

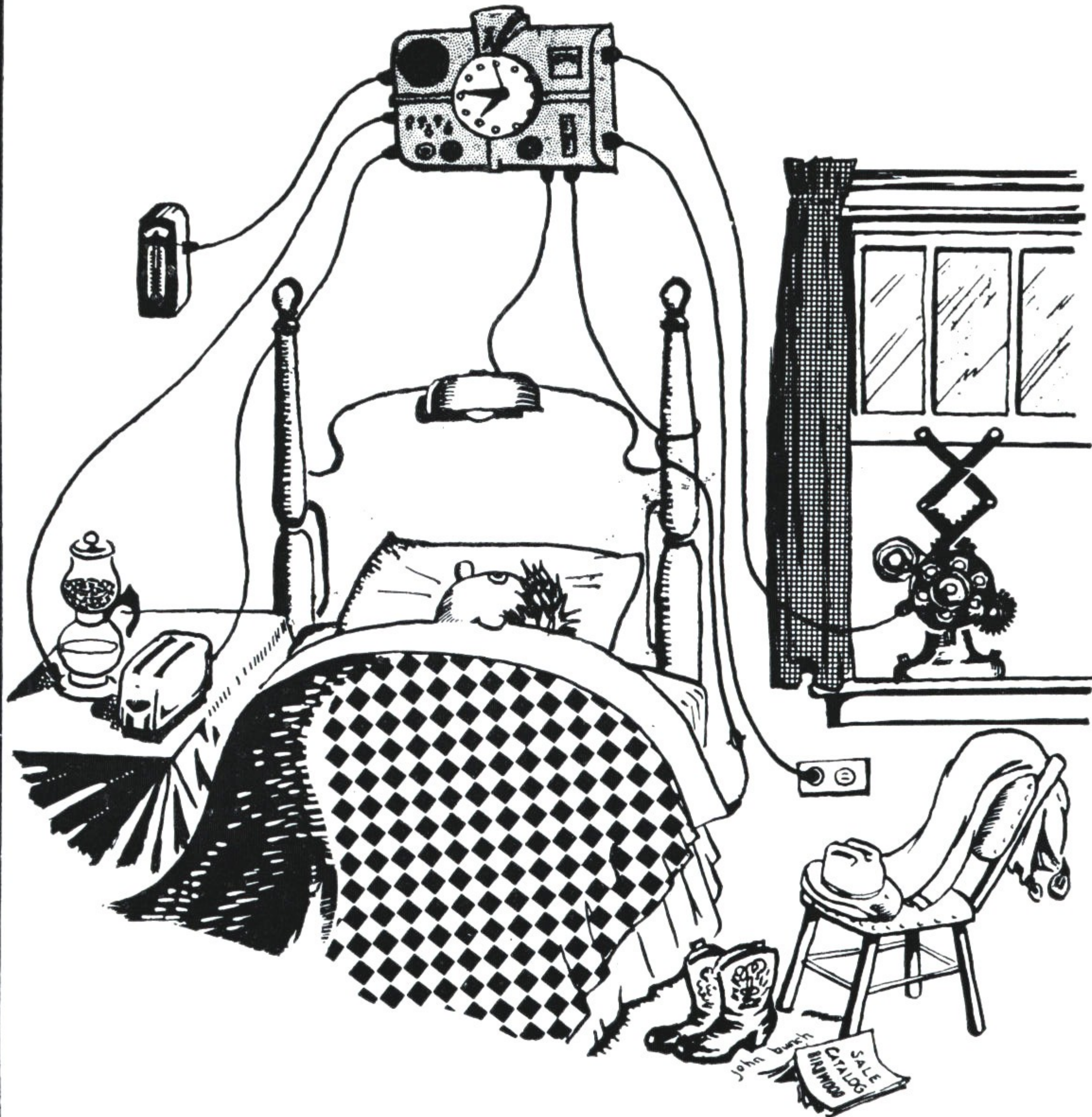
# *the* AUCTIONEER





NO-IT ISN'T TOO EARLY TO GET-

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*for...*

**NATIONAL AUCTIONEERS  
CONVENTION**

**Hotel Statler, Buffalo, N. Y.**

**July 17-18-19, 1958**



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# Death Claims Bockelman, Former NAA President

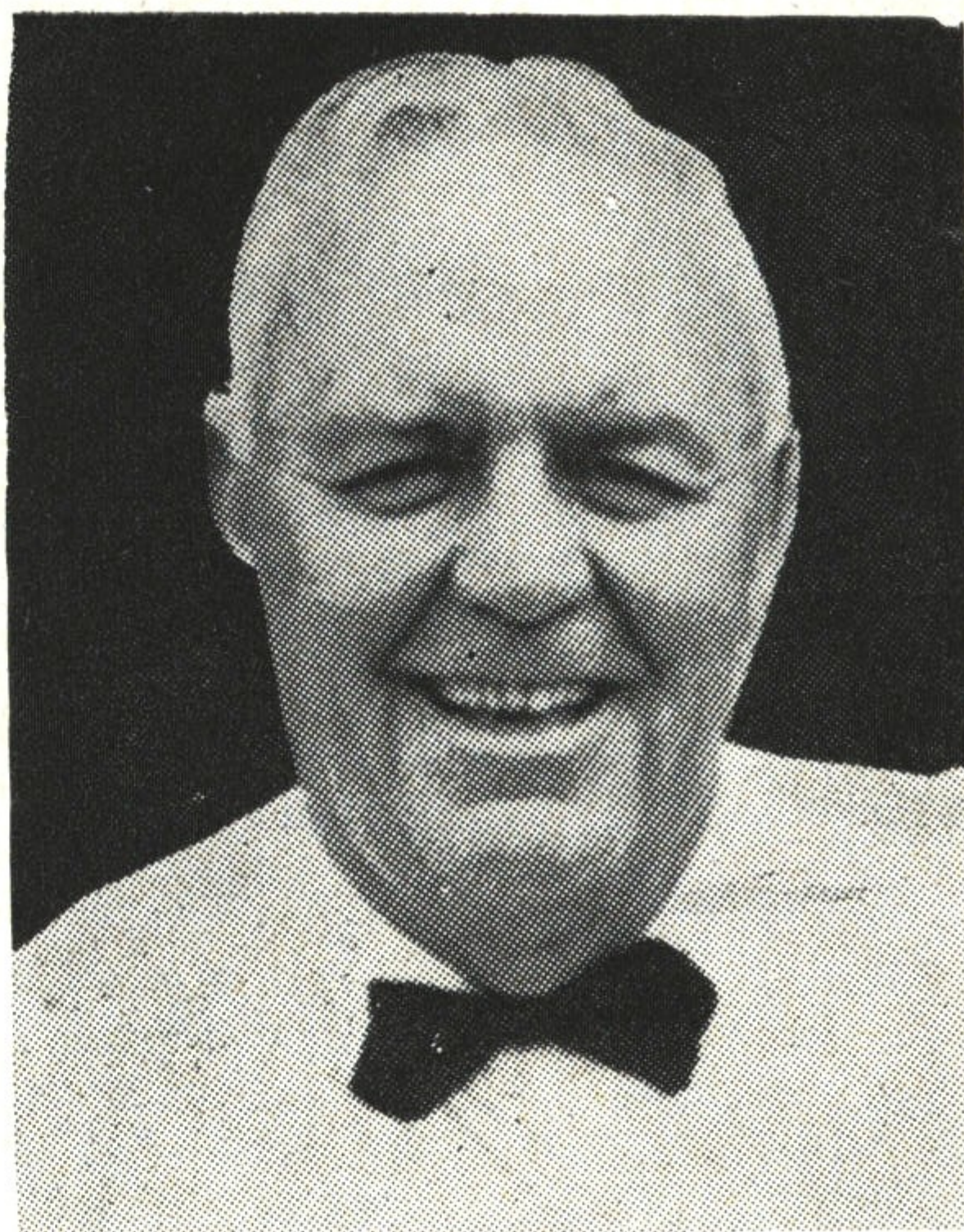
Paul Frederick Bockelman, Sr., President of the National Auctioneers Association 1951-52, died at his home in Sioux City, Iowa, Jan. 2, following a long illness. He was 69 years old.

Born in Napoleon, Ohio, Mr. Bockelman had been an auctioneer since 1906. He moved to St. Paul, Minn., in 1910, three years later to Hartley, Iowa. Since 1922 he had been a resident of Sioux City. His career as an auctioneer was most colorful and during his lifetime he had sold about every item on record. However, his specialty was farm auctions and real estate, a business in which he was very successful, particularly during his residence at Hartley. In later years he operated an Auction School.

Paul Bockelman, Sr., was elected President of the National Auctioneers Association at the 1951 National Meeting in Decatur, Ill. He succeeded Col. Foster Sheets of Virginia. At the close of his presidential term he served faithfully on the Board of Directors of the NAA until the expiration of his term in 1955. Col. Bockelman was an ardent supporter of the NAA, held a Life Membership and attended all meetings and National Conventions until his health prevented him from doing so. His last National Convention was at Indianapolis in 1955.

Col. Bockelman was also a past President of the Iowa Auctioneers Association.

Survivors include the widow, the former Lela Widenkamp, four sons, Henry, Paul, Jr., and John of Sioux City, and Thomas of Mt. Angel, Ore.; four daughters, Mrs. Geraldine Badtram, Sioux City, Mrs. Norma Richards, Toledo, O., Mrs. Louise Chaney, Indian Head, Md., and Mrs. Luella Ramsey, Mexico City, Mex.; two stepsons, Percy Wegner, Sioux City and Leland Wegner, Mount Ayr, Ia.; two step-daughters, Mrs. Verda Weiske, St. James, Minn., and Mrs. Alice Jacobson, Blue Earth, Minn.; a brother Walter, Paullina, Ia., a sister, Mrs. Alma Ludeman, Napoleon, O.; a niece, Mrs. Albert Peterson, Sioux City, and 33



**Paul F. Bockelman, Sr.**

grandchildren.

In addition to his activities in his profession, Col. Bockelman was a member of the Lutheran Church and the Masonic Lodge.

Auctioneers of Sioux City and vicinity served as active and honorary pallbearers at his funeral which was held at Trinity Lutheran Church in Sioux City.

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## Bad Weather Mars Texas Convention

A solution for breaking drouths has been discovered by members of the Texas Auctioneers Association. All they need to do is to plan a meeting and the moisture will arrive. In their first State Convention, freezing rain and icy roads held down attendance.

Meeting at the Statler-Hilton Hotel in Dallas for their Second State Convention, November 24, heavy rainfall in East Texas and deep snow in West Texas prevented many from attending. Yet,



those who braved the weather had a most enjoyable day of fellowship and discussion in a most informal meeting.

Principal business transaction was the decision to issue combined State-National memberships only, following the same procedure as already established by the Nebraska and Kentucky State Auctioneers Associations. Col. Wayne Cook, Dallas, was elected President; Col. Cecil M. Ward, Gainesville, Vice-President and

Col Travis Somerville, Dallas, Secretary-Treasurer. Retiring President, Col. Bill Wendelin, was elected to a three year term on the Board of Directors as was Col. Walter Britten, College Station.

Short talks were given during the afternoon by Col. Rhett Grant of Mansfield, La., and Bernard Hart, Secretary of the NAA. A good deal of discussion took place in regard to inviting the National Convention to Dallas in 1959.

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## The President's Letter

Dear Friends:

On Saturday, I attended a very fine meeting of the Pennsylvania State Auctioneers Association. Pennsylvania has a splendid organization which has served the profession well for many years.

Following my talk on Saturday, Tom Berry, National Director from Pennsylvania, my associate, Earl Almquist and I started out for home. Tom stayed over night in Bergen with me, and we went to Buffalo on Sunday. We had our meeting Sunday at the Hotel Statler to plan the Buffalo Convention July 17, 18 and 19. Bernard Hart of Indiana and C. B. Smith of Michigan were both present to assist the New York group with plans for what promises to be a very interesting and educational program. It was announced that H. Roe Bartle, Mayor of Kansas City, has accepted an invitation to be the banquet speaker. Many of you will remember Mayor Bartle in Kansas City as one of the greatest speakers in America today. A trip to Niagara Falls will also be a feature of the convention program. The thirty enthusiastic auctioneers and their wives who attended this meeting make me very hopeful that this year's convention may be among the best in our Association's history. The Ladies' Auxiliary is very actively planning a worthwhile program for the ladies.

While, to many Auctioneers the progress may seem slow, I am personally gratified to note a very steady progress. I do wish that every Auctioneer who reads this letter would really try to get at least **one** new member before the convention. We need the strength which additional members would give us.

Bernie Hart is trying to maintain the "Auctioneer" at a level of not less than 40 pages. We are very grateful to all those who have contributed this year to the "Auctioneer", however, I want to urge you all to send in articles or material which you feel would be worthwhile.

Wanda joins me in sending greetings to you all. Let us work together to make 1958 a great year for our Association.

Sincerely,  
Harris Wilcox



# Indiana Auctioneers Hold Annual State Convention

Indiana auctioneers finally received a break from the weatherman for their Annual Convention at Indianapolis, Monday, January 6. For several successive years, rain, snow and ice have hampered travel conditions but near perfect weather was provided this year.

