

the **AUCTIONEER**



VOL. XVII
APRIL

No. 4
1966



INDEPENDENCE HALL WITH INDEPENDENCE MALL in the foreground. The beautifully landscaped Mall provides a perfect setting for the Nation's most famous historical site. See page 22.

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

901 S. Jackson St.
Frankfort, Ind. 46041

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publication and every member of the
NAA also owns a share of THE AUC-
TIONEER. It is published as a means
of exchanging ideas that will serve to
promote the auctioneer and the auction
method of selling.

The Editor reserves the right to accept
or reject any material submitted for
publication.

**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUB-
LICATION 15TH OF THE MONTH
PRECEDING ISSUE OF THE 1ST.**

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

DISPLAY ADVERTISING RATES

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

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Published the 1st of each month
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Buffalo Auction A Success

In Spite Of Winter Blast

CUSTER STATE PARK, S.D. — The first auction sale of buffalo from the world's largest herd produced record prices here Feb. 12, with \$800 being paid for two two-year-old heifers and \$700 for a two-year-old bull.

A total of \$64,125 was paid for the 100 heifers and 20 bulls with an average of \$525.90 paid for the females and \$581 for the males.

The shaggy giants of the plains were sold from the herd maintained by the State of South Dakota in Custer State Park and were bought by cattle breeders, tourist attraction operators and ranchers.

Millionaire industrialist Harold Schafer of Bismarck, N. D. was the most active bidder. Hatless, with a day's growth of beard and clad in rough

western clothing, Schafer purchased just over half of the animals that were for sale.

Schafer, who is president of Gold Seal Inc. which manufactures household cleaning products, paid a total of \$34,090 for 52 heifers and 10 bulls.

Schafer operates a ranch near Bismarck and also is involved in the restoration of the North Dakota frontier town of Medora. He said he planned to use the animals as an attraction at Medora but temporarily he would put them on the ranch near Bismarck.

A cold wind, snow and slippery roads combined to hold down the crowd which the auction was expected to draw. Nevertheless approximately 400 persons were on hand for the outdoor sale conducted by auctioneers Jack Churchill



Winter's blasts are nothing new to the hardy buffalo. Except for the noise and excitement it was just another day for them.



Freddie McFarland (in light coat) and Jack Churchill were the men who conducted the first auction of all buffalo breeding stock. Both are active members in their state and national auctioneers groups. (Photo by S.D. Game Fish and Parks.)

and Freddie McFarland.

The top price of \$800 each was paid on two heifers by Mrs. Marion Highland who purchased them for the Mainland Ranch at Post, Ore. Mrs. Highland is purchasing agent for the ranch owned by D. C. Maine of Los Angeles.

"I wouldn't have missed this for the world," Mrs. Highland said through chattering teeth. She said the two heifers and a bull would be used to start a small herd of buffalo on the ranch which runs Herefords. It was the first auction sale she had ever attended.

The top price for a bull, \$700, was paid by D. C. (Bud) Basolo Jr. of the B Bar B Ranch near Gillette, Wyo. Basolo, who is president of Texas Meat Pack Inc., bought five bulls.

After Schafer, the next largest number of animals was purchased by former South Dakota lieutenant governor Roy Houck who has a herd of 1,000 buffalo on his ranch near Fort Pierre. Houck bought 20 heifers to add to his herd.

Houck is engaged in raising buffalo meat for sale. He slaughtered about 50 animals this year but plans to reach peak production by 1967.

IN UNITY THERE IS STRENGTH

Houck commented that raising buffalo for profit through the sale of meat is a costly investment because of the heavier fences and corrals needed to confine the behemoths.

Houck also commented that in his opinion the Custer State Park herd has been doing better since the herd has been reduced. Purchasing for another commercial reason was Sonny Laramie of the UM Ranch near Buffalo, Wyo. He bought 10 heifers and one bull as part of a foundation herd to go with buffalo purchased from other sources. Laramie conducts commercial hunting on his ranch and he will offer sportsman an opportunity to shoot buffalo along with elk and deer.

There were a total of 10 buyers who got the final nod from the chanting auctioneers. Five heifers each were purchased by the United Electric Coal Company of Canton, Ill. and Byron (Bud) Brown of Custer. A. C. Sheley of Longmont, Colo. and Tom Ellis of Lyons, Colo. combined to buy four heifers and one bull.

Jack Errington of San Jose, Calif., buying for Leon Fraser, a Provo, Utah, attorney and resort operator, purchased two heifers and one bull and the State of Wyoming purchased one bull for Hot Spring State Park at Thermopolis, Wyo.

Slippery roads and cars not equipped with chains or snow tires slowed traffic on the road to the sales area. Many who planned to make the trip turned back and many others arrived late.

The start of the sales was held up for 30 minutes but once underway it moved quickly with both male and females being sold in lots of five or less.

Handled smoothly by the Custer Park crews, the buffalo were relatively calm and there were no injuries except for cold fingers, toes and noses of the spectators.

Custer State Park superintendent Les Price was happy about everything but the weather.

"If we had had a nice day we would have had thousands here for the sale."

Commenting on the prices paid, Price



A section of the buffalo corrals in Custer State Park, scene of the auction.



A cold, snowy day in the Black Hills might have cut the sale's attendance but there were a great many who dressed for the occasion and helped make the auction a success.

said the previous high price for a buffalo sold from the park herd on bids was \$501.

Price said it is planned that the state will gradually get out of the business of slaughtering buffalo and selling meat.

"We will raise the breeding stock and sell it to private operators who will raise buffalo and sell meat," he commented.

Churchill and McFarland said they felt better weather would have brought out more buyers and resulted in better prices but expressed satisfaction over the results under existing conditions.

So unique was this buffalo sale that all of the major news services were on hand. These included NBC, CBS, ABC and the Canadian Broadcasting System.

THE HEAT'S ON!

Winter moves south across the land, and it's always a fascinating thought to imagine the little electric blanket lights coming on to mark the progress of the cold front.

\$1200 Value Put On Set Of Work Horses

There was a time, long, long ago it seems, when every farm had at least one team of work horses. But, with the advent of powerful tractors which are capable of doing the work of a dozen horse teams, this sturdy breed of working animal is disappearing from the scene. However, good horses are still worth money. A team of bay mares, sold at the Oscar Olson farm auction, were very nearly "worth their weight in gold."

The mares are full sisters, five and six year olds, weighing 300 pounds. The horses' names are Belle and Blaze and they were broken and raised by Wendell Koss and son Gary, Rt. 2, Holman, Wisconsin. They were sold to Philip Nortman, Rt. 1, Black River Falls, Wisconsin, when he turned in his high bid of \$1,200.

Col. Alvin Kohner, NAA member from Winona, Minn., was the auctioneer.

Today's Prices A Far Cry From Auctions Of 1836

Throughout the year "The Auctioneer" receives reprints of many old sale bills. Over the years we have reprinted many of these and this explains why each and every one received is not published.

G. Teague Gilbert, NAA member from Lincolnton, N.C., has sent us a reproduction of a clerk's sheet that we thought would be interesting. This is a copy of the transactions at an auction held for John G. Hines, in Lincoln County, N.C., on September 28, 1836. Mr. Hines was selling his belongings preparatory to moving in Schooner Wagon to his western home in Morgan County, Indiana.

Col. Gilbert came across this while conducting an estate sale. It had been reprinted in an old newspaper. Following are the buyers and prices paid:

1. William Cline X, a dung shovel, cash, 27.
2. John Boyd X, a spade and digger, cash .30.
3. Jonas Fry X, a single tree, cash 25c.
4. James Cambell, a single tree and clavass, 25c.
5. Paul Cline, an axe, 8c.
6. Jerry Abernathy X, a hay fork, cash 36c.
7. Philip Fry X, 2 hoes, cash, 24c.
8. Jonas Finger X, do-do, cash, 17c.
9. John Scronce, box and sundried, cash 12c.
10. Do-Do, a basket of nails, cash, 36c.
11. James Cambell X, a wooden bowel and contents, 13c.
12. David Hause, X, a box full of nails, cash 67c.
13. Lyman Woodford X, hay rakes, fork and flail (?) cash, 19c.
14. John Burns X, iron wedge and crowfoot, cash, 33c.
15. Jesse Grant, hammer and anvil, 19½c.
16. John Mauney, 3 bread baskets, 17c.
17. Paul Cline, half bushel, 26c.
18. Solomon Wilson X, gun and half

bu. onions, 25c.

19. John Richards, shoe bench and tools, 39c.

20. Lyman Woodford, a two tubs, cash 12½c.

21. Anthony Eskard X, bells chain bridle bit, cash 10c.

22. Anthony Eshard X, a wash tub, 39c.

23. Do-Do, a flour barrel, 26c.

24. Fred Detter, Do-Do, 36c.

25. Paul Cline, a Brandy barrel, \$1.02½c.

26. Catherine Detter, 2 wooden bowels, cash, 14c.

27. Lyman Woodford X, an old bucket, cash, 19c.

28. John Scronce, a large pail, cash, 27c.

29. Jesse Grant X, a sythe and cradle, cash, \$2.11.

30. Solomon Shuford X, 2 screw augers, cash, 57c.

32. John Boyd X, an iron square and crose iron ch. 12½c.

33. James Cambell X, 3 Chissels and file, 17c.

Total, \$7.30.

There is a page missing for the next number is 68.

68. Michael S. Cline, Note, a sow and 5 pigs, \$6. torn.

69. James Cambell, a boar and barrow, \$2. torn.

70. David Abernathy X, a black cow, \$9.10.

71. Anthony Ikard X, a cotton patch, \$21.81.

72. Solomon Wilson X, a lot of corn, 1st, \$24.31¼c.

73. Paul Cline, two sheep, \$3.02.

74.

75. Frederick Moore, a lot of corn and roasting ears in the field at the Bans, \$18.57¼.

76. George Ikard, lot of corn over the little br. \$6.70.

77. Do-Do, Do-Do at the Meadow, \$14.00.

IN UNITY THERE IS STRENGTH

78. James Cambell, box and Sundries, 14c.

79. Anthony Ikard X, two winsor chairs, \$1.50.

80. Do-Do, two do-do, \$1.50.

81. Anthony Ikard, two slip bottom chairs, 22c.

82. Do-Do, a table, \$1.03.

83. Geo. Ikard, A jug, 25c.

84. Andrew Bolick X, table, a blue one, cash, \$1.20.

85. Frederick Moose, basket and 8 window lights, 51c.

86. John Richards, basket and candlestick, 27½c.

Total, \$112.94.

87. Lyman Woodford, cask, candle mounds and pitcher, 7c.

88. Anthony Ikard, basket and server (?) 28c.

89. James Cambell, basket and pitcher, 35c.

90. David Hait X, check reel, \$1.12½.

91. Frederick Moose, pitcher and dish, 2c.

92. Do-Do, 4 bouls, 25c.

93. James Cambell, 2 crocks, 5c.

94. George Deal X, 2 do-do, 10c.

95. John Mauney, bacon, \$1.00.

96. Silas Bost, 3 hoan (?) 28½c.

97. E. P. Coulter X, a pitcher, 13c.

98. Eli Summit, X, two tumblers, cash, 22c.

99. John Hause X, pair shares (?) cash, 51c.

100. David Hait X, Side saddle, \$17.25.

101. George Deal, bureau, \$18.25.

102. Frederick Moose, a chest, \$2.96½.

103. Jacob Cline, and Irons pd. J. G. H., \$1.27.

104. Philip Burns, Hymn Book, cash, 31c

105. George Ikard, a bridle, \$4.00.

105. James Cambell, rocking cradle, 50c.

106. John Boyd, smothing Iron, cash, 37½c.

107. Menry Keener, a skillet, cash, 25c.

108. John H. Robinson, skillet, cash, 27c.

109. Michial S. Cline, an oven and lid, \$1.01.

110. John Boyd X, a bonnet, cash, 2c.

11. Catherine Detter, an oven, cash, 58c.

112. Frederick Moose, looking glass, 71c.

114. John Mauney, 6 geese at 13 eh. cash, \$1.15.

113. Henry Keener X, potato patch, Total \$166.42.
18c.

WHO SAID THAT . . . If all writers were determined not to write anything till they were sure it would offend nobody, there would be very little written.

Appreciation

We of the NAA office staff wish to express our appreciation to the membership for their patience and courtesy during the past few weeks. Moving always involves a certain amount of confusion regardless of how well the move is planned. Now that we are in our new, modern offices we plan to serve our members better than ever.

While our transfer of office quarters was in process it was necessary for your Secretary to make several trips out of the state. With the press of getting "The Auctioneer" mailed on time and taking care of matters requiring immediate attention he just couldn't find time to get his signature on membership credentials.

Now that we are back to normal we will try to stay that way. Meanwhile, we invite you to visit us in our new location at 901 South Jackson Street in Frankfort, Indiana, whenever you are in the area.

THE LADIES AUXILIARY

Plain Talk

You, the wife of an auctioneer, play an important part in his success. It is your job to qualify! You are his partner. It is not necessary that you take an active part in the actual auction business, you are a helpful partner if you are a good wife, a good mother, and a good citizen. Other tasks are additional. You are to be commended if you expand your efforts to include the auction business. The tasks you can do are endless. I will suggest just one.

Read - read to inform yourself and to direct your husband's reading. Read to keep up with the daily events, to gain general knowledge and seek and search out the topics helpful to your husband's professional life.

