are in the full swing of the fall auction season. One can't help but wonder how sales are going in other parts of the country. Following is a summary of the farm auction sales as they are being sold here in Southern Minnesota and Western Wisconsin.

There are a few more sales this year than previously. We have had a farm auction every day since the first of September and will be selling every day till the middle of November.

The oats crop is good and selling for 70c to 80c per bushel. Hay is quite plentiful and is selling from 38c to 50c per bale or around \$18 per ton. The corn crop is very good and is bringing about \$65 per acre in the field. We will soon be selling it by the bushel. "Good" dairy cows are in demand and bringing from \$200 to \$250 with a few going higher, and lower grade cows bringing less. The high price of new machinery is helping us get a pretty fair price for used equipment.

Farm real estate selling has changed somewhat the past few years. The farms being sold are standing idle or are being taken over by a larger farm in the neighborhood.

I hope that auctioneers from all over the 48 States will write to "The Auctioneer" giving a report of the auction sales they are crying.

Very truly yours,
Alvin Kohner

Bargain

The farmer, having arrived home with a new horse he had purchased at the county fair, discovered the animal refused to eat or drink.

"Well," said his wife scathingly, "looks like you got yourself a real bargain—if he's a good worker."

Shorthorns Sell Good In Colorado Sale

DEERTRAIL, Colo. — Another successful Shuman Shorthorn Sale hit a climax here when Lane View Duplicator 3rd, a son of Marellbar Duplicator, sold on an \$800 bid to J. L. Murphy, Ulysses, Kan.

The roan bull is out of a Cruggleton Pretender dam and was calved in September of 1953.

A deep-bodied, thick bull, he has an outstanding show record, which includes being the first-place senior yearling bull at the 1955 Chicago International Livestock Exposition and first in class and reserve senior champion bull at the 1955 American Royal Livestock and Horse Show in Kansas City.

His impressive show record has continued under the Shuman banner in Colorado and Wyoming shows.

Josef Winkler & Son of Castle Rock placed a \$610 bid to take home Colomeadow Courageous, a September of 1955 son of the famous Shuman herd sire, Clear Creek Royal Leader, and out of a Marellbar Courageous dam.

This fine bull is a dark roan showing depth, thickness, excellent bone, and balance. He is in heavy pasture condition, carrying good flesh.

Willard Sherrod of Steamboat Springs paid \$525 for Colomeadow Mercury, a July of 1955 son of Clear Creek Royal Leader, and out of Edellyn Princess Royal 32nd.

Topping the female offering was Colomeadow Rose 5th, selling on a \$350 bid to Joe Turecek of Byers.

Breaking averages down, 16 steer calves totaled \$3,136 and averaged \$196; three bulls totaled \$1,935 and averaged \$645; 21 heifer calves totaled \$2,145 and averaged \$197; four bred heifers totaled \$877.50 and averaged \$220; nine cows totaled \$1,437.50 and averaged \$160; and five pairs totaled \$1,005 to average \$201.

This year's sale was attended by a capacity crowd with standing room only during the entire sale. Animals went to buyers in five states. They were presented in excellent condition, carrying flesh and showing the great care and showmanship that has characterized the Shuman sale and made it one of the country's outstanding Shorthorn events.

Ernie Sherlock was the auctioneer.

Good Reason

Missionary: "Why do you look at me so intently?"

Cannibal: "I am the food inspector."

Tasty

Professoor Nudwick peered at his biology class and said. "The time has come for us to dissect a frog. I have one here in my pocket for an experiment." He took a crumpled paper bag out of his pocket and extracted from it a very tired looking cheese sandwich. The professor trembled visibly, and ejaculated, "Goodness me, I distinctly remember eating my lunch."

OPPORTUNITIES FOR YOUNG AUCTIONEERS

Commercial and Furniture Auction houses in Kansas and Missouri for sale — priced from \$4,000.00 to \$75,000.00. Terms on most. All doing good business. Also have several livestock sale barns for sale. I have buyers wanting locations in Texas, Mississippi, Florida, and other southern states.

For full information write

COL. C. E. SANDEFFER

1212 West 8th St.

Topeka, Kansas

Auctioneers Can Be Of Service To Their Community

By COL. B. G. COATS

Most Auctioneers have their eye on the future and tend to discount the past as being water over the dam, and are in many instances notoriously careless with history. In the preparation of an auction sale of household goods and furnishings and especially wherein it is the liquidation of an old estate, the Auctioneer is most apt to consider old papers, etc., as junk, or as a barrier to the success of his sale. In cleaning out the files and attic many historical papers are tossed on the trash heap, even old pieces of furniture or a bundle of Great-grandmother's love letters. Pre-occupied with today and tomorrow they do not take the time to go over each and every item.

This is often unfortunate. As a matter of fact it is appalling at the casual manner in which many people destroy old records and documents. Too often the Auctioneer will be governed by the Seller informing him that there is nothing of any value in the attic or elsewhere in the house where papers are kept. If you will use caution and common sense in carrying out domestic house cleaning in preparation of the sale, quite often you will come across valuable historic documents and papers that the Seller knows nothing of or has forgotten that they were ever stored in the attic.

Recklessness in this respect, has in all probability deprived future generations of many records and valuable papers left by their ancestors. It is a well known fact that many people who buy job lots at auction sales find among them old albums, books, photographs, newspaper clippings, letters and other data, which, since they have no personal interest in them, they destroy.