However, the group was slow in assembling and despite the fact that the program was one of the better ones presented by this group, attendance was not what it should have been. A few more than 75 entered their names on the registration books during the day.

Col. Lewis E. Smith, President, called the meeting to order at 10:30 A.M. and after the invocation by Rev. Walter C. Maas, Indianapolis, he introduced the first speaker, Joseph J. Cripe, Manager of Indianapolis Convention and Visitors Bureau. Mr. Cripe's remarks were most appropriate as he pointed out many sound and basic reasons why professional men should be organized on a state level.

Ed Cissna, Secretary of the Indiana Aberdeen-Angus Association, spoke on his ideas of what was expected of a purebred livestock auctioneer by his clients and his public. Being a successful sale manager, Mr. Cissna was well qualified on this subject.

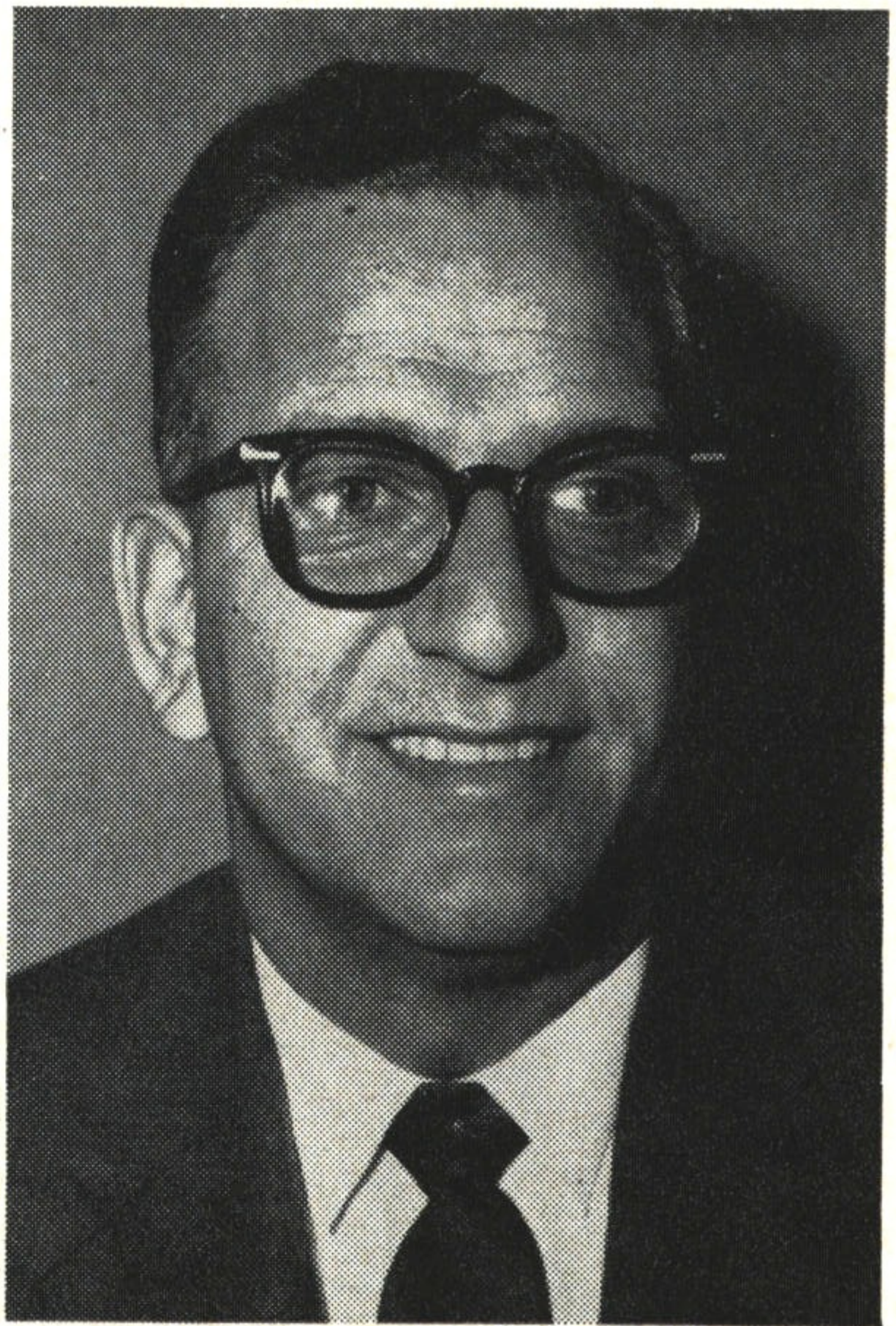
"One Year In The Profession" was the subject assigned to Col. W. D. 'Bill' Bruce, Bloomington. This has always been a most interesting subject and Col. Bruce covered it well, bringing out that one learns many things during his first year that he never knew existed.

A panel on what is expected of an auctioneer and how one can better fit himself was conducted by Mrs. Leona Drake of the Indianapolis Auto Auction before the meeting was adjourned for lunch.

Opening speaker on the afternoon program was Col. Hoyt Vanderbeck, Falmouth, who discussed his many years of success in the general farm auction business. He was followed by Col. Rob-

ert A. Foland, Noblesville, who spoke on Real Estate at Auction. Mr. Foland is the junior member of a nationally famous real estate auction firm.

Col. H. W. Sigrist (retired) former NAA President, is always ready and able to fill in whenever needed so when two of the speakers had cancelled out he qualified for both subjects, "Furniture and Antique Auctions" and "Forty Years in the Auction Profession." Col. Bernard Hart, Frankfort, spoke on the subject, "How to Improve Our Profession."



Col. James E. Liechty

In the business meeting that followed, Col. James E. Liechty, Berne, was elected President; Col. Herman Strakis, Indianapolis, Vice-President; Col. George Skinner, Indianapolis, Secretary (re-elected); and Col. Roy Crume, Kokomo, Treasurer. Directors elected for a three year term were retiring President, Col. Lewis E. Smith, Cicero; Col. W. D.





Col. George Skinner

Bruce, Bloomington; and Col. Kenneth Sherbahn, South Whitley. Col. Jim Buckley, Shelbyville, was elected to serve out the unexpired term on the Board of Directors of Col. Roy Crume.

A question box consumed the balance of the afternoon's program. This proved to be quite interesting and informative as well as controversial on certain subjects.

A Grand Banquet was enjoyed at 6:00 P.M. and Col. Wilbur Clair, Converse, Ind., served as after-dinner speaker. Col. Clair has had many interesting experiences and with his ability to remember them as well as the fine impersonations that only he can master, the day closed with everyone in a happy mood and another Indiana Convention becomes history.

#### Business Is Confident

Projected expenditures for new plant and equipment are expected to continue upward from the present \$37 billion to more than \$50 billion annually by 1965, a 35 per cent boost indicating confidence of American industrialists and business men in the future.

## Prize Winners Sell For Total Of \$4,500

Detroit—Three young Michigan farmers shared \$4,500 for 1,331 prize pounds of meat on the hoof after bidding at the 4-H Junior Livestock Show auction at the State Fairgrounds Dec. 11.

Prices ranging from \$5 a pound for lamb to \$2.20 for pork were paid to the owners of grand champions.

Carol Payne, a Michigan State coed from Galien, sold her 1,005-pound Black Angus, the show's champion steer, for \$3,500.

Darrel Gochenour, 12, of Litchfield, collected \$505 for his 101-pound champion lamb.

Thirteen-year-old George Good of Lansing received \$495 for his champion hog.

About 82 in one hundred of male Americans over 14 years old have jobs.

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## Stamblers Of Hawaii

### Bring Santa To Needy



Louis Stambler, NAA member from Honolulu, and well known to those who have attended the last two National Conventions, with the help of Mrs. Stambler, makes Christmas more pleasant for many whose lives are not the most cheerful. In the accompanying photo, Mr. Stambler, dressed as Santa Claus, presents a doll to a blind girl.

The Stamblers provided the party for this school which contains about 40 other youngsters, all blind.

Mr. Stambler knows what it means to be needy having come from a poor family himself which is one of the reasons he is so interested in helping others. Each year at Christmas time he and Mrs. Stambler see that many groups



## IN UNITY THERE IS STRENGTH

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can really have a Santa Claus. The Leper settlement at Molokai is the scene of one of their annual visits. Four plane loads of presents were flown to these people.

These are only two examples but there are others that have gifts flown to them or brought in some way or another as well as gifts taken to needy homes on Christmas morning.

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### NAA Members Sell Government Surplus

Combining their efforts, three NAA members from New Mexico, sold a total of 193 trucks and automobiles, all government surplus, in a big auction at Los Alamos, N. M. Conducting the auction were Cols. Fritz Quast, J. V. Cottengime and Max Hood.

The three gentlemen above mentioned were awarded the privilege of conducting the sale by the Atomic Energy Commission. In advertising the auction, 6800 direct mail pieces were distributed in ten states and sale day found buyers from each of these states represented.

The auction itself was conducted in what may be the world's largest hangar which measured 380 feet long and 180 feet wide. Col. Quast said, "Boy, what a Sale Barn this would make. In my

48 years of working sales its the biggest thing I ever saw."

Twenty-eight drivers, four ringmen, three clerks, two check-out men and three men to park cars after they were sold completed the personnel involved. Cooperation of Government officials was splendid. They handled all titles and transfers and delivered the last title to the buyer within 20 minutes after the close of the sale. The sale resulted in the government receiving 26% than the best offer received via the sealed bid method.

However, the auctioneers send a word of caution to those who may be aspiring for this type sale. Many hidden costs are involved and it takes some careful figuring to arrive at a fee that will leave the auctioneer a profit.

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### Presley Makes Foundation Gift

New York—Elvis Presley is giving up his teddy bear collection.

The singer, due for induction into the armed services, has shipped the National Foundation For Infantile Paralysis a trunkful of stuffed animals from his collection. A March Of Dimes spokesman said the teddy bears would be sold at an auction on Jan. 20, with the benefits going to the foundation.

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### COMMUNITY SALE BARN FOR SALE

Located at Odon, Indiana, 75 miles from nearest terminal market. Property includes fully modern 5 room home with full basement; one two story building, suitable for selling or storing merchandise, or both; large livestock barn with selling arena, lunch room and office; outside lots and parking lot. Has all city conveniences but is located outside City Limits with no zoning restrictions. Full price — \$19,500. One-third down, balance like rent.

**BERNARD HART, Owner, 803 S. Columbia St., Frankfort, Ind.**



# Enthusiasm The Keynote At First Kentucky Convention

Not yet four months old and more than 50 members is the record with which the Kentucky Auctioneers Association entered their first annual Convention at Lexington, January 13. The interest and enthusiasm that was so apparent at the organizational meeting of this group last September has not only been maintained but enlarged upon. Fifty-six people were present for the banquet that climaxed the day's activities.



**Col. Orville R. Moore**

Several auctioneers and their wives came to Lexington the evening preceding the meeting in order not to miss any of the important proceedings. Members of the Executive Committee met in the forenoon and the Convention was officially under way at 1:00 P.M. Following the invocation, the official welcome to the City was given by Hon. Shelby Kinkead, Mayor of Lexington.

Most important item of business was the adoption of the Constitution and By-Laws that had been prepared by the Executive Committee. This group had done a thorough job and as a result they were adopted after minor discussion by the members, in fact the discussion consisted of the clarification of particular sections. The By-Laws call for a joint State-National Membership which requires an auctioneer to become a member of the NAA in order to qualify as a member of the KAA.

Col. Bernard Hart, Secretary of the NAA, addressed the group, using as his subject, "Our Profession". The meeting was then adjourned until the banquet at 6:00 P.M. Guest speakers were Leon J. Shaikum, former State Senator and C. H. Edwardsen, of the public relations department of E. I. DuPont DeNemours & Co.

Mr. Shaikum explained the process



**Elaine K. Meyer**



# IN UNITY THERE IS STRENGTH

of legislation in regarding to promoting and adopting a License Law for Auctioneers. He also brought out some good reasons for the licensing of auctioneers, one of which was the increased prestige to the profession.

Using the subject, "Why Ethics", Mr. Edwardsen delivered a most inspiring message and one that should have a lasting impression on all who heard it. His examples of both good and bad ethics were clearly stated.

In order to bolster the treasury of the infant organization, each member had been invited to bring some item and auction it himself with the proceeds to go to the KAA. This not only proved to be a success financially (\$207.75 worth) but it provided interesting entertainment at the same time.

Honorary Memberships in the Kentucky Auctioneers Association were bestowed upon each of the guest speakers. Officers of the KAA are Col. Orville R. Moore, Anchorage, President; Col. W. P. 'Bill' Scully, Lexington, Vice-President; Elaine K. Meyer, Louisville, Secretary and Col. Bob Osborne, Bardstown, Treasurer.

Directors are Cols. Roy J. Draper, Paducah; Walter J. Fritts, Mount Sterling; R. M. Lucas, Florence; Edward W. Maupin, Louisville; Brooks Wells, Ashland and Edgar C. Walker, Bowling Green.

## 25 YEARS AGO

(From the Drovers Journal Files)

At the Otha Huber farm sale, near South English, Iowa, brood sows sold for \$1.50 each, sheep at \$3.15, cows from \$30 to \$35.50; and a team of horses sold for \$237.50.