An auctioneer needs general knowledge of all types of auctions, even though he may specialize in only one field of the auction industry. One should be informed on the arts, travel, agriculture, industry, history, business, religion and news events.

Subscribe to many and a variety of publications - dailies, weeklies, monthlies, trade magazines, government bulletins, and sales and management booklets. Use the library, too.

Our life isn't long enough to read all of the material in print, so don't waste precious minutes on trash. Learn to catch the headlines, skim for the articles which apply to your enlargement as a person and read in more detail that which will enlighten you and enrich your life. Clip and file articles you wish to refer to or to read more carefully at a later date. Mark those articles you want your husband to read, or those which are helpful in his work.

Keep good reading matter at hand, be sure it is current and in order so one can utilize a moment here and there to read gainfully. Have reading material beside each chair, by each bed, in your car, in travel luggage, in your purse and in open bookcases, always

available.

I call reading my "pickup" work. A minute or two while you wait in the car, at the doctor or lawyers office, in the beauty shop, in a hotel, on a train or plane or in a restaurant waiting for a friend prevents wasting time that counts toward your education. Keep worthwhile reading handy.

Cultivate the reading habit and help your mate cultivate the habit by tactfully directing his attention to the proper subject matter.

Some wise persons have said, "Anyone who will read can become educated." Education is a life-long process. Someone else has said, "Show me a person who reads and I will show you an educated person." Another has said, "Read thirty minutes EVERY day and you will be informed."

Let's keep educating ourselves-READ!

Leona Drake

Key to rewarding discussions: talk less, say more.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

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New York

Mrs. Clint Peterson, Webster City,
Iowa

Friendship Renewals A Vacation Hobby

Spring is practically here but as I write this, Iowa is experiencing a very cold, snowy and windy day. But we really can't complain as we have had very little snow, ice or extremely cold weather this winter. There were a few days when it got down to thirty degrees below zero last month, but we were lucky and were in Phoenix, Arizona.

After a very enjoyable trip to the northwest last summer to attend the convention, we toured the southwest this past winter. Albuquerque, New Mexico, was one of the cities we visited and we stopped to see the John Overton's. They were both very busy in their large furniture and auction store and we decided to limit our visit to about half an hour. However, if any of you have ever stopped to see John and Goldie you would know that it is impossible to escape their gracious hospitality.

As busy as they were, they took time to show us many interesting things in their city and, instead of that half an hour, we spent a day and a night visiting with them and enjoyed every minute of it. In fact, we just about lost our little "convention girl, Connie" as she was determined that she was going to stay with the Overton's. After spending some time in Phoenix and Tucson, we went to El Paso, Texas. Then we drifted down into Mexico. This was our first visit to Mexico and we decided that the United States is a pretty good place to live after being there.

I think that our trips are about the same kind that every devoted auctioneer takes. Our car seems to find the roads that lead past every auction and our little girl is a big helper for Warren in finding the Livestock Auction Markets. If she sees any large building with some livestock near it she is sure it is a sale. Some day we'll leave with an auctioned calf, pig or pony as she falls in love with every animal that comes into the ring.

Attending the auction markets and sales has become a hobby with us and we wouldn't think of going on a trip without setting our course to line up

with the auctions along the way. It is surprising how much one can learn from someone else's auction sale — if nothing more, you learn what not to do at your own sales. It is also an opportunity to renew friendships with some of the people you have met at conventions and to try to convince a new auction friend what is being missed by not attending the annual conventions.

Speaking of conventions, July is not far away and once again we will all have the opportunity to meet old and new friends in Pennsylvania. Following true to form this is just bound to be the biggest and best convention ever. You can be sure that we will start a few days early and allow a few extra days to come home in, just so we can stop at an auction or two along the way. We'll see you in July.

Stella Collins

Benefit Auction For Whitney Art Museum

A public auction of international interest, to benefit the Whitney Museum of American Art's new building and endowment fund, will be held at the Parke-Bernet Galleries in New York City on Tuesday evening, May 11th.

A distinguished 37-member special auction committee has been organized to solicit donations of important works from well-known private collectors, individual artists and dealers. A number of contributions for the sale have already been promised or given.

Among these are works by Arthur Dove, Hans Hofmann, Franz Kline, Aristide Maillol, Edouard Manet, Louise Nevelson, Jules Pascin, Pablo Picasso, Maurice Prendergast, Mark Tobey, and Andrew Wyeth. The Whitney expects to clear a substantial sum from the auction. It emphasizes that none of its permanent collection is to be put up for sale.

Most talkative people in the world, so far as the use of the telephone is concerned, are the Canadians, with a yearly average of about 511 phone calls per person.

Auxiliary Personalities

When you attend the Auctioneer's Convention at Philadelphia in July, you will undoubtedly meet and visit with many friendly auctioneers and their wives. It was a pleasure for me to visit with these charming officers of the ladies auxiliary in Spokane, and I know it will be the same for you.



EILEEN STANDEN

One auctioneers' wife whom you will meet at the convention is Eileen Standen, wife of Col. Don W. Standen. Don is in the general auction business, and Eileen helps him by being secretary, clerk and the cashier in emergencies. She enjoys helping and working for her husband because they can spend more time together. The Standens have two children—a daughter, Debbie, who is 13 years old and a son, Don Jr., eleven years old. Eileen has for her hobbies swimming, bowling, and almost any type of sewing or needlework. Mrs. Standen has been in the Ladies Auxiliary for fifteen years and has missed only one convention. She feels the Ladies Auxiliary can aid the men's organization by backing them both in the or-

ganization and individually. Eileen is also a member of the Board of Directors. The Standen's home is in North Ridgeville, Ohio.



KAY DEWEES

Another lovely lady you may meet at the convention is Kay Dewees. Kay is our 2nd Vice President who hails from Prairie Village, Kansas. She is the wife of Col. Richard Dewees who is President of the Missouri Auction School at Kansas City, Missouri. He has been President since 1959. Kay was formerly a kindergarten teacher and now helps in her husband's business during school session. She helps with the registering of students and works in the school office. She also works at Girl Scouting and her hobby is art.

The Dewees have three children — two girls aged seventeen and fifteen, and a son seven years old. Their oldest daughter was an auctioneer at 12 years of age which made her the youngest professional lady auctioneer in the United States. She appeared on the television show "To Tell The Truth." She saves most of her money and plans to

put herself through college with her commissions. So, it seems that this is really quite an ambitious auctioneering family.



VIRGINIA BREWER

Next, the attractive Virginia Brewer, a member of the Board of Directors also who calls Mt. Hope, Kansas her home. She is the wife of Col. Dick Brewer. The Brewers have two daughters — Cindy, who is seventeen years old and a Freshman at Kansas University and Linda, fourteen, a freshman in high school. Virginia helps her husband in any capacity that is necessary. She clerks and cashiers at most of his sales.

Virginia says, "I enjoy working alongside my husband, I feel it has more than enough advantages to outweigh any disadvantages." When the two Brewer girls are free they also aid in clerking. They enjoy doing things as a family. Virginia, in her spare time, enjoys playing bridge, participating in sports and music. Another thing she enjoys doing that may aid her auctioneer husband is traveling.

These are just three of the wonderful ladies you may meet at our convention. There will be many more and all just as interesting to talk to. We hope you

plan to attend and will do as these ladies and their husbands do — Enjoy Yourselves!

Winona Penfield

The Bob Penfields (Bowman, N. D.) have a new clerk at their house. A ten-pound girl arrived January 22nd. She has been named Joan Kay Penfield.

Family Activities A Busy Schedule

We missed seeing all of you last year in Spokane, and anxiously await seeing you in the "City of Brotherly Love."

This past year has been quite busy. Our little bundle of joy is a big boy as I write this. He walks (or maybe I should say runs) all over now, has beautiful curly hair and huge blue eyes. Of course, he is a little spoiled with so many adults around. Tom is almost fifteen and in the ninth year of school. He is on the wrestling team and enjoys school. Right now his main interest is in cars, but I suppose next year it will be girls. Sue is twelve and her first love is horses. She has her own pony, Archie, and rides him whenever it is possible. She is in the seventh grade and doing very well.

Sally is eleven and just loves life! She likes school (sixth grade) and is active in the Girl Scouts. She has a pony that she has to share with her little sister Teresa. They belong to the 4-H horse club. Teresa is nine and in the fourth grade. Her biggest interest is her little brother Todd. I don't know what I would do without her. She is the first one home from school and takes right over, playing with and caring for him.

We had a large snow storm in our area the latter part of January, but now our snow is going and it looks like Spring is just around the corner.

As I close, I want to wish you all a "Happy Easter." See you in July, at Philadelphia.

Laura Tracy

Keeping a secret from some people is like trying to smuggle daylight past a rooster.

Time Is Flying

One thing is certainly true—"Time and tide wait for no man." When I received a note from our Auxiliary President, asking me to write a few lines for the April issue of the "Auctioneer" I suddenly realized that eight months have passed since our last convention.

This has been a busy year for us as I hope it has been for all of you. Walt sells in two sale barns each week besides spending another day at his newly acquired job as Director of the bank. This really cuts into his week.

One of the pleasant things that happened this year was a surprise visit from Mr. and Mrs. Albert Rankin of Ohio, which was thoroughly enjoyed. During their visit here we attended the Upper Peninsula State Fair, where Mr. Rankin assisted Walt in selling at the Fat Stock Show.

Among our sad memories was attending the funeral of Mr. Leo Sullivan, Auctioneer from Reedsville, Wisconsin, who passed away on February 20th.

Life has run by quite smoothly for our three girls this year, having no greater problems than "what to eat" and "what to wear." They, too, are looking forward to our convention in Philadelphia. It is a pleasure to have fellowship once a year with so many nice people—Auctioneers and their wives.

Margaret Heise
Oconto, Wisconsin

Young Marrieds

Last year, 5,000 youngsters under 17 were married every week. One out of every six girls 15 to 19 years of age is a wife. Half of all American men are married before they are 23. The stresses and strains of these under-age marriages send the divorce rate sky high when the youngsters become bored, bemused or disillusioned.

The statistics come from one of the most knowledgeable officials in the field. Clark W. Blackburn is general director of the Family Service Association, a coordinating federation of 328 family and marriage counseling ser-

vices throughout North America, whose motto is "Strength to Families Under Stress."

Blackburn finds underage marriages under most stress today, even in a society in which the divorce rate and broken homes is a scandal. He finds youngsters plunge into early marriages because of the romantic notion of the ideal love promoted by the screen, television and glossy ads. They never show the sparsely furnished flat, the sweating wife in a cramped kitchen, the dirty dishes or dirty diapers.

Young married couples are not prepared for handling illness, sudden unemployment, lack of cash or other crises. Their house of cards collapses at the first ill blow. Developing a successful marriage is hard work. The example and instructions must come from adults, the schools and the churches. —Cobb County Times, Marietta, Ga.

Booklet On Patents

Economists, businessmen and inventors can now turn to a new booklet just published by the U. S. Department of Commerce as the fourth in its continuing series: Do You Know your Economic ABC's? The new booklet shows you how the Patent System facilitates discovery of new data and devices on which the American partnership of inventor, industry, and the public builds prosperity. Copies are available through the Superintendent of Documents, Government Printing Office, Washington, D. C. at a price of 25 cents each or \$18.75 a hundred. It is also available through the U. S. Department of Commerce Field Offices in cities where such offices exist.

Twelve Day Auction

In an auction that continued for 12 consecutive days, the Herther-Foster Furniture Store in Frankfort, Ind., was liquidated.

Conducting the auction were Cols. L. M. Boatwright, Swayzee, Ind., and Fred Millspaugh, Greentown, Ind., both of whom are members of the NAA.



NAA Of Today A Real Asset To Profession

By COL. POP HESS

The month of April is with us, and your correspondent has been reviewing the progress of the NAA with much interest, since we are now preparing the way for our coming annual convention on July 14 through 16 in Philadelphia. This particular city is what one could truthfully call the birthplace of the great United States of America.

While our National Auctioneers Association was not born in that great city of Philadelphia, where we will this year observe our 17th Annual Convention; at the time the NAA was brought into this world the same spirit of unity was woven into the By-laws. This set of guidelines has made our national association one which has become known as representative of the better auctioneers and striving for a better auction method of selling. This association gives the auctioneers of this country a chance to take their place in the business world as a profession of distinction, with members coast-to-coast.

Now the time is drawing near when we will be called upon to present evidence of another year's growth and progress to our membership through a convention. It is wonderful to know that we will be able to show an all-time record high in memberships, management by our officers that is purely A-1, and, in addition to this, a strong and comforting amount of money in the bank account. This money in the bank is a sort of life insurance against any foes who might attempt to demolish the auctioneer and the auction way of making a living.

Exactly what the total number of dollars made by auctioneers in the United States and Canada and their customers is, (but you can be sure it runs into the billions of dollars), this writer is unable to fully cypher. The question

can honestly be asked as to how this has all been achieved during the past few years. When, back over the past hundred years the profession of auctioneering did not have a strong national association woven into its fibre of being, the auctioneering way wasn't holding the line nearly as well.

This same type of situation has been true of all of the other professions including labor unions, attorneys-at-law, doctors, funeral directors, merchants of all divisions, even farmers who have had to organize themselves into a cohesive unit in order to keep their ranks strong in order to be heard from when those with outside interests, or those at variance with their principles tried to undermine their ideals and take over.

