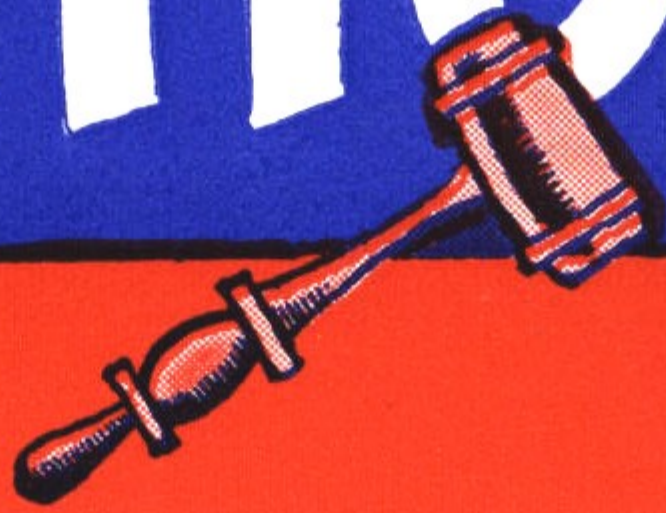


the AUCTIONEER



G WEST



JUNE
VOL. VIII

1957
NO. 6

Hotel Olds

Lansing

Host To Michigan



*Home of the Famous Fielder Room
Where Food or Beverage is
Served at its Best*



BRUCE ANDERSON, PRES.

THE AUCTIONEER
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803 S. Columbia St. Frankfort
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Michigan...

Bigger Than Texas

Fifth of a series of six articles by Col. Wm. O. Coats which will appear in "The Auctioneer" to better acquaint you with the wonders and achievements of the host state of the 1957 National Auctioneers Convention.

Scenic attractions and points of interest abound everywhere in Michigan—which of course is the major reason why Michigan is such a popular state for vacations.

Many of the places any visitor would want to see have already been mentioned in previous articles. Here are a few more:

Lumberman's Memorial on the Au Sable River in Iosco County . . . St. Gregory's Priory, at Three Rivers, the only Episcopal Benedictine monastery in the Western Hemisphere . . . the Irish Hills in Lenawee County . . . summer art colonies at Saugatuck and Leland . . . Holland, center of Dutch culture in the United States, with its famed tulip farms and its popular tulip-time festival every May . . . The House Of David at Benton Harbor . . . The architecturally modernistic St. Johns Episcopal Church at Midland.

The Capitol, state museum and other state buildings in Lansing . . . The color lighted Cascades at Jackson . . . Cranbrook Academy of Art at Bloomfield Hills . . . National Music Camp at Interlochen.

Beaver Island, in Lake Michigan, once the home of a Mormon colony which established the only absolute monarchy in the United States . . . The island cluster around the eastern end of the Upper Peninsula — including Les Che-neaux (The Snows), Drummond, Sugar, and Neebish islands.

Isle Royale, toward the far side of Lake Superior, Michigan's northernmost point, only island national park in the United States . . . 45 miles long and five miles wide, the 133760 acre island was entirely chartered by congress as a national park in 1931 . . . the rugged and primitive island, 48 miles from the Michigan mainland and 650 miles from

Detroit, is famed for its large herd of great antlered moose.

Tahquemenon Falls, near Newberry in the Upper Peninsula, largest waterfall east of the Mississippi except for Niagara.

The 47,000 acre Porcupine Mountains State Park in Ontonagon County, largest state recreational area in the nation . . . with the Lake of the Clouds nestled among the peaks overlooking Lake Superior.

The mile long St. Clair Metropolitan Beach on Lake St. Clair, longest supervised beach in the midwest.

Sleeping Bear Dunes, the world's largest shifting sand hills and beautiful Glen Lake in Leelanau County, a peninsula the Ottawa Indians named Land of Delight.

The broad sandy beaches along Lake Michigan from New Buffalo to Mackinaw City known as the "Riviera of the Midwest" . . . The resort area around South Haven, a Lake Michigan town of 5,629 residents in the winter and a population of 100,000 in the summer.

The magnitude and diversity of Michigan's industry offer limitless opportunities for pleasant and educationally profitable sightseeing excursions.

A visitor might wish to see—Furniture factories at Grand Rapids and the city's world famous Furniture Museum.

Huge chemical plants at Midland, St. Louis, Montague, Wyandotte, Ludington, Iron Mountain, Marquette.

Salt wells and mines at Detroit, St. Clair, Manistee, St. Louis and Midland.

The world's largest cereal food factories originated by W. K. Kellogg and C. W. Post at Battle Creek.

Automobile assembly plants in Detroit, Lansing, Flint, Dearborn and Kalama-zoo.

Shipbuilding works at Bay City and

River Rouge.

Grindstone City, Michigan's ghost town, where visitors still find an occasional sandstone to remind them of the once busy industry which gave the community its name.

Copper mines in Keweenaw and Houghton Counties.

The Detroit River and the St. Mary's ship canal and the locks at Sault Ste. Marie, ranking first and second, respectively, as the world's busiest waterways.

Whatever the traveler's preference—historical, scenic, industrial, cultural, recreational—there's plenty to see in Michigan.

We Want You

By Col. Garth Wilber,
Bronson, Mich.

As General Chairman of this year's National Convention, I would like to urge every Auctioneer, young or old, to try their best to attend this year's convention, in our Water Wonderland of Michigan. When our Chairmen for the committees were appointed they were asked to do their utmost to see to it that this year's convention would be one that would have something of interest to each and every person present.

Our very capable Program Chairman, Col. Wm. O. Coats, has seen to this in very good form. He has arranged for a speaker on Advertising, Banking (with regards to auctions), Real Estate, and everything else that was felt to be of interest to you, the ones we want to satisfy.

For entertainment, our Chairman is Col. Maurice Price, who has arranged for plenty of good entertainment of all sorts and is assuring all of us a swell time.

Col. Fred Smiley heads the Reception Committee and is all prepared to greet all incoming Auctioneers in a warm Michigan manner.

Col. C. B. Smith has already had the radios and newspapers buzzing with the fact that Michigan is hosting the National Convention of 1957.

Registrations will start on the evening of Wednesday, July 17th for those

who chose to arrive a little early. All in all, we feel that with the help of all the Michigan Auctioneers, we are fully prepared to give you as good a convention as you have had the pleasure to attend.

See you at Lansing, July 18th, 19th and 20th.

Question ? ? ? ? ?

One of the highlights of the approaching NAA convention will be a question box, which will receive your QUESTIONS and during the Convention will be opened and the Questions answered by experts from whatever field the QUESTION is on.

SO, if you have QUESTIONS . . .
BRING THEM TO THE
CONVENTION.

Auto Auction Luncheon

Continuing with a plan initiated at the 1955 National Convention at Indianapolis, owners of Auto Auctions in the host state will cooperate with the National Auctioneers Association in sponsoring a Special Luncheon. This year the Luncheon will be at noon, Saturday, July 20.

Michigan Auto Auction owners acting as hosts are Aptco Auto Auction, Melvindale; Flint Auto Auction, Flint; and Leitch Motor Sales, Owosso.

OBJECTION

A shepherd was herding his flock of sheep home one wintry day when he found his usual route blocked by a huge snowbank.

The only alternate route, he knew, was by way of a neighbor's pond, which, due to the cold weather, was frozen hard. The leader balked at walking over the slippery stuff, so the shepherd began pulling it onto the ice when the neighbor came rushing up.

"Here, you can't do that!" he yelled.

"Why not?" asked the shepherd.

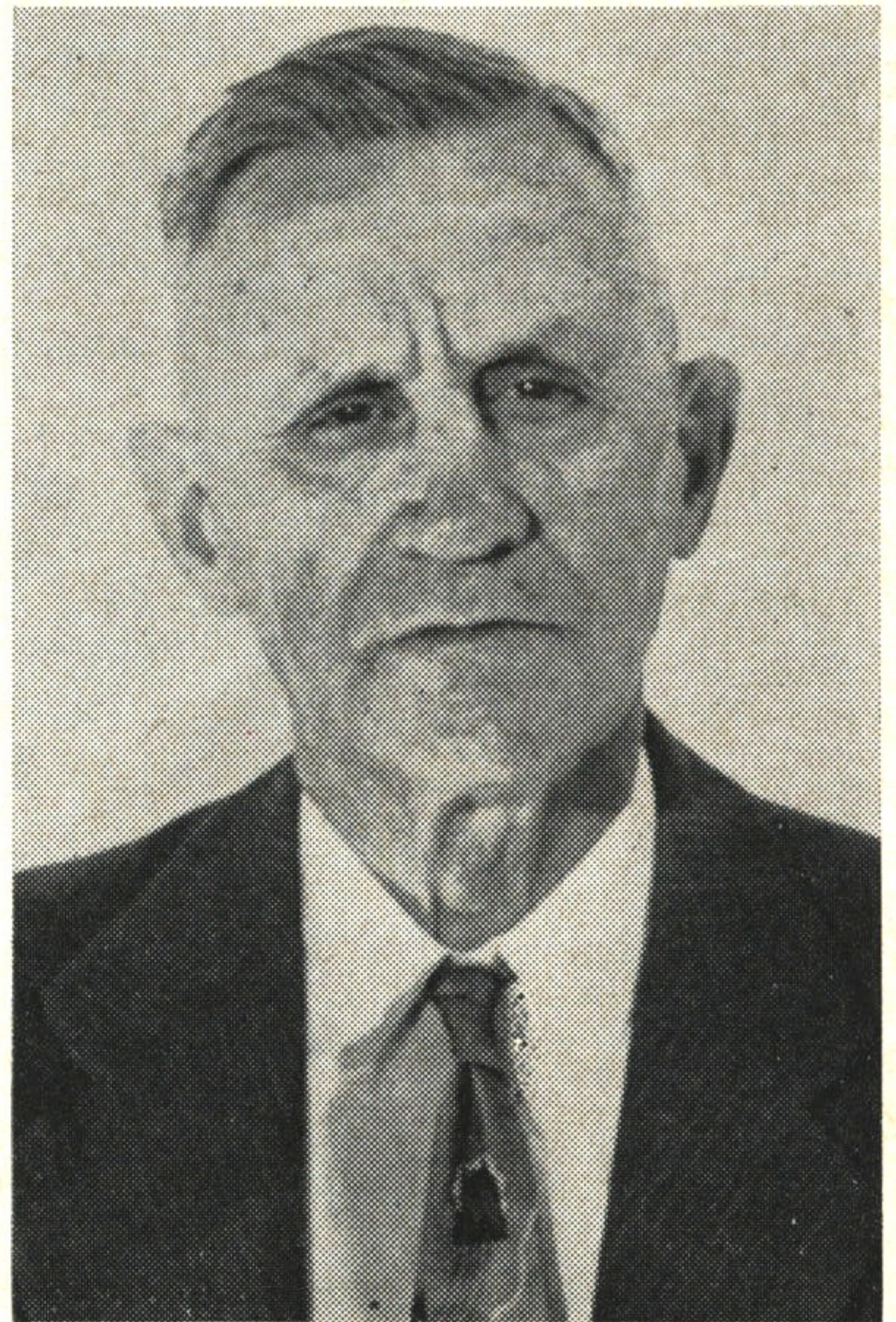
"Because," said the neighbor, "I don't like you pulling the wool over my ice."

Nebraska Convention One Of Inspiration And Achievement

By BERNARD HART

A State Convention better than any before and one that should well set the pace and the pattern for all other State Auctioneers Associations was the achievement of the Nebraska Auctioneers Association at their Ninth Annual Convention at North Platte, May 5. An attendance from every corner and every area of the state was recorded and this included a cross section of every part of the Auction profession. As expressed by NAA President, Ernie Sherlock, St. Francis, Kansas, it was not only a large crowd but a GOOD crowd. Many nationally known auctioneers were present (Nebraska has its share of these) as well as many of the younger men eager to carry home ideas imparted by others.

When the President, Col. James W. Martin, Chappel, called the meeting to order at 11:00 a. m., more than 100



Col. Rex Young



Col. James W. Martin

auctioneers and their wives had registered and they continued to arrive for the next couple of hours. He introduced Col. Rex Young, Plattsmouth, as Convention Chairman, who in turn introduced the Mayor of North Platte, Hon. J. L. Keenan. After a word of welcome from the Mayor, Col. C. O. (Ces) Emrich, Norfolk, gave the response. A report of the Secretary and Treasurer, Glen Helberg, North Platte, and an introduction of all present, preceded the Luncheon served in the Pawnee Hotel.

During the afternoon, addresses were made by Col. E. C. Weller, Atkinson; Col. Ronnie Woodward, Callaway; Col. Marvin Spitsnogle, Holdrege, Col. Frank Tharp, Grant; and Col. A. W. Thompson, Lincoln. These men proved most capable in covering the subjects assigned to them and we hope to reprint at least

IN UNITY THERE IS STRENGTH

a part of these addresses in "The Auctioneer".

Also on the afternoon program was a "Question Box Hour" which proved to be interesting and informative. All past-Presidents of the Nebraska group were introduced as well as the present Officers and Directors and the Officers of the Nebraska Ladies Auxiliary.

In the election of Officers for the coming year, Col. Rex Young, Plattsmouth, was named to the President's office; Col. Dick Kane, Wisner, Vice-President; and Col. Lowell McQuinn, Plattsmouth, Secretary-Treasurer. The following were elected to three-year terms on the Board of Directors: Col. Dale Hanna, York; Col. W. V. (Bus) Emrich, Norfolk; and Col. Marvin

Spitsnogle, Holdrege.

At 6:30, a banquet was held in the Gold Room of the Pawnee Hotel. After the introduction of guests which included several from out of state, namely, Col. and Mrs. Carson Hanson, Beloit, Kas.; Col. and Mrs. Paul Dillehay, Sterling, Colo.; Col. Damon Koch, Haxtun, Colo., and Col. Bernard Hart, Frankfort, Ind.

Banquet speaker was Everett Conover, Colorado Springs, Colo. His subject was "The Care and Feeding of Wives" and his address proved that through study, research and some experience, he was well qualified to speak on such a subject. His part on the program came as a climax to a most enjoyable and educational day for the nearly 200 who attended.

"Except For Me There Stand I"

From Nebraska State Convention Address By Col. E. C. Weller, Atkinson, Nebraska

We are living in a strange and yet unexplored new social and economic order with the philosophy the Government will take care of you is better than and supersedes the lesson all of you were taught as children on your mother's knee, that by the sweat of your brow you earn your daily bread. If you make your own opportunities, our founding forefathers in writing the Declaration of Independence and the Bill of Rights granted unequivocally, without bias or prejudice, the opportunity for each and every American, a chance, an opportunity, not a guarantee, not social security, but an opportunity to further his own future, his own career, and his own life.

How many times have you, how many times have I, envied someone else's success? How many times have you sat at the ring side with some of the boys from the big league, like the immortal Art Thompson, in command and said to yourself, "Gee, I'd like to be able to do that!" How many times have you seen a nice, new sleek Cadillac drive up in command and in charge of some of your acquaintances, and said, "I'd like to have a Cadillac just like that?" How many times have you, how many times have I, how many times have all

of us indulged in wishing? Wishing and dreaming are two of the pleasantest things of life, but wishing or dreaming without action are a waste of energy and a waste of time. Quit your wishing, go to work, do the best you can. Just remember this—the forest would be very quiet if all the birds were quiet except the best singers. Just do the best job of singing that you can do. Let me ask you, have you ever heard of any man who has striven all his life faithfully and singularly towards an objective, and in no manner attained it? As a man constantly aspires, is he not elevated? There is no genius in life, but one, the genius of energy and industry. Luck — Luck — they say, "He's lucky!" Here's my definition for luck. Luck is what happens when preparation meets opportunity. You prepare for your luck. It's all up to you — you — you. It matters not how you look on the outside, but it does matter a lot how you feel on the inside.

We are assembled here today as a mutual benefit society. Not only to discuss our problems, but to share with each other our experiences, our successes, and, frankly, our failures — to hold the ladder steady and make the

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climb less hazardous for those who are to succeed us is our obligation to the young members assembled here in convention this afternoon.

Of course, it goes without saying, that you must first learn to creep before you walk and that there are certain elementary steps, routine, we will say, that must be taken in any career — whether it be the career that we have chosen as salesmen or whether it be any other career. Primarily and first is preparation. Not only preparation that some of you have acquired at some of the nation's Auction Schools, or a good many of you through the assistance, the kindly assistance, of an already established auctioneer in your community. But it is the preparation that is demanded of you prior to each and every time you step before your public to make an auction. The success of last week's auction, although commendable, and advancing your reputation, is not the answer to today's auction. Today's auction is another story and the results of that auction must be as satisfactory, must be as gratifying, to your employer as the one you had last week. Constant preparation is the first step to success, in salesmanship, or in any other career. After preparation, comes opportunity. Now, it depends largely on you — whether you decide wisely how to make best use of the opportunity, or if you are influenced by what is popular or comes most expedient at that particular time. I could best illustrate this by telling you a story.