I feel sure that every Seller would cooperate with the Auctioneer and that every Auctioneer will cooperate with the Seller in carefully going over each and every piece and while they have no

value to speak of to the individual, they can be of untold value to your county historical society. If you do not have a historical society in your county then turn them over to a competent historian or genealogist. My experience has been that Historians and County historical Societies are always hopeful and welcome the opportunity of acquiring such items. Once they reach their hands they can be properly cared for, studied and evaluated. Such can be very important to the community but of no value to anyone outside the community.

When you are getting your sales ready and in cleaning out attics, cellars and rarely-used closets, Auctioneers would do well to remember to take the time to carefully examine every paper. Should you discover historic objects always remember that they are irreplaceable and that you will be rendering a service to your community and county.

Auction Yards In Oregon Sold

REDMOND, Ore.—Frank Wink of The Dalles, Ore., owner of the Redmond Auction Yards, has sold the yards to Ben R. Smith, Redmond, manager, and four other men. Wink operated the yards for eight years.

The four men, all ranchers and cattlemen with no previous interest in auction yards, are Earl Forest, Joel Herrin, Bill Dietz and Lawrence Riggins, all of this area.

The new owners have incorporated. They took over operation of the business Monday morning, Sept. 24.

Wink will continue to operate the auction yard at Hermiston, Ore.

A pat on the back develops character — administered young enough, often enough and low enough.

Dairy Sale Sets High Average

BUFFALO, Wyo. — Sixty-three purebreds averaged \$503 and 14 grade animals \$320 at the Holstein dairy herd dispersal sale of Rhea Heuermann.

Heuermann's herd averaged 459 pounds of butterfat per cow in 1955 and is one of the finest in Wyoming.

Top family of four animals went to B. Benedict and Phil Miller of Salina, Kan., for \$3,925.

Benedict bid in the top bull, Meisegeier Fobes Scotty, at \$1,025. Miller bought two cows at \$1,000 each, Midlane Darky Fobes and Midlane Fobes Echo, and a second daughter, Clouds Peak Hannah Ann, at \$900.

Twenty-eight head went to Montana and four to South Dakota.

Wyoming purchasers included Henry Tiberend, Cody, 12 head, and the Wyom-

ing state hospital at Evanston, seven head. Fifteen head stayed in Johnson county.

With bidding brisk, a cow sold every four minutes. Jim Mader, Don Hoffman and Dick Mader were the auctioneers. The Maders are NAA members.

Swine Fieldman Killed In Crash

Alvin J. Franks, 56, fieldman for the Poland China World for the past 25 years, was killed Thursday morning, Sept. 20, at Conesville, Iowa, when he drove his car into the side of a train at a grade crossing. He was enroute to a swine sale and evidently did not see the train.

The Sunday rider realizes how citified the suburbs have become when he finds out how far out he has to drive to show the children a cow.

THINGS YOU SHOULD KNOW

"THE AUCTIONEER" is seldom or never thrown into the post-office wastebasket. It is rarely thrown away at home until every adult member of the family and the children have looked it over. The recipients almost always file their copies for future reference. It is often sent to friends and relatives.

Consequently the advertising placed in "THE AUCTIONEER" reaches more people and stays with them longer than other types of advertising. Advertising rates will be found on page 1 of this issue. Send your copy and check to the Editor, Col. Bernard Hart, 803 South Columbia Street, Frankfort, Indiana.

Clippings



By Col. E. T. Nelson,
Renville, Minnesota

A politician is a man who makes up his own bunk, and has to lie in it!

* * *

It is better to wait for the Green light than the ambulance.

* * *

Take the air out of most of our politicians and all you got left is a flat tire.

* * *

Race horses generally don't eat the day they race . . . and a lot of people don't eat the day after.

* * *

You are getting OLD Colonel when it takes you twice as long to rest up and half as long to get tired.

* * *

Kicking won't get you anywhere unless you are a Chorus Girl.

* * *

Never hurry, never worry;
Miss a train if miss you must;
For trains and trains and trains
Will be running when you're dust.

* * *

A laundry sign, "We do not tear your laundry with machinery. We do it carefully by hand."

* * *

If your wife wants to learn to drive, don't STAND in her way.

Life can't begin at 40 for the fellow who goes like 60 when he is 20.

* * *

He: "What would you say if I stole a kiss?"

She: "What would you say to a man who had a chance to steal an automobile, but only took the windshield wiper?"

* * *

It is easier to be a "Big Humbug" than to be a "Little Man" and sincere.

* * *

Take an interest in the future, that's where you are going to spend the rest of your life.

* * *

It's nice to be important, but I think it's more important to be nice.

* * *

The Auction business is like a wheel barrow . . . it stands still until someone pushes it.

* * *

A business that makes nothing but money is a POOR business.

* * *

You can't drive a nail with a sponge no matter how hard you soak it.

Auction Spectators Given Some Exercise

OKEECHOBLEE, Fla. — A 1,055-pound Brahma bull broke loose at the Okeechobee Livestock Market recently and made its way to the pens via the spectators' and buyers' seats.

The bull galloped through the auction area into the crowded seating sections. Buyers and spectators climbed poles, rails and even out on the roof as the bull came charging through. However, only minor injuries and slight damages resulted. The animal was cornered outside the market and led to the pens.

Dr. White: "You say you love the woman, you think she's willing, but you won't marry her?"

Dr. Black: "Too bad, but I can't afford it — she's my best client."