In returning to the NAA, about 75 per cent of our membership is made up of the younger breed of auctioneers, with the remaining 25 per cent the elders of the profession. If we will step back into time a few years perhaps we can unravel just how and why this has come about.

In the year 1900 when the author was beginning to develop his career as auctioneer, there was a semblance of a National Association of Auctioneers in existence. Too, at that time, Ohio had a state association. Then, in the year 1911, the Ohio and National Associations held their annual meeting at Toledo. The state meeting was held one day and the National the following day and evening, I attended both of these conventions and took out membership in both associations. However, my great expectations of meeting a large group of auctioneers from many states at the time I arrived about noon on the start of the Ohio State Convention Day, were absolutely shattered when I found only a handful, and a small handful at that,

IN UNITY THERE IS STRENGTH

of auctioneers around the hotel. Thus the state and national conventions got underway with only a few men to talk to and not much to talk about. But, that evening the attendance did seem a little larger, as far as my recollection will go, it seems that there were not more than 25 Ohio auctioneers present, and of that number about half were like myself, joining for the first time. The Ohio meeting closed and it was announced that the convention the next year would be held at Ashland, Ohio, and that the date would be announced, probably in June. The next day the National Convention opened, and when it convened the attendance was about par with the day before. There were still the 25 boys from Ohio, and they were augmented by about another 25 from various states. The out-of-state auctioneers came from Indiana, Kansas, Illinois and Colorado as I remember. Nearly all of the speakers that had been announced did not show up and had sent substitutes in their places, some hadn't even done that much and just skipped coming altogether.

The most amusing thing I can remember about this fiasco that was called a convention was another of the Ohio auctioneers who felt a little miffed like the rest of us over the many non-speakers whom we had hoped to hear and meet, who had simply not shown up at all, and especially so since they tried to press us all into parting with ten dollars for membership. This particular Ohio man jumped onto the floor and delivered an impromptu speech on the lack of management, lack of interest and disorganized manner in which they had set up for the speakers we were supposed to have heard who had failed to materialize. This original association had what they termed a Sergeant-at-arms, who apparently couldn't take the beating the association was taking through this speech, took advantage of his office and threw this Ohio auctioneer out of the room. Then, the meeting proceeded, we paid our dues and got our membership certificates, which I still have among my belongings somewhere, although it was pretty rusty the last time I saw it, now it is misplaced. At any rate, both the Ohio and the Na-

tional associations faded away. Simply for lack of interest, and the incompetency of the officers, and a somewhat overbearing Sergeant - at - arms, who seemed to forget all about the business of the association and feeding it with enthusiasm until, by the next June when they remembered it, it had starved to death.

Now, for a look at our present National Auctioneers Association. A few of the men like myself, who were the younger generation of that now deceased auctioneers association, could see that there was a definite need for a National Auctioneers Association, and after much starting and stopping, pushing and pulling finally did prod our NAA into being. The older members can recall how much time and energy was spent to make this association possible.

From the time it was born until 1954 our baby NAA had many trials and tribulations, it needed members, it needed money, and most of all it needed cooperation. No one can truly say how many dark and dreary hours were spent by the officers at that time who gave mightily of their time and labor just to hold this baby organization on its feet. In 1953 we passed the hat to get money to pull for a better year ahead, and everyone should pay the greatest respect to the officers of those hard years leading up to 1954. Regardless of cost and time it was they who kept this NAA alive. But, in 1954 it became evident that what the association needed was an active manager to fill the office of secretary who could devote time and knowledge as an auctioneer to the job, have the ability to edit "The Auctioneer," and . . . expand. Our present secretary and editor, Mr. Bernard Hart, appointed by the directors of the NAA, has fanned the flames and started a real blaze. As he comes into his twelfth year of service to the NAA which he will have completed at convention time, he has been shown to be the man of the hour in progress and expansion. Our membership has come a long way, from approximately 500 or 600 to over 2,000, with the treasurer holding bonds and cash, which make the NAA strong and survival possible. He stands as a bulwark to protect this

IN UNITY THERE IS STRENGTH

business of auctioneering and auction sales in general, and presents the image of auctioneers throughout the country. He has rendered invaluable service during the past twelve years and his achievements have been close to unequaled. Mr. Hart has established a close connection with all of the states and has aided in forming strong state organizations, and the records available will show that we have nearly doubled in the number of state associations. Behind this man is a strong Board of Directors who can feel proud of their choice of a "hired man." It has taken time and it has cost money for him to travel, however he has left no stones unturned, our services and our finances have grown. It takes a man of integrity who has an understanding of what it takes to be an auctioneer to serve adequately in this position. Even more important it takes a man willing to neglect his own personal gain via service to Mr. and Mrs. John Q. Public to devote a lion's share of his time to

the duties that are essential to a Secretary and Managing Editor of a magazine, plus traveling the length and breadth of this country.

As the April issue is readying itself for the press, your writer has heard through letters and via grape vine gossip that being the Secretary of the National Auctioneers Association is a nest full of golden eggs, the part of that thought that is sad is that they are not the kind that will hatch, and they can't be turned into money.

Ninety days from the time you read this issue, our 17th annual convention will be once again turning around to display the full circa of the wheel of progress and will come into reality.

I have seen, in my time, one auctioneers national association shrivel and die through lack of unity, support, and substance to live on. Anything pulled in several divergent directions will naturally rip and fall apart. I have also had the genuine pleasure of being associated with this our thriving, healthy, modern



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THE AUCTIONEER

901 So. Jackson St., Frankfort, Indiana 46041

National Auctioneers Association. It is the best of its kind; neutral in solving the problems of the state associations; not making laws or instigating laws, but keeping those we deem unfair off our backs; it is not a union which sets a high price on the services it renders but is exceedingly strong and active in progressive ways of proving and exploiting to the fullest the auction method of selling; and recognizing the auctioneers who stand out as being capable or those who have the potential to be in demand. All of these things are done for the auctioneer by a strong Auctioneers Association which is there to back him up.

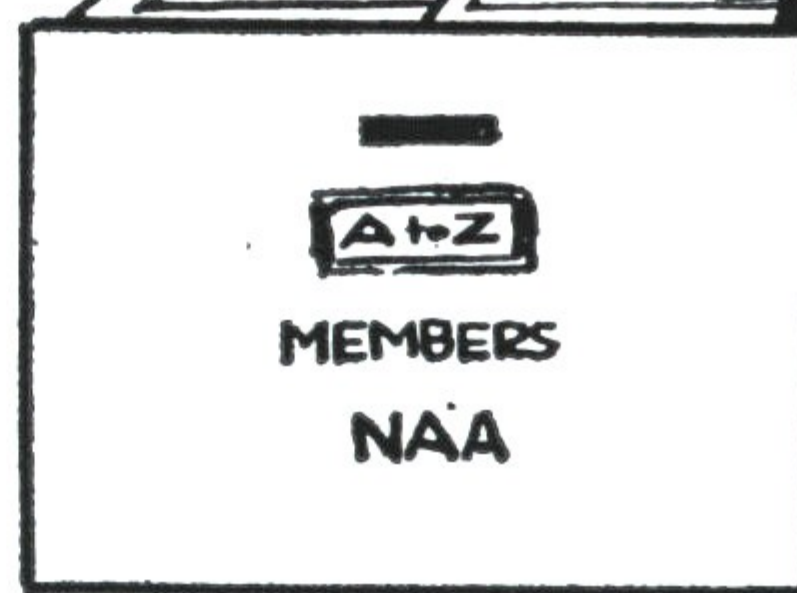
The writer finds from a cross-section of the members across the country that we now have the most efficient and popular Secretary and Managing Editor of all time. We also have one who has been in close personal contact with members from all sections of this country. As is true in all associations of this type we have our share of members who are inclined to grumble and growl regardless of what they are receiving in services for an investment of only ten dollars for membership.

There is an old saying which covers our present situation well, and it is as true as it can be that "The horse who pulls the hardest always receives the most of the whip." Whenever the membership of the NAA begins to misuse, abuse, or have a heavy hand with their "whip", it will soon be evident that just as has already happened once in the horse and buggy days, the NAA will become outdated, antiquated, dissolved and then . . . history only. MAKE IT A DATE NOW TO BE IN PHILADELPHIA ON ALL OF THE CONVENTION DAYS - JULY 14 - 15 - 16 - 1966.

THE SIX DO-MORES

Do more than exist - live.
Do more than read - absorb.
Do more than hear - listen.
Do more than listen - understand.
Do more than think - ponder.
Do more than talk - say something.
John H. Rhoades

MEMBERSHIP



Memberships Processed Feb. 16 through March 15 (Indicates New Member)*

C. B. Charles, New York
Eugene E. Carroll, Jr., North Carolina
*Alex H. Calvert, Jr., Virginia
Charles D. Roop, Maryland
Mearl Maidment, Ohio
*Luther D. Bynum, Florida
Frank W. Arnold, New York
*Roy L. Sayton, Missouri
Robert Payne, New Mexico
*Woody Dutton, Wyoming
Albert E. Kuehnert, Texas
Henry R. Storey, Texas
Lester L. Little, Texas
Cliff Byers, Texas
*Merle Saxe, Texas
*O. H. Lovell, Texas
Dub Bryant, Texas
Charles Switzer, Kentucky
J. M. Land, Kentucky
Art Roberts, Kentucky
Ray Reams, Kentucky
David Bailey, Kentucky
Stanley Fritz, Kentucky
Bud Greenup, Kentucky
*Kindell Keaton, Kentucky
C. W. Shelton, Kentucky
*Joseph A. Day, Michigan
Maury Riganto, Virginia
*M. W. Reavis, Indiana
Conley J. Smith, Alabama
Elmer L. Burnham, Washington
William C. McDonald, Michigan
Pierce P. Wall, New Jersey

*Paul R. McLaughlin, Texas
 Carl Self, Texas
 *Dick Watson, Texas
 *Norm Ahrens, Illinois
 Guy G. Price, Indiana
 Hylon C. Coates, New Jersey
 *C. M. Merideith, Arkansas
 Lovell Ross, Jr., Indiana
 Si Lockhart, Colorado
 Clarence Meyer, Iowa
 Elbert Allyn, Indiana
 Jack C. Minter, Louisiana
 Gary Marchand, Colorado
 *John R. Hall, North Carolina
 *J. H. Rogers, North Carolina
 *C. G. Littleton, Jr., Alabama
 Orland E. Hausbeck, Michigan
 James H. Gibson, California
 *Ed Lawless, Illinois
 Atlee Gehres, Ohio
 Troil C. Welton, Colorado
 Bill Hernandez, New Mexico
 Roy Abbey, New York
 Harold R. Lloyd, Colorado
 *Chester Vasbinder, Indiana
 L. M. Boatwright, Indiana
 *Warren C. McElfresh, West Virginia
 *Andre Hesapis, Ohio
 Orville Moore, Kentucky
 W. R. Walters, Kentucky
 *Eddie Cockrel, Illinois
 Morris Schwartz, California
 T. J. Jubenville, British Columbia
 *E. Brooks Harris, North Carolina
 Ted Mounts, Ohio
 *J. R. Hoyer, Iowa
 *John Swartzendruber, Iowa
 Clarence Prange, Iowa
 John Stulp, Colorado
 Hiram S. Dance, Maryland
 Leo F. Suiter, Alabama
 Robert L. Harrison, Indiana
 Dale A. Miller, Arizona
 Reuben J. Stroh, Colorado
 Ray Vellinga, Iowa
 Joe Herard, Iowa
 Burl Selby, Iowa
 C. M. Carter, Sr., Kentucky
 R. A. Smetzer, Ohio
 H. C. Staats, West Virginia
 Harold Nordwall, North Dakota
 Ray Tuttle, Illinois
 Henry M. Stanley, Jr., Ohio
 Henry M. Stanley, Sr., Ohio
 Edward N. Flynn, Illinois
 *J. H. Barnard, Jr., Kentucky

L. Erickson Honored At Broker's Meeting

Col. Lyle Erickson, auctioneer and real estate broker of Cresco, Iowa, was the pleased recipient of dual honors on January 15th at the Inaugural Banquet of the Iowa Chapter of the National Institute of Farm and Land Brokers, held in Des Moines.



LYLE ERICKSON

During the course of the evening Mr. Erickson was installed as the incoming President of this organization. Then, to add further to his already exhilarated state, he was given the coveted 1965 Achievement Award, which was presented to the man who had handled the largest volume, dollar-wise, of farms and also the highest number of farms sold in the Farm Multiple.

From January 27 to February 1st of this year Col. and Mrs. Erickson were in attendance at the National Institute of Farm and Land Brokers in Washington, D. C. Col. Erickson is serving on the Education Committee and the Rural Realtor Planning Committee of this organization for the year 1966. He is quite active in the auction field, and has also held the office of President of the Iowa Auctioneers Association in the past.

Livestock Marketing Methods Improving

By WARREN COOK, NORFOLK, NEBR.

The methods of merchandising livestock under the banner of competitive livestock marketing is undergoing a "new look" each day. New methods are being emphasized in all Certified Livestock Markets in this country.

The word "competition" in itself is not a new one. However, there never ceases to be a new way of competing, one person against another. New methods of lighting in the presentation of livestock to the public, new facilities for the comfort of the consignor and the buyer, new methods of sorting, are just a few. A completely new aspect is taking place in the field of livestock marketing through selling livestock by auction at Certified Livestock Markets in the nation.