There were three inmates — and they had been inmates of this institution for a great many years. None of them violent, just a page missing here, a loose leaf here. They were trusted characters, they were trustees of the institution and in fair weather, summer seasons, spring seasons, were granted the freedom of outdoors. They assisted with the cultivation of the garden, helped with the lawn. On this particular beautiful June morning, they were enjoying the freedom of all outdoors. They got into a huddle. Remotely, in the recesses of their minds, they

fought for all-out freedom. Not unhappy at all, but in visiting, they said, "Surely all our freedom would be great." They conceived the idea to attempt to escape. Finally, they discussed the escape. They reasoned out that if all three of them walked out at once, they would immediately be detected, so they struck on this master plan. Every hour one of them would leave. At 2:00 o'clock, John took off. Nothing happened. At 3 o'clock, Jake took off. Nothing happened. At 4:00 o'clock, Paul took off. And nothing happened. Paul was walking down the highway about two miles from the institution, when from the opposite direction, he was approached by a brand new, slick, Cadillac de Ville, the latest of models. As it approached him the brakes were applied and stopped. The fellow at the wheel says, "Stranger, could I give you a lift?" Paul said, "You sure could because my old feet are pretty tired." He approached the car and here was John, his old inmate. He said, "John, how come, how do you rate this new Cadillac?" He said, "I'll tell you that all our freedom that we were talking about, I'll tell you, it's wonderful," he said, "it's grand," he said, "it's beyond conception." He said, "it's a regular Cinderella life on the outside. It's hard to believe. As you know, only two hours ago, when I left the institution, I was walking down this same highway, just like you were at this very moment." He said, "This same Cadillac approached me from the opposite direction and at the wheel," he said, "was the most gorgeous blond that you've ever seen in all your life." She stopped the car, she said, "Stranger, could I give you a lift?" I said, "you sure could." Somehow she got my confidence. I got into the car and we hadn't gone very far when I'd told her my life's story. She drove up to the side of the road, she stopped the automobile. She said, "Friend, you've had all of the sorrow, and all of the misfortune

that any one man should have in one lifetime." She stepped from the front seat to the back seat and started to disrobe. "Friend, you are entitled to all of the pleasures that all our freedom offers. Anything that I have, you may have. It's yours for the asking." Paul looked up at John and he said, "John, Hell," he said, "You ain't nuts, I don't think her clothes would have fit you anyhow." Now, do you always decide as wisely as old John? If not, you should.

My Own Beginning

In 1918, I knew a young man, I knew him well, real well. He was the son of a small town merchant in eastern Nebraska. He was consumed by overwhelming desire, prompted by having attended two or three auctions of a rookie farmer who then resided in York County, Art Thompson, by name. Oh, yes, there were plenty of them, even in those days, listed in Who's Who — Harvey Duncan, Nelson Kraschel, Hank Cruise, Arthur Thompson. All of them were batting 900, 950, right up against 1,000. This young man discussed his desires and his ambitions with an older brother who agreed to loan him \$300 with which he was to attend Auction School and buy some new clothes. He was short of clothes, too, at the time. He went to Auction School. He came back just the same as a good many of you young men have from Auction Schools. You come back to your home town. Oh, everybody likes you, they like your Dad, they've got the utmost admiration for you. You've heard they are going to have a sale, you solicit them, just tell 'em that you got back, maybe you even show 'em your diploma, and tell 'em that you just got back from auction college, you'd like to assist with the sale. And he'll say, "Yah, that'll be all right with me, I won't mind havin' you assist with the sale, but you go see "Bob," or you go see so and so, whoever the old timer is in the neighborhood, and if it's all right with him, it's allright with me." But in my case, it was never all right with the old boy. So I didn't get into the auction business very rapidly.

But in 1919, in October, there was

a telephone call. It came from Ord, Nebraska. It was a banker by the name of Studley, who in earlier years, had established a small bank in Staplehurst, my hometown. The conversation went something like this. He said, "Ernest, this is Russell Studley." "Oh, how are you?" "Fine." "Say," he said, "I heard you were an auctioneer." "Well," I said, "Russell, I have found out that is only one man's opinion — my own. Up to now, nobody has concurred with me in my opinion." Well, he said, "I think there is an opportunity for you out here at Ord, Nebraska. He went on to describe the situation which was an association where an assistant auctioneer had been employed by the local auctioneer and there had been some difficulties, some misunderstandings, and they had dissolved this association. So, I said, "How far is it to Ord?" He said, "Two hundred and 25 miles." I took a deep breath and I said, "My, that's a long ways." But nevertheless, with this new suit of clothes that my brother paid for, I invaded Ord. I'll never forget my meeting. It was arranged at the bank. The gentleman whom I was to work for, and subsequently did work for was a gentleman by the name of Ray Burkie, and he was the proverbial 5 x 5. Five foot tall, five foot around. The most natural salesmanship, the most natural public relations ambassador that I have met, a jovial expression on his face.

Describing myself — I weighed 152 pounds, was of light complexion and looked more as if I had graduated from barber college or as a funeral director's assistant than I did an auctioneer. He took one look at me and he said, "Kid, he said, "There's no use talkin' about this, we'll find out today whether you are an auctioneer or whether you aren't." He said, "I've got a sale — can you go?" Brother, I looked at them new clothes that I'd just invested 150 bucks in and then you think about goin' to a farm sale and it took a few moments before I gave him the answer. I said, "Yes, I'll go." We went out to the sale, both got out of the car, paused for a moment and Ray was swallowed up into the crowd, I was left alone.

Being the son of a merchant, I had no background agriculturally, I could not differentiate up to that time as to the use of farm implements. I had never milked a cow, haven't yet. I never mounted a horse, haven't yet. I approached a little group of men, as you have often seen, at the line of machinery. Here was a group of men and I noticed that they were down there shaking, and I figured out what they were doing, was to see how good the boxes were. This was a go-devil is what it was. I didn't know it at the time. So I stood around and pretty soon they engaged in conversation and one of them remarked something about his go-devil, see, and I said, "That's it, that's a go-devil for sure." I got that, you see. If I'd have gotten away, I'd have been all right, but I tarried just a moment. Two other boys walked up and commenced to talk about elis. Then I didn't know whether that thing was an eli or if it was a go-devil.

But fortunately, old Burkie was a grand fellow. In opening the auction he did not assign me the ding-bats, nor the odds and ends in the wagon. He sold them. He just introduced me and said that I would assist in the sale later on and if I got good reception that he planned to employ me. He sold the machinery and it came time to sell the horses. In those days they had horses on farm sales and this old boy had good horses. From the proverbial lumber wagon, he said, "Kid, get up and sell the horses." Well, I got up there. That was the afternoon that we first discovered deep freeze. I looked out across the crowd and I said, "Ladies and Gentlemen, here they are, a mare and a gelding." I started — no response — I looked out over the crowd and asked if anybody would give \$100, noticed an old boy noddin' and a guy with his left eye shut bid, guy back here still nodded, \$140. Another farmer said, "Ray, how much you got in them horses?" He said, \$140, would you give \$5, John?" He said, "Yah." Ray said "Sold!" I said "Sold?" We really had a delightful sale.

At the conclusion of the auction, on

the way home, nothing was said for the first mile. Finally, Ray said, "Kid I'm going to hire you." He looked at me and he set down the terms how he would do it. He then said to me, "I don't think you know a damn thing about livestock or farm machinery." Well, there was no basis for argument so I said, "No, sir." He said, "You got along fine with the crowd though, them Polocks liked you." He said, "You were only in trouble once all afternoon." I said, "No, no, no, I wasn't in trouble." He said, "You were on that first pair of horses." "Oh, no, I beg to differ with you there." I said, "That old boy that nodded," he said, "that is old Shaky Wells, he is afflicted with St. Vitus Dance." And he said, "The old boy that was bidding against him, with the closed eye," he said, "that eye has been gouged out, that's old Bill Heckerly, and he lost that eye in a neighborhood brawl."

Our Responsibility

If once, you have established yourself and have the luck of clientele, the reputation so to speak, then, definitely, there are certain obligations that you owe to yourself, to your clients, and to your public, and don't you ever forget it. An auctioneer, worthy of the name, should ever hold aloft the dignity and purpose of his profession. He should never lose sight of his personal and professional integrity. His responsibility and his sense of patriotism. The auctioneer realizes that his profession is most competitive and cooperative and that he shares with others a common responsibility for its honor — and that by being true to himself, he is true to all men. Just to commit the Golden Rule to memory is not enough, you must commit it to life. It is not enough to live and let live, you must live and help live. The habit of being uniformly considerate toward others will increase business and happiness to you. True gentleness is not incompatible with power or wealth. It is a mark of nobility of soul. Be ready at every opportunity to take advantage of trifling opportunities to save a generous word. Render wherever possible helpful service. Analyzing what you

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haven't got as well as what you have is a very necessary ingredient of a career. None of us can control the length of our lives, but every one of us can control its width and its depth. You cannot control the contour of your countenance, but you can control its expression. Neither can you control the other fellow's opportunities, but you can grasp your own. You can't control the weather, but definitely, you can control the moral atmosphere of what is around you. There, again, why worry about things you can't control? Get busy controlling things that depend on you. It is surprising to find what height may be attained merely by remaining on the level. Though all of us still have goals unrealized as yet, the centuries have demonstrated this. All things that are, are with more spirit chased than enjoyed. In light, as by day by day living, the chase is the thing.

Rewards lie in accepting the challenge. They lie as much, if not more, in the journey as in the arrival. Experience has taught this fact to older persons. Each young person will realize it in due time. Happiness, contentment, the satisfaction of living and working must be taken a little each day. They cannot be hoarded for the end of a lifetime.

Gracious God, and Good Shepherd, Thou who looks down from above and

rides herd over all us, Thy children, grant us all, each and every one of us, the courage, the strength, the wisdom and will to live and labor here on earth as true men among men. According to the rules of the Book of Life, by the sweat of our brow, let us earn our daily bread. Turn us away from the philosophy that the Government will take care of you and preserve for us the heritage handed down by our founding fathers that everybody is entitled to a chance, not to certainty, not to security. Keep open wide the door of Opportunity so that we may make full use of our initiative, skill, enterprise, serve others and enjoy a free life. We know, Dear God, that security in a gift package unearned can lead only to loss of opportunity and of liberty. Teach us anew to trust in Thee, Bless America, and keep her strong. Amen.

A business man told his new secretary, "I find I must take my wife to Palm Beach Tuesday, so I'll have to break my appointment with Allis-Chalmers in Milwaukee. Type out a note of apology, please."

Back came the secretary with a letter beginning, "Miss Alice Chalmers, Milwaukee, Wis. Dear Alice: My wife is making me take her to Florida Tuesday, so I'm afraid we'll have to postpone our date . . ."

HOW TO GET TO LANSING, MICHIGAN

From Chicago—Grand Trunk Railroad; Capital Airlines; Greyhound Bus.

From Detroit—Pere Marquette Railroad; Capital Airlines, North Central Airlines; Greyhound Bus.

From Milwaukee—Capital Airlines, North Central Airlines.

Any airline, railroad or bus will connect in Chicago or Detroit with one of the above listed transportation facilities. As both Chicago and Detroit are transportation hubs, train and plane service into either city is available on a number of different lines.

Join The Team

By COL. B. G. COATS

I wish that I could put into the hands of every member of the National Auctioneers Association, yes, and every Auctioneer in the United States, a copy of a cartoon that I clipped from a newspaper five years ago. I used to look at it every so often just to "jack myself up." It depicted an eight-oared shell with every man bending his oar in that tremendous co-ordination of effort so necessary in that strenuous sport. Did I say every man? All but one. The man in the bow sat with a silly grin on his face, his oar trailing and his hands in the water. It was good for a hearty laugh—and then for sobering reaction. His lack of effort put a drag on the entire crew.

I attend races whenever I can, it being my favorite sport and on many occasions I have seen members of the race collapse in a shell under the gruelling demands of a race. Such a collapse can cost a race, but for men of that kind I have the greatest respect. They had given everything they had in the attempt. But that cartoon crewman—he was just along for the ride, while others labored. That clipping became a symbol to me for it is so typical of life. You find such in all sports—you find them in the stands — you find them in every organization.

People like that are the ones that make the team and then fail to keep in condition. Result—everybody gets let down. They are the ones that sit in the stands, booing and criticizing, while others sweat it out on the field. Result—eventually the morale of the ones "in the thick of it" sags under the drag of it. They are the ones in every organization who are careful to receive all the rights and privileges, fellowship and pleasure of every convention while equally careful to avoid any contact with responsibilities. Result — the deeds of the "doers" are proportionately nullified by the "don'ters." If it were only themselves that were harmed one could shrug it off but the injury to the undeserving is something else again.

I think it can be said without fear of

contradiction that every athlete or would be athlete, every man with a real interest in any sport, wants to join the team. He would much prefer bruises on his body to splinters in his pants. When he does "get in" he is fired with enthusiasm. What has been here said about athletes I feel holds good in the non-athletic field. An auctioneer who considers himself a part of the team — in the National Auctioneers Association, for instance — would certainly rather be active than just an observer. In such there is no excuse save lack of interest for anyone to be left out. Even if you as a member do not possess talents in a certain line, you have them in others. A lack of athletic skill means that an enthusiast will needs give his support in some other way. There is always something.

Now what does all this have to do with Auctioneering and Auctioneers? I am very glad you have read this far so continue to the end. It means just this. If each of us do our part, if each of us pull our share of the oars in getting new members, then each of us will have joined the team. I know that the officers and directors and every member of the National Auctioneers Association that are interested in improving their profession and their Association are particularly interested just now in having you join the team. Your Association needs new members and every Auctioneer in the United States needs the Association. New members that is your primary job. You can boost your Association and you can sell it by just being a member of the team to all the auctioneers not yet a part of it.

Join the team and forever obliterate knocks, selfishness, morale destroying criticisms, the don't care and indifference and accent the positive. Join the team and make this the greatest year in the growth and expansion of our Association and show what a team spirit can bring to pass.

Now I haven't said much but I have

been on the train for two hours with nothing to do but think and these few lines are the result of that thinking. I hope they will impress and inspire you to join the team, for by so doing you are helping yourself as well as your profession, your Association, and you are doing your share in handling that oar.

Membership Reaches All-Time High

We have been promising you the greatest year in NAA history and we have already fulfilled that promise so far as number of Membership Cards issued is concerned. Even though this is the slow part of the year, hardly a day passes that we do not receive applications for new or renewal memberships. We feel greatly indebted to those who have assisted by encouraging membership and ask for their continued cooperation as we come into the home stretch these few weeks before our National Convention and the closing of our fiscal business year. If your membership expires in July, send your renewal early and include an application of some non-member in your area or your acquaintance.

Following are the names of those to whom Membership Cards were issued from April 16 through May 15. The asterisk indicates renewal.

- *Col. John F. French, New Hampshire
- Col. B. Schwadron, New York
- *Col. Chris B. Dawson, Ohio
- *Col. L. M. Boatright, Indiana
- Col. Harvey Stace, New York
- *Col. Emory Parks, Indiana
- Col. Jesse A. McIntire, Iowa
- *Col. B. E. Albertson, North Carolina
- Col. Harvey W. Schwartz, Wisconsin
- Col. Bunnie Tyrrell, Kansas
- Col. L. C. Christensem, Wisconsin
- *Col. J. W. Franks, Illinois
- Col. J. V. Cottengin, New Mexico
- *Col. H. E. Gerberick, Pennsylvania
- *Col. Seymour B. Barris, New Jersey
- *Col. Ralph H. Shively, Indiana
- Col. Glenn T. Powers, Sr., Iowa
- Col. Del A. Granthum, North Dakota
- *Col. Gilvie Lamb, Indiana
- Col. Wm. Fred Lacy, Indiana
- *Col. H. L. Frye, Pennsylvania

- *Col. Harry H. Hawk, Ohio
- Col. Sol Silver, New Jersey
- *Col. Ronald Lyon, New Hampshire
- *Col. Carl E. Matthews, Pennsylvania
- *Col. O. G. Rawls, Tennessee
- *Col. Joseph W. Donahoe, Wisconsin
- Col. Warren Hayes, Tennessee
- *Col. Bill Sweeney, Illinois
- *Col. John Reimold, Pennsylvania
- *Col. Charles H. Tames, Jr., Maryland
- *Col. Ray J. Hohmann, Iowa
- *Col. Eldo Enszt, Kansas
- *Col. M. M. Gordon, Illinois

Indiana Picnic

Sunday, June 23, will be the day that auctioneers and their families from all parts of Indiana will gather at Shady-side Park in Anderson for the Annual Summer Picnic, sponsored by the Indiana Auctioneers Association. A full day of fun and entertainment has been planned by the Picnic Committee, commencing with a basket dinner at noon.

Col. Egg Hood, Anderson, is Chairman of the Committee. Other members are Col. "Miz" Lehman, Berne; Col. Hugh Miller, Evansville; Col. Franklin Wakefield, Lebanon; Col. Ralph Rinehart, Flora; and Col. Bob Stout, Indianapolis.

The event will be held rain or shine as Col. Hood has made arrangements for use of the Shelter House at the Park in event of rain. Shadyside Park is located in north Anderson on City Route No. 9. All auctioneers and their families are urged to attend and enjoy a day of fellowship.

CAUTIOUS

A ball game was being umpired by a runt of a fellow. An enormous player was at bat and an equally large catcher stood behind him. The count was one and one. The little umpire watching the pitch sizzle across the corner yelled, "Two."

"Two what?" snarled the catcher.

"Yeah, two what?" growled the batter, raising his bat.