\* \* \*

John R. Williams, farmer near Crawfordsville, Iowa, paid \$500 cash for a team of horses at the auction sale of R. E. Peters, Washington, Iowa. Six thousand bushels of corn brought from 15 to 16 cents a bushel and 1,200 bushels of oats sold at 12 cents.

\* \* \*

A span of 9-year-old mules brought \$130 at the closing out sale of A. J. Nelson, Spencer Grove, Iowa. Fall pigs

weighing from 20 to 60 pounds brought from \$1.15 to \$2 per head.

\* \* \*

Cattle brought a top price of \$46 a head at the farm sale of Ruben Schutte of Waterloo, Iowa. Thirty-two head of Holsteins were sold, on which prices ranged down to \$21 and the averages about \$33. Corn brought 16¾ cents and 17½ cents a bushel, oats sold for 15 cents to 18 cents a bushel.

\* \* \*

Five head of horses averaged \$113, while 15 head of stock cows brought \$25 to \$33 at the T. J. Ohoro administrator's sale near Melrose, Iowa. Stock hogs brought 3 cents and corn in the crib 15⅜ cents to 16½ cents.

## Darbyshire Heads New Auction Firm

Col. J. Meredith Darbyshire, Wilmington, Ohio, former Secretary of the NAA, has announced the establishment of a new corporation, Darbyshire and Associates, Inc. This new firm will specialize in auction sales of real estate and also handle other auctions of all types. Associated with Col. Darbyshire in this new corporation will be Cols. Van Smith and Roger Bennett, both of whom are members of the National Auctioneers Association.

Since 1951, Col. Darbyshire has been a partner in the Bailey-Murphy-Darbyshire Co., Wilmington, a firm specializing in real estate and auction sales. Col. Darbyshire has purchased the interest of Emmett H. Bailey in that firm while Bailey has purchased Darbyshire's interest in Greenbrier, Inc., a corporation used in the business. Bailey is also acquiring the Bailey-Murphy-Darbyshire offices in Blanchester and Lebanon, Ohio. Darbyshire and Bailey have been sole owners of the firm since 1954.

After a visit to an old friend in the hospital, novelist Irwin Shaw took the patient's lovely nurse aside and said, "Give me the real lowdown. Is he making any progress?"

"None at all," replied the nurse decisively, "He's not my type."



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IN UNITY THERE IS STRENGTH

# THE LADIES AUXILIARY

## New Mexico Tidings

By Mrs. John Overton  
Albuquerque, New Mexico

Almost six months since our Convention in Lansing, Mich., and we have so many happy memories of this convention as well as so many others. It is such a pleasure to have the fellowship once a year with so many nice people—auctioneers and their wives.

Our one sad memory is the terrible car accident that took the wife of Bob Penfield on their return from Lansing. No lady seemed more interested in her husband's business and the entire convention than she. Our deepest sympathy to Bob.

Our calendar of sales since the convention has been fairly full. The most interesting month was November. We had advertised a Three Night Antique Auction, this being our first attempt to sell antiques in New Mexico. We were a little dubious as to the outcome but as consignments began coming in from all over we were so 'loaded' that we ran an extra night! (And of course it was very successful, which proves you never know about an Auction Sale). Pictures of some of the items consigned and sold are shown on the opposite page.

The same month we had an auction where we sold out a Pet Supply Store here in Albuquerque. This proved very interesting as well as fun having monkeys, parrots, and all the other pets.

I think this is the reason the Ladies Auxiliary has been so successful. We all like to work with our husbands in their everyday work so naturally we are interested in going to the conventions with them and visiting with all their fellow auctioneers and their wives.

John and I take this opportunity to wish you all a very prosperous year in 1958 and thank you for the nice Christmas cards we received. We are looking forward to seeing most of you in Buffalo in July.



Mrs. James E. Liechty, more familiarly known to many of our readers as Carol Liechty, Berne, Ind., was elected to the Presidency of the Ladies Auxiliary to the Indiana Auctioneers Association at the annual meeting of that group in Indianapolis, January 6.

## Greetings From Iowa

Dear Auxiliary Members:

Before it gets too far from the Holidays I want to get my little word in about all the lovely Christmas cards I received from Auxiliary members and dear Mrs. Clay enclosed a lovely picture she had taken at the convention.

I think "The Auctioneer" is a wonderful media for all of us. My husband and I thoroughly enjoy it and a great big hand should be given Mr. Hart and his associates for their time and effort. Seeing the pictures and reading the fine articles makes one feel so much closer associated that you look forward to meeting them.

Being a Director in the Ladies Auxil-



iary we all volunteered to write a note and I was hoping I could report on a Community Auction we were planning for a charitable purpose but the auction has been postponed until spring.

Outside of being kept busy like the rest of you nothing else to report but hope to see many letters in "The Auctioneer."

Mrs. Al Boss  
Carroll, Iowa

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## Auxiliary Organized By Kentucky Ladies

Meeting at the same time and place as members of the Kentucky Auctioneers Association the wives of the auctioneers organized an Auxiliary to that group.

Officers for the first year chosen at the meeting are: President, Mrs. John Maloney, Louisville; Vice-President, Mrs. Bob Osborne, Bardstown; Secretary-Treasurer, Mrs. Neal Whittaker, Richmond.

A committee is now working on a Constitution and By-Laws for the new organization.

## Playful Elk Pushes Woman Into River

MALTA, Mont.—Mrs. Elizabeth Swan says an elk pushed her into the Missouri River.

Mr. and Mrs. Swan of Lewistown stopped to fish southwest of Malta. Mrs. Swan, who is secretary of the Landless Indians of Montana, said she was sitting on a camp stool, awaiting a bite on her fish hook, when an elk slipped up behind her and nudged her into the water.

Mrs. Swan said she does not know whether the elk was being playful or was displaying more than ordinary curiosity.

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Driver and passengers got off a bus to assist victims of a highway crash, found three persons with only minor injuries and a fourth lying unconscious. He was carried to a hospital and laid on an examining table where he came to, protesting that he was unhurt. He explained that he was a bus passenger who had gotten off to render aid but had fainted at the sight of blood.

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# Wherein We Attend Our State Convention

By COL. POP HESS



I am writing this on Monday, January 13, the day following the annual meeting of the Ohio Auctioneers Association which was held in Columbus. Col. Gene Slagle, the very able Secretary of this group, will probably have the complete report in this issue. This meeting, in my opinion, was one of the tops in attendance, interest manifested, memberships and all the things it takes to make a good Ohio Auctioneers Association.

My thoughts in words to you this month will open with what I consider good or bad comment and am somewhat influenced by contact I have had with our auctioneers in general on their attitude toward State and National Associations. In attending the meeting yesterday I decided to place myself in the shoes of those auctioneers and attend this event with an open mind, to be just John Q. Public, auctioneer, with a skeptical eye and ear for benefits I would derive from being a member. Here are the results.

The morning of January 12th was beautiful, weather clear and mild like in the spring. Mom Hess and I felt we could be excused for interrupting our regular attendance at the village church and the few miles drive through the country to Columbus was very delightful. I had received advance notice from Col. Slagle that his office had mailed out 1,000 letters of invitation to Ohio auctioneers, members and non-members. I had also advertised the convention on my radio program during the preceding week.

Arriving at the hotel, we found a good attendance already there and many more coming. It looked like any first class convention, the clerks busily registering

members and visitors with the Auxiliary as busy counting ladies' noses as Gene Slagle and son were with the men. Most everywhere you looked there were old friends, many busy auctioneers, some too old to be busy and some in their youth. The show was on.

I sat just inside the door trying to keep my mind in the form of a 'Doubting Thomas' looking for a flaw I could harp about. But through the morning session I found how ignorant I had been for many years in the various things that came to light. For example one auctioneer gave us the information on a tax charge pertaining to a consignment sale of ponies, saddle and driving horses. Much to this auctioneer's surprise he found himself and his Sales Company holding the bag for more than \$13,000 in tax fees. Most of the other auctioneers were unaware of such a tax. This was discussed on the floor and a committee was appointed to check into the matter and get the facts. There seems to be a way the tax must be paid yet there also seemed a way it need not be paid — but who knew what was right or wrong.

Well, I placed myself in that complaining auctioneer's shoes and voted in my mind I would be glad to belong to this Auctioneers Association and feel I am not standing alone on a fight of right or wrong.

At noon time both the Auxiliary and the men recessed their meetings and all went into the big dining room. Here again it looked like a good convention should, hand-shaking, singing and lots of food. John Andrews, serving his last day as President of the group, served as Toastmaster. In my way of thinking



## IN UNITY THERE IS STRENGTH

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he was quite a good chap for the job. Of course he is a good auctioneer and has good reasons to be. His sire and grandsire, the late Fred W. and Walter F. Andrews, were two of Ohio's leaders in the field. We had been associated in sales of many types long before John was born.

The one thing we ever disagreed about was the importance of good State and National Associations for auctioneers. I argued for and while they never said we should not have I recall how Earl Tom of Cumberland, Ohio, and myself along with a few others tried back in the 1920's to get a strong organization for Ohio, but folded up for lack of support from the leading auctioneers of the state. But two better friends or men or auctioneers never existed than the Andrews. They kidded me a little on the subject of organization but as I watched and listened to the talented John Andrews handling the gavel of the Ohio Auctioneers Association as their President I could hardly keep from saying to myself, "Well, Fred and Walt, it is my turn to do some kidding."

Getting back to John and his remarks, he gave some words of excuse that this date had come at a time when he was much involved with work and family affairs, he had just become the father of another bright young Andrews. It had arrived just after the New Year and he was having trouble with the "Infernal Revenue." John claimed it was mostly last year's business and should be a deduction, another item that we would never have considered had we not attended the meeting.

Rev. Charles L. Harrison, Assistant Superintendent of the Boys Industrial School at Lancaster, Ohio, was one of our guest speakers. When he completed his talk, Mom Hess and I looked at each other both saying we would not be telling an untruth when we meet up with our home town preacher asking why we were not in church on January 12th. We could say that we listened to one of the best sermons ever preached in any church and as I said earlier, attending as John Q. Public, auctioneer, looking for the answer to be for or against auctioneers associations.

J. Vernon Groff, a realtor from Dayton, Ohio, was the other guest speaker. He is President of the National Institute of Farm Brokers, a past President of the Dayton Real Estate Board and was very active at the time when the Ohio Realtors formed a strong organization and were later successful in securing a Real Estate law that caught the auctioneers asleep and unorganized. This law governs sales of Real Estate at auction to the effect that the auctioneer must have a Broker's license or have a Salesman's license under a licensed broker. The only real estate not included in this Act were sales held under court order. This law has caused much discomfort for auctioneers who were sometimes asked to sell the real estate at auction along with the personal property.

I was attracted by many of the remarks of this speaker and soon discovered he was farm born, had farm and livestock experience and was a farm owner. His big specialty is selling farms as a broker. One point that made me jump a little was when he was telling how we auctioneers should conduct ourselves when a city man, green and unadvised, yet very rich, buys a farm to spend money rather than to make money. He said we should be very pious, saying to him when he attends sales, "You don't know valaues, we don't want to overload you nor oversell you, I will tell you when to stop bidding, etc." I looked around at the other auctioneers and they all seemed to be looking at me. Why me? I still don't know the answer for as long as I can recall in a case like that the realtor got the first milking and we auctioneers got the strippings.

However, before he finished his talk he brought out a picture that was worth much to all auctioneers and pertaining to the Golden Rule. Mr. Groff is one of the leading farmland brokers we have in Ohio, and while I have to kid the realtors a little they are a great lot of men and have done much to help the sales and values of our homes and land. Also in Mr. Groff's talk he gave me the answer to a question that I and many other auctioneers have rolled over and over, "How to get a would-be auc-



tioneer legally ruled out without strong words or power used to get him off the stool." Here is that story.

A man who thought farming was too slow and too hard and too little pay for hard work done had seen an auctioneer draw a fee of \$100 for a half day's work, selling cattle. Sure it would beat farming, he went into it and found it not so rosey and no hundred dollar bills in sight. The nerve it took to get going and do the job caused a sudden illness. A doctor was consulted and this good man prescribed three big doses of castor oil and it cured this man of ever wanting to be an auctioneer again. What a simple remedy, how easy to give and oh what a cure. So boys, if your competitor is not of your liking, advise castor oil.

On my return home and with all events checked and rechecked, I, Mr. John Q. Public, Auctioneer, am still convinced. The weight of better points observed was more to the yes side and I again vote YES to have strong State and National Auctioneers Associations in full force at all times. Through strong organization the Ohio Real Estate Brokers secured a protective law which restricts auctioneers. However, here in Ohio we have a law that all auctioneers must apply to the Common Pleas Court for a License to be an auctioneer. He pays ten bucks for it and posts a bond of \$1,000. He gets a paper, granted by the Court, saying he is an auctioneer and his business is selling property at auction. He has filed bond and the public hires him. Yet if he sells a farm the Ohio Real Estate Law can put him in jail. Will not this be somewhat embarrassing for the Judge who has to pass sentence? His Court licensed the violator to sell at auction and this other law prosecutes him for doing so — and as that old chap we see in Red Foley's Show would say, "There seems to be a screw loose here someplace."