The word "merchandising" is not a new one, and yet there are always new methods of merchandising products in all fields. The people who sell soap, refrigerators, coffee — or any other product you wish to think of — are always thinking up new propositions for the American public.

A lot of people are seeking different methods of marketing livestock. But they are failing to remember that there are new methods going on in the competitive way of merchandising livestock every day that passes.

I certainly hope that in the search for a "new method," the one basic word "competition" is not left out of their thinking. For once that is deleted we are all in trouble. Elimination of competition in any form is a serious threat to our entire well-being.

Speed in the sale of livestock is one new way. Never before in the history of this country can livestock be sold in great numbers as fast as it can be sold in some of the methods of merchandising livestock that are applied today.

Proof of the fact that there are new methods being applied every day is the growth of given segments of the livestock marketing industry in open competitive markets. Certified Livestock Markets in the country, as an example,

have shown a continuous growth in the past few years, as well as continuous improvement in merchandising livestock for the public.

It is with pride that the Certified Livestock Market owners and operators of this country have banded together to provide for the public a method of buying and selling livestock under a single proprietorship.

(From LIVESTOCK MARKET DIGEST)

THE WORD — AUCTIONEER

Every word has a meaning. It has always been interesting to me to take a name or word by letter and find its true meaning. As we all remember, in our first days of school, when the teacher taught us that, A is for Apple, B is for Boy, C is for Cat, etc. Through the years I have found out that all letters do have a lot of different meanings. Since A is the first letter we learned, it must be rather important and this I am sure is why the word **Auctioneer** begins that way.

A—Always polite to his fellow man.

U—Understands the general public.

C—Capable of getting the highest dollar.

T—Turns merchandise into dollars the quickest way.

I—Intends always to be a leader in the community.

O—Operates a clean business.

N—Never takes advantage of the general public.

E—Eager to serve his friends and neighbors.

E—Endeavors to be honest and sincere.

R—Retains a high standard of ethics to his profession.

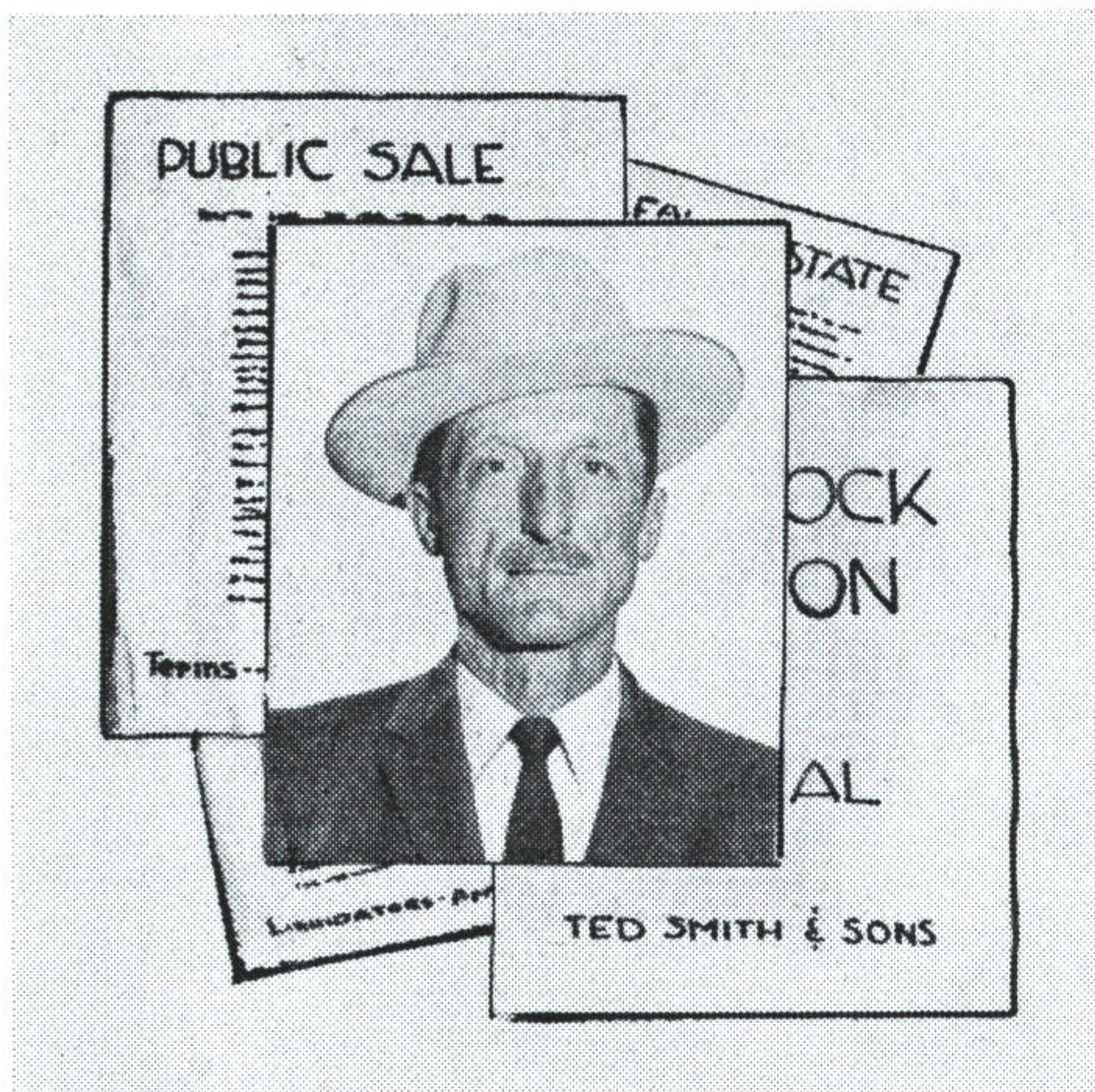
If every Auctioneer throughout this great land of ours would follow these few meaningful lines the Auction Profession will never falter but grow by leaps and bounds in the years to come.

Col. Roger A. Hollrah
Missouri Auctioneers
Association

WORTH A FORTUNE

A man could retire comfortably in his old age if he could sell his experience for what it cost him.

Auction Shorts



With the 1965 - 1966 general farm sale season now history, it is a good time to pause for reflection. Generally speaking, it has been a good season, but there is one aspect that is beginning to be of concern to the auctioneers who now are and have in the past relied on general farm sales for a major part of their income. Because of the fact that the number of general farm sales has been lessening, and will continue to do so; and because farms are becoming larger and fewer in number, there will, naturally, be fewer farm sales as time goes on.

In many cases where auctioneers were and are plagued by this situation, they are resorting to the auctioning of other commodities. This can vary in different parts of the country, so every auctioneer should be on the lookout for other types of auction work.

We can never tell what might be in store for us within the next five to ten years. Auctioneers may be handling types of merchandise that were never thought of before.

We know that people like to buy at auction, so let's create more auctions for them to patronize and, in doing so, help ourselves.

You have got to stand by your convictions, we are here today and gone tomorrow and character counts. But, the world is changing fast so you have

to keep flexible and open-minded, on your toes and ever alert.

Henry Buss

Polled Hereford Sale An Impressive Event

Polled Hereford breeder, M. P. Moore of CMR (Circle M Ranch), Senatobia, Miss., held another record breaking sale on February 14. This was the 25th consecutive auction held by this breeder, a record unsurpassed in the Hereford breeding industry in America.

The Silver Anniversary celebration was exactly that with 50 $\frac{1}{4}$ head of Polled Herefords selling for a total of \$305,600 or an average of \$6,082 per head. The 20 $\frac{1}{4}$ bulls averaged \$9,751 per head while 30 bred heifers sold for an average of \$3,605.

M. H. Rich & Son, Chatham, Miss., paid \$38,500 for a one-fourth interest in CMR Advance Lamp, one of the young herd bulls at CMR. Santa Fe River Ranch, Alachua, Fla., was the high bidder on CMR Rollotrend 129 at \$26,200.

Top selling female was CMR Supermaid 197, selling to E. Brooke Lee, Damascus, Md., for \$6,000.

In the 25 consecutive sales at CMR, 1,272 $\frac{3}{4}$ lots have been sold for a total of \$5,173,885 or an average price of \$4,065 per head. Over this span of time many of the nation's most noted auctioneers have conducted these auctions.

First auction at CMR was sold by the late Fred Reppert, Decatur, Ind. Earl F. Gartin, A. W. Thompson and Hamilton James have sold in past years. The last several auctions have been sold by Jewett Fulkerson with the assistance of A. W. Hamilton and B. L. Smiley.

The impressive figures certainly indicate that the auction method of selling is the best method.

BLESSINGS FREE

Let love be in your heart like love
made perfect

In Christ, the greatest Gift that God
could give.

And may that love be like a benediction,

Forever blessing you each day you
live.



Here are the members, wives and friends who attended the first Convention of the Mississippi Auctioneers Association at the Ramada Inn, Meridian, January 9.



H. Bemis Lawrence, legal counselor for the Kentucky Auctioneers Association addresses the Annual Convention of that body at the Brown Hotel in Louisville.

Others at the speakers table, from the left: Master John Kessler; John L. Cummins, NAA President; Johnnie Taylor; Wayne Kessler; Herbert VanArsdale; Adrian Atherton and Mrs. Adrian Atherton.

Cols. Cummins, Taylor and Kessler are members of the Kentucky State Board of Auctioneers and Mr. VanArsdale is the Secretary-Counselor of the Board. The Athertons are President and Secretary-Treasurer, respectively, of the KAA.

Kentuckians Hold 9th Annual Convention

February 6 and 7th the Ninth Annual Kentucky Auctioneers Association Convention was held at the Brown Hotel in Louisville. Election of officers was held, and the newly appointed officers for 1966 are as follows: Col. E. I. Thompson, Lexington, President; Col. Wayne Kessler, Campbellsville, Vice President; Col. Paul Wilkerson, Lowes and Col. Rufus Hansford, Campbellsville, Directors. Col. Adrian Atherton, outgoing president was automatically made Director.

The Hon. James W. Sutherland, Judge of Nelson County, delivered the banquet address. On Monday, Mr. Charles Lewis of Hardin County Planning and Zoning, and Col. Jack Crowner, WAVE-TV farm program director, were speakers.

The assembly voted that the state convention be held the first Sunday in April in 1967.

All sunshine makes a desert.

HANG TOGETHER OR HANG ALONE

A stage driver passed o'er a trail one day

Past meadow and woodland he took his way

His long whip snapping with unerring aim,

Whether standing or moving was just the same.

A horsefly fell on his snaky lash . . .

Shot out as sure as a lightning flash;

A grasshopper here and a butterfly there,

fell to his aim as they winged the air.

A hornet's nest hung on a limb nearby,—

But the driver passed that carefully by.

"How come?" the passengers cried surprised.

"Why," answered he, "they're organized."

Their fate is a lesson and warning to you,

You will flutter and fall like the hoppers and flies,

Unless, like the hornets, you're organized.

Independence Square

Where History Begins

BY MARY E. HENRY

In Philadelphia, along with historical homes and tradition dating back to Revolutionary and Civil War Periods, there is a very specific business institution that is just as richly endowed. We mean, of course, The Penn Mutual Life Insurance Company, which is located in Independence Square in "The Most Historic Square Mile in America." This company is located in a 10-story structure on the corner of 6th and Walnut Streets where back in Revolutionary days the old Walnut Street Prison was located.

This prison housed felons, debtors, prisoners of war and Tories. The great patriot, Robert Morris, "Financier of the Revolution" was imprisoned here as a debtor from 1798 to 1801. The prison's most distinguished visitor was George Washington, who came to visit Morris during his imprisonment. In 1793, the first air voyage in America was made from the prisonyard by Jean Pierre Blanchard in a hydrogen-filled balloon. Blanchard sailed 15 miles in 46 minutes, landing near Woodbury, New Jersey.

The Northern side of the square contains the following:

Independence Hall which to most people is easily recognized. The park located in this area was designated by the City Fathers of Philadelphia in 1769, "to remain a public greene and walke forever." To the left of Independence Hall is Congress Hall, which was used by the Congress of the United States from 1790 through 1800; The Old City Hall; and the home of the American Philosophical Society; the Free Quaker Meeting House which dates back to 1783; and The Christ Church Burial Ground where Benjamin Franklin and his wife are buried.

The home of the second Bank in the United States; Carpenter's Hall; the First Bank established in the United States known as "The Old Regulator";

and the Old Christ Church are all visible on the northeastern side of Independence Square.

The Eastern part of the square has the Old Philadelphia Exchange which was built between 1832 and 1835; a block of row homes including those of the Right Reverend William White who was known as "Father of the American Protestant Episcopal Church"; the Dilworth-Rodd-Moylan House; and the Mutual Assurance Insurance Company building which was founded in 1784. A few blocks East at the foot of Chestnut Street the masts and part of the superstructure of the U.S.S. Olympia, Admiral Dewey's Flagship can be viewed.

To the Southeast you will see, St. Mary's Roman Catholic Church which was consecrated in 1763; St. Peter's Protestant Episcopal Church founded in 1761; the old Pine Street Presbyterian Church, the only Presbyterian church preserved from the Colonial period; and the Old Swede's Church, Pennsylvania's oldest church building which dates back to 1700.