The umpire looked from one brute to the other and said, "Too close to tell."

THE LADIES AUXILIARY

Convention Time

By Betty Steiner, President
Ladies Auxiliary to the NAA

Another year has passed and once again it is Convention Time. I know for those of you who have attended our Conventions in the preceding years are looking forward to meeting in Lansing as much as I am. We are all very busy but won't it be fun to leave all care behind for three wonderful days in Michigan and once again renew friendships.

I would like to mention here that Mrs. Betty Coats has really been my girl Friday. Her informative letters have given me a wonderful feeling that the ladies of Michigan are working very hard to make this Convention as successful and as friendly as all our other Conventions have been. All our activities are planned so as not to interfere with the men.

Thursday morning is registration and the Michigan Ladies Auxiliary will be serving coffee and rolls to both ladies and men at this time. Thursday evening at 5:00 p.m. a meeting of our Executive Board is necessary before our meeting on Friday. Please girls, all be present.

Friday, the most important day for the Ladies Auxiliary with Luncheon at 12 o'clock followed by our business meeting. The meeting closes with installation of the new Officers and Directors by Col. E. T. Sherlock, NAA President.

Saturday is free to do as you wish. Only the new Officers and Directors will have a business meeting at 10:00 a.m.

The Officers and Directors of 1957 are counting on you. See you in Lansing.

The housewife was interviewing a prospective cook. They discussed hours, days off, and then the lady asked, "And how much wages do you expect?" "That will depend, mum," replied the cook. "Do you peel or unfreeze?"

Convention Welcome

By June Wilber, President,
Michigan Auctioneers Auxiliary

We, the members of the Michigan Auctioneers Auxiliary, wish to extend to every lady a special invitation to attend the National Convention here in the great state of Michigan, in July. Arrangements have been made with the hotel to provide reliable baby sitters for those of you who bring the children. You can enjoy the meetings knowing the children are well cared for.

On Thursday afternoon (July 18) of the convention the Michigan Auxiliary is giving a tea in honor of our National Auxiliary officers. We hope to meet all of you then and start the Convention with everyone getting acquainted or re-acquainted as the case may be.

The program that our Michigan Auctioneers have set up will, we are sure, prove just as interesting to the ladies as to the men. You had best start packing early so you won't forget anything and spend a fine, happy, carefree vacation with us in this great vacation land, Michigan. We promise you — you won't be sorry.

Successful Year For Nebraska Auxiliary

By Mrs. Rex Anderson, Past-President

Has your state held its annual auctioneers convention yet? The Nebraska Auctioneers and their wives met Sunday, May 5. This was the 9th annual convention for the auctioneers.

The auxiliary, however, was not organized until 1955. Already one can see it taking firm roots. Sometimes when an organization is first formed, there is a little wonder as to its purpose and what it will accomplish. But, in the case of our auxiliary, we are going forward and making a firm foundation.

The past year as President of the

Auxiliary has been a very fulfilling one to me. We have a fine group of ladies to work with. It is my desire that we keep going forward that the men can say with pride that the ladies did help in small ways towards making the auction profession even finer than it now is.

To the new president of the Auxiliary, Mrs. C. O. Emrich of Norfolk, Nebr., I offer my congratulations. She is a fine and able person. We can be proud that she is our president. May God see the way to make this a most successful and pleasurable year for her.

A four-year-old had suffered a terrible sunburn, and it was beginning to peel. One day his mother heard him muttering to himself:

"Only four years old and wearing out already."

Trademark

Though a realtor sells real estate, not every person who sells real estate is a realtor. In other words, the word "realtor" is significant—as repeatedly upheld by the courts.

The word "realtor" is a registered trademark held by the National Association of Real Estate Boards for its members. Those who are realtors must maintain a fixed standard of conduct and ethics in the services they render, set up and supervised by the NAREB.

But the Association makes it clear that this doesn't mean that every real-estate broker who isn't a realtor is unethical. The NAREB is constantly soliciting memberships from numerous real-estate brokers not yet in the fold.

NEW REPRESENTATIVE

The McGuire Auction Co. of Holstein, Iowa, is happy to announce that a new representative of their firm arrived at room 251, St. Joseph hospital, Denver, Colo., about 10 a.m., April 21 (Easter Sunday).

The young gentleman, Hugh Matthew Venrick will soon represent the firm in the Mountain States area. He weighed 8½ pounds at arrival Sunday, has blue eyes and clear voice.

After April 27th he can be reached at 1845 South Lowell Boulevard, Denver, phone West 4-0438.

It is expected he will soon affiliate with the young Democrats of the Denver area. He is definitely wet at present and advocates rain increase for the mountain states and great plains area.

Young Venrick has already shown interest in athletics by his movements and sound activity. His father, Thomas Venrick, engineer for Mountain States Telephone Co., in Denver, is an ardent baseball and boxing fan. His mother, the former Mary McGuire of Holstein,

was a member of the Holstein Reserve Champion Iowa State basketball team of 1944. Young Venrick may soon advocate shuffle helicopter service to golf courses, recreation grounds, race tracks and baseball diamonds in the Denver area.

Venrick is a cousin of Mary, Kathleen, Colleen, Michael, P. J., and Daniel J. McGuire of Cushing, Iowa, and Molly Ruth and Peggy Ann McGuire of Holstein, Iowa.

Collect calls for dates and engagements will be received at West 4-0438, Denver, after May 1st, 1975, but may be received sometime sooner by his older brothers, Jim, John or Steven Venrick, also of 1845 South Lowell Blvd., Denver.

Mrs. Hugh E. McGuire of Holstein and her daughter, Celia Forristal of Galva left Monday, April 22 for Denver to check details of this new representative.

Further information for this new member of our firm can be obtained by calling,

49 or 491, Holstein, Iowa

Auctioneerily yours,
McGUIRE AUCTION CO.
In Holstein, Iowa Since 1888

Time Is Flying

By COL. WM. O. COATS

Have you counted the weeks to convention time? Not many left for you to get your business in order, plans laid, bags packed and hotel reservations made.

Your reservations, well in advance, help us and help you. Don't be one of the unfortunates who have to commute from another hotel.

It looks like a record attendance year for the N.A.A. Convention. Be there and be a part of the greatest year in our history.

We have a terrific ALL NEW program for you this year. A new slant on the profession that will give each and everyone of you more information on all phases of auctions than you could hope to receive from 20 years of actual experience.

Top men from the fields of Advertising, Merchandising, Finance, Real Estate, Appraising, Livestock, Antiques, Medicine, Legislature, and sprinkled with Humorists & Celebrities.

This year we give to you the ultimate in entertainment, education and fellowship.

Hotel facilities are exceptional, wonderful food, lovely rooms, efficient

service, adequate CLOSE IN parking, baby sitters and all the warm friendliness of home.

Directly facing the Olds Hotel is the Capitol Building, centered in a superb shopping district.

The city of Lansing, which is large enough to provide any and all diversions desired and small enough to drive or stroll in without losing yourself, awaits you on July 18, 19 and 20th.

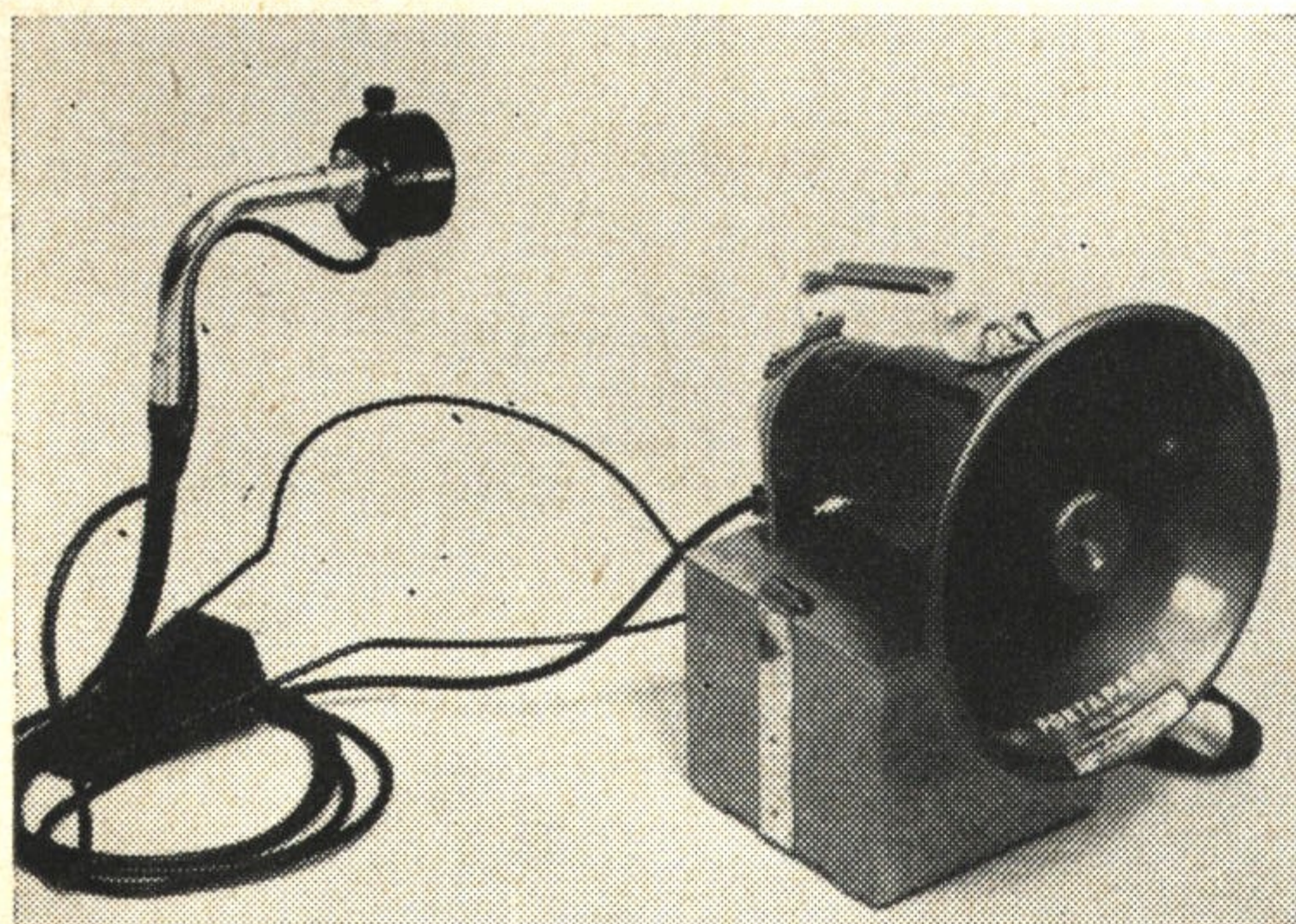
SEE YOU THERE!

Shorthorn Secretary Resigns Position

CHICAGO—Directors of the American Breeders' Assn., meeting here last month, made a drastic shake-up in the association staff. Two fieldmen were dropped as an economy move. Allen C. Atlason, secretary for the past five years, is leaving his post June 1 or as soon thereafter as a successor can be put on the job.

Dropped were Ralph Heinemann, Waukon, Wash., who has been western field representative the last few years; and Clem Larson, long-time fieldman for the north central area.

Announcement of a successor to Atlason is expected shortly.



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I Sold This One Free

By COL. POP HESS



Although it is only the middle of May the weather here in Ohio has June feeling, the countryside is beautiful and this old world is coming through as usual with all its glory. Along with progress farmers are busy, young people are graduating — many getting married, which is not unusual as it always happens through late May and June. Sadnesses also is in the picture, particularly in regard to the many serious auto accidents. Yes, we live in a very busy world.

Public Sales are still numerous here in Ohio and prices are good. Farmers as a whole more optimistic, particularly livestock men. Auctioneers are still booking sales and 1957 has been good to most of them. Even yours truly broke down the bars of retirement and sold a little sale for my father-in-law's estate, selling household goods and a little farm. Got the job done, too, with \$1,000 more than they expected.

Since I was a son-in-law of the deceased and a brother-in-law of the heirs, they hired me with the understanding that I would get nothing if I was successful and ????? if I failed. I preferred the nothing and after nearly 10 years in retirement I figured that would be more than I was worth. But the old spirit came back strong and I have been asked by some folks to conduct their coming sales. However, there is nothing to keep me from going back into seclusion.

This was not the first sale I have sold in my time for nothing and I will feature this one special sale in a true story from my 50 year book of sales as it has its good points as well as its disadvantages. Before getting into the 'Story of the Month' I want to add that I am still

receiving cards and letters from auctioneers throughout the land to keep this little event going and there is plenty in store so here we go.

In my early years when farm sales were the big items in my auction sale work I was located in a section where there were many other auctioneers of long standing and in certain sections of my easy driving (horse and buggy) days I seldom got any sales. However, my location was not far from four large cities where many folks were employed in factories. They would often get the farming fever and when they got a few hundred dollars ahead they would quit their jobs and rent a farm. Dairying was the best money return for farmers in this area as the cities furnished a good market for their milk. Then as now, farming was not as rosy and easy as it had looked on paper. Farms in that section were low in fertility and caused the dairyman to buy a lot of his feed. Good help was not plentiful, the weather not always favorable and money was not plentiful.

A young man and his wife with their small son was one of those who came from the city and rented a farm. He had sufficient capital to rent 150 acres at \$4 per acre, also sufficient money to buy horses, feed, farm tools and seed. But a man without a dairy herd in that section was hard hit from lack of a regular cash income. There was a man in that area whom I shall designate by calling him "Nute", in fact everyone that knew him referred to him as "Old Nute." His business was selling such farmers a dairy herd of 20 to 30 cows. He would finance the deal himself and for security he would hold a mortgage on the cows as well as

everything else. He would receive half the proceeds of the milk check until the mortgage was paid off, said mortgage drawing six to eight per cent interest. The selling price on the cows was high, the quality low. Old Nute's operations in selling dairy herds to poor farmers had made business good for all auctioneers in that section as more than half the deals wound up by them selling out to get him out of their hair.

In this case, while the first year was not good, the young man made it fairly well but in the next year his little boy was ill with fever and died, later the mother took sick with the same thing and only survived by a narrow margin. This made a big dent in the young farmer's pocket book along with a bad season and poor crop prospect. Late in August, Old Nute came around very unhappy. Due to the fever the milk was not accepted in the city and the milk checks had quit coming.

Not getting paid, Nute forced his chattel mortgage to a sale.

They both came to see me and we made the arrangements to sell all the cattle and other livestock and farming equipment as Nute had it all tied down. Nute was to receive all the money until he was paid in full but if the sale proceeds came short he was to call it square. As near as I could figure it would take it all and then some to pay off Nute, unless luck was with us all the way. The owner of the farm advised me that the tenant had done some repairing on the farm and had paid half the rent and due to his many misfortunes he would not ask for any more.

The sale was held late in August and when I arrived the first man I saw was Old Nute. He started off by asking me to make my fee low as I was to get my money regardless of how Nute came out. At that time the standard fee was 1% with a minimum of \$10.00. However, Nute never asked me what I was going to charge and how he let that pass I'll never know. He was hot and strong in his persuasion for a low fee but I never cared much for his way of doing business and I brushed him off the best I could, knowing he was my 'lion' to keep

under control until the sale was over.

Old Nute did not let anyone pass him or see him during the auction that he did not advise that he held the mortgage but was being kind to the farmer and his sick wife and that he was letting them sell the property. Yet he bid as low on the best cows as he could and was succeeding in buying them until some of the neighbors rallied and bid against him and it helped save the day as the proceeds were enough to pay off the mortgage.

This was back in the early nineties and prices were different than now. The sale totalled \$2847.38 with the auctioneer's commissing being \$27.47. The clerk was one who clerked about all the farm sales in that vicinity and I knew him well. Often, when he was clerk, I would leave him to settle up the sale and bring me my fee. On this sale I changed my procedure and went to the house where the clerk was taking in final settlements. As I headed toward the house, Old Nute was on my back praying for me not to rob this poor fellow on fees. The nearer I got to the clerk's desk, the louder and hotter he got. This clerk kept his total close at all times and by the time I got to him he told me \$2847.38. I said, "OK, George, give me \$30.00 cash, now." George looked at me a little bewildered and said, "You raised the price." I said, "Yep," and he wrote out a receipt. At this Old Nute gave a big roar and yelled for someone to stop me from robbing him. Just where he went I never knew and little did I care.

In the adjoining room was the young farmer's wife, still very ill, but sitting up in bed and with a number of the neighbor women in to get an ear full and lend their sympathy. I rolled the thirty dollars into a tight ball in my right hand and shook hands with the sick woman and wished her well and said here is a little token for you and your husband. She was too weak to stop me and in no time I was in my buggy and heading for home.

Yes, I got \$30 and gave it to the folks who I sold out, knowing that would be about all they would have to show for near two years on a farm, trying to be

farmers and meet the trials of health, weather and Old Nute. This was nothing more than any good auctioneer would have wanted to have done had they been on the grounds at the sale and knew what I knew. Each of those neighbor women told many others what Auctioneer Hess had done for those poor folks and for many years that section was an open field for me in conducting sales.