Any cat can be the "cat's whiskers," but it takes a tomcat to be a cat's paw.

Allow More Time For Business Meeting

A CONVENTION SUGGESTION

Through the pages of this publication we have requested YOUR suggestions as to what you want in a National Convention. Most of these requests have gone unanswered and it has been the responsibility of a few to outline a convention program. However, we received a letter recently which we hope will start a chain reaction among the membership.

The letter reads in part: "I am writing you a letter and offering a little constructive criticism. I enjoyed the Convention and the Program as much as anyone but I think we are making a very bad mistake by putting off the business of the Convention to the last day and hour. There are too many Auctioneers in our profession that know a business cannot be run that way, and I think if we shortened up our Convention we may have a better attendance.

"I think we should start our business session the very first part of the second day and allow enough time to really discuss the issues that should come before the Convention. After all, the Convention delegates are the ones to say what should be done rather than a few officers.

"I hope the officers and members will accept this criticism in the attitude in which I am offering it. It has been my experience that business must come before pleasure if we are to build and grow."

We are anxiously awaiting ideas from more members. Now is the time to voice your opinions, not after the program has been drafted.

Indiana Convention Set For January 7

Meeting at the Warren Hotel in Indianapolis, September 9, Officers and Directors of the Indiana Auctioneers Association definitely decided to hold their Annual Convention at that same location on January 7, 1957. A full daytime program is planned closing with a Banquet and entertainment at night. All auctioneers are invited and urged to attend.

Those present for the meeting included: Curran Miller, President; Lewis E. Smith, Secretary; Herman Strakis, Treasurer; and Directors, Don Smock, Roy Crume, Egbert Hood, Elbert Allyn, and George Skinner. Mrs. Laverna Smith, President of the Indiana Ladies Auxiliary also attended.

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!

Renewals Good But Lack New Members

We are coasting again. Renewal memberships have been very good the past month but in that time we have received **only four new members**. There can be but one and only one reason for this — you members are not selling your organization. You are letting “Bill” do it and Bill is on vacation.

In the September and October issues we were able to list many new members because you were asking others to become a part of the only organization interested in the welfare of the Auctioneer and his profession. For the good of YOUR organization we are requesting you to get new members. We are past the stage where we should depend upon about 25 members to carry the ball for us.

Below is a list of those to whom Membership Cards were issued during the period from September 17 through October 15. The asterisk denotes renewal.

- *Col. Thomas F. Wakefield, Indiana
- *Col. Dale E. Rawdin, Illinois
- *Col. George J. Wittstadt, Maryland
- *Col. Gordon Hannagan, Illinois
- *Col. Donald V. Cady, Kentucky
- *Col. Norman Finson, Ohio
- *Col. Shay Hinton, Kentucky
- *Col. Tom Sapp, Illinois
- *Col. Bernard Jellema, New York
- *Col. Dale H. Shelton, Jr., Wyoming
- *Col. P. J. Peterson, Minnesota
- *Col. Wayne Cook, Texas
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- *Col. Bob Byrne, Illinois
- *Col. Marley E. Neal, Indiana
- Col. M. M. Mobley, Illinois
- Col. Henry A. Fromm, Missouri
- *Col. Ernest T. Nelson, Minnesota
- *Col. George M. Kurtz, Kentucky
- *Col. Ralph A. Weschler, D. C.
- *Col. Donald W. Maloney, New York
- *Col. Roy A. Sanch, Michigan
- *Col. Frank K. Taylor, New York
- *Col. J. L. Todd, Georgia
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- *Col. H. J. Jennerjohn, Wisconsin
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- *Col. Ronald B. Chaffee, Pennsylvania
- *Col. Omer F. Bonney, Oregon
- *Col. Norman C. Prior, New York

Bert Powell Suffers Fatal Heart Attack

James B. (Bert) Powell, widely known Midwest livestock auctioneer, Topeka, Kas., died at his home on Aug. 30, following a heart attack. Mr. Powell was 59 years old at death. He was a native of Holdrege, Neb., and had raised purebred horses and hogs at McDonald, Kas., before going into the auction business. He also had been an instructor at the Reisch Auction School, Mason City, Ia. He joined the Capper publications in 1937 as a livestock field man before becoming livestock editor of the Missouri Ruralist.

Prices Higher In Montana Ram Sale

Miles City, Mont. — Price of top quality rams was up to \$10 higher than last year at the seventh annual Montana Ram Sale held here.

Six hundred twenty-four rams sold in the sale which grossed \$36,883 for an average up to \$59.11 compared to \$49.67 for 1955 and \$50.18 for 1954.

There were 551 head of whitefaced rams that accounted for most of the increased prices. They averaged \$61.41. The highest price of the sale was \$290 for a single registered Columbia yearling, consigned by the Rambouillet Company, Bozeman, Mont., the buyer was Andrew Broud, Glendive, Mont.

The number of head of the various breeds and the average price of each group were as follows:

153 Targhee, ..63.57; 203 Columbia, \$60.11; 195 Rambouillet, ..61.07; 23 Suffolk, ..40.13; 35 Hampshire, \$41.67; and 15 Suffolk-Hampshire, \$44.33.

Buyers were on hand from Wyoming, North and South Dakota, and Montana.

Book For Auctioneers Selling Antiques

By Col. B. G. Coats

"First Reader for Antique Collectors" by Carl W. Drepperd, is another signpost in this practical guide to all Auctioneers selling antiques and to all collectors.