To the Southwest you can see the Holy Trinity Roman Catholic Church founded in 1789; and a group of buildings which comprise the Pennsylvania Hospital which was founded through the efforts of Benjamin Franklin and Dr. Thomas Bond. This was the first hospital in the United States.

To the West side of this square you will see the burial place for over 2000 soldiers of the American Revolution, as well as many victims of the yellow fever epidemic of 1793. A monument in the square honors the Unknown Soldier of the Revolution. Across the square on Walnut Street you will see a building occupied by the Philadelphia Saving Fund Society, the oldest savings bank in America; and up Walnut Street on the corner of 9th, the oldest theatre in the country, which is known as the Walnut

Street Theatre.

In order to make this square mile of City into something for all to see and to help us remember our past heritage, a group of civic leaders headed by Judge Edwin O. Lewis formed the Independence Hall Association in 1942. This group involved the City, State and Federal Government into doing something. Two major projects were undertaken, these being the restoration of the Independence Mall and establishing Independence National Historical Park. The Mall was sponsored jointly by the City and State, while the Park project was under the direction of the National Park Service, the cost being \$20,000,000.

When visitors arrive in Philadelphia, information, literature and maps can be obtained from the Visitor Reception and Information Services. Visitor guide books are available and can be purchased in many department stores, bookstores, many of the leading hotels, motels and restaurants. So when you arrive you will be able to get anywhere you would like and not miss anything, due to the efforts of many people.

While talking about arriving, maybe a few notes about Philadelphia's climate would be good to know. Generally speaking, Philadelphia has a mild climate and the four seasons are well defined. July and August are the warmest months of the year, with an average high of 84 degrees and average low of 62. Precipitation, in the form of rain or snow, is moderate.

After last year's convention, and knowing what a wonderful time many auctioneers wives and children had on an outing on the Lake, I want to add this information. Narrated tours of the Philadelphia harbor are available on the Good Ship Lollipop (hourly 11-6) and on the Showboat at 11 and 2. The Showboat cruise is for two hours. Might keep this in mind for some of those away from the convention hours.

Of course, I get real enthused about traveling because I just naturally like to go anyplace, anytime, but I do hope that many of you are getting all lined up with plans of what you can do when you arrive in Philadelphia, so that when the convention convenes, it will be an

extra wonderful get together for work, discussions, and relaxation. Here in Indiana, with this super spring weather we are having, it makes us realize that summer is just around the corner and that now is the time for planning a vacation trip. For those who have not seen the City of Philadelphia it will be a great treat.

Michigan Auctioneers Hold Annual Meeting

BY JOHN M. GLASSMAN

During the month of January, the Michigan Auctioneers Association held their annual State Convention at the Jack Tarr Hotel in Lansing. New officers for the year were elected and are as follows: Everett Miller, Rives Junction, President; Neil Clever, 1st Vice President; William Stanton, 2nd Vice President; Garth Wilber, Secretary - Treasurer; and the following as Directors: Lester Johnson, John Glassman, Wendell Buhrer, Glenn Casey, Calvin Brown, Jim Burns, Charles Kinsey, Jim Sykora, Wayne Feighner.

Below is a list of the meetings which are upcoming in the state of Michigan:

Thursday, May 19, 1966, the Battle Creek area.

Sunday, June 26, the Carson City area.

Monday, September 19, in the Detroit area.

Tuesday, November 8, in the Grand Rapids area.

January 1967, the Michigan State Convention.

July 1966, the National Auctioneers Association Convention in Philadelphia, Pennsylvania.

YOU'RE ON YOUR OWN

The honest and honorable man who obeys the law but has two cars is not preventing another man from having one car. The man who owns a good house does not thereby force another man to dwell in the slums. Generally, men who are free do not remain economically equal, and men who remain economically equal are not free. - **Judge Charles E. Whittaker.**



MISSOURI AUCTION SCHOOL, KANSAS CITY, MO., CLASS OF MARCH 1966—

FRONT ROW, left to right: James Ebert, Mo.; Dick Weaver, Ore.; Col. Jack Reedy, Instructor, Maryland; Col. Bill Halbert, Instructor, Mo.; Richard W. Dewees, President, Mo.; Col. Boyd Michael, Registrar, Mo.; Col. Verlin Green, Instructor, Ks.; Ann Shelton, School Secretary, Mo.; Merriam B. Snyder, Ohio; George Thompson, Pennsylvania.

SECOND ROW: Nick Allen, Mo.; Harold Daniel, Mo.; Mike Hoch, Calif.; Harry Froman, Jr.; Mo.; Leon Adams, Ks.; E. V. Wing, Calif.; Bernard Erickson, Alberta, Canada; Boyd L. Dodson; Mo.; Frank Ford, Mo.; Keith Rogers, British Columbia, Canada; James G. Edinger, N. Y.; Lindsay Holman, Canada; Walter Wagner, N. Y.; William Bowe, Conn.; Edward J. Van Norman, N. Y.; Bernard Lusk, N. Y.

THIRD ROW: Ronall Campbell, Ks.; Robert Sahlfeld, Ks.; David R. Reed, Ks.; Thomas R. Chapman, Ind.; Earl Newberry, W. Va.; Ben Layton, Minn.; John W. Rhodes, Alberta, Canada; Bill Mundell, Colo.; D. L. Hill, Texas; Wm. F. Comstock, Mich.; Billy R. Turner, Ala.; Tom C. Ford, Sask., Canada; Ray Shuey, Ks.; Morris M. Bumgardner, Miss.; Herbert D. Bowers, Mo.; Earl E. Bailey, Ill.; Ed Barber, N. J.

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Indians Throng Auctions To Buy Worn-out U. S. Goods

By JOE MC GOWAN JR.

NEW DELPHI — There's no admission charge to some of the wildest entertainment in India today — the auction of worn-out American goods on the front lawn of a maharajah's palace.

At the auction, an Indian will pay more money for a piece of wobbly, dirty furniture used by an American than he would for the same article, brand new, in a New Delhi showroom.

The auction of bare American automobile tires, declared unsafe for further use on U.S. vehicles here, had to be discontinued because of the fistfights which broke out between competing bidders.

The auctions are held two or three times a year by the U.S. Agency for International Development at its leased headquarters in the New Delhi palace of the Maharajah of Faridkot.

The maharajah maintains two suites and sleeps there one night per year to satisfy the terms of a complicated legal arrangement with the Indian government.

AID officials used the auctions to dispose of office equipment such as air conditioners which no longer work and termite-infested desks; and household furnishings provided for U.S. government employees' quarters, such as carpets, beds and hot water heaters.

The insertion of one tiny ad in the local classified columns is sufficient to bring thousands of Indians running — bearded and turbaned Sikhs, women in saris and men in the diaper-like dhoti made world famous by Mohandas Gandhi. They come on bicycles, in oxcarts, horse tongas and in cars.

The auction is held under brightly colored tents on the palace grounds. Concessionaries sell tea, cookies and soft drinks. The auctioneer chants — "ek . . . do . . . theen . . . chaley gaya" (once . . . twice . . . three times . . . gone).

There's no easy explanation for an Indian paying more for an Indian-made article than the original price, but AID of-

ficials think a prestige factor is involved.

"They figure Americans will buy only the best, so if an Indian can tell a friend he has a living room couch previously owned by Americans, he acquires some status," one official speculated. "Besides, even though we tell them clearly if an article is Indian-made, they seem not to believe us," he added.

The demand for American goods is, however, easily explained. Because of foreign exchange difficulties such things simply aren't available on the Indian markets today — new, used or useless. And some wealthy Indians who have plenty of rupees are quite willing to plunk down a big wad of bills for a scratched and dented American gas range or a ragged and lumpy innerspring mattress.

George Breig, AID executive officer, explained that all imported items must have been in India three years before they are sold or the buyers have to pay India's stiff import duty — 100 per cent on air conditioners. And under U. S. government regulations, the items must be declared beyond economical repair.

About a dozen air conditioners at the most recent sale brought between 2,000 and 3,000 rupees — \$420 and \$630 — despite the fact their compressors were burned out, the cooling systems were punctured or other serious damage had been done!

"Dealers will buy three or four air conditioners and cannibalize them for working parts until they have a couple of machines that run," Breig said. "They sell these and still make a big profit."

AID officials also have learned that some successful bidders will take their purchases into suburban communities, set up a stall, mix in items bought on the local second-hand market, and pass it all off as American goods.

The Americans have learned that anything they offer will be bought. But even

they are surprised sometimes at the response.

One time, hundreds of feet of outdated training film was cut into 12-inch lengths and dumped into a box for sale. It brought spirited bidding and a great deal of excitement. Curious AID officials inquired and learned it was to be reduced to its chemical base and used in a manufacture of cosmetics.

Not everyone is happy with the auctions however. An Indian woman walked up to an American official and complained that the men could shout louder and women couldn't compete.

Records Shattered In Duroc Auction

The top boar and open gilt of all-breed modern history featured the 10th annual Southwestern Duroc Congress Feb. 25 & 26 at San Antonio, Texas. The record shattering sale totalled \$59,455 on 193 head for another all-breed top.

The champion boar shown by Bilt Rite Farms, Happy, Texas, sold for \$6,600 to Robert F. Johnson, Cash, Ark. This is the highest price paid for a boar of any breed during the last 15 years. He was a September farrowed pig by the grand champion boar of the 1965 Southern Congress. Johnson also purchased the champion open gilt, consigned by Dick Morton, Hennepin, Okla., at the record price of \$3,000.

In all, seven boars topped the \$1,000 mark.

Facts Never Change

A search for the first trade paper to cover the industry gave the Tile Contractors Association of America an interesting article for CERAMIC FACTS. Its own archives yielded Volume 1, Number 1 of the pioneer publication, TILECRAFT, started in 1917 by a now-defunct trade association. To show how industry challenges persist, the article about the find consisted mainly of quotes from 1918-21—on the dangers of price-cutting, ignorance of product, waste, and a shortage of skilled workers.

Manheim to Add Fifth Sales Lane

MANHEIM, Pa. — A fifth auction lane is being added by Manheim Auto Auction.

Jacob Ruhl, executive manager, said the added lane will enable the auction to move more than 200 cars per hour during the Friday sales, which frequently handles more than a thousand consignments.

The auction is also adding to office, lobby and customer service facilities and enlarging its paved sales area. Ruhl said the latest expansion brings to \$500,000 the cost of capital improvements over the past six years.

Parke-Bernet Prices

Among the most interesting prices received at auction in recent weeks were \$17,000 for a printed copy of the Emancipation Proclamation, signed by Lincoln; \$22,000 for a repousse silver two-handled bowl by Jacob Boelen; \$27,000 for six Philadelphia Chippendale carved mahogany side chairs; \$27,000 for a Philadelphia Queen Anne shell-carved walnut arm chair; \$23,000 for the Wharton Chippendale mahogany card table by Thomas Afleck; \$24,000 for a Philadelphia Chippendale mahogany wing armchair; and \$18,000 for a wrought gold miniature gold screen with portraits of the five children of Emperor Alexander III of Russia, by Faberge'.

The world is revolving on a system of organizations. The Laborer, the Manufacturer, the Retailer, and even the Nations are organizing for their common good.

Under this system, the "Rugged Individualist" attempting to fight his own battle alone has about as much chance as a snowball in . . . a hot oven.

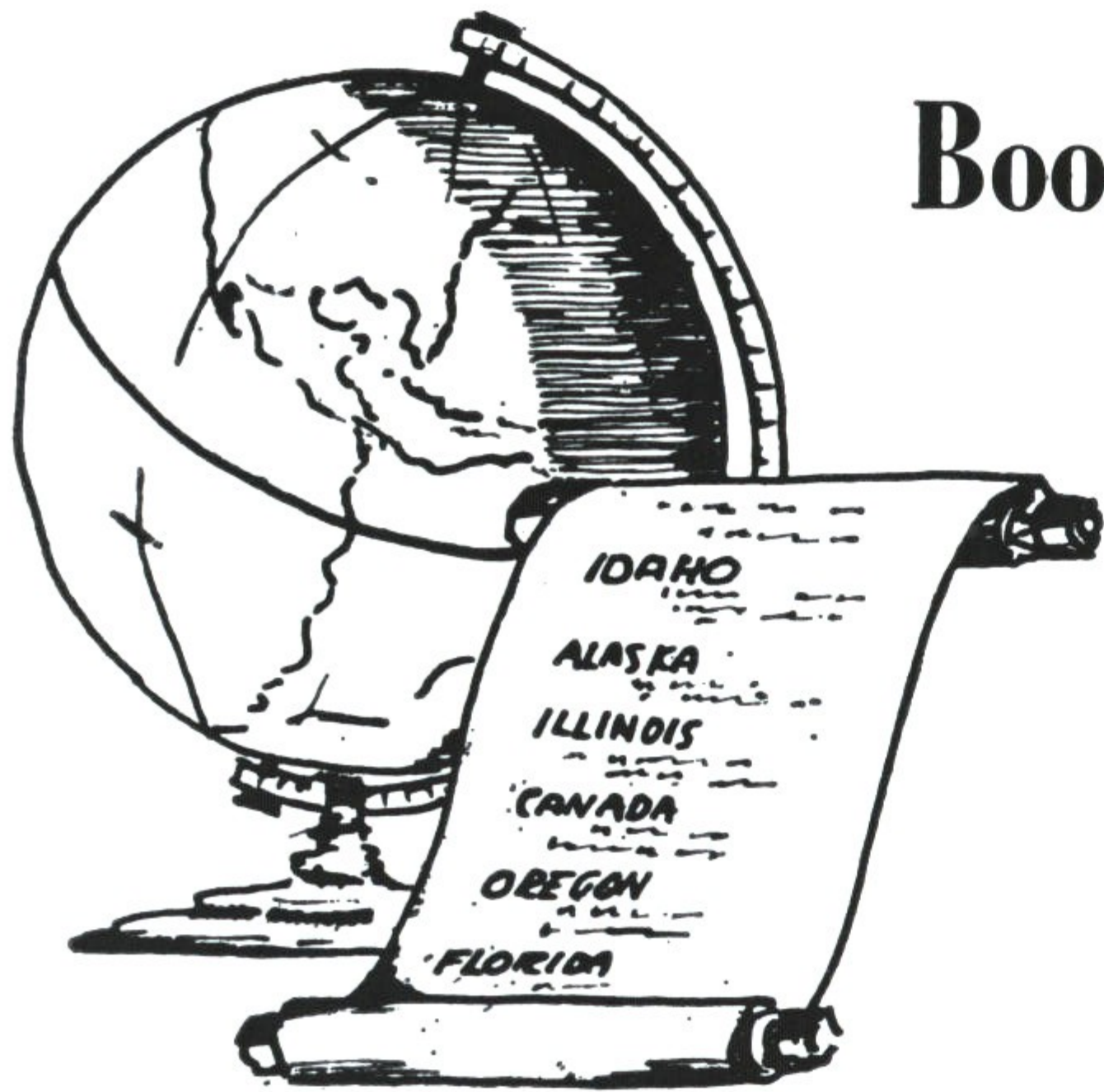
The only way to fit the independent into this picture and enable him to fight for his survival is through organization.