Yours for more and better Auctioneers and Auction sales.

"Great people are not affected by each puff of wind that blows ill. Like great ships, they sail serenely on, in a calm sea or a great tempest."

—George Washington

## Pierce, Former Ohion Dies In Colorado

Russell E. Pierce, real estate broker and auctioneer of Colorado Springs, Colo., died of carbon monoxide poisoning in the garage at his home on December 20. Mr. Pierce had been working on his car at the time he was overcome and his death was declared accidental.

Born in Pleasant Hill, Ohio, Mr. Pierce was in the real estate and auction business in West Alexandria, Ohio, for a number of years. He was a former member of the Ohio Association of Auctioneers and the National Auctioneers Association. He moved to Colorado in 1956 and was the only real estate auctioneer in the Pikes Peak Region. Among his larger deals in Colorado was the sale of the old Ouray Inn in Colorado Springs which sold for approximately \$350,000.

Pierce, who was 43 years old at the time of his death, is survived by his wife, two sons and one daughter, his mother and two sisters. Burial was at West Alexandria, Ohio.

## Landrace Swine Sale Averages \$344 on 82

Edmonton, Atla. — The Third Fergus Landrace Swine Sale here in November set new records with approximately 1,000 swine producers in the seats when the sale started. The offering of 82 Bacon-Type Landrace Swine, mostly imported by Fergus Farms, represented the largest of this breed ever offered in Canada and possibly North America.

Total sales brought \$28,200, with 82 head averaging \$344, which included approximately 20 boars and gilts of four months of age. The top sow sold for \$600, going to W. D. MacNaughton of Ranfurly. The top five sows sold for an average of \$555, and the top 10 sows averaged \$512. The top boar brought \$525, and the top five boars averaged \$440.

"We enjoy 'The Auctioneer' each month and if we can do anything to better the profession it would be our pleasure."

—Ken Barnicle, Rock Hill, Mo.



# Analyzing Success In Salering Technique

By Donald M. Smith, Manager, Red Bluff Bull Sale, Red Bluff, Calif.  
Reprinted by permission from The American Hereford Journal, Kansas City, Mo.

To analyze the problems involved in producing and selling beef bulls to range men is difficult, even for one who has aided in selling more than 4,000 of them over a 16-year period.

But the experience of the annual Red Bluff Bull Sale, which is sponsored and staged by a group of commercial cattlemen, should disclose some answers which might be helpful to breeders in selling bulls to commercial operators.

## Most Bulls Go to Range Herds

A recent summary of the past 16 Red Bluff sales shows that 3,657 Herefords have gone through the ring there, at an average price of \$687. Not more than 1 or 2 percent of these were purchased as herd bulls. Range bull buyers took the rest.

The summary shows that from an over-all standpoint 4,384 bulls of all breeds were sold at an average of \$681 during the 16-year life of the sale.

The sale has catered to rangemen

from all sections of the West who appreciate and want high quality range bulls of breeding age. It also has worked closely with many breeders in western states in an effort to obtain the kind of bulls which the quality range-bull buyers demand.

For many years the Red Bluff sale management has emphasized the "Red Bluff Type" bull. This is one of service age and one with ample size for age, of excellent conformation, plenty of bone, straight hind legs, sound on feet and legs and finished to such an extent as to indicate its potential inherited character.

Ruggedness is emphasized, but the successful commercial operators sponsoring the Red Bluff sale realize that it is difficult to develop a young bull properly and still make him tough enough to go out and do a bang-up job under tough range conditions during his freshman year.

Buyers are encouraged to accept the fact that a bull must have been well grown out to show proper development and can't be expected, as a two-year old, to go out and compete with mature bulls under difficult conditions. They are advised that such bulls require considerable care during the first year if they are to develop into useful, long-lived bulls.

## Must Care for Bull Investment

It's quite possible that rangemen expect more of a young bull than they have a right to. If they are fortunate enough to get the size and conformation that they need to produce good steers and replacement females, they are going to have to learn to protect their bull investment by taking better care of their purchases during the first year of service.

Rangemen have indicated by their willingness to pay top prices for them,

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**EDITOR'S NOTE:** Down through the years we have watched the steady progress made in the auction method of merchandising purebred livestock. Today, this method of selling is by far the most popular. The prices obtained at the important consignment sales are used as a criterion by all purebred livestock producers in basing the prices on those animals that are sold at private treaty. One of the most outstanding sales is the one held at Red Bluff, Calif., each year in February. While this article was written for the producers primarily, it will give livestock auctioneers an idea as to what is demanded by the customer as well as the methods used in making the Red Bluff Bull Sale world famous. All major beef breeds are included in the sale.



## IN UNITY THERE IS STRENGTH

that they want what we call "The Red Bluff Type" of bull. Not only do they apparently appreciate the quality and conformation standard of such bulls, but also the careful sifting as carried out at Red Bluff which, at least partially, assures them of a sound bull.

We feel that many breeders might do a better job in their relationship with commercial operators. Our experience indicates that the average breeder probably is not a good salesman. Many are, of course. The selling of bulls to beef producers is probably not much different than selling anything else. The product should be good and the breeder should make every effort to see that it proves satisfactory.

Red Bluff rules and regulations state that if a bull sold at Red Bluff is found to be a non-breeder by a buyer, and a careful check-up by a competent veterinarian made within six months from date of sale shows that it is, the seller shall either replace the bull or give the buyer his money back.

We check all our buyers carefully to find out if the bulls they purchase at Red Bluff have been satisfactory. If a buyer is upset, we want to find out what is wrong as soon as we can. If his claim is justified, we want to make some kind of adjustment. We feel that that is good business and shows a desire to sell a satisfactory product.

But the fact is, out of the 4,384 bulls sold, we have not asked our consignors to make good on probably more than 30 or 40 bulls. Of course, some buyers may not go to the trouble of telling us. They just don't come back. Every effort should be made to get repeat buyers, as a large number of such purchasers cuts advertising costs.

Evidence on the part of both breeder and sale management as to their joint desire to put out a good product is desirable. It creates buyer confidence.

At Red Bluff we have emphasized the use of University of California Performance Grades. We have done this for several reasons. First, we feel that it is highly educational and aids us in emphasizing those points which are essential in a good range bull. Furthermore, it has served as a means of mak-

ing up a sale order for the large number of bulls annually offered at this consignment auction.

I don't know whether grading at consignment sales is essential or not. But I do know that a great many rangemen who buy at Red Bluff think that it is.

On the other hand, consignors are largely opposed to it and unless the grading is done in a very competent manner, they may be justified in their opposition. Generally speaking, consignors prefer to see the animals judged and the sale order arranged on the placings of highly competent breeder judges.

### Grading Contributes to Sale's Success

Grading undoubtedly has contributed to the acknowledged success of Red Bluff and, while it has been put into practice at many other western sales, I'm not sure that it always has proved as helpful elsewhere.

To find out what our buyers and consignors think about grading, we polled a

## ATTENTION

You will be interested to know that the number of copies of "The Auctioneer" is constantly increasing. Through the support and cooperation of the membership, you have made it possible to publish the only monthly publication by Auctioneers in the world.

Members, the Secretary would deeply appreciate your cooperation in securing ads for "The Auctioneer." If each member would secure one ad, possibly from a friend, a business associate, or from some other source, it would add to greater success.

COL. BERNARD HART,  
Secretary



## IN UNITY THERE IS STRENGTH

large number of each last summer. Below we have listed the questions asked of each group and their answers.

**This is how the buyers replied to the questionnaire:**

1. It is helpful to you to have the bulls graded? Yes, 56; No, 4.

2. How do you attempt to select the bulls which you purchase? a—On the basis of the grade? 4; b—Use your own judgment completely? 9; c—Use a combination of your judgment and grade? 66.

3. Do you feel that the grading at Red Bluff has been fairly consistent? Yes, 67; No, 6.

4. Do you think that degree of finish on bulls is apt to influence the graders' decision in determining grades? Yes, 70; No, 4.

5. Do you feel that the grading program at Red Bluff has educational value? Yes, 74; No, 1.

6. Do you think that grading should be done away with entirely and judging and placing used instead to make up the sale order? Yes, 8; No, 69; Both, 2.

7. Do you feel that it might be better if all bulls grading under two-minus and all unsound bulls were sifted out and the balance of the bulls sold ungraded by a system under which consignors would draw for place on the sale order? (Calgary, Canada system) Yes, 27; No, 39; Undecided, 7.

**The consignor questionnaire was a little different, but was designed to get their opinions of grading from a different angle. Here is how they answered our questionnaire:**

1. Would you prefer to have your bulls judged and placed rather than graded and placed? Yes, 18; No, 14; Either, 1.

2. Do you think that buyers would pay as much as they do for the higher grading bulls if they were not graded and grade branded? Yes, 24; No, 12.

3. Do you think that the lower grading bulls would bring more if they were not graded and branded with grade? Yes, 23; No, 13.

4. Do you feel that competitive grading or judging results in some bulls being too highly finished for range use at too high a feed cost to the breeder? Yes, 25; No, 12.

5. Would you be interested in a system under which the sale order would be compiled on the basis of each consignor's average price the year before? (Under this, new consignors would be at the bottom of the sale order) Yes, 6; No, 33.

6. Would you favor a system such as used at Calgary where consignors draw for sale order and have a number of go-arounds based on the number of bulls which they have consigned? Yes, 13; No, 21.

These answers proved very helpful to our sale. As a result of them, we did not paint-brand the grades on bulls grading two and two-minus at our 1957 sale, but did on the bulls grading higher than that. We think that it paid off in a higher-than expected average.

Whether grading is part of the answer or not, the buyers' warm feeling for it, as shown above, indicates that Red Bluff is probably stuck with it.

### **Fertility Testing and Rate of Gain**

To what extent rate of gain may enter the picture as a selling tool, I do not know. But from the results I have seen so far, I would say that some day it may be very important and that any breeder who can, should start now to determine the ability of his herd bulls to sire offspring with a relatively high rate of gain.

This brings up another tool which should not be brushed aside as many breeders are inclined to do. This is fertility testing. A breeder naturally resents being forced to adopt another operation which may cost him \$8 to \$10 a bull and in which he doesn't have complete confidence. But the fact remains that fertility testing will probably continue to become increasingly important, and a smart breeder should begin to think about developing a program of testing his bulls so that he can eliminate the poor breeders.

At a meeting held during the 1957 Red Bluff Bull Sale, which was attended by all of our consignors, our commercial cattlemen's committee and many other commercial operators, a pronounced difference of opinion on fertility testing was evident.





C. Wesley Bly, Harrington, Washington (right), receives the "Gavel of Distinction" from W. J. 'Bill' Hagen, Executive Secretary of Western College of Auctioneering, Billings, Montana. Mr. Bly received this award for his fine work as student president of the December, 1957 term. Presentation was made during graduation banquet.

Breeders took exception to statistics quoted by Dr. Blaine McGowan, of the veterinarian division of the University of California, who said that as a result of testing several thousand bulls in Colorado, it was shown that from 12-13 percent have a fertility low enough to be considered poor breeders from a commercialman's standpoint.

Commercial operators present emphasized the fact that they were greatly interested in the program and that in the future were going to have their bulls tested.

#### **Halter Breaking on Asset**

Our sale group feels that all bulls should be halter broke, as most buyers are frequently moving bulls and need them that way. On the other hand, we do not feel that all bulls should be sold on the halter. We feel that we could greatly increase our volume if we could sell pens of service-age, quality bulls in just "good" flesh, loose. Many buyers who purchase large numbers of range bulls appear to have more confidence in this type of offering.