With his usual light touch and clarity, the author, after a thorough inventory of antiques centers and antique shops and dealers throughout the country, tells exactly what you may expect to find in stock. So careful is he about this that he includes a list, apart from the general discussion of the book, in which he states percentages and locations of shops carrying each specified item.

No Auctioneer can remain immune to the authors' witty yet logical consideration of the whole fascinating business of selling and collecting antiques. There are anecdotes to summon the Auctioneer's chuckle and stimulate his pride, and there is a very lucid explanation of how and why fads change.

Full of explanations, every item in every shop worth a browsing is listed in order of usefulness and demand. And there is the usual abundance of illustrations accompanying the text. It is a book of synonyms and antonyms. All the words and phrases, plus thousands of new words are arranged alphabetically. You use it as you would a dictionary. Turn to the word or idea directly and find all its forms in one place. No cumbersome categories and antiquated indexes to impede you. Simplicity is the keynote, clarity and convenience the result.

My library has been developed over a period of fourteen years and is constantly being added to, but I know of no book that is of such tremendous value to Auctioneers selling antiques and I know of no other book of synonyms and antonyms that will give you the information you are looking for without thumbing through every page.

Dear Col. Hart:

I must say at this time that I certainly enjoyed the National Convention this year. It was my first year of attendance but I will say it shall not be my last. I really enjoyed the Auctioneer with report of the convention as much.

Since the convention I have been very busy and from all indications shall remain so during the coming winter months. I have over forty farm sales scheduled in the near future and booking more every day.

It has been my pleasure since the convention to sell the fat steers at the Wisconsin State Fair where they averaged 33 cents per pound. The Grand Champion was purchased by the Chalet on the Lake, a Milwaukee restaurant. I have also been engaged for the 12th consecutive year to assist and sell at the Junior Livestock Show in Madison, Wisconsin, later this month. This show attracts around 800 head of livestock.

I would like to congratulate you on the wonderful job you are doing with the Auctioneer. I'm sure a lot more of us could make your job much easier if we would. I shall try to take care of my end from now on.

Sincerely,
Joseph W. Donahoe
Darlington, Wis.

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

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

Gentlemen:

Enclosed find my check for the
Booster Page.

I wish there was some way we could
express our thanks for the wonderful
time we had at the National Conven-
tion in Kansas City. The Auctioneers
from the "Show Me" state certainly
showed all of us a wonderful time.

All Kansas auctioneers are indeed
proud of our new President, Col. E. T.
Sherlock, not only proud because Ernie
is from Kansas, but proud that through
this association we have been able to
meet men like him.

Yours truly,
J. B. Hickerson
Wichita, Kansas

New Realty Office Opened By Don Beal

In a descriptive and "selling" mailing
piece, Col. Donald F. Beal, Frederick-
town, Ohio, announced the opening of a
new Real Estate office. Known as the
Beal Realty Office, it was opened about
two months ago.

The mailing piece that announced the

opening sounded like a Central Ohio
Chamber of Commerce as it told of all
the many advantages and reasons why
it was a good place to live. Going on it
pointed out the desirability of investing
in land, either as a home or for future
income.

Col. Beal is a member of the NAA
and we wish him great success in his
Real Estate venture.

The Booster Page

By Col. Fred W. Smiley, Saginaw, Mich.

It would seem to me, with all the
favorable comments regarding "The
Auctioneer," that more of our members
would show their appreciation to the
editor by placing their names on the
Booster Page. In the September issue
we have 110 names and 30 states listed,
plus the Ladies Auxiliary. I would like
to see every member's name on these
pages with all 48 states represented. This
would be the nicest way to say, "Thanks
to you, Col. Hart, for the wonderful
job you are doing as editor of 'The Auc-
tioneer'."

The Farmer's Markets of Lancaster, Penna.

SUBMITTED BY COL. B. G. COATS

At about six o'clock any Tuesday, Friday or Saturday morning when no one else except policemen and street cleaners are out, housewives of the City of Lancaster, Penna., start their treks to the local Farmer's Markets.

The women, and men for that matter, have been coming to Lancaster's Farmer's Markets for over two centuries. When Andrew Hamilton and his wife, Anne, laid out the City of Lancaster in 1730, they provided several thousand square feet for market space. Today, three square blocks out of a total downtown business area of about 15 are taken up by the large markets.

In the course of 225 years, the Lancaster markets have become famous. Many cities have set up similar ones; and as far away as Philadelphia — 65 miles — these are called Lancaster County Farmer's Markets. For the most part, the stands are tended by the farmers, whose careful cultivation of fertile soil has made Lancaster County the "Garden Spot of the U.S." Many of the farmers are direct descendants of settlers who first cleared the rich agri-

cultural area in the 1700's. How appropriately they named their villages!: Vintage, Fertility, Bird-in-Hand, Mount Joy, Mount Hope, New Providence, Eden and Paradise. The Amish, Mennonites and Brethren, all of whom have their major life calling in farming, were prominent among the early settlers, and they are in the success of the markets today.

Father, mother and children frequently come to market to tend the stands after spending nearly the entire night making preparations. Father and son may sell the fruits, vegetables, meats, poultry or dairy products while mother and daughter offer the bread, pastry, Pennsylvania Dutch puddings, mixes and salads they made at home the night before.