Lets Face Facts



Approximately 850 pieces of farm equipment were sold in seven hours at the Annual Farm Machinery Auction sponsored by the Maysville, Ky., Rotary Club. Sale was conducted by Cols. Robert Ruggles, Decatur, O., and W. Lee Holton, Ripley, O., with Cols. E. M. Rickey, Decatur, O., and Duane Campbell, Ripley, O., assisting. All are members of the National Auctioneers Association.

The picture, above, shows Col. Ruggles selling, with Col. Campbell at his immediate left.



Boosters for 'The Auctioneer'

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

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THE MEMBERS SAY . . .



Dear Mr. Hart:

I may not do much auctioneering over here in Korea, but I do not intend to let 8,000 miles prevent me from maintaining my membership in the NAA. After all, how many other auctioneers have ever seen an inebriated 500 pound hog being carried to market on the back of a bicycle?

That "Col" before my name sounds mighty good, but in an Army Post Office it causes a considerable amount of confusion as you might guess. Also, if possible send "The Auctioneer" by air mail since surface mail by boat takes 30 days or more. I will be happy to bear the expense if you will let me know the cost.

I am certainly looking forward to slipping back under a Stetson and behind the auction block in late August. Until that time "The Auctioneer" is one of my best contacts with the industry, so keep 'em rolling.

Sincerely,
1st Lt. Thomas S. Bruce, Jr.

* * * * *

Dear Bernard:

A line to let you know how things are in Southeastern Iowa. The year 1965 and so far in 1966 have been real good in the auction business.

We conducted 125 auctions in 1965. We sell a lot of real estate at auction, land is bringing up to \$600 per acre. We

have several sales coming up, a land auction, March 25, coal mine equipment, March 30, an antique auction, April 1, and a John Deere store machinery auction, April 2.

Prices are good in this area.

Sincerely,
Bob Mallinger
Sigourney, Iowa

* * * * *

Dear Bernie:

Am sending my dues check and am sorry I overlooked it. I always look forward to getting "The Auctioneer" and wouldn't want to do without it.

I have had a very busy January and February with farm sales but the season is about over in this area.

Sincerely,
Ray Tuttle
Sheldon, Ill.

Auctioneers Contest At Montana Meeting

April 22 and 23 are the dates selected for the Annual Convention of the Montana Auctioneers Association. The meeting will be held at the Finlen Hotel in Butte.

An Auctioneers' Contest will be the main feature of the event. It was the Montana group that staged a most successful contest last year and this year's contest will be handled in the same manner.

Any auctioneer who is a member in good standing of the Montana and National Auctioneers Associations is eligible compete upon paying the entry fee of \$10.00. The Auctioneer Calcutta is scheduled for Friday evening, April 22, in the Silver Ballroom of the Hotel.

Contest will take place, beginning at 1:30 P. M., Saturday, April 23, at the Montana Auction Company in Butte. A live telecast has been arranged to cover the contest.

Vern Dustin, Billings, is Chairman of the contest committee. Committee members are Craig Britton, Butte, and

Tige Thomas, Billings, winner of last year's contest.

The Montana Livestock Markets Association will be co-sponsor of the contest.

Leo Sullivan Dies

Col. Leo T. Sullivan, Reedsville, Wis., member of the National Auctioneers Association for some years, passed away on Sunday, February 20. At the time of his death he was a patient at a Green Bay hospital. Col. Sullivan was 51 years old and a farmer, auctioneer and real estate broker. He was a member of the Holy Name Society of St. Patrick Church, President of the

Reedsville Lion's Club, member of the Elk's Club of Manitowoc, and was on the Wisconsin Farm Broker's Association in addition to his membership in the Association of Wisconsin Auctioneers.

Col. Sullivan is survived by his wife, son, John and daughter, Margaret. The funeral was held at 10 o'clock on Thursday morning, followed by a Requiem High Mass which was sung for the deceased at the St. Patrick Catholic Church with Father Alois Pineskern officiating. Internment was held at the church cemetery.

The heartfelt sympathy of all members of our association is extended to Mrs. Sullivan in her bereavement.

The President's Letter

It now appears that spring weather is here for most of the Country and that the spring work for Auctioneers in the farming areas is slowly coming to a close. It will now give all Auctioneers a chance to give a little time to look ahead to some other things that we have not had time to do.

I would like to suggest a couple of ideas that I have talked about before, one is that we should about this time be making some plans for the Convention in Philadelphia, in July. The other is getting new members for our State and National Associations. We are getting along very well with old and new memberships in the N.A.A. But of course we could do better, there is always room for improvement. I do not know too much about the State Organization membership, however, I feel that they are doing very well also.

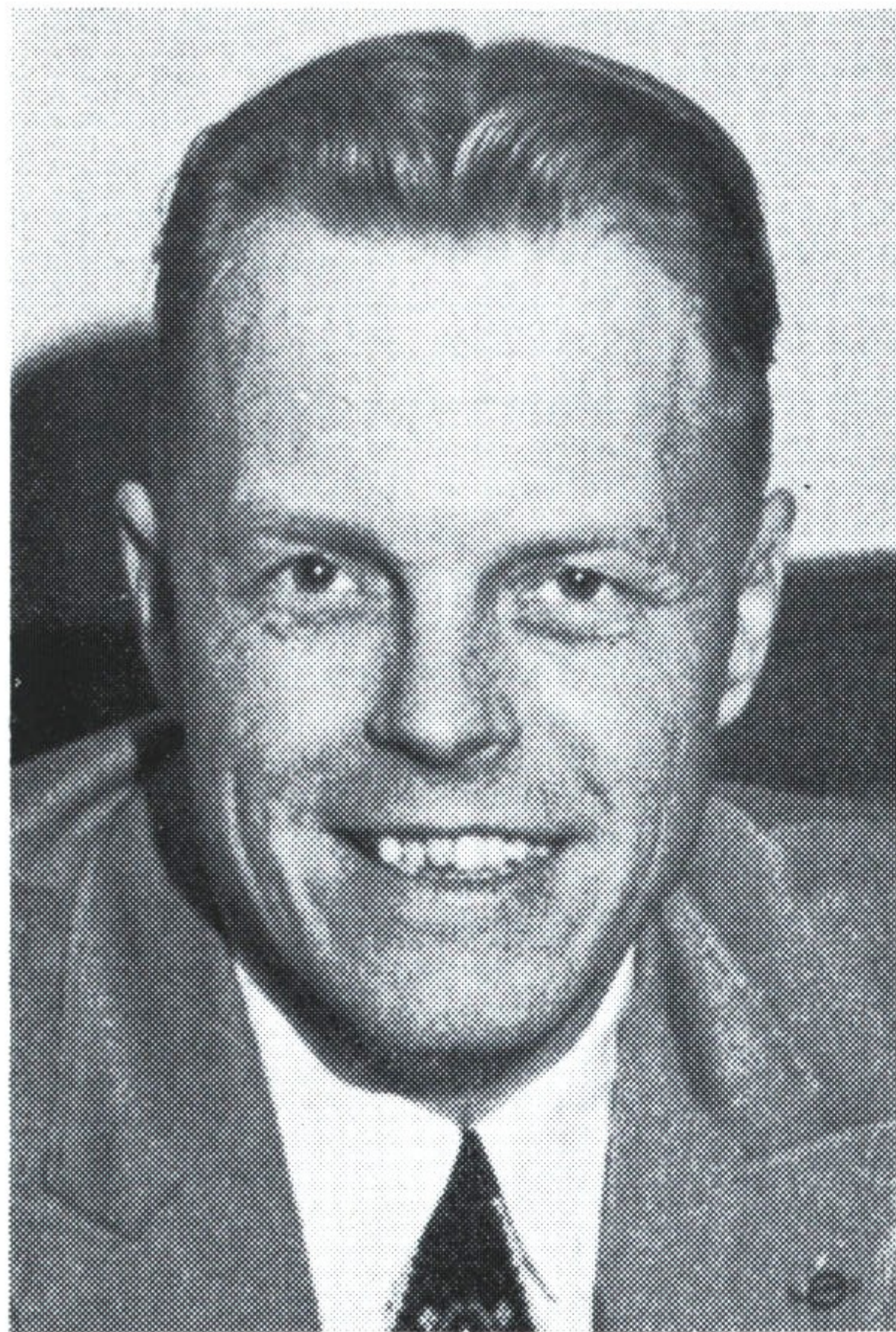
As we all know, the ground roots of the Auction Business is in our State Organizations. If they are strong it makes for better business. I would like to suggest that all State Organizations make a special effort to gain new members. If you have Auctioneers who have been members and have dropped out, see if you can talk to them about coming back in.

They may tell you why they are not members, and if they do, invite them to come to the State Convention and then try and have a part of the program that is designed to take care of at least some of their troubles. We all know that to be strong and to promote our profession we must have loyal members in large numbers, both in our National and State Organizations.

John L. Cummins

Bob Penfield First Entrant In Contest

Bob Penfield, Bowman, North Dakota auctioneer and owner of the Home Base Auction Market, is the first entry accepted in the 1966 World Champion Livestock Market Auctioneer Contest.



The two day contest will be held at the Grand Hotel on Mackinac Island, Michigan, during the annual livestock Marketing Congress, June 12th and 13th. The contest designed to determine auctioneering skill and ability is conducted by the Missouri Auction School of Kansas City, and endorsed by the nation's 800 Certified Livestock Markets. A total of 14 industry judges from throughout the United States will select the World Champion, Reserve World Champion, and 8 Regional and Reserve Regional Champions. The present Champion is Glen Helberg of North Platte, Nebraska. Skinner Hardy of Bakersfield, California, is the present Reserve World Champion.

Penfield is 35 years old and started auctioneering seriously at the age of 14 at the family market in Lemmon, South Dakota. He is a graduate of South Dakota State University with a B. S. Degree in Animal Husbandry.

In College he was on both the Junior and Senior Livestock judging teams. His entry is being sponsored by the Home Base Auction Market of Bowman. This market was founded in 1947 by Wm. J. Carter and Penfield has operated it for the past 8 years. Through the years, the market has enjoyed a steady growth with 1965 being a record year for numbers of livestock sold. More than 26,000 head of cattle and over 15,000 hogs and sheep plus nearly 1,000 horses went over their auction block.

Bob is married and has four children. He is the third generation of livestock auctioneers and market operators. The first being his Grandfather, B. L. Penfield followed by his Father, Earl, who still operates the Lemmon Livestock Sales Company. He is a former director of the National Auctioneers Association and past President of the North Dakota Auctioneers Association.

Auction Association Doubles Membership

SAN ANGELO, TEXAS — The Texas Livestock Auction Association has been re-organized and expanded until now the membership has doubled that of 1964, according to John Cargile Texas Livestock Auction Association President.

Other officers of the association are Russell de Cordova, vice president, who operates the Groesbeck Livestock Commission Company at Groesbeck; and, Reagan Jenkins, secretary, who is part owner in the Henderson County Livestock Auction Company.

LIFE

All of life is an open stage

The time and setting is NOW

The rest is up to you and me

As to what we'll do and how.

The curtain RISES and you play

That portion of your selection.

Every character plays a part

Be it faulty or near perfection

The sky is the tent, the earth the stage;

The curtains are birth and death.

The characters are you and me;

Let's strive to do our best.