Many years later I arrived home one day and found a man and woman waiting for me. I did not know them until they told me they were the couple for whom I had sold and had given them \$30.00. The man had gone back to the factory and his wife had regained her health. They had again saved some money and had come to give me back the \$30. I rebelled, kidded them out of the notion and we had a good visit. That Christmas, Santa Claus came and left under our tree one of the best auctioneer's overcoats, the kind I had always hankered for and never thought I could afford. It was from the farmer I sold for nothing. Did I or did I not?

Museum Acquires 65 Ancient Vases

NEW YORK, N.Y.—Sixty-five ancient Greek vases have been put on special exhibition at the Metropolitan Museum of Art. They are the fruits of a recent purchase after years of negotiation.

At a stroke the Metropolitan has significantly altered the importance of its Greek holdings. The sixty-five vases, hand-picked to suit the museum's needs, came from the collection of Greek painted pottery formed by the late William Randolph Hearst.

Mr. Hearst had a special feeling, apparently, for Greek ceramics. He began to collect them at the turn of the century, and at his death in 1951 had accumulated 400 examples.

It was the largest private collection of the kind to be made in this century. In the Hearst castle at San Simeon in California, the vases and other vessels stood in ranks on towering book-cases in a library 100 feet long.

James J. Rorine, director of the Metropolitan, said its purchase was made

"on generous terms" from the Hearst Foundation.

With the purchase, a "coming of age in this branch of Greek art" was credited to the museum by Christine Alexander, curator of Greek and Roman Art.

The museum's new status has brought new aspects of the ancient world for the public to explore. The formerly out-of-reach painted pieces of San Simeon have been brought to comfortable eye-level at the museum by Dietrich von Bothmer, who arranged the show.

In date from about 560 B.C. to 330 B.C., the vases show the two principal techniques of the ancient painters — the earlier figures drawn in black on the reddish clay ground, and the later figures in red on a black ground.

Almost all the vases in the collection were recovered in Italy, to which they had been exported in ancient times. At one time Greek vases found in Italy were thought to be Etruscan.

Great artists are represented in the museum collection. Their work was as prized in their day as now. Mr. von Bothmer said that many a collector's piece of today enjoyed a similar status in the long past, as attested by ancient rivets and other repairs.

Auction At The Hillside Farm

By RACHEL MACK

One by one, they slip away
To scatter on the winds of chance —
Table and chest and painted tray,
The soup tureen, the stand for
plants —
Nucleus, gene and chromosome
That once combined to make a
home,
Separate now and never to be
Again a single entity.

The sun slants low across the earth;
It's almost over; people start
Leaving, each with his purchased
part,
But the sweating auctioneer's shout
From the high front porch cannot
drown out
The sigh of death, the cry of birth.

Beaver Hat? Rusty Plough? Van Pelt Will Sell It

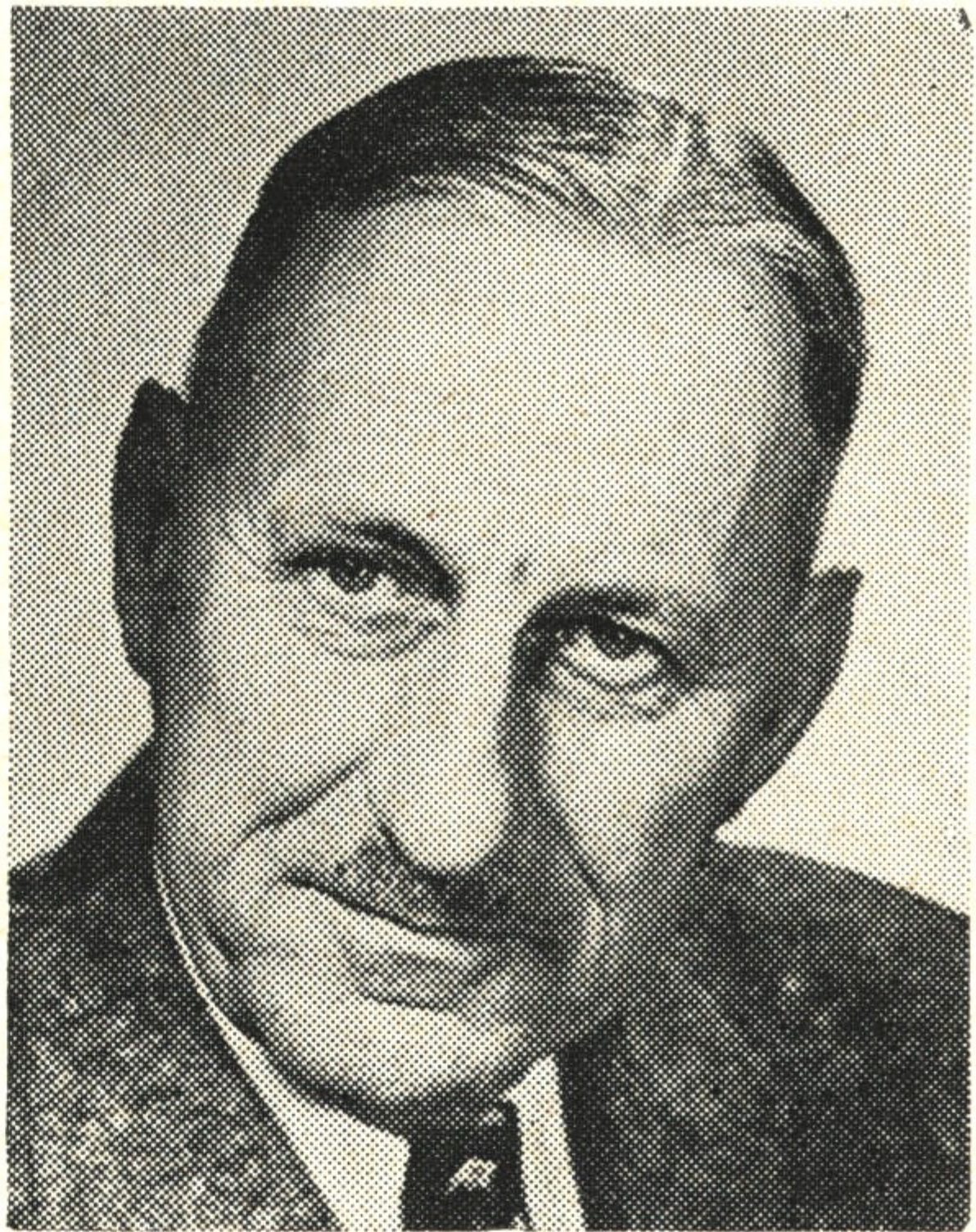
Reprinted from THE WHITEHOUSE (N.J.) REVIEW

March 3 marked an anniversary for Herbert Van Pelt, popular area auctioneer. It was just 40 years ago in March 1917, that he cried his first sale on the old Coddington farm near Whitehouse. About 6,000 sales later, he is frank to admit that he loves his work.

To watch Mr. Van Pelt in action is to see showmanship, salesmanship and energy unleashed in a whirlwind of patter and dramatic gesture. By a humorous comment or a deft turn of phrase, he can convince his audience that the object on the block is eminently desirable, whether it be an old beaver hat or a rusty plough share. So competent a talent has not gone unnoticed and the colorful auctioneer leads a busy life crying sales from Clinton to New Brunswick, Lambertville to Morristown. He can even remember one year when there were only 35 days, all Sundays, when he was not hard at work.

Looking back over his long experience, Mr. Van Pelt is able to trace the changing pattern of the country auction. At one time, for example, most sales were conducted in February or early March whereas today they are held year round. And 30 years ago, the family whose house had been sold in a May auction, wouldn't have considered moving until the traditional moving day, April 1 — of the following year! But that leisurely outlook has been changed and today "city folk" who buy an old farm expect to take possession within 30 days.

What does he sell? Anything and everything, although in this rural area sales generally fall into one of two categories: Household goods or farm equipment, or a combination of the two. In the former category are antiques, sought after by dealers and individuals for miles around. Tucked away in varying quantities in old homes of the vicinity they frequently come to light only when a sale is held. Dealers, Mr. Van Pelt esti-



Col. Herbert Van Pelt

mated, purchase almost 60 per cent of the antiques which he cries.

Depending upon the number of such prized items, a good household sale can bring up to \$2,000. But even the most modest belongings, Mr. Van Pelt explained, can be parlayed into a financial success if the mood of the audience is right. Household effects, appraised at \$500, brought nearly \$1,000 at a recent sale under the auctioneer's persuasive patter.

Reminiscing about some of his more unusual sales, Mr. Van Pelt recalled an afternoon when a team of horses went for \$3.50, while a Persian cat brought \$7. That, he added, was during the depression. Also a vivid memory is the butterfly table which he had described to his family as a piece which they wouldn't want for \$5. At a sale near Princeton, the high bidder offered \$570.

While surprises are not infrequent the auctioneer generally has a good idea of what an object should bring — but the final result depends upon his buyers of

course. Schooled in practical psychology, Mr. Van Pelt in normal times will have a bid equal to 85 per cent of the value of the object within 15 seconds. To accomplish this, he must first size up his audience. Carefully directed but seemingly random remarks on his part uncover various areas of interest. And, once these are indicated he knows exactly to whom he should address his remarks in order to sell a specific type of object.

By utilizing such a casual but studied technique, this doughty auctioneer, now 75 years old, has been able to run the proceeds of a sale as high as \$28,000. That total, his highest, was taken in at a sale of cows.

But, said Mr. Van Pelt, no matter how adept an auctioneer may be at his trade, he relies in large measure for his success upon those who assist him. Depending upon the size of a sale based upon a previous appraisal, Mr. Van Pelt will have anywhere from two to six persons acting as his clerks and helpers. He prides himself on their ability — and, more often than not, their amenability as well, for it is these same assistants who are often the object of good-natured horseplay if the audience is in too serious a mood.

Were auctioneering his sole occupation, Mr. Van Pelt would qualify as a busy man but he also devotes time and energy to a dizzying list of additional professional activities. He is president of the Farmers' Mutual Fire Assurance Association of New Jersey, which celebrated its 100th anniversary last year; chairman of the Board of Directors of the Raritan State Bank; president of the Whitehouse Building and Loan Association; a trustee of the Somerset Hospital and director of the Flemington Fair Association to name a few.

Born in Hopewell, Mercer County, he has resided in Readington for 45 years now. Upon the death of his father 22 years ago, he took over the agricultural operation of the family property, Maplewood Farm, and only gave up active participation in its farm management seven years ago. He and Mrs. Van Pelt still reside in the farm's gracious homestead.

Art Displays

NEW YORK CITY — For the first time in seven years Frederick Childs is showing paintings, at the Passadroit Gallery, 121 East Fifty-seventh Street. He offers straightforward still-lives and figure studies related in style to the post-Cubist works of Picasso. Childs is a firm painter who can heighten the structural aspects of flowers and figures by eliminating trivial detail. He works with strong color contrasts, often schematizing shadow with bold black strokes, and creating shallow abstract backgrounds of yellow, pink or gray to set off shapes. Although many of the still-life compositions are created within a traditional space-concept, the artist has been able to vary the visual impact by means of intense color.

Iron and steel sculptures by Paul Aschenbach make up an exhibition at the Sculpture Center, 167 East Sixty-ninth Street. He has explored the technical horizons in the forging process opened by David Smith in this country, and increasingly popular with younger sculptors. Aschenbach is a skillful manipulator of the medium, but he has not yet established a completely personal idiom. His figures are generally stylized, elongated women and children, or flattened, deliberately simplified male figures.

An experimental display at Finch College, 61 East Seventy-seventh Street, features a survey exhibition of Italian art encompassing the most important art movements of the twentieth century. Students and faculty cooperated in annotating the show, tracing developments in the work of such painters as Severini, Carra, Morandi and, among younger painters, Afro, Birolli, Carmassi and Savelli.

At the D'Arcy Galleries, 19 East Sixty-seventh Street, a selection of primitive arts ranging from African to pre-Columbian classics is on view.

"Mine was not the perfect marriage," said the driller's wife.

"You know how Cupid tried to shoot you in the heart with an arrow? Well, I was tying my shoe when he got me."

The Raw Fur Auction

By R. E. FORTNA, Denver, Colo.

Raw fur consignment auction companies in the United States do a multi-million dollar business annually yet the public knows very little about them. Only buyers and consignors are invited to their auctions. The consignors are fur ranchers, trappers and dealers. More than 75% of the raw furs are sold by auction. Each lot has an "upset" or minimum price which is determined by the company and/or the consignor. If upset is not reached the lot is "passed" to the highest bidder who has the option to buy it the next day at the upset or a negotiated price. The auctioneer knows the upset price on each lot. He cries the bid slowly, e.g. 25 . . . 25 . . . 25. If the bid is raised he then says 26 . . . 26 . . . 26. He does not ask for a higher bid or use fillers.

In the larger sales the auctioneer has assistants — ringmen to you — who watch a specified section. If they see a bid they merely say, "Up." The bid is the unit price for the skins in the lot which may have from one to 50 or more in certain classes. Regardless of the size of the lot only dollar bids are accepted, on the valuable skins, up to \$70 and over that amount the increase is \$2.

In the middle forties I had the unique distinction, I was told, of being one of the first auction-school graduates to conduct a raw fur auction. I conducted the first sale using the standard fur auction method of announcing bids. It was awkward and difficult and seemed like salesmanship in reverse. The owner of the company agreed with me and, in spite of the protests of the manager, the next 25 sales were conducted with the usual chant and use of fillers. I started each lot at from 10% to 15% below upset. This decreased the selling time considerably and most of the buyers liked it. Salesmanship is ineffectual in such sales but the psychology of speed was effective.

During the three-year period in which I sold these sales the silver fox market

was very good, especially after ceiling prices were revoked in 1946. One sale had a high of \$130 on platinums; \$90 on whitefaces; \$78 on full silvers and down to \$12 for skins (the lowest grade). Two years later fox went out of style and the market broke badly. The average price in a New York auction was about \$15 on all seven grades. Most ranchers pelted all their foxes. Some started raising mink, chinchilla and nutria.

Most of the fur ranchers in the Rocky Mountain region consigned to one or both the Denver auctions. Fox pups and mink kits are born in March or April and pelted in November or December. Fox and mink skins come to market in tubular form with the skin of the head, legs and tail intact. Fox skins have the fur side out and mink have the flesh side out. Most fox skins require cleaning which is done by being revolved in a steel drum containing sawdust. They are then graded into one of the following grades: platinum, whiteface, full, three-quarter, one-half and quarter silver and skins. (All grades of silver fox are the result of mutations from the wild red fox). About 12 years ago a breeder, who started the platinum strain, started a strain of golden platinum!

After grading each consignment is matched, wherever possible, and lotted by inserting a heavy cord thru the eye-holes of the skin. The grader appraises each lot. The consignor receives a copy of the appraisal sheet which he approves or may ask for an increase which is the upset for the auction.

As soon as 200 or more lots of fox, mink and wild animal skins are assembled a sale date is arranged. The buyers are advised then "the good" are "on show" the two days preceding the auction. The buyers, employees or agents for New York fur manufacturers, register for each sale and deposit a certified check for from \$5,000 to \$25,000 (depending upon the total value of the offering) and sign an agreement that a sight draft may be drawn on his principal if

the deposit does not cover his total purchase. Each buyer is assigned a number for the auction. The buyer's name is not announced in the auction. The buyer then proceeds to examine each lot which is brought to him at the grading table by "bundle boys" employed by the company. The buyer marks his limit, in code, in his catalog. The auction is held in a separate room. It is considered a good sale if 60% of the lots bring upset or more. Usually, about one-half of the "passed" lots are sold the following day.

The mink market has changed considerably in the past 10 years. The ranchers have done an amazing job in producing mutations (sports). A fur expert told me recently that they are now about 170 categories of size, grade and color. The production of mutations in fur animals seems to upset much of the Mendelian theories I learned in two years of genetics in college.

We sold all the beaver skins for the Colorado and Wyoming Fishing and Game Commissions. In the event a rancher is plagued by too many beaver destroying his grazing land he reports it to the commission. A warden is dispatched to note the damage. Usually, he authorizes that a specified number may be trapped. The rancher or trapper, employed by him, proceed. After removing the head, tail and feet the skins are tacked to a large board to dry then shipped to the Fish and Game Commission. The latter identifies each skin with a numbered metal seal and consigns them to the auction company. The skins are circular in shape and range in size from 17 to 38 inches. They are graded into about four sizes and as many or more color shades and then lotted. In addition to the skins the rancher sent the scent gland or castor. Castors, which brought up to \$2 per pound, are processed and the product is used as a base for perfumes.

The Fish and Game Commission divide the net proceeds of the sale with the respective ranchers. This is one instance where Nature produces a pest that finally becomes a money asset to the rancher. In the spring sale of 1946 we sold 229 lots of beaver (3480 skins)

in 110 minutes for a total of over \$185,000.

* * *

The author of this article reports another 'first.' He was engaged to conduct an auction of fur garments for an overstocked Denver fur merchant. The sale was held in a ballroom of a leading hotel and the four-hour auction totaled over \$15,000. Prices ranged from \$20 for neckpieces to \$1,725 for a mink coat. More than a dozen garments brought \$600 or more. Prices ranged from 50% to 80% of retail price. He adds that it takes a lot of salesmanship to sell a woman a fur that she does not want, in fact almost impossible.