Lancastrians so love their farmer's markets that they continue to flock to them even though everything else around them has changed. The dozen or so supermarkets which have been opened in Lancaster in the past generation "have not bothered us vun little bit," one farm woman reports. In fact, if indications at market-stand auctions are any criterion, business is booming. Each year an auc-

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tion is held to rent stands which have been for some reason given up. The usual annual rent when the lease is continued is \$150 for a single stand and \$300 for a double. If the lease is dropped, the stand is put on the block for whatever price it will bring. Recently, one well-located brought \$1,140, and another \$950.

Even when snow and ice cover the rolling countryside, the farmers continue to tend their stands on market days. Temporarily replacing the home-grown produce are fruits and vegetables they purchase cooperatively by the carload.

In this supermarket age of canned, boxed, cellophaned or frozen foods and the mobile market basket, these rustic Lancaster markets thrive with sales of good plain food. The answer as to how or why they do may well lie in the comment of one Pennsylvania Dutch farmer: "We're all only small business men here. What we get out of our market stands is just what we put into them. Isn't that what America is all about?"

Idaho Angus Sale Creates Optimism

BOISE, Idaho — Oct. 18 — The dispersion sale of the good registered Angus cattle of the Idaho Angus Ranch here created much optimism among the breeders present.

The top bull IAR Black Knight 95th sold for \$2,000, going to a partnership between Dale West of Merrill, Ore., and Var Mar Angus Ranch of Twin Falls, Idaho.

The second high selling bull brought \$900, going to C. W. Allen and Sons of Burley, Idaho. He was the five-year-old herd sire Eileenmere W. P.

The top cow sold for \$1,250, going to I'Del Farms of Twin Falls, Idaho. The second high selling cow brought \$1,100, also purchased by I'Del Farms.

The 14 bulls averaged \$443. The total 59 head averaged \$436, bringing a total of \$25,724. Si Williams, a member of the NAA, was the auctioneer.

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Shetlands Sell High In National Sale

Shetland Ponies sold for new record averages in their National Breed Promotion Sale at Springfield, Ill., September 14 and 15. One hundred thirty-one lots chalked up the resounding average of \$1611. Topping the sale was the sorrel yearling filly, Axfarm Golden Helen, consigned by Jay Axtell, Fort Worth, Tex. She was purchased by Jacqueline N. Armstrong, Clinton, Iowa, at a new record price, \$6,400.

NAA member, Col. Bill Porter of Alexis, Ill., and Col. John Miller of Ft. Smith, Ark., alternated on the auction block during the two days of selling. Below is a breakdown of the averages.

12 Weanling Fillies ...	\$ 14,005	\$1,167.08
45 Yearling Fillies ...	74,050	1,646.55
19 Two-year-old Fillies	37,190	1,957.36
12 Three-year-old		
Mares	20,395	1,744.58
33 Brood Mares	56,895	1,724.09
12 Studs, all ages	7,985	665.41
131 lots, (133 head)		
gross	\$211,060	\$1,611.00

Top: \$6,400; 108 head sell for more than \$1,000.

Top 10 average \$3,820; top 30 average \$2,702.50.

Quarter Horse Sale Topped At \$10,000

AMARILLO, Texas—Rickels Cody, 2-year-old son of Bill Cody, topped the Glen L. Casey Quarter Horse Sale here Sept. 17 at \$10,000, going to D. H. Wilson, Colorado Springs, Colo.

This good colt was out of Wilson's Polly Rickels, 18-year-old mare by Little Ben that sold through the sale for \$3,900 to Tommy Adamson, Brenham.

An average of \$1,111 was rung up on the 25 head marketed by Casey, bringing \$28,875. A consignment of six head from E. Paul Waggoner's Three D Stock Farm, Arlington, set an average of \$618.

Wilson also picked up the weanling stallion foal by Bill Cody for \$1,950. The second dam of this colt was Jole Blon, former grand champion at many leading shows. Cody Blon, the 4-year-old

dam of this colt, brought \$1,850 under the selling of Walter Britten, NAA member of College Station, and went to Watt Hardin, Brenham.

Top price paid in the Waggoner consignment was \$1,700 paid for the yearling daughter of Poco Bueno selling to Marion Flynt, Midland.

Murchison Angus Bring \$295,825

BURNETT, Texas—A total of \$295,825 was paid by Angus breeders of 14 states for the Murchison Ranch registered Aberdeen-Angus herd in a 3-day sale here. In spite of the prolonged southwestern drouth, Texas breeders bought a heavy majority of the cattle, including many of the tops.

Top price was \$9,200 on a female paid by Haystack Angus Ranch at Longmont, Colo. Dave Ramsey of Dallas paid \$7,500 for the top bull.

Auctioneers were Hamilton James, Ray Sims, and Hugh James. The former two are members of the NAA.

Dear Sir:

I am not a very good hand at writing letters or speech making but I did enjoy the two articles by R. C. Foland in the June and July issues of "The Auctioneer." I have been having some 'Bits of Thought' along these same lines. I helped "R. C." in one or two sales over in Indiana when I was young in the business.

When I first started one of the members of the Church I attended said to me, "Huffman, you are too nice a man to go into that kind of work." I told him 'that kind' of work needed some 'nice' men.

Remember the Sabbath Day, keep it Holy.

Sincerely yours,
L. W. Huffman
Fostoria, Ohio

25 YEARS AGO

The dispersion sale of Urban Acres Farm Duroc hogs held at Aledo, Ill., resulted in an average of \$30 on 30 boars. Sows and gilts averaged \$16.