Ken White, Greenville, O.
(NAA Member)

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Donald E. Johnson

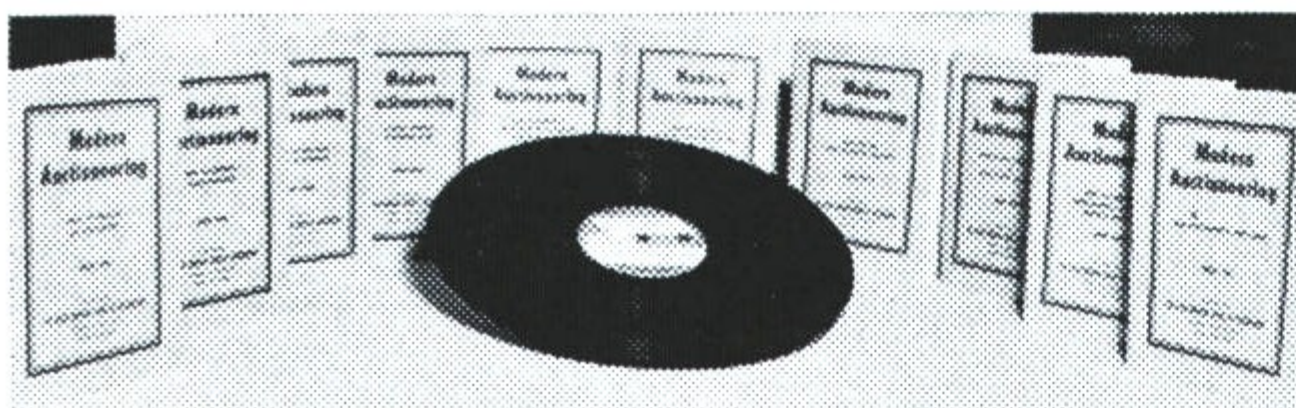
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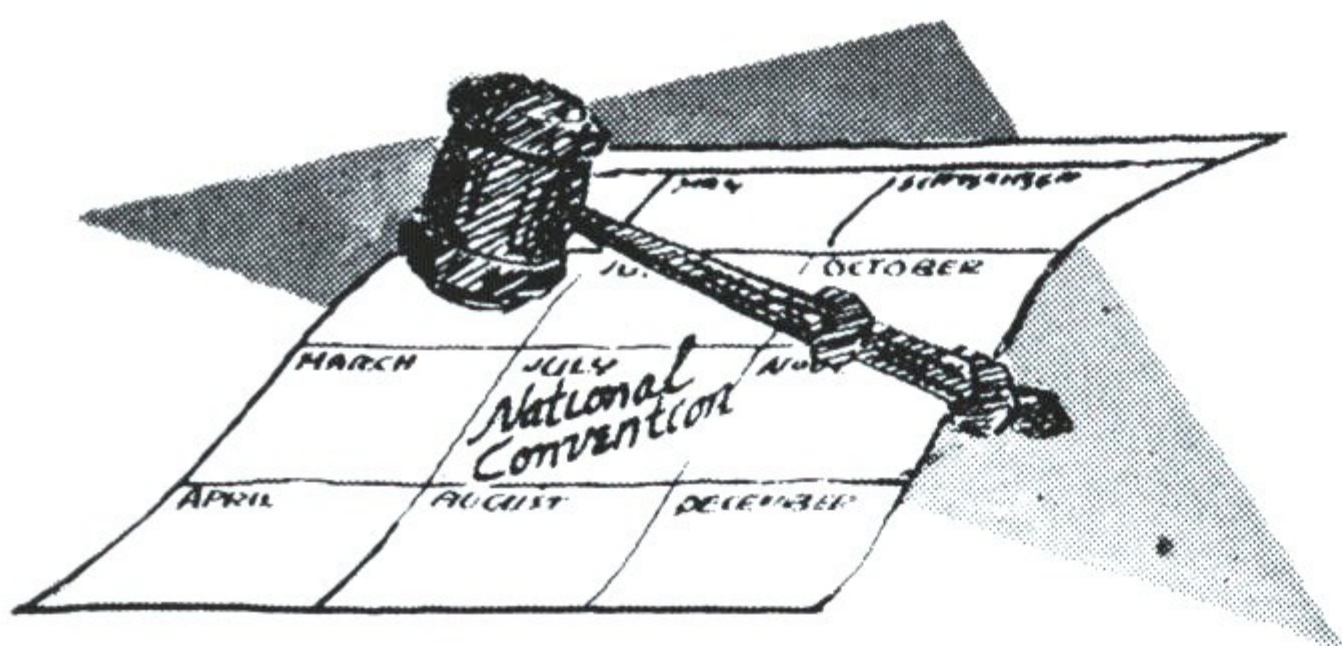


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Convention Dates



April 22-23 — Montana Auctioneers Association, Finlen Hotel, Butte.

May 1 — Missouri Auctioneers Association, Missouri Hotel, Jefferson City

June 4-5 — Kansas Auctioneers Association, Junction City.

June 6 — Pennsylvania Auctioneers Association Bellvue-Stratford Hotel, Philadelphia.

June 10-11-12—South Dakota Auctioneers Association, Sheraton-Cataract Motor Inn, Sioux Falls.

June 11-12—Ohio Auctioneers Association, Atwood Lake Lodge, Dellroy.

July 14-15-16 — National Auctioneers Convention, Bellvue Stratford Hotel, Philadelphia, Pa.

July 23-24—Mississippi Auctioneer Association, Hotel Markham, Gulfport.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

Houston Astrodome Scene Of Auction

The first stock show held in the famous Astrodome and new Livestock Pavilion was an astronomical success.

Certainly the officers and directors and their various assistants left nothing undone. The hundreds of thousands spectators that passed through the gate found the new facilities unexcelled.

Overwhelming, of course, was the first Quarter Horse sale held in these new and highly modern facilities. Presented in Hollywood style and attended by an excess of 5,000 people by actual count, the sale set numerous records.

First, the highest price horse - Lot 10, FIELD BOY (AAA) brought the

record price of \$40,000. The highest price mare - Lot 1, MACKAY ALICE commanded an equal record figure of \$13,750. Each of these sale prices indicates the magnificent quality of the horses presented in this sale. The top 10 high selling horses brought \$106,750.

One of the phenomenal facets of this sale is the fact that the sale offering is limited to owners and breeders living in Harris County and adjacent counties. There were no horses imported especially for this sale from an outside area. This, of course, would indicate the wonderful stride the breeders in this area have made in upgrading their fine Quarter Horses. It also indicates to those same breeders, the wonderful merchandising outlet that has been developed by the Houston Quarter Horse Breeders' Association in this, their 8th Annual Consignment Sale. The sale was conducted by the Houston Quarter Horse Breeders' Association and Morrison & Carlile Sales Management Company of Amarillo, Texas.

Seventy-five lots brought a grand total of \$213,935.00 for an average of \$2,852 per lot. Of this group of horses that were sold, 30 of them sold outside the state of Texas, 18 sold outside of the Houston area, and only 27 horses sold within the Houston area. This, too, indicates that Houston and its Livestock Association is commanding the attention of livestock men throughout the entire country. And, with the wonderful new facilities now available at the Astrodome and new Livestock Pavilion, the breeders of pure-bred livestock will enjoy a very bright future.

Tela-Auction Method Debuts In Minnesota

February 18 marked the beginning of a "Tela-Auction" in Minnesota. Originating at Long Prairie, Minn., pigs were graded and weighed and offered for sale to the highest bidder.

Prospective bidders from various stations throughout the state listened to the auction and made their bids via telephone. This is similar to the method that has been used in the State of Virginia for several years.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: B. R. Tucker, 9307 Sunset Lane,
Little Rock
Secretary: Milo Beck, 110 W. Walnut, Rogers

Colorado Auctioneers Association

President: Troil Welton, Wray
Secretary: Ed Gibson, 7947 Quivas Way,
Denver

Idaho Auctioneers Association

President: Jim Messersmith, Rt. 2, Jerome
Secretary: Paul L. Owens, 6316 Tahoe, Boise

Illinois State Auctioneers Association

President: Dwight Knollenberg, Mason City
Secretary: George W. Cravens, Box 187,
Williamsville

Association of Indiana Auctioneers

President: Victor Carpenter, Ladoga
Secretary: Fran Hamilton, Rossville

Indiana Auctioneers Association

President: Egbert M. Hood, 1505 Poplar St.,
Anderson
Secretary: Everett E. Corn, 119 N. Main St.,
Fairmount

Iowa State Auctioneers Association

President: Lynn Byerly, Glidden
Secretary: Lennis W. Bloomquist, R. R. 2,
Pocahontas

Kansas Auctioneers Association

President: C. W. "Bill" Crites, 339 W. 6th
St., Junction City
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: E. I. Thompson,
151 N. Upper, Lexington
Secretary: Mrs. Adrian Atherton, 45 Public
Square, Hodgenville

Maine Auctioneers Association

President: Gardner R. Morrill, Harrison
Secretary: Wayne B. Dow, 14 Southern Ave.,
Augusta

Auctioneers Association of Maryland

President: Sam W. Pattison Rae, 407 N.
Howard St., Baltimore
Secretary: Jack F. Billig, 16 E. Fayette, St.,
Baltimore 21202

Massachusetts Auctioneers Association

President: Kenneth J. MacLeod, Box 1373,
Norton
Secretary: John Hilditch, Box 52, Southville

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Secretary: Alvin Payne, De Graff

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Rives Junction, Mich.
Secretary: Garth Wilber, Route 3, Bronson

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Secretary: Bennie J. Blount, Box 847,
Meridian

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Secretary: Roger Hollrah,
2795 Zumbuhl Rd., St. Charles

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Secretary: W. J. Hagen,
Box 1458, Billings

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78 Wakefield St., Rochester

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Secretary: Donald W. Maloney,
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Secretary: Eugene Carroll, Jr., R.R. 1
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Association of Wisconsin Auctioneers

President: James Heike, Mondovi
Secretary: LeRoy Teske, 110 N. Pearl St.,
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THE LIGHTER SIDE . . .

WATCH IT, BUD!

For weeks, the couple had gone from showroom to showroom as the husband carefully scrutinized new automobiles.

"My goodness," the wife said finally "It didn't always take you this long to make up your mind. Why, you married me three weeks after you met me!"

"Listen," said the husband, "buying a car is serious business!"

SPONTANEOUS, TOO

She snuggled closely and cooed, "Do you think I'm sweet?"

"Sure."

"And, do you think I'm pretty?"

"Of course."

"And do you love me a whole lot?"

"Certainly!"

She snuggled and purred, "I like you because you say the nicest things."

SABLE FABLE

Entertainer Larry Benson, observing the season's parade of mink and sable: "If it weren't for the installment plan, a lot of animals might be wearing their own furs this winter."

REVERSE PSYCHOLOGY

When the boss hired a shapely new secretary, everyone expected his wife to explode. Instead she said, "I'm delighted. I know Henry won't dare come home late for dinner any more!"

SPOILED A GOOD RECORD!

Said the hired man: "I've been with you 25 years, and I've never asked you for a raise before."

Retorted the farmer: "That is why you've been here 25 years!"

JUST A MIDDLE-OF-THE-ROADER

A cattle feeder who wasn't particularly loquacious was asked what he had paid for his new feeder calves.

"That's a mighty impolite question," he said. "But since you asked, I might as well tell you I paid mor'n some, but not as much as others!"

GONE TO THE DOGS

A dog owner wrote to one of the most plush hotels in New York asking if he could make reservations for him and his pet. He received the following acknowledgment from the manager:

"I have been in the hotel business for 30 years and never have I had to eject a disorderly dog. Never has a dog set fire to a bed. Never has a dog stolen a towel or a blanket. Your dog is very welcome. If he will vouch for you, you can come along as well."

POTENT THREAT

The father of 10 children took his brood to the christening of the youngest. During the ceremony, his three-year-old son began to cry.

"Quiet," the father said. "If you don't behave, we won't bring you the next time."

ALWAYS THE SAME ENDING

It was a wonderful act - a lion and a donkey performing together in the same cage.

"My goodness, that's really a rare sight," said someone later to the trainer. "Do they really get along so well together?"

"Well," admitted the trainer, "they have their little quarrels sometimes - but then we just buy a new donkey."

TRY, TRY AGAIN

A Sunday school teacher asked her class to tell the story of creation. Commented one little girl, "First God created Adam. Then He looked at him and said, I think I could do better if I tried again! So He created Eve."

OOPS!

The barber had completed what he thought was a fine job of cutting a customer's hair. He held up a mirror behind the man's head and awaited the compliments which he was sure would ensue. Instead, the customer peered into the mirror and then said, "Just a little longer in the back, please."

IN UNITY THERE IS STRENGTH

IN THE MIDDLE

A little girl came home from school in a very depressed frame of mind. "Janie," asked her mother, "Did you get a scolding at school?"

Tearfully, the child replied, "I got my coat shook."

"Well," comforted her mother, "That's nothing to cry about."

"But, Mama," Janie sobbed, "I was in it!"

OFF TO A BAD START

The little boy was scrutinizing his grandmother who had just arrived and whom he had never seen before. "So you're my grandmother," he said.

"Yes," she replied sweetly, "on your father's side."

"Well, you're on the wrong side, I'll tell you that right now."

MAN OF EXPERIENCE

A stranger, dashing into a house in answer to a woman's screams found a frightened mother who explained that her son had swallowed a nickel. The stranger grabbed the child by his feet and shook him vigorously. The coin fell from the boy's mouth.