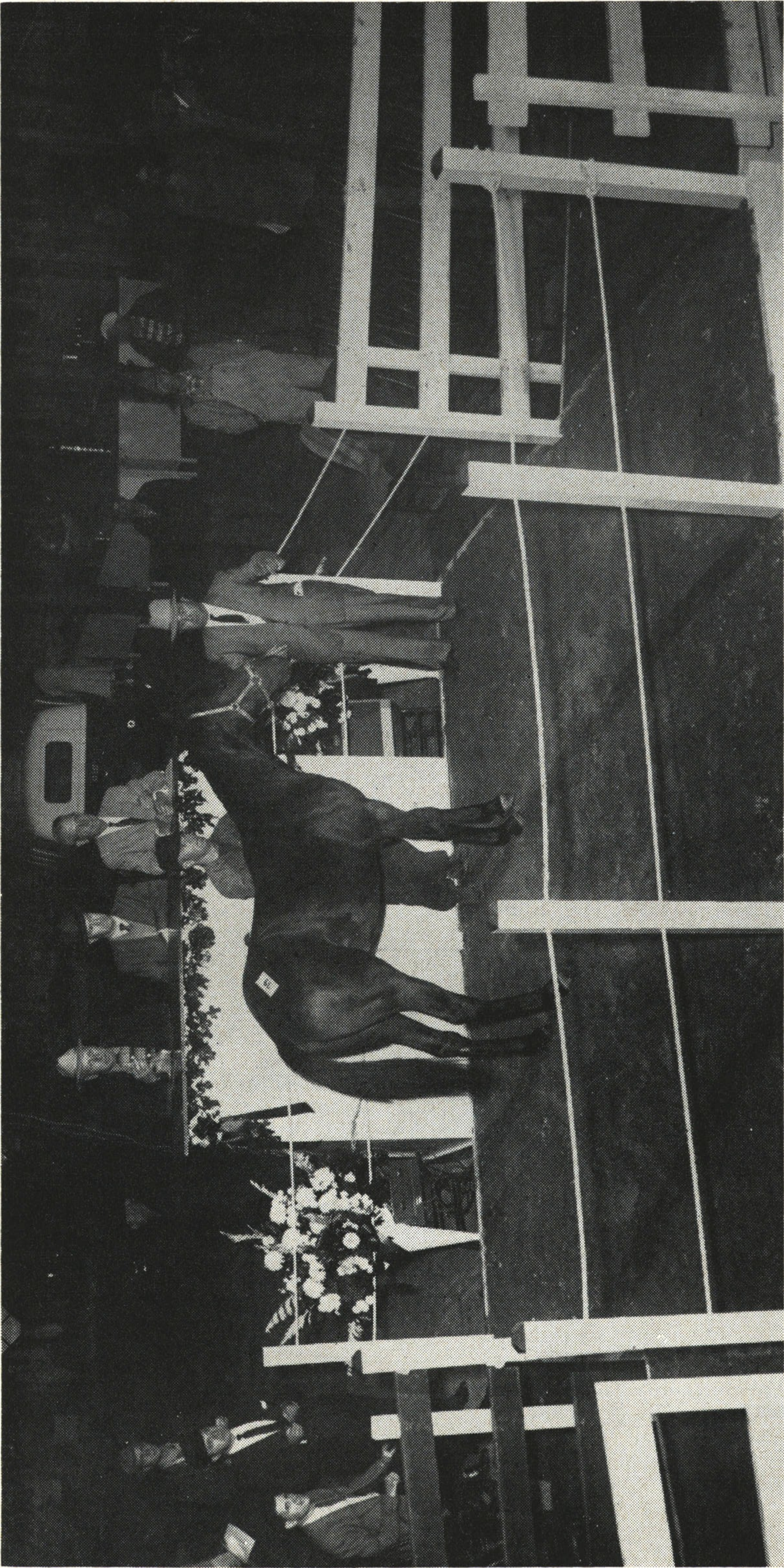
Perhaps the best way to summarize what I've tried to say is to quote from a statement made by Reuben Albaugh, animal husbandman of the University of California, at the close of the breeders' and buyers' meeting referred to above.

Mr. Albaugh said: "This has been an interesting and constructive meeting. I agree with M. L. McDonald regarding his opinions about why the Red Bluff sale has been successful over the years. It enjoys a fine reputation over the entire country. If you do much traveling and contact people interested in cattle and they know you are from California, they usually discuss this great successful sale. Perhaps some of the progressive ideas, such as grading, sifting, and sale promotion, have had much to do with the success and interest in this event.

#### **Acceptance Choice Is Ours**

"In response to some of the statements that have been made by breeders here tonight regarding university ideas, any





In the auction stand, left to right: Dr. H. V. Baker, pedigree reader; Col. Ken Rice, Auctioneer and N. B. Pratt, owner of the colt in the ring which sold for \$2,500, top selling yearling. At the colt's head is Paul Martin, associate auctioneer. This picture was taken during the first sale of Standardbred colts and horses in Western New York. The sale, held at the Erie County Fairgrounds, Hamburg, N. Y., totalled \$25,245 on 64 head. The 18 yearlings averaged \$711. Next sale of the same type to be held at the same location will be April 12, 1958.



scientific discovery made by either a university or a private laboratory need not be accepted or put into practice. We still live in a democracy and can accept or reject any scientific findings. On the other hand, it is going to be rather difficult for anyone to completely stop or block scientific advancement in the cattle business.

"The question of semen-testing bulls is rather new. When University of California scientists started out to conduct some of this work in California, we did not plan to do it in purebred breeders' herds. Our main objective was to assist commercial breeders in finding these poor-breeding bulls in their herds.

"The purebred breeder has an opportunity to find infertile sires because he either handbreeds or breeds one bull to a certain group of cows. The range man, on the other hand, does not have such an opportunity because all of his bulls usually run together in the herd. The only way, then, that he can find these poor breeders is by using science—the microscope. Dr. Perry Cupps, of the University of California at Davis, has been experimenting on semen-testing bulls for a good many years. He is of the opinion that if semen is collected properly and carefully inspected under

the microscope, most of the poor breeding bulls can be detected. It is my opinion that more of this type of work will be done and eventually will have a wide application among both the purebred and commercial breeders.

"Now I want to say something about selecting bulls. A number of comments were made here tonight about the condition of a range bull before he is purchased by a commercial operator. Most of the speakers do not favor high condition. Others have suggested a moderate finish and some have said the bulls should be in thin flesh when purchased by the range operator. I would like to ask the purebred breeders this question: 'How many young bulls do you purchase to go into your herd that are thin or in only fair condition?'"

"It has been my experience that most of the ones you buy are in high condition. There is a good reason for this because it is difficult to accurately select for conformation unless cattle are well grown out and have a fairly high finish.

"This is about the way an animal uses its feed and grows: The first feed that an animal eats goes to keep its vital organs functioning; the next is used to build bone and skelton if additional feed is available, it is used to

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## BENJAMIN LIQUIDATION

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produce red meat and muscle; the last feed goes into the production of fat.

A number of well-controlled experiments conducted in this country have demonstrated beyond doubt that the last part of the animal that develops in beef cattle is the hind quarters and loins. Animals that are not well fed and grown out will never fully express their heritability for conformation grade. So, if we start selecting and buying bulls that are not kept in the right environment to bring out this inheritance, we are certainly going to make many mistakes as far as selection for conformation is concerned.

"I don't mean by this that you have to buy a bull that is in prime slaughter condition. On the other hand, I do feel that this bull should be in high-good or low-choice finish if the right selection is to be made. We had a lot of bulls in the ring this afternoon that would grade in these brackets (high-good or low-choice) and they are certainly not in too-high condition to be used on the range.

"The commercial breeder who buys a young bull in low-choice condition should respect and remember these facts. This animal is young and is still growing and will continue to develop until he is about six years old. He is geared for high production. When turned out on the range, that in some instances is short of feed, he is expected to serve cows and maintain his weight and still grow. It would be impossible for him to do this under these conditions unless given special feed and care.

"After a breeding period of about two weeks, these young bulls should be brought back to the home ranch, rested up and given excellent feed. About two or three rotations of this kind should be made during the breeding season. After a bull has become older and more matured and has learned the range and how to conserve his breeding, he will not need as much feed and care as formerly.

"Regardless of the many comments that have been made here tonight regarding ideas of the university people and scientific discoveries, it can be predicted with a great degree of accuracy

that the man who employs the test tube, the crucible and the microscope will point the way in beef cattle improvement."

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## Missouri Group Holds Semi-Annual Meeting

Members of the Missouri Auctioneers Association held their semi-annual meeting at the Kentwood Arms Hotel in Springfield, January 12. Approximately 50 members and their wives sat down to a delicious luncheon at noon.

Dr. Rosner, Missouri State Veterinarian, was the guest speaker and he talked on "Controlling Diseases in Livestock." Following his address, a lively discussion of this subject was joined in by those present including various questions on the subject which were answered by the speaker.

The group voted to establish permanent dates for future State meetings and chose the second Sunday in January and the second Sunday in June. The next meeting, which will include the election of officers, will be held at Chillicothe, June 8, 1958.

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## Illinois Farm Sells For \$625 Per Acre

In case you have heard some one say that good farm land cannot be sold at auction we advise you to talk with NAA member, Col. Ray Hudson, Morrisonville, Ill. On December 14, Col. Hudson sold the 170.55 acre farm owned by the late August C. Miller of Morrisonville, for a total of \$106,593.75. To break this down to smaller figures the highest and best bid was \$625 per acre. When results like this can be obtained at public auction why look for any other method of selling real estate?

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### Hazardous

Window cleaners are not the only men whose occupations are hazardous. We recently read of a magazine editor who dropped eleven stories into a wastebasket.



## THE MEMBERS SAY . . .

Dear Bernie:

Congratulations on the December issue of "The Auctioneer". I have as always read it from cover to cover but I especially liked the December issue.

I have just finished talking to Col. B. G. Coats and have suggested that he as well as yourself try to influence some of the good retired auctioneers such as Herman Sigrist, Guy Pettit, Art Thompson, Hugh McGuire, as well as some of the other boys that I can't think of at this time, to contribute articles for "The Auctioneer" as they have a great storehouse of knowledge that certainly would add to "The Auctioneer" as well as help many of us younger fellows. I always enjoy Col. Pop Hess' articles as they are right down to earth and timely for the younger auctioneer.

My new address is Indiana, as I moved here two months ago to be nearer the center of my field of operation.

Hoping that this has been a most successful year for you, I am,

Respectfully yours,  
Sam H. Lyons  
Indiana, Pa.

\* \* \*

Dear Sir:

Please accept the enclosed money order as payment for my dues in the NAA for 1958. I will be looking forward to receiving my Membership Certificate with a great deal of pleasure. More power to the National Auctioneers Association in 1958 and the years ahead. The NAA is worthy of the support of all auctioneers. United we stand, divided we fall. May every auctioneer do his part.

Sincerely yours,  
Irvin B. Bowman  
Greenville, Ohio

\* \* \*

Dear Sir:

Enclosed please find check for ten dollars, my next year's dues. I enjoy reading "The Auctioneer" and get encouragement from it. Pass the word to Pop Hess to keep his articles going.

Yours truly,  
Carl Matthews  
Malvern, Pa.

Dear Col. Hart:

Enclosed please find money order in amount of \$10.00 for one year's dues and the biggest little magazine in the world. I have taken it for almost two years and know I couldn't get along without it now.

I am holding three sales a week now at our consignment company the only place of its kind in this part of the country.

Could you please send me any word on what Montana is doing toward getting organized in the State.

Very truly yours,  
Wm. J. McKay  
Great Falls, Mont.

\* \* \*

Dear Bernie:

Sorry I missed being at the Convention, but I am still working for the Association. I am enclosing a new member's name and address. Please sign him up. He is one of my auctioneers here at the Macon Auto Auction.

Your friend,  
Johnny J. George  
Macon, Ga.

\* \* \*

Gentlemen:

Thanks for the Membership Certificate. It is one of my most prized collections.

Hubert L. Jones  
South Bend, Ind.

\* \* \*

Dear Bernard:

Enclosed, find my personal check for 1958 dues. I sure enjoy "The Auctioneer" every month. There are lots of good articles and I enjoy reading all of them.

Sincerely,  
Howard B. Overmyer  
Elmore, Ohio

\* \* \*

Dear Mr. Hart:

Please find \$10 check enclosed for my membership. I am now enrolled in Michigan State University. This is my second term here and I'm getting to like it quite well even though it means a lot of studying.

I'm certainly glad of my opportunity to serve with Col. Foland my one summer. It certainly broadened my views



and knowledge considerably and I have not excluded auctioneering as a profession. I have certainly had many fine experiences while working in that field and I feel that it will have helped me very much even if I don't make it a profession.

Congratulations to the NAA on such a fine year.

Sincerely,  
Jim Kirkendall  
E. Lansing, Mich.

\* \* \*

Dear Friend:

May I express to you and the boys our deep regret on being unable to attend our State meeting on January 6. Both Mrs. Clay and myself had planned and looked forward to that day we both feel should be attended by all auctioneers and their wives, to enjoy the good fellowship and exchange ideas and ways of doing things. Often times the other fellow's way may prove best. I've found it well worth while to listen to his past experiences. I feel like we older fellows should do all we can to help and encourage those who are just starting in the auction profession for let me say again, help the other fellow all you can and if he can do the job better he should have the work.

I've been told you had a wonderful State meeting as I felt you would. Again, saying we truly hated to miss it but Mrs. Clay and myself are laying our plans for the National meeting at Buffalo. See you there we hope.

Please find check for State dues for both of us for 1958.

Sincerely,  
Col. and Mrs. O. S. Clay  
Shelbyville, Ind.

\* \* \*

Dear Sir:

Having lots of sales and prices are good on all kinds of property. Sold a 2040 acre ranch for \$138,775 a few weeks ago. It brought \$17,000 more than the owner expected. We have had good luck selling Real Estate the past few years. I am starting on my 48th year in auctioneering and have had 48 years of good business.

Yours truly,  
Grant R. Phillips  
Wallace, Nebr.

Dear Bernard:

Sorry I am a few days late in getting my check to you. Please renew my membership. This is one membership I do not wish to let expire and anyone that does I can't say much for.

Sincerely,  
Bob Newton  
Sandusky, Ohio

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## Auction A Poor Spot To Give Bad Checks

Fertile, Minn.—A two-year pursuit of a bogus check casher in two states ended surprisingly Friday with the arrest of Mrs. Ardeen Delores Anderson, 27, wife of a Fertile high school teacher and mother of three children, 1 to 6 years old.

Mrs. Anderson was lodged in the Polk county jail at Crookston by Sheriff Carl N. Knutson.