The Editor

Fire Forces Sale Of Dairy Herd

SAGINAW, Mich.—Most of the Hoff Farm Dairy milk herd, saved when fire destroyed the Hoff barn May 2, was sold at auction May 11, at the Wolverine Sales Pavilion, Williamston, Mich. Col. C. B. Smith, NAA member, was Auctioneer and Sale Manager.

Co-owners George and Frank Hoff are working with insurance personnel to determine the exact loss. They are unable to estimate the loss since inventories have not been completed. At the time of the fire Saginaw Assistant Fire Chief McMullen estimated the loss of the huge barn and its contents at \$200,000.

Members of the Hoff family said 92 milk cows were to be sold at Williamston since there is no acceptable place to keep the cattle. Milking machinery and food for the cattle burned in the spectacular blaze, also. It is not known how many cows died in the fire, although George Hoff estimated about 150 head were saved. Some of them, however, may have gone back into the barn during the confusion after being driven out by Hoff, employes, and two passersby.

When men are rightfully occupied, their amusement grows out of their work, as the colorpetals out of a fruitful flower.—John Ruskin.

What Are You Doing For Your Profession

We can start a lot of things — it only takes one person to start a fight, it only takes one to propose a marriage, one person can lay the foundation for a successful business. However, the success of any venture depends upon the cooperation of others. The seeds of many good ideas are planted within the pages of this publication, yet only a small percentage germinate and a much smaller number flourish and grow. Of all the auctioneers in America, at least one has taken the trouble to promote his profession. Note that I say his profession and not **his own selfish interests**.

Herewith is a reprint of his letter to this office:

Hi, Col. Hart:

Congratulations! At long last we do have our foot in the door in Washington. This was a splendid job on your part. Now if members will do their part and we all follow through the job should get done.

I have written all of my Congressmen in Washington as per attached letter. Also have contacted personally, and by letter, agencies in this area. Have had two inquiries about sales from the agencies and counted as results. Let's do more of this kind of work. Too, I think we should forget how "cheap" we can do a job. Let's make some money out of Government sales or not take them.

I would like to see an article in our publication about commissions and how to bid. Let's also get a list of our members to all agencies and urge them to consider our members when contracting for a sale. I still think some good state laws would be helpful in cleaning our own "dirty laundry."

I would like to suggest that our Association study the "Basic Science Laws", "National Food and Drug Laws" and "Uniform Law Practice Law." I still cannot see any difference in our profession and that of the Doctor, Lawyer, Druggist, Engineer, Architect and a lot more.

While I am at it, how about some

articles and discussion on "Advertising." Let's exchange some ideas among ourselves. If some of the fellows will put me on their mailing list I will do the same so we can exchange advertising ideas, costs and methods.

Have been real busy this spring and past winter. So far in '57—28 sales, some good, some fair, some not so hot but generally speaking prices are about the same as in 1956. Real Estate sales are good but a little harder to find financing for them.

Here's a new membership attached. I think that keeps New Mexico 100%. Can any state match that?

Again, thanks for all you are doing and for a tough job well done.

our Amigo,

Max Hood

114 Harvard Drive, S.E.,
Albuquerque, N.M.

Another Booster

By Jerry Merritt, Blacklick, Ohio

This note being written by the only Buck Private on the Booster Page is wondering whether he will be court martialed for insubordination to all the ranking Colonels.

Whether it is Colonel or just plain Jerry is immaterial just as long as "The Auctioneer" arrives the first of every month. Much, much information and help is available in each issue if we just take time to read and analyze the remarks and experiences of others no matter where they are from.

The Booster Page seems to me to have a very poor showing of appreciation from each state, taking into consideration there are only three states with a maximum of nine Boosters. It seems to me that a publication devoted entirely to auctioneers and the auction profession should be supported by those of that profession. Let us all get behind our organization, gentlemen, and remember that old story of the preacher and the collection tray—**If we put more into it we will get more out of it.**

See you all at Hotel Olds, Lansing, Michigan July 18, 19 and 20.

Specials For "The Auctioneer"

Fiberglass insulated thermos bags with zipper— prepriced \$5.95 each, your cost	\$14.00	Per Doz.
50 ft. Garden hose with 5 year guarantee— prepriced \$5.89, your cost	\$14.40	Per Doz.
Silicone — tufflex iron board pad and cover set— prepriced \$4.98, your cost	\$ 8.50	Per Doz.
Paint in all colors — \$4.95 value, your cost	\$ 1.25	Per Gal.
5 ft. Two piece glass fishing pole, your cost	\$10.80	Per Doz.
10 in Window-table fan combination— prepriced \$49.95, your cost	\$10.00	Each
Portable charcoal grills in carry-home cartons, your cost	\$ 2.75	Each
3 piece Luggage set beautifully packaged— prepriced \$59.95, your cost	\$13.25	Per Set
Dupont orlon filled pillows in polyetheleyne bag— prepriced 2 for \$12.95, your cost	\$ 2.25	Per Pair
"Stratford" or "Goodyear" sewing machines, complete attach- ments and accessories, nationally advertised at \$189.50, your cost	\$32.50	
7 in. Power saw, cuts unfinished 2 x 4 at 45° angle, your cost	\$23.00	
Heavy duty ¼ in. drill geared chuck— prepriced \$39.95, your cost	\$13.25	

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Promote Your Profession

By COL. E. T. SHERLOCK

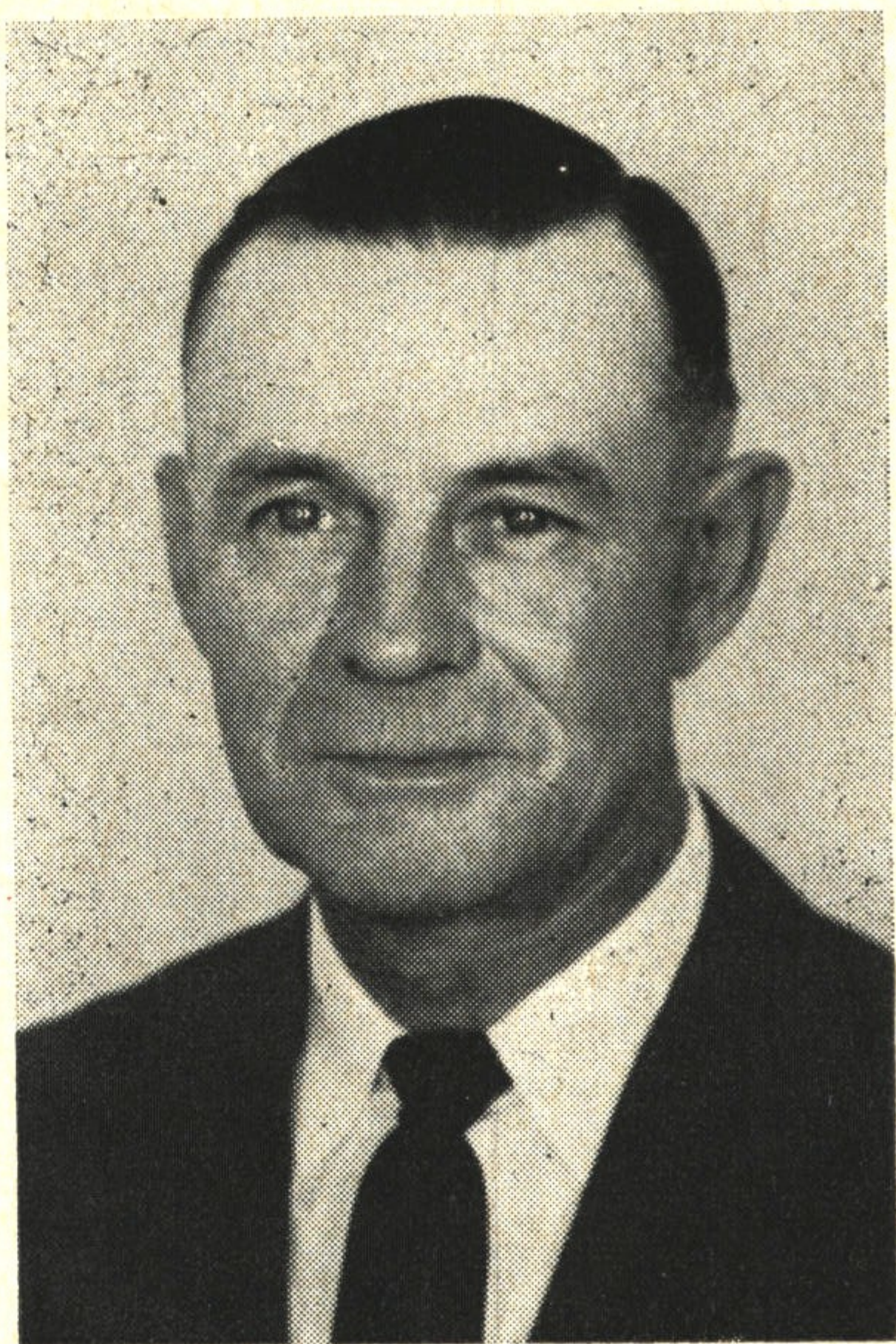
As we visit with Auctioneers in various localities and hear from others through correspondence and the pages of this publication we are encouraged as we note sincere interest in active organization, and realize more and more the potentialities of the NAA.

Programs of activity for the NAA and our state associations in the past have generally amounted to annual conventions which is, as should be, the highlights of all activities for both National and State associations. However, it is obvious that if more frequent meetings were sponsored during the year by groups of Auctioneers in districts or local chapters under direction of a lively secretary and executive body, appointed by members of each district or local chapter, our entire organization could be channeled, through a cooperative relationship based on a community level—this would be organization at its best.

Quarterly or more frequent meetings would not be too difficult to promote in various towns, sponsored by a district or local chapter, which may include a dinner and official business meeting — followed by a Charity Auction with possibly a little extra entertainment conducted by visiting Auctioneers and their hosts — the resident Auctioneers.

The Chamber of Commerce, charity organizations and others of a town are usually anxious to cooperate and work for the success of the Charity Auction when proceeds go to worthy beneficiaries. Such benevolent activity nurtures the popularity of the Auction and imbues the spirit of friendliness and fellowship among Auctioneers.

An active state association — for example, the New Jersey State Society of Auctioneers, Inc., holds regular meetings at various locations throughout the state during the year. These meetings are highly successful each being publicized by an interesting, informative letter to all members, edited by a wide-awake secretary whose importance can-



not be stressed too strongly.

We have great hopes that sponsorship of similar meetings with inspiring programs will become a general practice within all our state associations in the near future and thus contribute to the growth of a well founded, splendid organization.

No doubt you will hear a lot of National Convention talk from now on, and we sincerely hope it impresses you favorably and arouses your ambition to attend the National Auctioneers Convention this year.

The Michigan Auctioneers Association will be proud to be hosts to you and your family. The National Auctioneers Association is sincerely interested in the well being of all Auctioneers and solicits your attendance in the interest of your profession and your organization.

Set the Dates in Your Book Now and as the saying goes, "Bend Over Backwards" to make the journey of your life time to a land and an occasion **You Will Never Forget**. You will meet Auctioneers of every description, from every-

where, all on the same level regardless of degree of success, financial possibilities or social standing. Everyone will be a part of the Convention. You will appreciate the special three day program arranged for your interest and benefit and you and your family will enjoy clean high class entertainment. The NAA and the Ladies Auxiliary urge you to consider the importance of this convention, and your attendance whether you are a member or not.

The National Convention has something for every Auctioneer — Come and get it. **Invite others to attend.**

Hotel Olds, Lansing, Michigan, will appreciate your early reservation and we look forward with extreme pleasure to seeing you and yours July 18, 19 and 20th, Lansing, Michigan.

Auction Disperses Old And Unusual

Auctioneering in general and NAA member, Col. Harry Kerns in particular, received a nice piece of publicity this spring in the URBANA (Ohio) DAILY CITIZEN. Nearly a full page of pictures and commentary were used in referring to the coming sale at auction of the contents of one of Ohio's pioneer homees. Articles of all descriptions were discovered in the house including paintings, old stamps, the only bust of Lafayette in the U. S. from life, a desk mask of John Keats, valuable plaster models, books, dishes and a variety of antiques seldom seen anywhere.

Following is a reprint of the first few paragraphs from the DAILY CITIZEN feature:

SALE AT JAMES HOUSE WILL MARK END OF ERA

The end of an era will come to Urbana next Saturday, March 30.

The death knell will be sounded not by a tolling bell or the boom of cannon or the traditional emphasis writing finis to a part of time.

The end will come like a metronome ticking on after the music has died to the tune of an auctioneer's hammer.

The effects of the James Estate at 300 South High street in Urbana will be sold

by auctioneers Harry Kerns and Earl Judy starting at 9 a. m.

For those who would care to observe the passing, Kerns estimates that the sale may take as long as twelve hours. For those who would like to retain for their own possession a few of the relics of the past there is plenty for all.

If you have a particular interest in antiques, the James sale will provide a surfeit. An advertisement in next Monday's Citizen carries a teaser list.

A museum full of furniture, books, papers and incidental items have already been removed from the estate for private sale or division among the five heirs of the last owner of the place. A catalogue-full of irreplaceable heirlooms remains.

The James house was built here in 1836 by Col. James Hough James, the first of three John H. Jameses to live there. In his diary he noted that he had asked that the house be built along Grecian lines, but that he wanted it "plain, plain, plain."

The house was built essentially as it is today — anything but plain as most houses go — rambling but stately and not excessively ornamented.

Brahman Association Retains '56 Officers

HOUSTON, Texas—The American Brahman Breeders' Assn. held its membership meeting here Friday, Feb. 22. Highlight of the meeting was the election of officers and new directors.

Members unanimously voted the 1956 officers remain in their positions for 1957. They are, president, J. T. White, Hearne; first vice president, L. S. Harris, Kissimmee, Fla.; second vice president, Santiago V. Perez, Havana, Cuba; third vice president, Eugenip Ferro, Bogota, Columbia; and treasurer, Cecil K. Boyt, Devers.

Of the 28 members serving on the board of directors, five positions were filled. They are Gilbert G. Zollinger, Cullom, Ill.; Leon Locke, Hungerford; Dr. J. M. Hundley, Little Rock, Ark.; Vernon W. Frost, Houston; Guy Jeanes Jr., Dayton; and Orville Cox, McAllen.

Hansen Auction In Kansas Ranks With Nation's Best

Written by Cosette McIntosh and reprinted from the Beloit (Kas.) Gazette

In September of 1954 Carson Hansen entered the livestock auction business with a skeleton staff, very little equipment and a small outlay of cash. Although the barn and pens were adequate, they were not modernized in any way, and the only experienced help available was himself and Jim Kirkemide, whom he bought out a year later.

The Hansen Livestock Auction, located on Asherville Road, covers ten acres of ground. The sale barn seats comfortably the 400 to 500 farmers and buyers who attend every Tuesday's sale. In the last eighteen months rest rooms have been added, the adjoining restaurant has been enlarged and redecorated, and the pens have been equipped with running

water. A new Fairbanks Printomatic electric scales has been installed in the barn which weighs up to 20,000 pounds.

These and many other improvements add up to over a \$75,000 investment made solely so that the firm might better serve the livestock men of Kansas.

The Hansen Auction is under federal supervision and operates under the Packers and Stockyards Act. It is bonded for \$55,000 to the federal government in protection to the customers.

At the beginning of 1956 the Hansen Livestock Auction had not as yet reached the rating of one of the top 20 sale barns in the state. But before the year's end the business had skyrocketed



Office staff in operation under the supervision of Joe Bergman, extreme right in picture.

IN UNITY THERE IS STRENGTH

to fifth place and today is selling more farmer consigned livestock than any other barn in Kansas.

The gross weekly sales when Mr. Hansen started the Auction were \$12,000 but have grown until the weekly average for 1956 was nearly \$75,000. Gross sales volume for the year of 1956 ran well over the 4 million dollars.

The firm employs a staff of about 40 personnel. These are mostly local persons from nearby farms. Mr. Hansen plans to continue improvements, the next major step being the addition of a new type posting machine which will make his office complete with modern equipment.

Commenting upon his phenomenal success when the rest of Kansas is blowing away, Mr. Hansen stated:

"I started this business based upon complete honesty and selling on consignment only. Neither myself or any employee holds livestock in any volume. There is never any speculation.

It doesn't take long for buyers and farmers to realize this advantage to them and to respond with the kind of cooperation I want, which, of course, is sales."

This platform seems to prove itself since three major packing companies are among the regular buyers. They are Swift, Hormel and Cudahay. Besides these, there are Griffin from Barnard, Sarna from Salina, Winchester from Hutchinson, Kansas from Wichita, and Willer from Wilson, beside the local Beloit Packing company.

The Auction draws cattle from a 150 mile area, establishing a steady cattle market, for buyers prefer fresh stock.

Having engaged in the Auction business for twenty-five years and having conducted over 3300 farm, real estate & livestock auctions prior to purchasing the local sale barn, Mr. Hansen had become recognized as a top judge of cattle, hogs and sheep. He has established the Number 1 sheep sale in Kansas and



A part of the yards at the Hansen Livestock Auction which sells more farmer consigned cattle than any other auction market in Kansas.

IN UNITY THERE IS STRENGTH

sellers can always find a top market there at the weekly auction or at one of the many special sheep sales held every year. His hog auction is one of the top two in Kansas and as many as ten packers are in attendance each week buying their needs.