Targhee Sheep Sale Indicates Interest

BILLINGS, Mont. — A total of 360 Targhee sheep brought \$13,800 at the fourth annual U. S. Targhee Sheep Association auction sale here Saturday, Oct. 6.

A strong demand for the Targhee sheep, according to Curtis Hughes of Stanford, association president, indicates a feeling of optimism in the sheep industry.

Wilson Ranch of Spearfish, S. D. paid the highest price for a single animal, \$200 for a ram sold by Warren Johnson of Spearfish.

A ewe sold by Hughes Livestock company of Stanford to Warren Johnson

Toby Cossen of Big Timber paid the a ewe.

Toby Cossen of Big Timber paid the top price of \$102.50 each for the top pen of five rams sold by Consignor Warren Johnson. Eleven stud rams at the sale sold for \$124.55 each.

An average price of \$71.25 was paid for 90 range lambs and 149 commercial Targhee ewes sold for an average price of \$19.70 per head.

Good Demand for Feeders in Georgia

Entries in two Georgia feeder calf sales during September saw a strong demand as approximately 1500 head sold in the Americus auction on Sept. 18 and at Rome on Sept. 21.

Some 650 head, mainly steers, sold in Americus at the Sumter County Livestock Ass'n. Yards. Price ranged from \$19.25 to \$26.00 on nine fancy calves; \$19.00 to \$22 on 99 Choice calves; \$17.50 to \$19.50 on 278 Goods; \$15.50 to \$16.50 on 194 Mediums; and 15 Commons sold from \$13.10 to \$13.50. Around 50 head sold that were not in the graded groups.

Close to 800 steers and heifers sold in Rome at the Coosa Valley Livestock Barn. About three-fourths of the entries were steers. 30 fancy steers sold from \$19.50 to \$20.50; Choice steers ranged from \$18.50 to \$19.90; Goods from \$15 to \$18.50, and Mediums from \$13 to \$15.75. Heifers ranged in price with Choice animals bringing from \$16.90 to \$18.90; Goods from \$14.80 to \$17, and Mediums from \$12.50 to \$14.75.

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FALL

"How did your brother die?"
"He fell through a scaffolding."
"What was he doing?"
"They were hanging him."

STRATEGY

Each day for a week the accountant had been arriving at the office looking more and more haggard. Finally, his boss asked him what was the trouble.

"Well," said the hollow-eyed man, "my mother-in-law gave Junior a drum for his birthday . . . and he's up every morning at five o'clock pounding on it. My wife won't let me take it away from him and I don't know what to do."

"Hmmm!" the boss mused. "That shouldn't be too difficult. Suppose you just buy junior a jackknife . . . and ask him if he knows what's inside the drum."

PUBLIC SERVANT

A group of senators were discussing the qualities of a certain statesman who wasn't too popular. One was heard to remark: "Yes, he's guaranteed to find a difficulty for every solution."

AT LARGE

"Daddy, what does it mean that Mr. Smith went to the convention as a delegate-at-large?"

"It means he didn't take Mrs. Smith."

ANSWER

A large company was re-classifying all jobs by sending out a questionnaire to employees. When the elevator operator received his, he had no trouble answering all the questions except one. This question read, "How much time do you spend at each of your various duties?"

After much pondering he answered, "Up, 50%. Down 50%."

UNLIKELY

Wife: "We have been married a year and have never quarreled. If a difference of opinion arises, and I am right, my husband gives in."

Friend: "But what if he is right?"

Wife: "That has not yet occurred."

DEFINITION

"What do you think of our little college town?" asked the student.

"It certainly is unique," answered the visitor.

"What do you mean, 'unique'?"

"It's from the Latin unus meaning one and equus meaning horse."

PROTECTION

As the boat was sinking the captain asked, "Does anyone here know how to pray?"

"I do," answered one man confidently.

"Then," said the captain, "you pray. The rest of us will put on the life belts. We're one short."

REASON

The average girl would rather have beauty than brains, because she knows that the average man can see better than he can think.

NO HAREM

The minister and his wife decided to attend the church of his old parish. The new minister greeted his predecessor heartily. "I'm very pleased to see you again," he said. "And is this your most charming wife?" The other minister fixed his host with an accusing stare. "This," he said reprovingly, "is my only wife."

PERMISSION

"You can't marry her without permission," said the girl's father to the young suitor.

"Why not?" asked the eager swain.

"Because she's a minor."

"You mean I've got to ask John L. Lewis?"

COMPROMISE

Wife: "I'll meet you halfway. I'll admit I'm wrong if you'll admit I'm right."

SIDESHOW

"My dad is an Eagle, a Moose, an Elk and a Lion," boasted one youngster.

"Yeah," gasped his wide-eyed companion. "How much does it cost to see him?"

EXPERIENCED

Walking along a street in a midwestern city, a man was attracted by frightened screams from a house. He ran in to investigate and found a frantic mother whose small boy had swallowed a quarter. Seizing the child by the heels, he held him up, gave him a few shakes, and the coin dropped to the floor. The grateful mother was lost in admiration.

"You certainly knew how to get it out of him; are you a doctor?"

"No, madam, I'm from the Internal Revenue Bureau."

WHOOPEE!

Boss: "It gives me great pleasure to give you this \$10 raise."

Employee: "Why not make it \$20 and really have fun?"

SOON?

The child prodigy finished her piano selection and her doting father foolishly asked a bored visitor, "And what do you think of her execution?"

"When is it going to be?" was the eager reply.