Knutson said her arrest came as a result of her purchase of a coffee table at an auction at Ada, Minn., with a bogus check.

The auctioneer recalled he had taken the table to a "1955 or 1956 car with a white top and red bottom." He also recalled the woman had two youngsters with her and that she had said "something about being a teacher."

Knutson and Fargo police checked out every car of that description in their areas. The auctioneer's additional information pointed a finger of suspicion at Mrs. Anderson, who drove such a car.

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### MATTER OF FACT

The dollar gets its name from a silver coin first minted more than 400 years ago in the little village of St. Joachimstal Bohemia. Since the coins were made of good silver and were of full weight, they circulated far. They became known as Joachimstalers—a name which became thaler or taler in Germany, dalder or daler in The Netherlands and dollar in England. When the United States adopted a money unit it selected dollar as the name.

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He borrows easily who repays promptly.



## Compromise Amendments On Jurisdiction Detrimental To Livestock Producers

Kansas City, Mo. — "The dispute on shifting jurisdiction over trade practices of meat packers from the USDA to the Federal Trade Commission has brought forth compromise legislative proposals contrary to the best interests of the livestock producers and their livestock market agencies," it was declared by C. T. 'Tad' Sanders, executive secretary and counsel of the American National Livestock Auction Association. The Association is the national trade association of the livestock auction market industry.

The initial bills introduced in both the Senate and the House would repeal Title II of the Packers and Stockyards Act dealing with packer fair trade practices and return the jurisdiction over packers to the Federal Trade Commission under the Federal Trade Commission Act. A packer is now defined under the Packers and Stockyards Act as any firm owning a 20% interest in a packing plant. Some large food concerns have qualified as packers by acquiring such 20% in packing plants and sought to remove themselves from FTC jurisdiction as packers.

Proponents of the initial legislation state that the USDA for 36 years has failed to enforce the packer provisions

of the Packers and Stockyards Act. They also state the bills would close the "escape hatch" of the food concerns acquiring interests in packing plants. Subsequent bills have sought to redefine a "packer" to exclude those firms not principally engaged in the meat packing business, with the USDA retaining jurisdiction over packers engaged in the business and over livestock transactions.

In its fight to retain jurisdiction over packers, the USDA has allotted additional funds from appropriated money to carry out packer regulatory powers. In hearings before the House Committee on Agriculture, the USDA pointed to its lack of jurisdiction over livestock transactions outside posted markets and the fact that not nearly all eligible stockyards had been posted. The USDA further charged the Federal Trade Commission with responsibility for failure to act in those areas in respect to livestock transactions where the USDA jurisdiction was lacking.

Further compromise amendments have been offered by Representative Cooley (D.—N.C.) and Senator Young (R.—N.D.) seeking to give the FTC jurisdiction over meat merchandising but primarily ex-

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tending USDA jurisdiction to all livestock transactions.

Sanders went on to say, "These latest compromise efforts have departed from the original issue of what agency is to be charged with responsibility of enforcement of fair trade laws governing meat packer operations and put emphasis on extending USDA jurisdiction over all livestock transactions. The Cooley bill (HR 9020) is receiving the active support of the USDA. Thus markets which the USDA has failed to post under the Packers and Stockyards Act become relegated to the status of dealers and to a non-market, direct transaction status. The mandate of Congress since the Packers and Stockyards Act was enacted in 1921 has always been for the USDA to first post all eligible stockyards. Despite this fact the USDA has not done so. Some 503 livestock auction markets are now posted but an even greater number are eligible and not posted as stockyards under the Act.

"The livestock auction markets have strongly advocated modernizing revisions to the stockyards title of the Packers and Stockyards Act in the light of present day marketing practices. These revisions are now incorporated in S. 2775 introduced by Senator J. Ellender and HR 8649 introduced by Congressman Metcalf. Under these bills a livestock auction market and its operation would be properly defined and the Act made applicable to all livestock auction markets and stockyards as well as dealers, order buyers and packer buyers, doing business at any such public markets. Most important, these bills would eliminate the present costly posting procedure and provide for the administration and enforcement of the Act by an independent enforcement agency within the USDA.

"This approach is far more practical and realistic than compelling accelerated activity to 'post' more markets at great expense under a law that was enacted prior to the existence of these markets and their method of operation, which has received such good public acceptance as a marketing service."

In conclusion Sanders said, "The question of jurisdiction over the meat packing industry is separate and dis-

tinct from the proper exercise of authority over operations of the livestock auction markets and the terminal stockyards with related livestock transactions handled by dealers and packer buyers in interstate commerce, and the need for modernizing legislation in keeping with the developments in livestock marketing. Congress must fix responsibility for administration and enforcement of laws pertaining to the meat packing industry on the one hand and livestock marketing transactions on the other. The greatest weakness at present is an unrealistic and antiquated law pertaining to livestock marketing without adequate provision for independent administration and enforcement of the existing Packers and Stockyards Act."

Additional Congressional committee hearings are expected when Congress reconvenes.

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## Hereford Auction Averages \$4,006

Wichita Falls, Texas—Bridwell Hereford Ranch sold 63 Herefords at auction for \$252,375 here Dec. 16 to cap all auctions for the breed this year and to set the pace for what many breeders think will be a great selling year for the whitefaces.

Bridwell sold to 18 states and Canada, sold six bulls at \$10,000 or better, 16 bulls at \$5,000 or better, averaged \$4,006, had visitors on hand from 27 states, Canada and Wales.

Auctioneers were NAA members, Walter Britten, College Station, Tex., and A. W. Hamilton, Lewisburg, W. Va.

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### Shotgun Blast

"There is a man in this congregation," said the preacher, "who is flirting with another man's wife. Unless he puts \$5 in the collection box, his name will be read from the pulpit."

When the box came back it contained 19, \$5 bills and \$2 with a note pinned to them which read: "This is all the cash I have with me. Will send balance tomorrow."



# Have You Mailed Your Dues For Membership Renewal?

The closing days of 1957 and the first two weeks of 1958 have set records for new memberships in our organization. Never have we found so many auctioneers wishing to become a part of their national trade organization at this particular time of the year.

Again we wish to remind you old members that it is time for many of you to send in your renewals. We have been so busy with processing new members, getting the new Membership Certificates mailed, attending various meetings of State Auctioneers Associations and editing "The Auctioneer" that we have not had time to mail statements to those whose memberships expired January 1. If you have not received your new Certificate by the time you read this it is because your dues are delinquent. Help your organization by helping us by prompt renewal of your membership.

Following are the names of those whose memberships were received from December 16 through January 15. The asterisk indicates renewal.

Col. Wilber E. Gregg, New York  
\*Col. Ken Barnicle, Missouri  
Col. Harry A. Chrisco, Illinois  
Col. Carl H. Galbreath, Indiana  
Col. Joe Pat Downs, Kentucky  
Col. George D. Scott, Jr., Kentucky  
Col. Kewin Carty, Kentucky  
Col. H. S. Bogan, Kentucky  
Col. Neal B. Whittaker, Kentucky  
\*Col. J. C. Carter, Kentucky  
\*Col. C. M. Carter, Sr., Kentucky  
Col. E. O. Monson, Kentucky  
Col. John L. Cummins, Kentucky  
\*Col. Robert E. Youngs, Michigan  
\*Col. Ralph W. Horst, Pennsylvania  
\*Col. John A. Case, Indiana  
Col. R. W. Main, California  
Col. Virgil W. Prophet, Kansas  
\*Col. W. B. Rose, Missouri  
Col. Joseph M. Hetrick, Ohio  
\*Col. Willard A. Grosjean, Ohio

\*Col. Johnny R. Koske, Florida  
\*Col. Mark E. Runkel, Illinois  
\*Col. Dick Lenox, South Carolina  
\*Col. Coyte D. Carpenter, North Carolina  
\*Col. Ray Roberson, California (Life)  
\*Col. John F. Sargent, Ohio  
Col. Charlie W. Wilson, Virginia  
\*Col. W. F. Artrip, Jr., Virginia  
\*Col. O. J. Mader, Wyoming  
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\*Col. Harold E. Bell, Oregon  
Col. Joe Bushong, Colorado  
\*Col. Martin E. Dixon, Ohio  
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\*Col. John R. Potts, New Jersey  
\*Col. John E. Crawford, Pennsylvania  
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\*Col. Herbert Van Pelt, New Jersey  
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\*Col. Irvin B. Bowman, Ohio  
\*Col. A. R. McGowan, Illinois  
\*Col. C. Evans Wahlin, Minnesota  
\*Col. Forrest A. Mendenhall, North Carolina (Life)  
\*Col. Carl E. Matthews, Pennsylvania  
\*Col. William J. McKay, Montana  
\*Col. Louis L. Stambler, Hawaii  
\*Col. Frank R. Handy, Indiana  
Col. Keys Carson, Jr., Texas  
Col. Sam Speight, Jr., Texas  
Col. William M. Miller, Texas  
\*Col. C. C. McNally, Texas  
Col. Bill White, Texas  
Col. Travis Somerville, Texas  
Col. Rhett Grant, Louisiana  
Col. Blake Moore, Texas  
Col. Walon Houck, Texas  
Col. M. Beer, New York  
Col. M. E. Silverman, New York  
Col. Jack Silverman, New York  
Col. Lou Wagner, Illinois  
\*Col. Oris A. Cornwell, Ohio  
Col. George C. Zink, Jr., Illinois  
Col. Paul Anderson, Illinois  
Col. Kenneth J. MacLeod, Massachusetts  
\*Col. Abe Levin, Massachusetts  
\*Col. William E. Mathies, Pennsylvania



# IN UNITY THERE IS STRENGTH

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Col. Dick Robinson, Kansas  
\*Col. George Vander Meulen, Michigan  
Col. E. V. Wing, California  
\*Col. E. Dewey Anderson, Indiana  
Col. James Lane, Wyoming  
Col. Clem D. Long, Ohio  
\*Col. Rolland Featheringham, Ohio  
Col. R. O. Root, Jr., Virginia  
\*Col. V. I. Matthews, Missouri (Life)  
Col. Floyd L. Graddy, Indiana  
\*Col. Wendell Leonard, Indiana  
Col. Elbert L. Allyn, Indiana  
Col. Edmund B. Feistal, Indiana  
Col. James Ducker, Indiana  
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\*Col. Dale Hanshaw, Indiana  
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\*Col. Amos Wittmer, Indiana  
\*Col. Harold Hersberger, Indiana  
\*Col. Milford Campbell, Indiana  
\*Col. Dwight Ballinger, Indiana  
Col. Milo Fodness, Minnesota  
\*Col. Vincent J. DiGiacobbe, Ohio  
\*Col. John Flynn, New Jersey  
Col. Robert L. Cox, Missouri  
\*Col. Bernard Jellema, New York  
\*Col. Bob Smith, New York  
Col. Calvin R. Smith, New York  
Col. Gary D. Lawrence, Washington  
Col. W. David Borah, Illinois  
\*Col. Bob Newton, Ohio  
Col. Moe Rosenthal, New York  
\*Col. Howard B. Overmyer, Ohio  
Col. W. C. Hinson, Florida  
\*Col. E. M. Rickey, Ohio  
\*Col. W. D. 'Bill' Bruce, Indiana  
Col. Warren Easter, Tennessee  
Col. Ronald Reed, New York  
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\*Col. Stanley Solon, New York  
\*Col. Vincent A. Stenger, Ohio  
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\*Col. Harry Peters, Kansas  
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\*Col. Bob Amen, Colorado  
Col. Harvey Baldwin, Colorado  
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Col. Al Smith, Illinois  
\*Col. Emmett W. Edwards, New York  
Col. Russ Hurlburt, New York  
\*Col. Anthony Borysewicz, Connecticut  
Col. Harvey E. Lesh, Indiana

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## Police Auction Nets \$2,000

Lansing, Mich.—Proceeds of the annual State Police auction of stolen and recovered property for which owners could not be found totaled \$3,494.85. Deducted from this will be the auctioneer's commission of 10 per cent and the cost of advertising the sale, leaving a net amount of about \$2,000 which will be turned over to the state treasury.

There were 459 lots of merchandise, some containing as many as a half dozen or more items. Also included were more than 100 bicycles. The day and a half sale attracted a large number of bidders.

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### EASY FOR SOME

It generally takes about five years for a tree to produce nuts—that is, all but the family tree.—Jennings.

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A metal plaque on the crest of California's 12-million-ton Shasta Dam reads: "U.S. Government property. Do not remove."

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A survey shows that women spend 85 percent of the consumer dollar. Men and children spend the remaining 50 percent.

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We can't all be heroes for someone has to sit on the curb and clap as they go by.  
—Will Rogers



# The Who? How? Where? When? Why? Of Legislation And License Laws

By COL. FRANK A. SLOAN, Minneapolis, Minn.

Profession and trades people's legislation and license laws sponsors are most all in agreement that of prime importance in license laws is the workable and equitable factor of its reciprocity features since it effects non-state residents.

Following a more or less stereotype pattern, the language employed in phrasing the reciprocity portions of the laws in such states as they exist reads, and I quote:

"A resident of another state which issues licenses on the same or similar basis as to residents of this our state may be licensed in this our state."