He also knows how to handle stock and insists that his helpers learn the fine points of handling also. If he finds anyone abusing an animal the auction is immediately minus an employee.

"Livestock need a firm hand," he says, "but they also need a quiet voice, especially sheep. Sheep have to be led and have to learn gradually to know and recognize the voice of their keeper. A rough hand and loud angry voice frighten them until they are impossible to handle. This causes lots of complications and loss. All of our buyers know that our livestock has been handled properly and know they will not have whip slashed hides. They know, too, that the stock has been properly fed and watered since

entering the pens. All of this increases sales."

When the stock arrives at the barn, it is checked off the trucks at the chutes and is immediately divided in the proper lots and fed and watered. If a farmer has been out of feed and requests that his stock be held and fed a few days before selling, this is done with minimum cost to the farmer.

There are 24 yard men who take care of the stock and line it up for the sale ring. Stock is brought to the ring in the exact order they are checked in at the chutes. They are weighed as they leave the ring and placed in the purchaser's pens which have been assigned to him.

Since buying the Livestock Auction, Mr. Hansen spends many hours each week telephoning buyers and seeking orders for his consignors livestock, many of whom buy via telephone contract. Many such buyers live in Ohio, Nebraska, Texas, Illinois, Missouri and Iowa and have repeatedly bought stock



A familiar sight each Tuesday, the year around, is the many autos and trucks owned by patrons of the Hansen Livestock Auction, Beloit, Kansas.

from this firm which they have not seen. Many of these buyers have never met Mr. Hansen except by telephone conversation but continue to have Mr. Hansen fill their needs in livestock reflecting the confidence they have in his judgment.

In the last four months a laboratory for veterinary examination has been set up with Dr. George Chapman in charge. The stock is examined for blood disease, brucellosis, Bang's disease, and TB.

One completely unusual feature of the Hansen Auction is the weekly newspaper which is sent to farmers of this and several surrounding counties. This has added greatly to the closeness of the auction-farmer-buyer relationship.

The key personnel are Joe Bergmann, head bookkeeper; Ivan Long, full time auctioneer and almost a son to the chief; Gene Cole of Downs, sales day auctioneer; Harlan Stewart, yard foreman; Ross Gaskill, full time yard man; and Vi Griffith, lunch room manager.

Ernie Melton, a Beloit high school senior, assists in the sales ring and plans to go to auctioneering school next year. Carson Hanson, Jr., also assists and his

father hopes to make a full-fledged auctioneer out of him eventually.

The family consists of Mrs. Hansen, Georgia; Carson E. Hansen Jr., aged 13; Gerald, 10; Elizabeth, 7; and Martin, 3. The whole family is interested in the business, "living" it most of the time and assisting whenever and wherever possible.

Mr. Hansen is a member of the State and National Auctioneers Associations, Kansas Livestock Association, Army Reserve, VFW, Elks club, American Legion, and the local Chamber of Commerce, and the family belongs to the United Brethern church.

In summing up his years as an auctioneer he says he endeavors to use the following methods at all times: first, complete and continual honesty; second, hard work, hard work, hard work; third, impartiality. "Treat them all alike," he believes. "That's the only way people will trust you."

First Fisherman—It's getting late and we haven't caught a single fish.

Second Fisherman—Let's let two more big ones get away and then go home.

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California Ram Sale At All-Time High

SACRAMENTO, CALIF.—Higher wool and lamb prices, combined with a shortage of good land, turned the 37th California Ram Sale here April 29-30 into one of the hottest sales in recent years.

With 229 fewer rams offered this year, the 1,558 head sold for a rousing \$135 average—\$50 better than last year. Every breed recorded an advance over last year's sale average. Corriedales showed an increase of \$117 per head over the \$64 average a year ago. Rambouillets recorded a \$72 per head increase, Columbias \$43, Romedales \$24. Hampshire-Suffolk crossbreds showed an increase of \$67 per head, Hampshires \$55,

Suffolks \$40, Southdowns \$38.

Officials of the California Wool Growers Assn., sponsors of the sale and consignors were highly elated with the results.

A big strapping Hampshire ram, a consignment of D. P. MacCarthy & Son, Junction City, Ore., topped the sale at \$950.

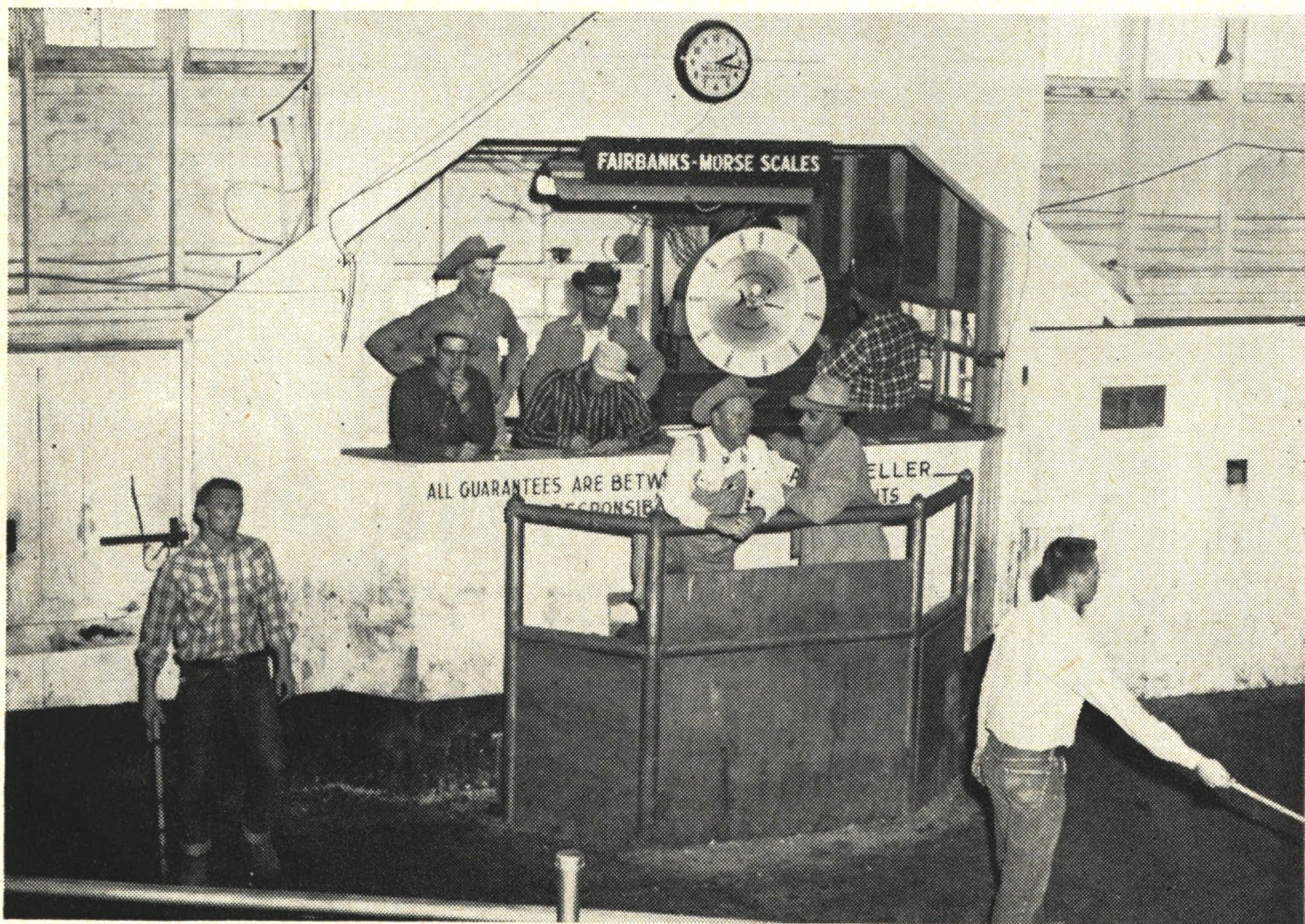
Sale Summary

Hampshires

26 stud rams	.....\$ 7,990	avg. \$304
688 range rams	..... 102,185	avg. 149
31 ewes	..... 2,830	avg. 91
745 head	..... 113,005	avg. 152

Suffolks

25 stud rams	..... 5,165	avg. 205
485 range rams	..... 55,930	avg. 115
29 ewes	..... 2,320	avg. 80
539 head	..... 63,415	avg. 118



The Sale Ring personnel: Ernie Melton, extreme left, and Lanny Robertson in the ring; Col. Carson Hansen, left, and Lynn Northern of the Cattle Department, in front of the auction block; Col. Eugene Cole, assistant auctioneer, with the "mike", with Col. Ivan Long, chief auctioneer, directly behind him; Duane McClintock, chief clerk (writing) and behind him is Harlan Stewart, yard foreman; and Delmar Shoemaker, the weighmaster, at the scales. Cols. Long, Cole and Hansen are NAA members.

Hampshire-Suffolk

Cross Bred

81 range rams 10,625 avg. 131

Columbias

5 stud rams 1,070 avg. 214

49 range rams 6,150 avg. 125

18 ewes 915 avg. 51

72 head 8,135 avg. 115

Corriedales

6 stud rams 1,885 avg. 314

25 range rams 3,815 avg. 153

4 ewes 270 avg. 65

35 head 5,970 avg. 171

Rambouilletts

3 stud rams 1,125 avg. 375

22 range rams 2,505 avg. 114

25 head 3,630 avg. 145

Romeldales

21 rams 1,450 avg. 69

Southdowns

27 rams 3,315 avg. 123

13 ewes 1,365 avg. 82

40 head 4,680 avg. 117

1,558 total head 210,910 avg. 135

Livestock Group To Fete First Birthday

KANSAS CITY, Mo.—One of the highlights of the annual convention of the livestock auction markets this year will be special recognition of the first anniversary of the organization of the American National Livestock Auction Association. The convention will be held at Excelsior Springs, Missouri, June 20, 21, 22, 1957.

The American National Livestock Auction Association will stage the convention. The Association was formed April 15, 1956 on the signing of a merger document between the then existing American Livestock Auction Assn. and the National Livestock Auction Association. The merger was completed at the joint convention of the two organizations last June in Denver where the membership gave approval to the organization of the present national association. It is the only national organization of the livestock auction markets of the country who now exceed 2320 in number, located in every state. Together they last year sold more livestock than all other types of livestock marketing

agencies combined.

The membership of the American National Livestock Association is composed of independently operated livestock auction markets and affiliated state associations of such markets.

E. W. Alberding, Kiowa, Kansas, will be completing the first year's term as President. Forest Noel, Lewistown, Montana, is Vice-President. Cecil Ward, Gainesville, Texas, is Secretary-Treasurer. C. T. 'Tad' Sanders, Kansas City, Mo., is Executive Secretary. Offices of the Association have been located in Kansas City since the date of organization.

Following a recent meeting of the officers in Kansas City to conclude plans for the anniversary convention, Alberding stated that more than 600 auction markets were expected to be represented at the June meeting.

Invitations have been extended to all national and state cattle, hog and sheep producers organizations to be represented. The final day's program of the convention will be devoted to a discussion of livestock marketing problems with the idea of further improved services in marketing by the auction markets.

Col. C. B. Drake Now With Michigan Firm

Col. C. B. Drake, immediate Past-President of the National Auctioneers Association, is now associated with the Leitch Motor Sales, Inc., Owosso, Mich. The Leitch firm is Michigan's oldest Dealers Automobile Auction and one of National prominence in that field. It is one of the Auto Auctions that is sponsoring the Saturday Noon Luncheon at our 1957 National Convention in Lansing, Mich.

Col. and Mrs. Drake and their two daughters (the second born last March 13) are now residing in Owosso and may be reached by addressing them at P.O. Box 53, Owosso.

"Indeed I enjoy 'The Auctioneer'."
Ray J. Hohmann, Dubuque, Iowa.

Currier & Ives Prints

At Museum of N. Y. City

By Guin Hall

Forget today's hurry and noise and crowds. Turn back the years to 1857, one hundred years ago when ground was just being broken for Central Park, ladies were not seen in public without an escort and baseball was still a sandlot game.

The story is told in the Currier & Ives exhibition at the Museum of the City of New York, an exhibition described by Grace Mayer, the curator, as being the most comprehensive selection ever assembled. Some 300 prints are on view, all turned out by the famous partnership of James Merritt Ives and National Currier, formed just one hundred years ago.

Produced 7,000 Prints

In a small building at 152 Nassau St., next door to the old Tribune, the two men and their helpers produced some 7,000 prints in less than fifty years (Mr. Currier had started the business in 1834). True to the dictates of public taste in their day, they pictured only pleasant and righteous subjects (except for fires which were considered heroic feats of the firemen rather than unpleasant). Fruit and flowers, lovers, happy families, the horrors of drink, religion, wars, marine scenes, railroads, sports, comics, cartoons and states were illustrated as well as the New York they knew so well.

The prints on exhibit are from the collection of the late Harry T. Peters who was one of the first people to recognize the merits of them. Part of the exhibit has been given to the museum. It is said that many of the rare prints, today valued at hundreds of dollars, were purchased for sums under \$1. The one to rate the highest sale price in a public auction was brought for \$10, went for \$3,000. And Mrs. Peters' first print, the one that started him collecting, was a race horse poster hanging by a nail on a stable wall.

(Currier & Ives were the acknowledged specialists of their day in trotting and race horse prints).

Harry Shaw Newman, considered to be the leading authority today on Currier & Ives prints are distinctive in the entire world of prints for four leading reasons. "Their variety is supreme," he said. "Whereas most lithographers specialized, these men covered every field of public interest. Their news sense is also unique. They had a fantastic instinct as to the value of their subject matter and how to treat it. The 'American National Game of Baseball' for example. Who else would have thought of giving it so much distinction at that early date?"

Cites Use of Color

Mr. Newman cited also the firm's use of color as one of its incomparable merits in the field of American lithography. And the length of time they published also distinguished the firm, he said.

Among New York scenes are some of Central Park on what was called the "Grand Drive" with couples leisurely relaxing in carriages or sleighs. The so-called sentimental group pictures the rosy side of love and marriage and an amusing illustration of a governess being kissed by a daring young man but properly shielding the eyes of her two charges by holding their hats over their faces.

There are comics and caricatures satirizing the social and political thinking of the day. "A Philosopher in Ecstasy" depicts Horace Greeley jumping with glee over his nomination for President on the Liberal ticket. And another of Abraham Lincoln, straddling a rail carried by a slave and Mr. Greeley, carries comments questioning the merits of the split rail campaign. Several cartoons depict the "new woman" who votes, supposedly relegating her men to washtub and cradle

duties—comments all too similar to ones we are hearing today in this age of the “working wife.”

Antiques Offer Storage Space

Submitted by Col. B. G. Coats

If you're looking for more storage space, consider old furniture. Back in the days of their manufacture people faced up to the problem of lack of storage space, they didn't cry about it. Manufacturers of the time cooperated by producing some good looking storage units of all sizes and shapes and in all price ranges.

Country furniture pieces may be used individually or combined to make handsome storage walls. Old apothecary chests with 10 to 20 drawers to house anything from silver to nails are popular. Old dental cabinets of pine and maple have numerous shallow drawers offering excellent filing space for artists' or architects' drawings, or may be used for linens, place mats, pillow cases, dish towels, Barber's cabinets (which had a division for each customer's shaving mug) may be used to display choice bibelots.

Some country pieces serve as storage units and room dividers as well. A handsome and unusual piece with simple lines is an American stable rack, circa 1850 which has drawers on two sides. The design is very much like some Scandinavian pieces, 1956 vintage.

One exhibitor suggests using two country pieces back to back for room-dividers. A dry sink may serve in the living room area as an apothecary chest does service on the kitchen side.

The French baker's rack of wrought iron and brass is popular in modern as well as traditional interiors. Made between 1860 and 1880 these racks come in a variety of sizes — longer ones of 6 or 7 feet may be used as room dividers. They may serve as bookcase, flower stand and bar or a combination of the three.

Also to be found are the miniature chests of drawers that European and American cabinet-makers used as samples of their work. These are wonderful

for storage of accessory items — jewelry, gloves, scarves, perfumes and cosmetics. The little chests may be used as end tables besides sofa or chair. Ditto the old spool cabinets from country stores, often made of beautiful woods.

A portable doctor's kit of mahogany with brass hardware, circa 1800 makes an unusual cosmetic chest with small drawers and original glass jars and medicine bottles. One is now being used as a bathroom medicine chest.

Blanket chests may double as storage units and window seats. A foam rubber cushion and a gay fabric may turn the chest into a decorative piece. Gay polychrome designs of early Pennsylvania Dutch chests offer handsome decoration of their own.

Long grain bins of American pine and maple are helping to solve the radio, phonograph and television storage problem. The double division bins hold both TV and record player combinations. One of the most popular nests for the TV set is the deep provincial-type cabinet. The shelves above hold books and accessories.

Hand-painted tin spice bins used in country stores may be located and used as bathroom clothes hampers, kindling or wood basket, depending on the size of the bin.

Holsteins Sell For Average Of \$417

BAD AXE, Mich.—Sale of 106 head of Holstein cattle at the Ralph Nugent Farm for a total of \$44,220 made it the largest cattle auction ever held in Huron County. About 400 persons were present, coming from many parts of the United States and from Puerto Rico.