VESTED INTEREST

A large company instituted a profit-sharing plan for its employees. On the day after the plan was announced, one of the vice-presidents returned from lunch and was confronted by his usually timid secretary:

"Mr. Jones," she began, "now that I'm financially interested in the company, I'll have to ask you to take shorter lunch periods."

SURE IT DOES!

"I'll bet if I were married I'd be the boss and tell the wife where to head in."

"Sure! And I'll bet when you meet a train, you honk your horn and it gets right out of the way, doesn't it?"

MYSTERY

One thing man will never be able to understand about women is how they manage to just get into the garage on the last drop of gasoline.

Wit and Wisdom

"Hello, Pat! How are you getting on as salesman?"

"Fine! I got two orders in the very first office I went into."

"Is that so?"

"Yes; one was 'Get out!' and the other was 'Stay out!' "

* * *

Nature has written a letter of credit upon some men's faces which is honored almost wherever presented.—Thackeray.

* * *

Girl (to one-armed driver): "For goodness' sake, use two hands!"

Driver: "Can't. Gotta drive with one."

* * *

Doctor (after examination of stout lady and writing on prescription: "Shake head firmly from left to right.")

Stout Lady—"But when must I do that, Doctor?"

Doctor — "Just before every second helping, madam."

* * *

A lot of fellows who complain about their boss being dumb would be out of jobs if the boss were any smarter.

* * *

"Mamma, what becomes of a car when it gets too old to run?"

"Somebody sells it to your father!"

* * *

"And how was Sunday school today, dear?" Mother asked Tommy, aged six.

"Not so good," he replied. And then, looking very serious, added: "Daniel's in the lion's den again."

Twenty years ago lots of folks dreamed about earning the salary they can't get along on today.

Parking space is that area that disappears while you're making a U turn.

The number of diplomas a young man has in his pocket isn't half as important as the amount of determination he has in his head.

Education may be expensive but ignorance costs more. Better save today for your children's education.

Garnicks Purchase Nevada Auction Yard

FALLON, Nev.—Mr. and Mrs. William C. Garnick, Woodland, Calif., recently bought the local Mid-West Livestock Commission Co. from Rux Wayland of Newman, Calif. The Garnicks opened the auction yard in September.

Garnick has been associated with the Winters Livestock Commission Co. and the Hugh Ford Livestock Commission Co., both of La Junta, Colo.

A former representative for the American Hereford Journal, Garnick recently resigned as field editor of the Pacific Stockman.

No wonder the poor guy talks so much — his father was a livestock auctioneer and his mother was a woman.—Corn Belt Lamb Feeder.

A common mistake of youth is that it thinks intelligence is a substitute for experience. A common mistake of age is that it thinks experience is a substitute for intelligence.

An unexplainable habit of women is to see only the weak points of a strong man and only the strong points of a weak man.

In the old days when a youth started sowing wild oats his father usually started up the thrashing machine.

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all the day,
It tips the peak of life with light and
drives the clouds away;
The soul grows glad that hears it and
feels its courage strong;
A laugh is just like sunshine for cheer-
ing folks along!
A laugh is just like music: it lingers
in the heart,
And where its melody is heard, the ills
of life depart;
And happy thoughts come crowding it
joyful notes to greet,
A laugh is just like music for making
living sweet!”