"Doctor," the woman gasped, "it certainly was lucky you happened by; you knew just how to get that nickel out of him."

"I'm not a doctor, madam," replied stranger. "I'm a collector of internal revenue."

THICK SKIN

Two cannibals, a mother and son, we're stalking through the jungle. Suddenly, there was a roar in the sky, and the child ran to his mother to receive her protection.

"It's all right," said the mother. "It's an airplane."

"What's that?" asked the boy.

"Well, it's a little like a lobster. There's an awful lot you have to throw away, but the insides are delicious."

BANK TELL-ERS

Wife to frowning husband holding canceled checks in his hand: "You mean the bank saves all the checks I write and sends them to you? What a sneaky thing to do!"

IN VAIN

Mrs: I stood in line for an hour today.

Mr.: What for?

Mrs.: I don't know. It was all gone when I got there.

VIRTUE PAYS?

A ragged, disheveled panhandler stopped a well-dressed sportsman and asked for money for food. "I'll do better than that," said the latter. "Come on in this bar and I'll buy you a drink."

"No thanks, I never touch the stuff," said the beggar.

"Hmm," said the sport. "Well, have a cigar."

"No, I don't smoke."

"Okay," said the sport. "I got a good tip on a horse. I'll make a bet for you. You'll collect enough for plenty of food and a new suit besides."

"I couldn't let you do that," the bum replied. "I never gamble. All I want is some food."

"Come on home to dinner with me," the sport urged. "I want my wife to see what happens to a guy who doesn't smoke, drink or gamble."

CLOSE SHAVE

A Detective was trying to get a description of a suspect. "Tell me," he asked a witness, "does the man have a mustache?"

"I don't think so," the witness said, "If he does, he keeps it shaved off."

BRIEF

A reporter was told to cut his stories to bare essentials. His next story read:

"Q. Johnstone looked up the elevator shaft to see if the car was coming down. It was. Age 52."

BROAD JUMP

A rustic visitor to the city made a desperate run for the ferry boat as it was leaving the slip. He made a mighty leap, and covered the intervening space, then fell sprawling to the deck, where he lay stunned for about two minutes. At last he sat up feebly, and stared dazedly over the wide expanse of water between the boat and shore.

"Holy hop-toads!" he exclaimed in a tone of profound awe. "What a jump!"



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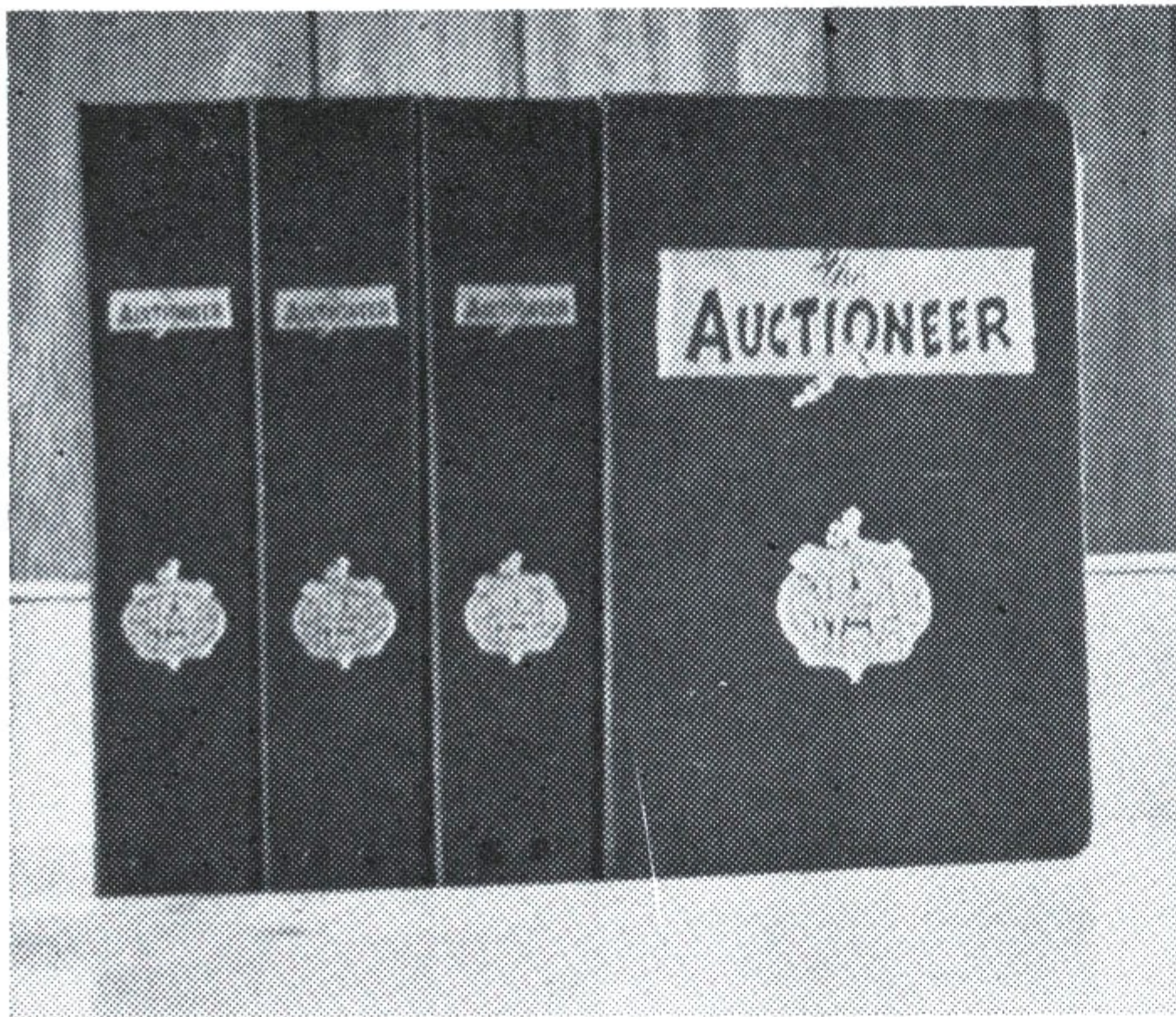
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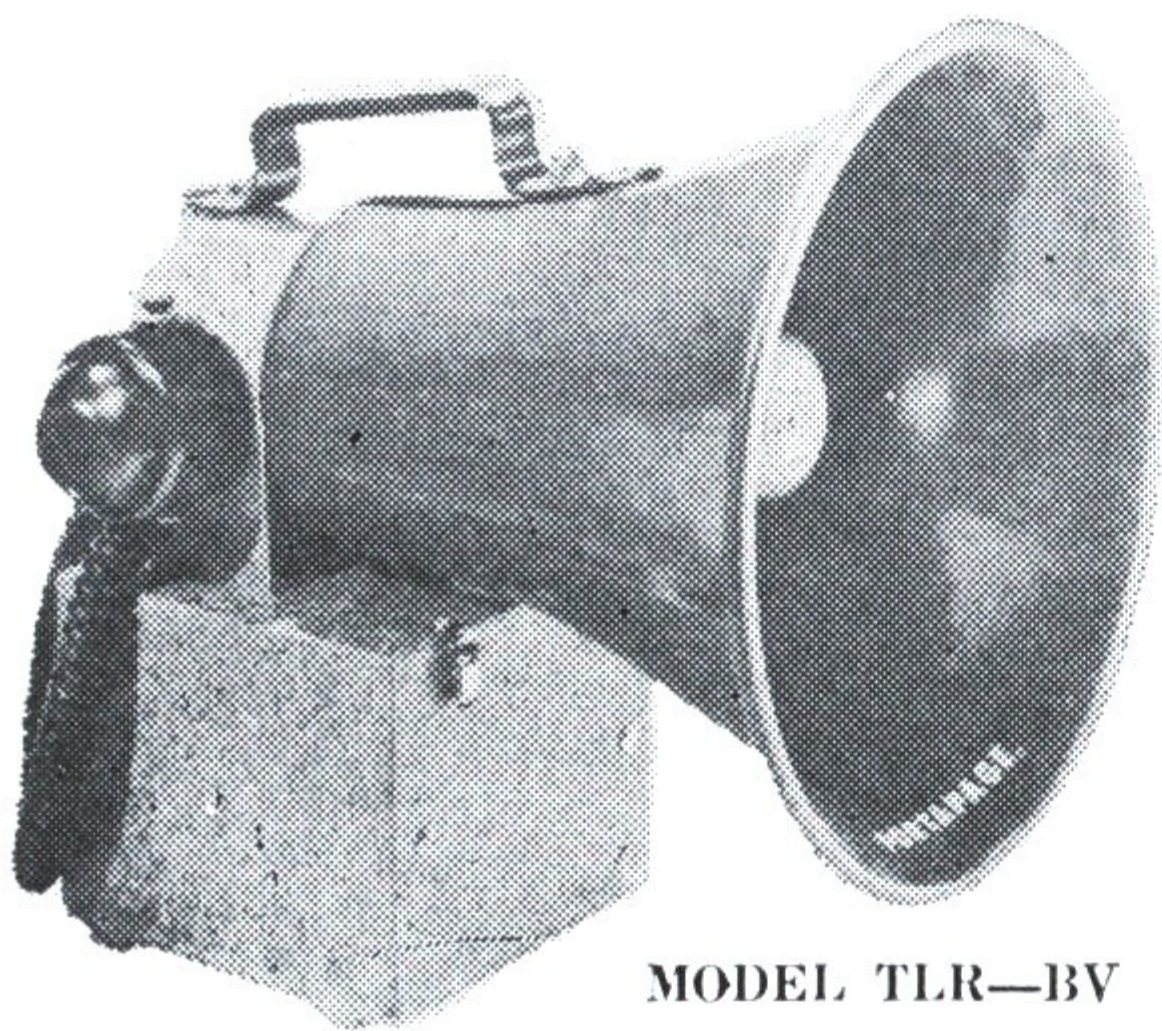
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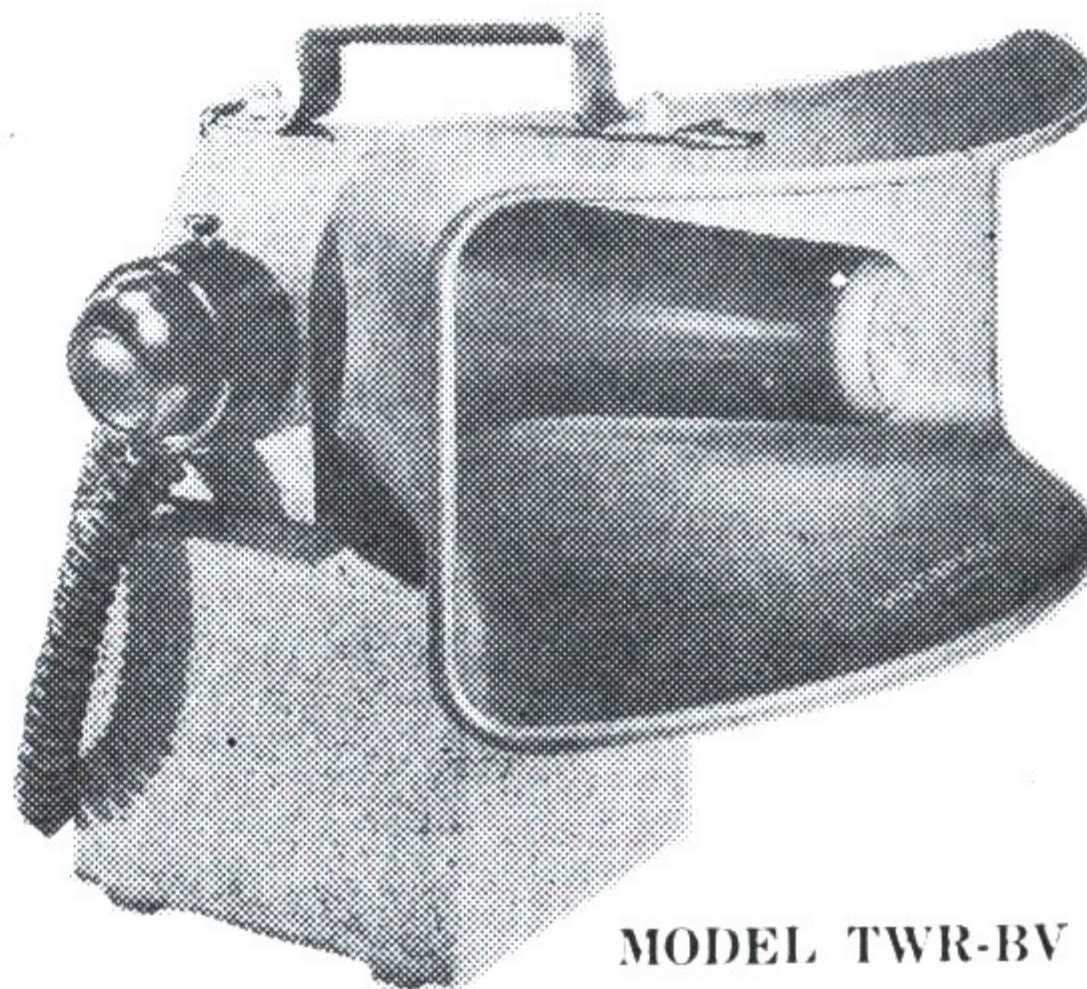
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