Top price of \$2,050 was paid for three-year-old Nan-Jan-Jule Konigen, a 4-H Club project of 15-year-old Gary Nugent. Miss Nancy Smith of Flint was the buyer.

A five-year-old bull, Nan-Jan Pabst Regal, was bought by the Michigan Artificial Breeders Association for \$1,950. Earl Andrews of Hillsdale paid \$1,650 for a yearling bull, Pabst Cyclone Burke. Twenty-seven head went for more than \$500.

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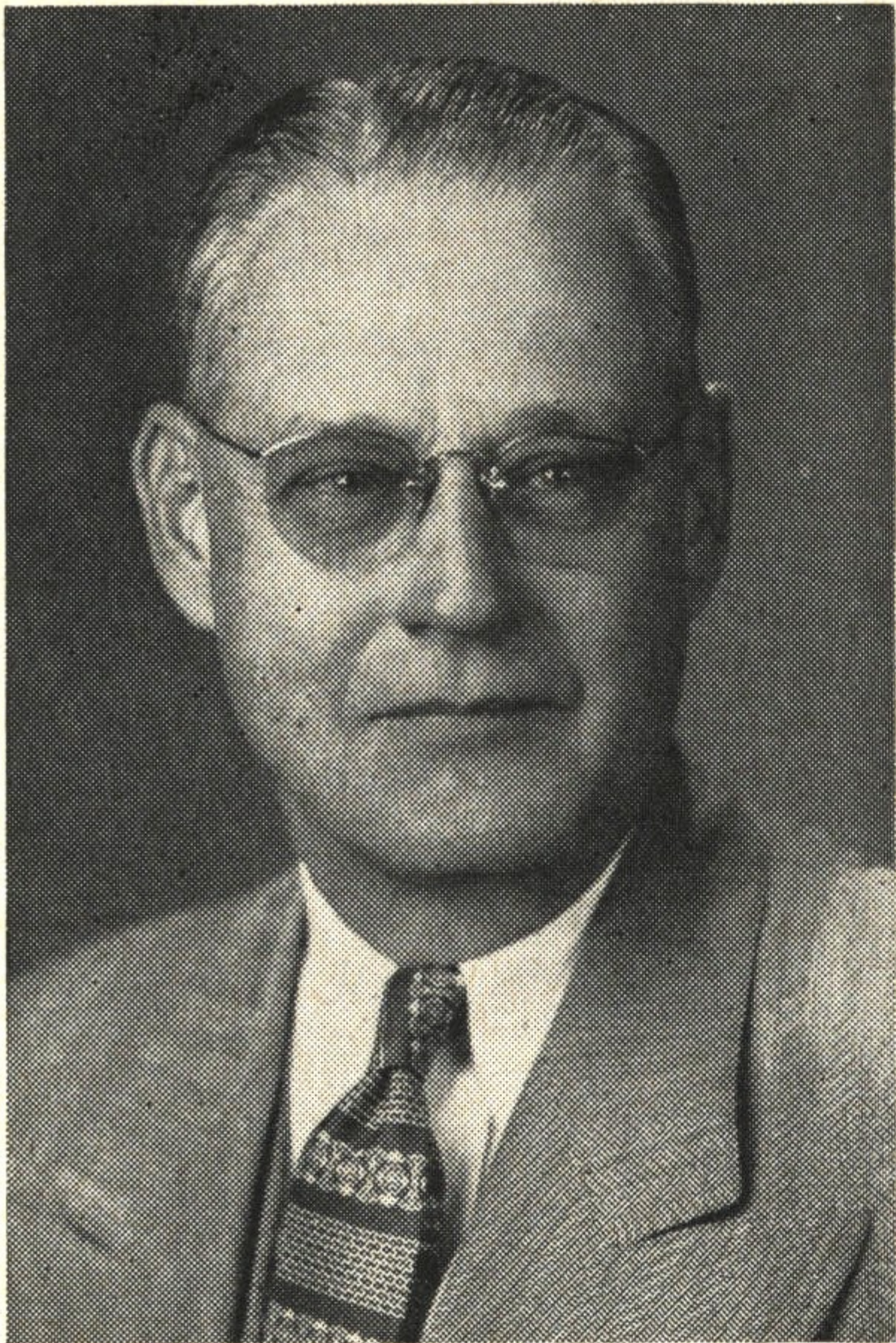
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If a room at the rate requested is unavailable, reservation will be made at the next rate.

NOTE: If Air-Conditioned room is desired, add \$2.00 to cost of each room.

Convention Speaker



Mr. Edward G. Hacker (above) has accepted an invitation to address the National Auctioneers Association during the National Convention of that organization to be held at the Hotel Olds in Lansing, Mich., July 18-19-20. A Real Estate broker in Lansing, Mr. Hacker is 1st Vice-President of the National

Association of Real Estate Boards. His wide experience and his respected knowledge of the Real Estate and Appraisal fields has caused him to be a much sought after speaker at many meetings.

Mr. Hacker has spent 37 years in the general real estate business specializing in residential, commercial and industrial properties, land developments, property management and mortgage loans. He has been active in all Real Estate organizations, is a Past-President of several such groups and is a Lecturer in Real Estate for the University of Michigan, both on and off the campus. His address will be one that any auctioneer in the Real Estate field or intending to enter this field, cannot afford to miss.

Real Estate Moving In Oklahoma

Six public auctions of ranch land were conducted the past month by the Wheatland Real Estate Auction of Enid, Okla. Success enjoyed by this firm has brought about a general trend toward the auction method of selling real estate in that area. Col. B. F. Mick heads the firm and we are very much pleased that he proudly displays the NAA emblem in all his advertising.

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HELP FILL THIS PAGE

Karlen Named Beef Council President

KANSAS CITY, Mo. — Edwin Karlen, Columbia, S. D., is the newly-elected president of the National BEEF Council, it was announced by C. T. 'Tad' Sanders from the Council's executives offices in Kansas City, Mo. The election of officers took place during the second annual meeting of the National BEEF Council on Sunday, April 7, Kansas City, Mo.

Named as vice president was Donald Bartlett, Como, Miss., with Bob Burghart, Colorado Springs, as secretary-treasurer. Seven regional vice-presidents named for the coming year are: Carl Garrison, San Francisco; Forest Noel, Lewistown, Mont.; Leo Welder, Victoria, Tex.; Don McMurchie, Centerville, S.D.; Mark Knoop, Troy, O.; B. R. Smith, Green Pond, S. C.; and Robert Watson, Clyde, N. Y.

Also elected were five directors-at-large: Don Collins, Kit Carson, Colo.; John Marble, Deeth, Nev.; J. C. Holbert, Bettendorf, Ia.; Glen Lewis, Exeter, Nebr.; and Mrs. Fred Dressler, Gardnerville, Nev.

Reports on the Senate and House agriculture subcommittee hearings held April 2 and 3 in Washington, D. C. on S. 646 and H.R. 5244 highlighted the business session. Don Bartlett, legislative committee chairman, and Jim Nance, Alamo, Tenn., president of the National Swine Growers Council, reported that "the cowboys took Washington by storm." Some 70 livestock organization and individual representatives from 33 states were present to testify at the hearings on the two bills, which would amend the Packers and Stockyards Act to permit voluntary mark-offs at the market. The bills are sponsored by the cattle, swine and sheep industries through the National Livestock Promotion Board, organized for the purpose of obtaining this self-help legislation.

Plans for a "BEEF Jamboree" promotional campaign to be instigated in the near future were presented to the delegation by H. L. Morrison, owner of H. L. Morrison Co. of Kansas City, specialist

in marketing and sales development.

Representing the American National Cow Belles at the meeting were Mrs. M. E. Trego, Sutherland, Nebr., president; Mrs. R. A. Burghart, Colorado Springs, Colo., vice president; and Mrs. Ross Haase, North Platte, Nebr., secretary-treasurer. They reported their organization's plans for this year's "BEEF for Father's Day" campaign in conjunction with the National Father's Day Committee, and for increased sales of their "BEEF Cookery" cookbook. Outgoing National BEEF Council president Don Short, Medora, N.D., gave special commendation to this strongly organized national women's organization for its outstanding work in beef promotion activities.

Lee R. Lyon, Kansas City, Mo., president of the National Hide Association, addressed the group on the present status of hide prices.

Representatives from state BEEF Councils, various cattle grower and feeder organizations and national livestock groups, which constitute the membership of the National BEEF Council, were in attendance for the annual business conference and election of officers. Among the special guests at the meeting were E. W. Alberding, Kiowa, Kans., president of American National Livestock Auction Assn.; Ed Buckner, Mexico, Mo., American National Livestock Auction Assn., convention chairman; Jerry Houck, Gettysburg, S. D., Junior Cattle-men's Assn., president; and Merrill J. Langfitt, Radio Station KMA, Shenandoah, Ia.

Quarter Horses Set Average of \$1579

Kingsville, Texas.—The King Ranch Seventh Annual sale here April 10 attracted a capacity crowd that saw a near record sale for Quarter Horses. A total of 25 yearling colts for \$39,475, an average of \$1,579. King Ranch bred Quarter Horses carry the line of Old Sorrel, former senior stud for the ranch, but now dead.

Auctioneer was Col. Walter Britten, College Station, Texas.

Yes, Everything Is Sold At Auction

Bethany College's Dean Robert A. Preston is going to be thrown into nearby Buffalo Creek one of these days.

This news release came from Bethany College dated March 21 and continues thus: "He knows he is doomed to be dunked. But he can't do anything about it."

The news release used this unusual "lead paragraph" and then called attention to the fact that members of Phi Kappa Tau fraternity at Bethany paid \$30 for the privilege of tossing Dean Preston into the creek.

The Phi Tau's bought the dean at an auction held to raise money for the World University Service, an organization that helps subsidize needy students in foreign lands.

"Probably every college student in the

country wishes at some time in his academic career that he could throw the dean into some chilly water," the Bethany College news release related. "But members of Phi Kappa Tau fraternity at Bethany quit wishing this week and paid \$30 for the privilege."

Faculty members, students and fraternity groups put themselves on the auction block and the college raised \$308.30 in the bidding that followed. Students collected another \$50 through room-to-room solicitation and by placing containers for contributions in their Student Union, the "Bee Hive."

"Priceless" Privileges

The dean himself brought the highest price but there were many other seemingly priceless privileges sold at the auction block. For \$10 the provost of the college bought twenty pledges to use in any way he chooses for one day. He decided to have them clean his apartment and wash and simonize his car.

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Antique Gun Collections

By JONATHAN ALEY

There's not much argument about it—most men like guns. And the collectors have even more than the normal liking for arms. For these men are lured by the romance and history of guns, by the beauty, individuality and craftsmanship of fine weapons, by the fascinating mechanical developments, and by the comradeship among gun collectors. Not only are there numerous clubs for trading and talking, but most collectors welcome visits from strangers bitten with the same bug — to swap guns or just to bat the breeze. Once started, a collector can tell fascinating stories about his weapons, their historical significance, and his own adventures in ferreting them out.

Fine Kentucky rifles, the special love of H. L. Murray, Jr., of Radnor, Pennsylvania, were the earliest firearms actually developed in America. Originated by Pennsylvania gunsmiths around 1725 for use in the "Kentucky Territory" by scouts and hunters, these guns are notable for their craftsmanship, graceful lines, and accuracy.

The large and varied collection of Webb Hilgar has been helped along by his vocation — he's a Master Gunsmith at one of Seattle's leading sporting goods stores, where he gets an occasional good lead and trade-in. His collection is nationally recognized as one of the largest and most comprehensive in the Pacific Northwest. He not only collects guns, but makes authentic repairs when needed, so every one of his 800 guns is in excellent condition.

In spite of his youthful appearance, Dr. G. W. Huchaba of Memphis, Tennessee, is a 20-year veteran at collecting guns. One of his first acquisitions, his grandfather's Kentucky rifle, hangs on the wall. This rather short rifle was made by J. Fehr, of Nazareth, Pennsylvania, around 1825. The gun is a heavy Percussion target rifle made in the latter half of the 19th century by Peter Reinhard of Loudonville, Ohio. Attached to the front of the barrel is a false muzzle, used to help in loading the barrel. Tar-

get rifles of this type still hold their own against modern rifles and sometimes even surpass them in competitive shooting. Although he owns a variety of guns, Dr. Huchaba, like many serious collectors, specializes in certain types of weapons. His primary interest is in Cap-and-Ball Colts, Smith & Wesson pistols made before World War II, and Percussion Derringers of Southern manufacture. Derringers are very small single shot Percussion pocket pistols of large caliber, often inlaid with silver, and beautifully made. John Wilkes Booth used a pistol of this type when he assassinated President Lincoln just after the close of the Civil War.

College Art Brings Record Sum At Sale

Submitted by Col. B. G. Coats

NEW YORK CITY — An art auction was held May 8th in the courtyard behind Russell Hall at Teachers College, Columbia University. Bids were soft and quiet—even one from a woman who leaned out of a third-story window. But a record sum was realized.

The auction was the fifth annual sale of student art works, sponsored by the college's Fine Arts Department. Onlookers and buyers formed a steady flow of about 150 persons from 1:30 P.M. to 5 P.M.

The 200 art objects included paintings, prints, enamels, sculptures, wood carvings, textiles and jewelry. They were sold by Prof. Arthur Young of the department.

Half of the proceeds will go to the twelve Hungarian refugee students at Teachers College. The other half will be donated to the World University Service, an international agency that aids needy students.

The amount realized at the auction was \$709.50, a record sum. About seventy-five art students presented their work. Several students have had paintings on

exhibit in private galleries in various parts of the country and have had their canvases in shows on Fifty-seventh Street here.

All the art offered yesterday was created in the students' regular courses this semester in the department. The students are working for master and doctor degrees and the majority are preparing to be art teachers and administrators in schools and colleges.

The objects in some cases were the results of weeks of labor. They were presented to the auction cheerfully because their creators knew that the buyers largely would be fellow students or faculty members and their wives.

Professor Young, an accomplished print maker, commented that "in addition to assisting a worthy cause, the auction is a wonderful opportunity to show the students that their work is wanted by the public."

Dr. Edwin Ziegfeld is chairman of the department.

The Season Past

NEW YORK CITY — The 1956-57 season at Parke-Bernet, which opened rather inauspiciously on September 21, with a sale of French furniture and decorations, will close on June 14, when our annual garden sale takes place. In between however, the season offered many unusual events, amassed a much larger than average total, produced a number of record prices for exceptional items, and, in retrospect, demonstrated the enormous variety and excitement which an art and rare book auction center is able to afford the public.

A tribe of Haffenreffer wooden Indians preceded an auction of important Old Masters in which two notables Turners returned to their country of origin after a forty-year sojourn at the New York Public Library; the Metropolitan Museum of Art continued with its 'housecleaning' program; January was devoted mainly to the liquidation of the now historic Rovensky collectins; and in March an internationally-known antiquarian put her French porcelain and faience on the block. For the specialists, there were arms and armor, the first important sale

of Ch'ing porcelains in a decade, Judaica, antiquities, and rare books and manuscripts from incunabula to Mark Twain. Irvington House took over the great sales room one evening in December for a benefit auction and, while this issue of the Bulletin is in circulation, and as the plasters and carpenters begin the necessary alterations in the Parke-Bernet Building to accomodate French & Company's occupancy of the Fifth floor and Penthouse, the UJA of Greater New York are activating plans for another "Art for Humanity" benefit sale.

A fully detailed account of the year's activities will be written, after the last sale is held, for our traditional "Resume of the Season, complete with outstanding prices received and trends observed, to be circulated to the Press and providing ready-made and, we hope, interesting material for the first Bulletin of the season next September.

Santa Gertrudis Bulls Hit \$2,478

SAN ANTONIO, AEXAS — Maltsberger Ranch, Cotulla, topped the 5th annual Pioneer Santa Gertrudis Breeders Sale here April 11 at \$8,000 in selling a bull to Winthrop Rockefeller, Winrock Farm, Morillton, Ark.

The bull, Sancho II, was an October 2-year-old that tipped the scales at 2,050 lb. at 28 months. He was sired by a King Ranch Certified bull and out of a Maltsberger Certified cow.

The auction saw Texas consignors collect \$63,445 for 8 bulls and 26 females.

Walter Britten, member of the NAA was auctioneer.

FRUSTRATION

I get so mad when John don't shave
My temper's simply spastic.
I'd throw and break each dish I have
Except that they are plastic.

Gossips have been catalogued in three different types: The vest-button type—always popping off; the vacuum cleaner type — always picking up dirt; the liniment type — they rub it in.

“My Four Years In The Auction Profession”

By Col. Ronnie Woodward, Callaway, Neb.
From Nebraska State Convention Address

I know that four years is not very long in this profession, and I found it so when I tried to sit down and put it on paper. It did not amount to much and I realized that it wasn't very long when I looked over this group and saw so many men in the group who have been in this profession for 30 years or longer. I feel somewhat like a student standing before a professor or a green recruit in front of a seasoned officer with many years of military service.