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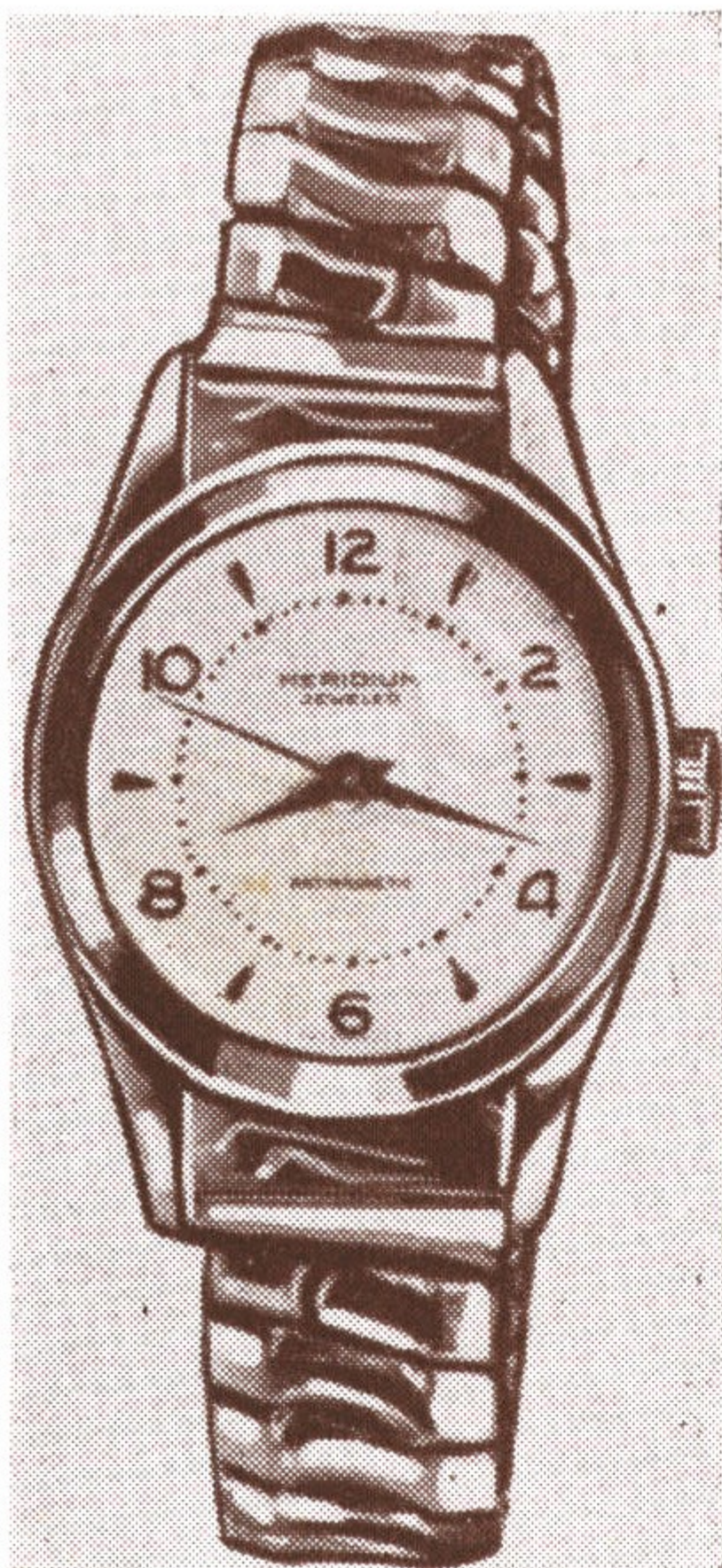
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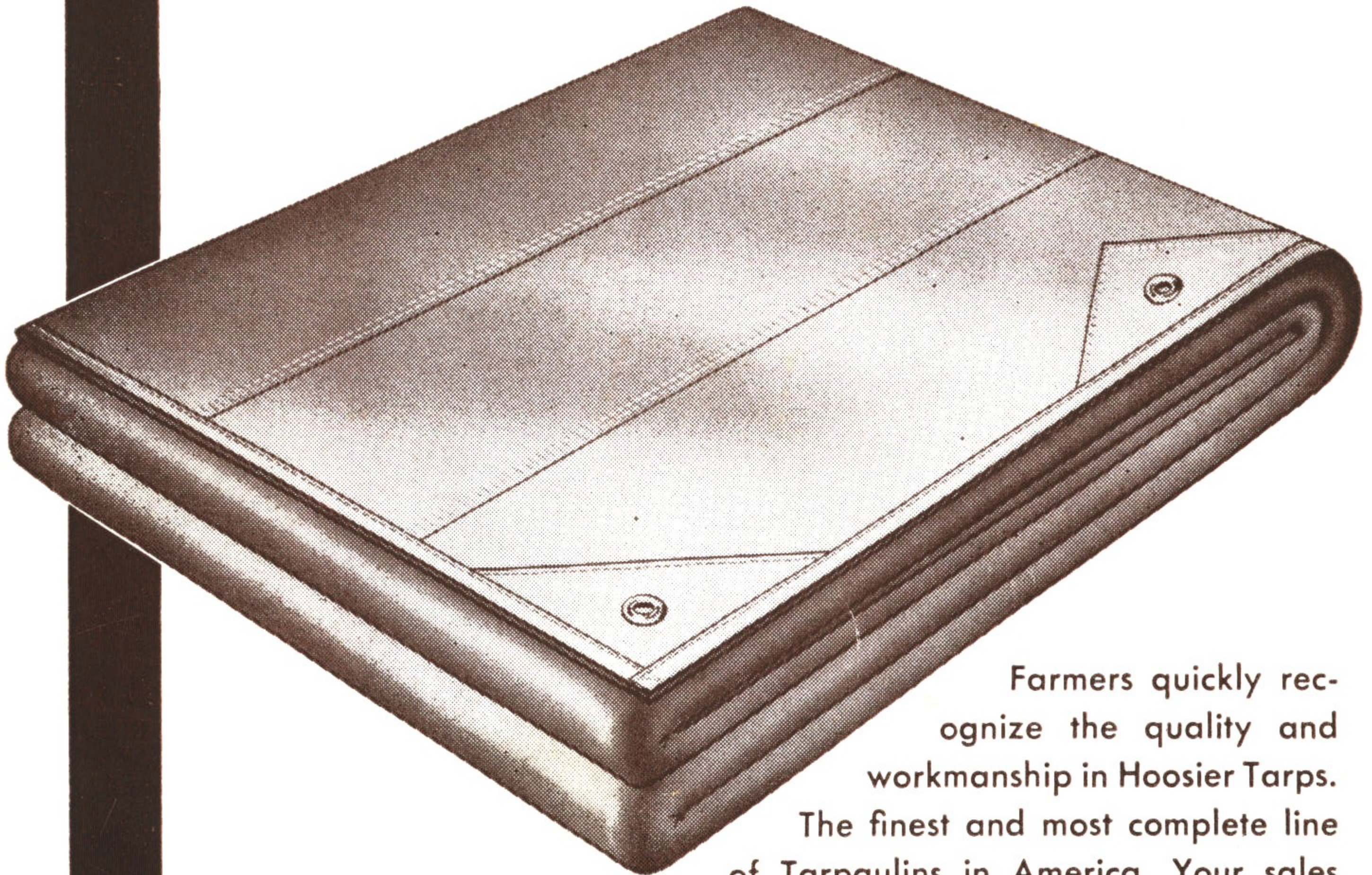
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