Interpretation of this reciprocity phrase is not difficult for how other can one conclude that the intent and spirit of the law is for to establish equitable reciprocity on a state-wide basis by eliminating political subdivisions of their state from invoking local restrictive, residential, fencing-out laws, and any student of law recognizes that state law supercedes political subdivisions of states. This does not necessarily mean that these political subdivisions of states cannot supplement their state law by limiting the issuing of local licenses on a political subdivision reciprocity basis either state-wise or interstate-wise, but to my knowledge I know of no such ordinances.

Now let's take a hypothetical case using the factual existing state law such as I have outlined in the second paragraph of this article and keep in mind that we are talking about reciprocity on a state-wide interstate basis. Let us assume No. 1 state has the law that extends reciprocity and protects and insures any out-of-state resident the same privileges as residents of the Number 1 state; and Number 2 state has no laws of any kind, therefore offering no extension of protection, insurance, or privilege such as is extended to all of the Number 2 state residents; and then

let us assume that all political subdivisions of the No. 2 state have local restrictive, residential ordinances. You would not have to be a Philadelphia lawyer to conclude in opinion that the spirit and intent of the law of reciprocity has been defeated.

Summing up, it all simmers down to:  
WHO? All auctioneers.

HOW? By establishing same or similar state laws.

WHERE? In the states they reside in.

WHEN? The sooner the better.

WHY? To insure all auctioneers equitable rights and privileges.

It does not necessarily go without saying "what is good for the goose is good for the gander." This conclusion would depend entirely on motive and purpose of end desire.

From the amount of pro and con interest that has been created on this subject at the various national conventions, it would appear to me that by this time more interest would have been created by those of you who, like myself, are staunch advocates of legislation, and I might add that I feel certain that by extending yourself unselfishly towards the end of bringing about a uniformity of privileges it could be accomplished. I sincerely trust that future issues of this Auctioneer will contain articles, short or long, adding strength in numbers to the already many of us who realize that the time has come for action since indecision is the greatest attribute to failure.

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## Michigan Man Dies

Daniel F. Cook, well-known auctioneer of Gilford, Mich., died December 28. He was 73 years old. Mr. Cook was born at Brown City, Mich., later moving to Pinconning and he had been a resident of Guilford since 1950. He is survived by his widow.



# PENNSYLVANIA AUCTIONEERS



Pictured at the Annual Meeting of the Pennsylvania Auctioneers Association, back row, left to right: Cols. Zettlemoyer, Wenrick, Crawford, Post, Unger, Restimake, . Middle row: Kehr, Chaffee, Wimer, Brown, Foster, Brown, Chaffee, Burrows, Ragot, Rittenhouse, Pillsbury. Front row: Miller, Deitch, Detwiler, Stewart, Lyons, Posten, Roth, Hocker, Smith, Mariana. Cols. Lyons and Stewart are the newly elected President and Secretary, respectively, and Cols. Posten and Roth are retiring from these positions. Col Smith, Vice-President of the New Jersey State Society of Auctioneers, was a visiting guest.



## Wilcox Addresses Pennsylvanians

Members of the Pennsylvania Auctioneers Association held their annual meeting Saturday, January 11, at the Hotel Harrisburger in Harrisburg. Feature of the program was an address by Col. Harris Wilcox, President of the National Auctioneers Association.

Plans were made to enlarge the State membership and to have a booth manned by the Pennsylvania Auctioneers Association at the next State Farm Show, if and when space is available.

Banquet and entertainment was arranged for by the Harrisburg auctioneers. Col. Sam Lyons, Indiana, Pa., was elected President for the coming year, succeeding Col. Wayne Posten of East Stroudsburg. Newly elected Secretary is Col. R. M. "Pete" Stewart, Armagh, Pa. He succeeds Col. Woodrow Roth in that position.

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### PAGING WEBSTER

**Salesman:** A man who can convince his wife she looks stout in a fur coat.

**Boss:** The fellow who is late when we're early, and early when we're late.

**A Yawn:** An honest opinion.

**Diplomacy:** The art of saying "nice doggie" until you can locate a rock.

**Psychologist:** A man who watches everybody else when a pretty girl enters the room.

**College:** "Where youngsters first learn to want more than they have the ability to earn."

**Nudist:** "The only person with less pocket space than a sailor."

**Lady's Dress:** "Something that should be tight enough to show she's a woman and loose enough to show she's a lady."

**Trailer:** "A place to live while you are hunting for a place to park."

---

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

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National Auctioneers Association

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### TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

# HELP FILL THIS PAGE



# Col. C. B. McCarter "Sold the Earth" in 1957

By FRED MATTHEWS

Reprinted from Tri-County News, Sevierville, Tenn.

"We sell the Earth" is the slogan used by C. B. McCarter Auction Co., Sevierville, Tenn. It is probably one of the most eye-catching slogans ever employed by any auctioneer in the entire South. However, no slogan is too valuable unless it is proven. In this case, it has had a tremendous value in the work of the auctioneer in his respective field.

C. B. McCarter is a native Sevier Countian and spent his early life as a farmer and stock raiser. In this capacity, he felt there were better things for him. Although he is a young man of 34 summers, he conceived the idea some years ago that he would like to be an auctioneer. This ambition grew so tremendously that he entered the Reppert School of Auctioneering in Decatur, Ind., and graduated with honors.

The beginning of his career is a very simple story. He left Sevier Co. a few years ago and resided in Dillwyn in Southeastern Virginia. Here he operated a farm and entered the machinery business. He wasn't entirely satisfied with his vocations and one day he and a neighbor were walking down a country road and were casually discussing the auction business. The neighbor suddenly stopped, pointed to a bull in a nearby field and asked McCarter to auction the bull. He did it with so much accuracy that the neighbor insisted he immediately enter the auction field. Another auctioneer was suddenly born. From that moment hence, the career of C. B. as an auctioneer was realistic.

After graduating from the Reppert School, McCarter returned to Virginia and entered the auction business there. He operated successfully but had a yearning for home and friends. When he returned home, he had to start from the beginning. Such a business is slow and takes time and patience to build. Our subject is a man who works with

patience and never gives up.

There are many things that aid in any job or profession that assists onward success. McCarter had those qualities and cultivated them to the limit.

First — honesty. In any vocation, honesty is possibly the best idea. C. B. stresses honesty in all his dealings. He is honest with all constituents. He always tells his clients that he will play honest in every way. He has earned himself a name in that respect.

Secondly — Fairness. He includes his constituents and his bidders. In many sales, he stops crying and tells all concerned he is doing his best to everyone. He stresses the fact that he never permits buy bidders. He recognizes all bidders. Fairness plays a major part in all auctions.

Thirdly — Integrity. He holds the auction in the highest realm and it is an honor for all the members of any auction company that McCarter is one of the participating auctioneers. He never stoops to criticizing his competitors but instead offers his assistance, usually free, to all his competitors. If all auctioneers used the integrity that McCarter does, the auction business would always be on a high level. There must be keen competition in any successful endeavor but it can be carried on nobly and keep the auction business a flourishing and clean field.

Fourth — Ability. McCarter developed his talents. He had the qualities and ability and by educational help and through practice, he has developed himself into an outstanding auctioneer.

With the four qualities named — honesty, fairness, integrity and ability — McCarter has grown by leaps and bounds in his career. There are no shortcuts to success. Either you stand or fall. You can fall in your mistakes or you



## IN UNITY THERE IS STRENGTH

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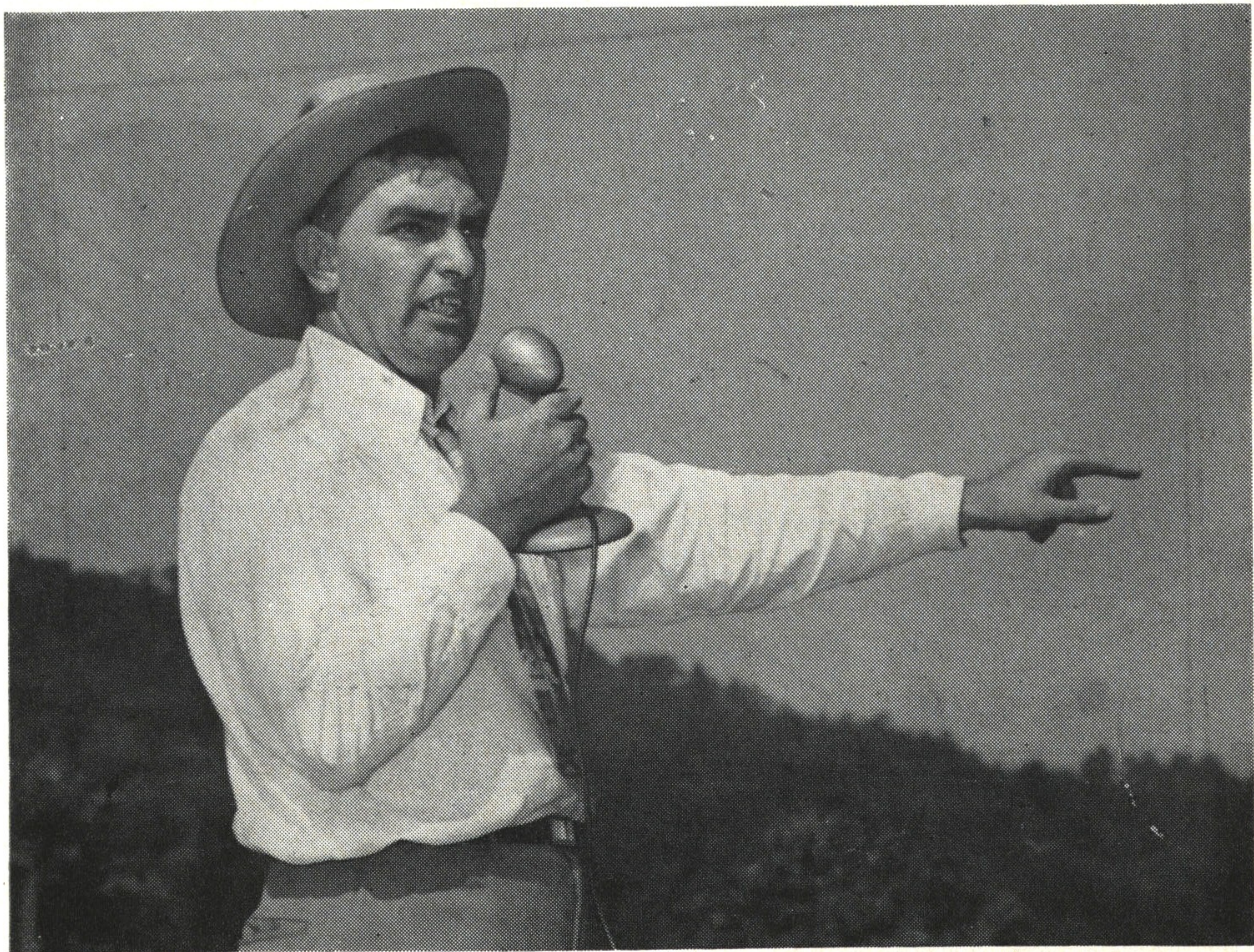
can stand on them. McCarter has always profited from his mistakes and has built solid foundation.

I am under the impression that all Southern records have been topped in 1957 by our subject. I am issuing a challenge now in this respect. I am offering statistics here to carry out the challenge. McCarter sold \$418,000 in real estate during the year. He sold \$187,000 in personal property and has sold cars enough to finish his sales out to a million dollars. He conducts car sales for Ben Clarke Car Sales at Dixie Lee Junction.

In issuing this challenge, I am doing so to individuals only. I have collected information of other auctioneers and their sales records and I am totally aware of the fact that I am going a way out on the limb in this respect. Statistically, I have included individual sales and not that of auction companies, other than McCarter.

He has two sons, who are following in his foot steps, who have sold quite a bit of property. Eddie and Fred, the two sons assist their father primarily in charitable sales. Such sales are not included in the report. Mr. McCarter has sold numerous charitable sales for schools, churches and other organizations but he does all this gratis. The sons will eventually turn into great auctioneers with the able assistance of their father. They have sold various sales of their own and received a percentage.

Besides the two mentioned sons, McCarter and his wife have six more children. They are an outstanding family and are examples in many respects. He married the former Bonnie Rogers, daughter of Mr. and Mrs. Elmer Rogers. Mrs. McCarter is held in high esteem by her qualities of an ideal mother, wife and citizen.



The hottest day in August, but Col. C. B. McCarter did not let that stop him from bringing to a successful close the first Real Estate Auction ever conducted in Gatlinburg, Tenn.



Mr. McCarter is a good citizen, a member of the church and other organizations. He has come a long way up the ladder of success and by reasons of his many good qualities, we predict for him, many years of success as an auctioneer and any vocation that he chooses to follow. He has incorporated his company into the C. B. McCarter Auction Company, Sevierville, Tennessee.

(This includes his sons).

I would like to squash some opinions that the company came into its present status by default. I feel that I am safe in reporting that 75 per cent of his

sales were obtained by his constant vigilance and the development of his talents in this particular field. The remaining twenty-five per cent of his sales would have gone to him in the first place. Therefore there are no grounds to the belief that his success came through default.