I imagine every auctioneer goes through about the same experiences trying to get his start in the first few years; and I know that some of the experiences we would rather not talk about. I think it is one of the most difficult professions to break into. When I think back and think of what I went through trying to get a chance to sell and a place to work, I wonder how I ever made it. Many breaks have come my way, and I think I have met and worked with some of the finest people one would find in any field of work. I am certainly thankful for the kind words of cooperation and encouragement I received from fellow auctioneers. I know that without their words of encouragement, I would have given up long ago.

I feel that the first break that I received was in January, 1951. I had been out of auction school about a year and had made no progress. I contacted Mr. Helberg and Glen who operate the sales barn here. I told Ben that I was a young auctioneer trying to get a start. I remember his reply was something like this — “Well, Ronnie, we want to help you all we can. The pay is not very high for young auctioneers without any experience, but I am sure the work will do you good!” And he was right! I continued working for the Helbergs until June of 1953 and when it seemed I was getting along pretty

well, Uncle Sam decided he needed another soldier, and I was inducted into the Army.

While serving in the Army from June, 1953, to June, 1955, I endeavored to keep in touch with auctioneering as best I could, and I had an opportunity to sell about every piece of equipment the Army had, and would get out someplace by myself and sell. In the evenings we would often hold auctions. The boys got a big kick out of it and gave me a chance to keep abreast of the selling business.

I was stationed at Fort Bragg, North Carolina, and had the opportunity to attend many tobacco auctions. A man I knew from Nebraska had three meat packing plants in and around Dunn, North Carolina, and we would attend livestock auctions and he would introduce me to the managers and owners and I would maybe get to sell a little at the sales. He tried to interest me in staying in the South and selling tobacco. It seems there was a shortage of auctioneers in that field, but being born and raised in the heart of the cattle country, I knew I could not be at home in the South.

The auctioneer business means to me, not only a lot of hard work and keen competition and responsibility, but it holds a fascination for me, but I feel that we all must possess it. There is a desire to do a better job each time I cry a sale, and I hope that I won't lose it. It is a must for an auctioneer.

In closing, I would like to say that I hope I will always conduct myself in a manner that is befitting our profession. I hope that in some small way, I may be responsible for raising our professional standards even higher than they are today. I have met a lot of men and have heard many good things about them, and I certainly have enjoyed myself.

It's Pvt. Koske Now

In the last issue of "The Auctioneer" we were privileged to print an article with pictures about the successful sale that Col. J. R. Koske, Palm Bay, Fla., conducted for the Lions Club of Melbourne, Fla. Now we have the information that the man we know as Col. Johnny Koske has been demoted to Private Johnny Koske.

Private Koske is now serving for Uncle Sam and is currently stationed at Fort Jackson, S. C. "The Auctioneer" will follow him through his period of army service as we want to keep him informed on the Auction profession in order that he may regain his title of "Col." as soon as he receives his discharge.

King Ranch Bulls Average \$6311

Kingsville, Texas — The 104-year-old, famous King Ranch had its seventh annual sale here April 10 and ended up with a whopping big average of \$6,311 on 25 bulls and a gross of \$157,775 on the 25 head. Top of the sale was \$18,500 for a bull bought by R. D. Reese of Orlando, Fla. Reese also bought another bull for \$10,600.

Winthrop Rockefeller, owner of Winrock Farms, Morrilton, Ark., purchased three bulls for \$11,000, \$8,400 and \$8,000. William DuPont of Wilmington, Del., bought five bulls for an average price of \$9,500. His prices were \$16,000, \$9,000, \$8,000, \$8,000 and \$6,200.

Col. Walter Britten College Station, Texas, sold the offering.

'Egg' Sells For \$750 At Auction

DALLAS, Tex. — Like everything else, the price of Easter eggs has come up.

A Fort Worth woman paid what may be an all-time high price on the Easter egg market — \$750 — for a single egg that isn't even a real egg. It was made of plaster.

The buyer was Mrs. Clint Murchison, whose husband is ranked among the nation's wealthiest men. She bought the

egg at an auction for the benefit of the National Society for Crippled Children and Adults (Easter Seal) held at a Dallas department store.

One saving thing about Mrs. Murchison's expensive egg — it was decorated by Walt Disney. The store sent the eggs to celebrities for decoration. George Apple, noted Southwest cattle auctioneer from McKinney, Tex., auctioned the eggs.

Competition???

LOS ANGELES, Flipping for bidding turns on livestock in stockyard alleys must be discontinued by May 1, according to a directive issued Wednesday by Ben F. Platt, district supervisor, Packers and Stockyards Branch, USDA.

An investigation of the regularity of the practice which involves the flipping of a coin in the alleys of marketing agencies, has been under way since July 1, 1952, according to Platt. He accused buyers and sellers of abusing the privilege, which he terms a violation of the Packers and Stockyards Act. In case market agencies continue the practice after May 1, Platt announced that he will recommend formal action against the buyer or buyers and market agencies involved.

A Bargain Here

CHARLESTON, S. C., — Mrs. Annie Lee Small wife of a traveling salesman told an antique shopkeeper the other day, "This looks like a real diamond—how much?" The proprietor looked over the tarnished ring she had chosen from his display of old jewelry and said with a laugh: "For you, \$5. You always get a diamond that size for \$5. Mrs. Small took her purchase to two appraisers who agreed the stone was a blue-white diamond worth \$750.

Small girl, tearfully, after a valiant attempt to dress herself: "I can't fasten my dress, Mummie. The buttons are all at the back, and I'm at the front."

"I enjoy 'The Auctioneer' very much and would hate to be without it." John D. Kooiman, Richland Center, Wis.

Lansing, Michigan Is Calling

By COL. B. G. COATS

For the first time in the history of the National Auctioneers Association, Lansing is making plans to entertain Auctioneers, their wives and families from all the 48 states and Canada. For the past eight months the Michigan Auctioneers Association have been getting ready to welcome the hundreds of Auctioneers that will merge upon Lansing beginning July 17th.

Lansing is a convention city and I am of the opinion that one of the chief reasons why the Michigan boys selected Lansing is the availability of palatial hotel accommodations and their very reasonable rates. The splendor of these hostleries offers those who attend the 1957 national convention a breath taking experience — even for those of us whose purses are not bulging with surplus funds. We will have the chance to enjoy the same plush accommodations that only the wealthiest tourists can afford at the height of the summer season up north, and I do want to remind you to keep a record of your expenditures as it is deductible from your income tax. From the information at hand the expense of accommodations will be less than any convention heretofore.

Now we all prefer accommodations in the same hotel as the convention headquarters. To insure this privilege this for yourself, now is the time to make your wishes known, by making your hotel reservations now you will avoid the risk of being separated from your own friends and acquaintances during your stay in Lansing.

There is every reason to believe that the attendance records will be shattered at the 1957 conclave. Like thousands of other Americans, N.A.A. members are expected to respond to the magnetism and cool invigorating summer breezes such as are only found in Michigan. There is no need for you to touch your savings or investments in travelling to and from the convention. You can fly and pay later. You only have to pay 10% down and the balance in monthly

amounts over as long as 20 months. You need no collateral or no complicated financing arrangements. With a convention program that no Auctioneer will want to miss and one that no Auctioneer can afford to miss and with such convenient travelling arrangements a registration in excess of 500 is anticipated. Come early, make your plans now and get all set for three days and nights of knowledge, ideas, entertainment and just about everything that will be beneficial to you and your business. There is no convention like an Auctioneers' convention. Take a break from your business and leave your worries behind. You'll be so glad you did.

Zebu Group Names Garcia President

SAN ANTONIO, Texas — Esteban Garcia, famed Zebu cattle breeder of Encino, was elected president of the Pan American Zebu Assn., at a meeting held here last month.

Garcia and his brother, Eligio, own and operate the internationally known Garcia Bros. Zebu cattle herd. The Garcia brothers were instrumental in 1946 in importing a quantity of Brazilian Zebu bulls to introduce the only new Zebu blood to enter the U. S. in more than 20 years.

The association's newly-elected officers and directors include as vice presidents L. Otis Cox, Cotulla; Albert Bequiristain, Sagua La Grande, Cuba; Luis Robledo, Bogota, Columbia; and Guillermo Hubner, Paraiso, Tabasco, Mexico. Roy G. Martin, Cotulla, was elected secretary-treasurer.

New directors on the board are Daniel Cornelius, Markham; Frank Crawford, Cotulla; Eligio Garcia, Encino; Charles Glueck, Hobart, Ind.; Tom Holsworth, Collegeport; J. W. Martin Jr., Fowler-ton; Jess McNeel, San Antonio; and J. B. Parker, Encinal. Sixteen directors were retained.

Zebu association plans for special projects this year were announced to include the sponsoring of a series of stocker-feeder sales here.

Scrap Heap Gets President's Car

MIDDLETON, N. Y. (AP) — The regal elegance of the vanished rail barons of the golden age of American railroading lingers on in an old private car poised on the edge of the scrap heap.

Veterans remember her as the honeymoon car of more than 70 years ago of President Grover Cleveland and his young bride.

President Cleveland, a 49-year-old bachelor, wooed Frances Folsom, the 22-year-old daughter of a former law partner, in the full and unrelenting spotlight of an eager press.

Social Highlight

The marriage in the White House was the social event of 1886 and followed a most bitter political campaign.

Now known as "Car 30," the ancient honeymoon special still has its richly-carved mahogany interior decorations, an ornate cut glass chandelier and a plush lounge for surveying the rural American countryside.

The bedrooms have wide berths, trimmed with brass. The seats are the best the 19th Century had to offer. A spacious

dining room, fully equipped kitchen and servants' quarters are still there, waiting the demands that probably will come no more.

Relaxed In Comfort

But 70 years ago, when President Cleveland often journeyed from the White House to his home in Buffalo, oldtimers remember that he often relaxed in the solid comfort of "Car 30."

The New York, Ontario and Western Railway, which owns the old car, has fallen on bad times, too. It is bankrupt and ruined, and will be sold a piece at a time to the highest bidder.

Scrap men are not sentimentalists, nor, generally, collectors of Americana. They might be able to use the wheels . .

Aircraft Auction

A regular monthly auction of Aircraft and Aircraft Parts has been inaugurated at the Colt's Neck Airport at Colt's Neck N. J. The first sale was held on Saturday, May 4, and sales are planned for the first Saturday of each month thereafter. Entry fee for planes is \$10.00 which includes one month free tie down. Col. B. G. Coats, Director of the NAA, is the auctioneer.

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THE LIGHTER SIDE . . .

UNDERSTANDING THE GALS

What the country needs is a special dictionary of feminine foibles to enable a man to understand the other sex a little better. Here's a start:

Budget: Something a woman thinks a man should live on, but she shouldn't.

Closet: A big hole in the wall where women who never have a thing to wear keep their clothes.

Money: Long green pieces of paper which, if a man has a lot of them, women think he's better looking than he is.

Fun: Something a man should never have unless his wife is along.

Bachelors: Spineless creatures who would rather be happy than normal.

Tears: Small drops of liquid emitting from female eyes that sometimes turn into fur coats.

Refrigerator: A large boxlike contraption used to store odd bits of egg foo yung, chicken ala king and parsnips for a week until they're ready to be thrown out.

FORECAST

"My uncle is going to be in the hospital a long time."

"Goodness, did you see the doctor?"

"No, I saw the nurse."

TOO LATE

The second floor tenant called the party below and shouted: "If you don't stop playing that blasted saxophone, I'll go crazy."

"I guess it's too late," came the reply, "I stopped an hour ago."

SHORTER

An Indian petitioned a judge of an Arizona court to give him a shorter name. "What is your name now?" the judge asked.

"Chief Screetching Train Whistle," said the Indian.

"And to what do you wish to shorten it?" asked the judge. The Indian folded his arm majestically and then grunted, "Toots."

SLIGHT ERROR

Walking ahead of us on the way home from church were a well-known professor and his wife. We couldn't help overhear him declare gleefully, "Who's absent-minded now? You left your umbrella in the rack. But I remembered both yours and mine." And he proudly held up two umbrellas.

"But, dear," his wife said desperately, "neither one of us brought an umbrella today!"

ACCOMPLISHED

The policeman stopped the man going down the street clad in a barrel. "Are you a poker player?" he asked.

"No," the man replied, "but I just left some fellows who are."

OPPORTUNITY

To the blonde dancer who had just finished her act in the floor show the rich young man said sadly: "Tell me, why do you, a beautiful, talented — and apparently educated girl — dance in a sordid joint like this?"

"I don't know," she answered just as sadly, "unless it's because I meet more prominent young men here than I did when I was a public librarian."

EASY

Someone once remarked to Will Rogers that Webster spoke perfect English. "Shucks!" snorted the cowboy philosopher, in his own inimitable way. "If I wrote my own dictionary, so could I."

THE SIMPLE LIFE

"Since I have my new automobile, I don't have to walk to the bank with my deposits."

"That's nice. Drive over now, eh?"

"No, I just don't make any."

MUZZLE

It's seldom that you hear a gripe from any man that smokes a pipe. The reason's clear, beyond a doubt—If he stops to talk his pipe goes out.

IN UNITY THERE IS STRENGTH

GLOBE TROTTERS

Looking over the rim of the volcano's crater, one American tourist said to another, "Really something huge, isn't it? Reminds one of hell, doesn't it?"

One of the natives who overheard the remark shrugged his shoulders, threw up his hands and exclaimed, "These Americans. They've been everywhere."

COME-ON

"Boy, oh boy! That was some blonde with you last night. Where did you find her?"

"Dunno. I just opened up my billfold and there she was."

EAVESDROPPER

The little boy was saying his prayers in a low voice. "I can't hear you, dear," whispered his mother.

"Wasn't talking to you," the boy answered firmly.

WISDOM

Sign in bar: "Your wife can only get so mad. Why not stay and have another?"

MEOW

"Oh, Agnes, your new book just thrilled me. Who wrote it for you?"

"I'm glad you liked it. Who read it to you?"

SIGNAL

On a bus one evening a woman was bothering the driver every few minutes to remind him when she wanted to get off.

"How will I know when we get to my street?" she asked.

He couldn't resist that, replying, "By the big smile on my face, lady."

OLD STORY

Dentist: I'm sorry but I'm all out of gas.

Girl (leaping from chair): Heavenly days, do dentists pull that stuff, too?

MECHANICAL DIFFICULTY

"Jimmy, why do you keep eating with your knife?"

"My fork leaks."

VOICE OF EXPERIENCE

Scientist: "From our studies, we learn that other planets may not be able to support life."

Taxpayer: "It isn't so darn easy here, either."

PRESCRIPTION

Farmer: What's wrong with me, doctor?

Doctor: You're not getting enough exercise. You should spend about two months in the city dodging traffic.

ADVANTAGE

Professor: What is the principal contribution of the automobile age?

Freshman: Well, it's practically stopped horse stealing.

UNFORTUNATELY

"I couldn't believe it when I heard you were in the hospital. Why, only last night I saw you dancing with a gorgeous blonde."

"So did my wife."

POINTLESS

"Grandfather, why don't you get a hearing aid?"

"Don't need it, son. I hear more now than I can understand."

PARENTS

Father: Now, son, tell me why I punished you?

Son: That does it. First you pound the life outta me and now you don't know why you did it.

REPEAT PERFORMANCE

"Look out!" shouted the motorist to the pedestrian he had just knocked down.

"Why?" despaired the victim. "Don't tell me you're coming back?"

"How about a kiss?" asked the young man hopefully.

"I have scruples," replied the girl.

"Oh, that's O.K." the suitor assured her. "I've been vaccinated."

The Neighbors: "My husband and I like the same thing — but I like to spend it and he likes to save it."

Shetlands Sell For New World Records

DES MOINES, Iowa—A sorrel Shetland pony sold for \$17,000, a new world record price, at an auction at the state fairgrounds here.

The 3-year-old stallion, Red Crescent King, was one of the sires in a herd of 30 owned by Dr. W. C. Verploeg, Pella veterinarian who died last winter.

The man who paid the \$17,000 was A. L. Irvin of Bloomfield, a life insurance underwriter. He bought the 1954 National Shetland Pony Congress champion for Happy Valley Pony Farm, which he owns in partnership with Edward J. Burchette, chairman of the board of the Valley Bank & Trust Co., Des Moines.

The stallion has a stripe on his forehead and a white stocking on his right hind leg. Bidding for him started at \$3,000.

The former record price for a Shetland pony was \$16,000, paid by D. Curtis Smith, Monroe City, La., for Golden Boy Crescent 2nd, to Clark McKelvey, Euless, Tex., at a sale at Perry, Okla.

Two other world records were set at the Verploeg sale — one for the highest average price per pony and the other for highest priced yearling.

A total of \$140,500 was paid for the 29 ponies, an average of \$4,846. The previous high was \$94,000 for 36 head at the McClelland sale at Aledo, Ill.

Mrs. Verploeg, who attended the sale, said she had turned down a lump sum of \$75,000 for the pony herd before the sale.

The new record price of \$6,100 was paid for Sparkling Crescent Vee by L. B. Haines, Westville, N. J. The previous record price for a yearling was \$6,000.

New Policy Adopted By Shorthorn Ass'n

Chicago, Ill., — Directors of the American Shorthorn Breeders' Association recently adopted a policy requiring all breeders and sale managers to register and transfer all calves sold at the side of their dams, regardless of whether they are sold as one lot or split off and

sold separately.

In addition, a signed pedigree application for **unborn** calves must be furnished with bred females, showing the name and record number of sire and dam, as well as service date.

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