Last, but not least, the McCarter generations in the past have shown an unusual affinity for preservation against obstacles. McCarter seems to have inherited this quality to a great degree. His actions prove that he intends to pass this along to further generations.

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## Respect For The Law

By MORRIS WEINSTEIN, Middletown, N. Y.

Reprinted from the MIDDLETOWN DAILY RECORD

Most any day that we pick up a newspaper or magazine, we are confronted with screaming headlines about juvenile crimes and articles about juvenile delinquencies. We have spent millions of dollars and taxed some of the best legal, religious and social minds in an effort to find a remedy to cure or even lessen this rapidly growing, deadly disease of our country.

I read a wonderful article by Judge Leibowitz which told that the best way to combat juvenile delinquency is to put "Father" back at the head of the family. This appears, to me, to be most logical and effective, providing that "Father" himself is a law-abiding citizen and teaches his children, by example and discipline, to respect and abide by the law.

However, when a union or governor spends even more millions, and taxes even more legal and social minds to teach children and others to disregard, defy and get around the law, the above plan is defeated. I am sure that if you told any one of the striking motormen that he was teaching his children to be law-defying delinquents, he would throw up his hands in horror and disbelief. Yet, any child of theirs who is old enough to read and understand knew that his father went on strike disregarding and defying a law against such a strike,

thereby practically tying up a city of eight million people, causing loss of untold millions in money, causing misery of mind and health, and even causing death to people who could not reach a doctor or hospital in time.

For all this, these fathers got a lot of cheering and back-slapping.

If you told some of the southern governors and many of their states' people that they were the ring leaders of ALL juvenile delinquents, they would back off, aghast and horror-stricken. Yet, they even got out their law-enforcement agencies and state militias to help them defy and fight the highest law of the land.

There have always been legal means and ways to settle disputes and disagreements, such as arbitration, going to higher courts, etc. But, the highest court's final decision always has been and always should be abided by, regardless of personal, community or political feeling.

In the face of all that has and is happening. I can't see how we can expect very much respect for the law from our children.

If "Dad" can get away with it, if a Governor can get away with it, all without retaliation or punishment, can you blame the kids for disrespect for the law?



## Directory of State Auctioneers Associations

### **Colorado Auctioneers Association**

President: Paul Dillehay, 420 Elwood St., Sterling  
Secretary: Bob Amen, P. O. Box 475, Brush

### **Illinois State Auctioneers Association**

President: T.J. Moll, Prairie du Rocher  
Secretary: Virgil F. Scarbrough, 613 Washington St., Quincy

### **Indiana Auctioneers Association**

President: James E. Leichty, 875 Columbia Dr., Berne  
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

### **Iowa State Auctioneers Association**

President: Clinton A. Peterson, 700 N. 7th St., Fort Dodge  
Secretary: B. J. Berry, 3104 Avenue M Fort Madison

### **Kansas Auctioneers Association**

President: Mike Wilson, Muscotah  
Secretary: C. E. Sandeffer, 1212 West West 8th St., Topeka

### **Kentucky Auctioneers Association**

President: Orville R. Moore, R. R. 1, Anchorage  
Secretary: Elaine K. Meyer, 1918 Mellwood Ave., Louisville 6

### **Michigan Auctioneers Association**

President: William O. Coats, 106 Ellen St., Union City  
Secretary: Garth W. Wilber, R. R. 3, Bronson

### **Minnesota State Auctioneers Association**

President: Roscoe Davis, Madison Lake  
Secretary: E. T. Nelson, Renville

### **Missouri State Auctioneers Association**

President: Bill McCracken, 820 W. Essex, Kirkwood  
Secretary: Ken Barnicle, 2520 Pocahontas, Rock Hill

### **Nebraska Auctioneers Association**

President: Rex Young, Plattsmouth  
Secretary: Lowell McQuinn, Plattsmouth

### **New Hampshire Auctioneers Association**

President: Merle D. Straw, 78 Wakefield St., Rochester.  
Secretary: George E. Michael, P. O. Box 1102, Rochester

### **New Jersey State Society of Auctioneers**

President: Winfred Hinkley, Ogdensburg  
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

### **New York State Auctioneers Association**

President: Ralph Rosen, Genessee Bldg., Buffalo 2  
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

### **North Dakota Auctioneers Association**

President: Jim Davis, Jamestown  
Secretary: Harry Berg, Box 762, Bismarck

### **Ohio Association of Auctioneers**

President: John C. Watson, 96 N. Main St., Pataskala  
Secretary: Gene Slagle, P. O. Box 89, Marion

### **Oklahoma State Auctioneers Association**

President: W. H. Heldenbrand, 1400 N.W. 22nd St., Oklahoma City  
Secretary: Betty Atkinson, 201 Colcord Bldg., Oklahoma City

### **Pennsylvania Auctioneers Association**

President: Sam Lyons, 52 N. 6th St., Indiana  
Secretary: R. M. Stewart, Box 37, Armagh

### **Texas Auctioneers Association**

President: Wayne Cook, 193 Meadows Bldg., Dallas  
Secretary: Travis Somerville, 193 Meadows Bldg., Dallas

### **Association of Wisconsin Auctioneers**

President: W. R. Ingraham, Beaver Dam  
Secretary: Ernest C. Freund, 17 Sixth St., Fond du Lac



# THE LIGHTER SIDE . . .

## WAY TO SUCCESS

A backwoods community had a reputation for not keeping its ministers more than three or four months. Finally, the bishop sent a young preacher, and after two whole years he was still on the job. Surprised, the young preacher pressed the board for an explanation.

When he could avoid it no longer, the chairman explained: "Well, I'd rather not tell you but, if you insist, here's the reason—we folks out here don't really want any preacher a'tall, and you're the closest we've come to it."

## EDUCATION

Junior (studiously engaged in his home work): "Daddy, what's dew?

Daddy: "The rent, the note at the bank and the car installment."

## THAT'S LIFE

One man manufactured something the people needed. He made a living. Another manufactured something they didn't need. He made a fortune.

## JOYS OF THE SEASON

December: The month you can't close the bus window which you couldn't open in August.

## WORD TO THE WISE

Best way to cure a woman of most any illness is to tell her that the symptoms are just a sign of old age.

## IDENTIFIED

The guy who figured out how to get 25,000 units of vitamin A in one tiny capsule must have been a bus driver.

## SIGNS OF THE TIMES

In Los Angeles used car lot: "Sell your car to us and become a wealthy pedestrian."

In New York City jeweler's window: "Cuckoo clocks psychoanalyzed."

On Tennessee highway: "Take notice. When this sign is under water, this road is impassable."

## DOUGHTA COST PLENTY

"My dad's a real important man," little Johnny was telling the new boy next door.

"He's an Elk, a Lion, a Moose, and an Eagle!"

"Yeah?" the newcomer beamed in open-mouthed anticipation. "How much does it cost to see him?"

## DIFFERENCE

Lawyer: "Here's my bill for services. You can pay \$500 down and \$50 a month for the next 24 months."

Client: "Sounds like buying an automobile."

Lawyer: "I am."

## GHOST

Boss: "Do you believe in life after death?"

Office Boy: "Yes, Sir."

Boss: "Then everything is in order. After you left yesterday afternoon to bury your grandfather, he came here to see you."

## CONTRIBUTION

On a questionnaire asking, "What is the principal contribution of the automobile age?" the following answer was given by a college student: "It has practically stopped the crime of horse stealing."

## DEDUCTION

A frightened householder reported to the police that he'd been struck down in the dark outside his back door by an unknown assailant. A young policeman was sent to investigate and soon returned to headquarters with a lump on his forehead and a glum look on his face.

"I solved the case," he muttered.

"Amazing fast work," his superior complimented him. "How did you accomplish it?"

The young cop explained, "I stepped on the rake, too."



# IN UNITY THERE IS STRENGTH

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## THE REAL TEST

Three young Negroes were arguing rather heatedly about the merits of their respective church denominations, while a much older white haired old timer looked on. Finally they turned to him and asked, "What's your denomination, Uncle Sam?"

"Well, boys," he answered slowly, "somehow it seems to me sorter like this: There's three roads goes from here to town—de long road, de short road, and de road through the swamp—but when I gits to town with my load of cotton de man don't say 'Uncle Sam Henry, which road you done come by?' but he jest says, 'Sam, how good is yo cotton?'"

## MA'S NOT SO SHARP

Said the boy when he saw his baby brother, Mother, where did you get that?"

"An Angel brought it," she told him.

"Was you awake, when he came?"

"Yes," said the mother.

"Well," he said, "no angel could ever put anything like that off on me."

## SNOOPING IS IN VOGUE

The person who asks a lot of questions that are none of his business was once looked down upon as a snoop. Today he may end up with a sponsor for his TV interview program.

## THAT'S IT

Bobby was having much difficulty with his grammar. Finally one day he ran into the house to his mother, and throwing his books on the table said: "I got it straight now. Hens set and lay, but people sit and lie."

## OH, PLEASE!

"You say Tony gave up his job as traveling salesman, just to please his wife?"

"Yes, she wanted her Tony home permanent."

## SOUL MATES

Aggie: "Jack is awfully smart. He's got brains enough for two.

Maggie: "Congratulations, dear. He's just the man for you."

## ASTONISHED

First Soldier: "Was her father surprised when you said you wanted to marry his daughter?"

Second Soldier: "Was he surprised? Why the gun dropped right out of his hands."

## DANGER!

After installing a sprinkler system a hotel warned its guests: "Please Do Not Smoke in Bed — You May Drown Yourself."

## TURNABOUT

A dealer was ready to take his wife and four children for a Sunday afternoon auto ride, when his wife started out the door. "This time," she said, "you put the children's coats on, and I'll go out and blow the horn!"

## FOOLING HIMSELF

"Has Meyer changed much in the years he has been away?"

"No, but he thinks he has."

"How so?"

"Why, he is always talking about what a fool he used to be."

## OUT OF TUNE

The teacher was learnin' physiology to her class. She said: "Now children, remember your eyes are to see with, your ears are to hear with, your nose is to smell with an' your feet are to run with."

One little boy raised his hand: "Teacher, there must be something wrong with me, my feet smell and my nose runs."

## LIFE'S LITTLE TRIALS

Every restaurant proprietor is familiar with the patroness who sometimes asks that the beefsteak leavings be put in a bag "for the dog."

Word reaches us that when it happened on a recent occasion the small boy in the family spoke up in a shrill and excited voice: "Oh boy, we gonna get a dog?"

## ALAS!

Middle age is when you don't care where you go, just so you're home by 9 p.m.



# IN UNITY THERE IS STRENGTH

## BASICALLY THE SAME

A man who had been married for 10 years consulted a marriage counselor. "When I first married," he said, "I was very happy. I'd come home from a hard day down at the shop. My little dog would race around barking and my wife would bring me my slippers. Now after all these years, everything's changed. When I come home, my dog brings me my slippers, and my wife barks at me!

"I don't know what you're complaining about," said the marriage counselor. "You're still getting the same service."

—McCall Spirit

## DROPS OF WISDOM

The bad luck in meeting a black cat really depends on whether you're a Man or Mouse.

An old-timer is one who remembers when a dishwashing machine had to be married, not bought.

It's better to keep still and let folks think you're dumb, than to open your mouth and confirm the fact.

Flattery is like perfume; you're supposed to smell it, not swallow it.

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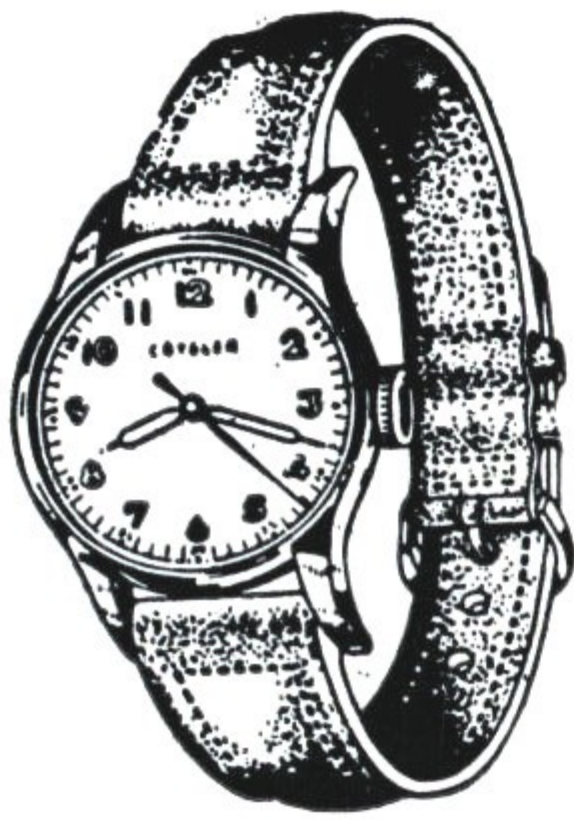
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# TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

1. Added Membership will make your Association a stronger influence in your community.
2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.
3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally — Example, licensing.
4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.
5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.
6. Added Membership in your Association will enlarge your circle of friends and business contacts.
7. Added Membership in your Association will give you greater personal security in the protective support of the Association.
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9. Added Membership in your Association will assist you in any part of the country that your profession may take you.
10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.