

# *the* AUCTIONEER



"NOW THERE'S WHAT I CALL A GOOD SALESMAN!"

OCTOBER  
VOL. V

1954  
No. 9

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**GOING!**

**GONE!!**



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# Power of Organization

A Convention Address By

COL. H. W. SIGRIST

When I was assigned this subject, my first thought was naturally organization is a good thing—I am for it, and then I wondered what more I might say. My mind then wandered back to the days when I was a barefoot boy down on the farm. At 9 or 10 I could lick any boy of my size and out-run those I could not lick, but one day I found my match. Down at the old machine shed there was a beautiful gray cone shaped nest under the eaves with a small hole in the bottom where there went in and out, one at a time, a beast called a hornet. I decided one day to punch a hole in the bottom just to stir them up a bit—and then beat it. I knew I could run and run fast, but the trouble was they could fly and worst of all they were organized and that was where I made a very painful mistake. I have respected organization ever since.

## When and Where Does Organization Begin?

The directing and training of a child's earliest years fits him to become master of the thing he has to do. Music, painting, art, oratory, in fact any accomplishment he has to master are the result of man's ability to select or reject. In other words, to organize his God-given talents until they produce a combined harmony of sound and sight.

The combined enlightenment of men grouped together interchanging ideas are what produce the answer to the great problems of political economy, world peace and world expansion.

Take the fellow who boasts of being a "self-made man." No doubt, he would be a bigger and broader man doing a better job, if he had accepted a little help through co-operation before he called himself a finished man.

## Training Is Important

Time was when a man could become a Lawyer, a Doctor, a Minister or even an Auctioneer by simply getting someone to say he had a good moral character.

I submit to you whether the men trained in the professions are not better Doctors, better Lawyers, better Ministers and, yes, better Auctioneers than they were a generation ago. Add to any man's education or special training, the value of other men's experience and you have the Power of Organization as shown by all professional men's clubs, social clubs and business organizations. When the day comes that Auctioneers must first be a graduate of an acknowledged school of Auctioneering plus a membership in their State and National organization, then we will all become better Auctioneers, rendering better service to our clients.

"Man is the only creature on the face of the earth that is endowed with the faculty of making bargains with his fellow creatures. Dogs never exchange bones, birds never exchange mates, and the faithful horse clings tenaciously to his old and familiar stall." Thus we have need of the auction.

## "In Union There Is Strength"

Remember that "In Union There Is Strength." In no other work is this more true than in the auctioneering profession. Many times I have been asked "What should auctioneers strive for in order to secure their own advancement and that of the profession"? My 44 years of experience in auctioneering have taught me one outstanding lesson—ORGANIZATION AND UNDERSTANDING IS INVALUABLE FOR SUCCESS. Co-operation of progressive effort must be effected in order to win the victory. Reduced to simple terms—an association of auctioneers throughout the state and linked to a national association, with every auctioneer a member, I believe that such an organization, well grounded and harmonious, would afford protection to both auctioneers and the public. The fundamental principles of the auctioneers' association is that they may boost the profession to a high standard with that of the doctor, attorney, and



Col. H. W. Sigrist, Fort Wayne, Ind., President of the NAA, addresses the Omaha Convention on "Power of Organization."

every other profession that is organized as a help and a credit in its community.

#### **Business Is Good!**

I am not a believer, as many are at present, that "business is rotten." On the contrary, I think it is good. However, I still believe it can be and will be better, and that one big way to boost ourselves on a sure highway to prosperity and greater future for the auction profession is to lock arms and put our united shoulders to the wheel. Auctioneering as a profession is still in its infancy. The auctioneer of today, although far in advance of what he has been, is still far behind what in time he will be. The march of progress will land him far in advance of anything we have already accomplished. When there is an association in every state linked with the National Auctioneers Association and every reputable auctioneer belongs to it, and there are on every statute book, laws that protect the public as well as the

auctioneer, the change will be greater than any of us realize. Then the auctioneer's office, like the office of the attorney and physician, will be where he is to be found and instead of soliciting business, his services will be sought by those requiring them, and instead of working for too little pay he will be able to command fair remuneration for doing what nobody else can do successfully.

#### **Organization the Answer**

The remedy for all the ills of the auctioneer is in powerful organization and there are none so blind that they will not realize the fact as time rolls on.

When the Auctioneers of America and Canada become organized to a point where their special ability and training are respected and recognized, they will be selling the Court sales, the bankrupts and receivership sales instead of these sales being sold by constables and attorneys, and it will be as ridiculous for a lawyer to perform an auctioneer's business as it is for an auctioneer to plead a case before a judge or jury.

I ask every man here to hunt up his January number of "The Auctioneer," turn to page 10 and read Jack Gordon's splendid article on "Auctioneers Profession in Jeopardy."

Will you also get your September, 1953, number and read on page 35 the article entitled "Committee Gets Stiff Auction Law."

Now if you really want to read a bruiser, get your April 1954 number and read the proposed license law for the State of New York. If that don't wilt your collar, then I pass.

#### **What Can the Association Do?**

When we reach our strength, we can command the attention of our city officials, our legislators and of all who make or try to make unjust laws or regulations which react to the detriment and loss of business that rightfully belongs to our profession.

Let me call your attention to the power of Labor. Now we all remember when capitol was boss and dictated not only the wages of its men, but the hours they worked, etc. You and I may or may not approve of all their policies but we must

(Continued on Next Page)

# IN UNITY THERE IS STRENGTH

admit that by organization they have improved the standard of living and accomplished many things that could not be done single-handed or in small groups.

GETTING ALONG WITH WHAT WE HAVE and replacing that which is no longer useful is not the whole measure of the future. We must build billions of dollars worth of new schools, hospitals, churches, and highways and must provide millions of new homes for new families as well as for the old established ones.

## We Must Keep Moving

This generation of Americans cannot stand still. Even if it tried to, it would be pushed forward by the new generations that are being born at the rate of 11,000 babies every day. This is the secret—this almost unbelievable growth of America that promises to carry far into the future. In view of it all, isn't it high time for the auction profession to get a firm foundation in order to be able to handle the job of tomorrow in line with the growth of America?

All that is necessary is to have organization, co-operation, legislation, and all these things and many more can be accomplished, including taking care of the price cutter, if you, as an auctioneer, or sales barn operator, will join your State and National organization and help protect your own business and build up a bigger and better profession. No cause has ever been won without organization. If you have any doubts about the Power of a Thorough Organization, take a peep into a hornet's nest and you will get the same answer I did.

Our organization is getting more and more in shape to command an audience before law-making bodies everywhere. This is why every auctioneer should make it his business to get new members. The stronger our organization becomes, the easier it will be to defeat such unjust laws and licenses.

I want to cite to you just two instances of "The Power of Organization." First, in the case of the Ford Motor Company, who paid, in their early days, the best wages in the industry, but organization took over. Another instance is that of the Pennsylvania Railroad whose company union was a model set-

up. I personally knew very well their secretary and president of the company union, but organization again took over.

## It Is Up to You

The National Association of Auctioneers are on their way—we can better our business—we CAN become powerful if YOU and YOU and YOU get a new member, and if you continue to attend these conventions and bring along your competitor. The power rests with you. Look in the glass when you shave tomorrow morning and say, "Today I'll do my part—I will push my pound and together we shall move this great body into a recognized power of force and accomplishment."

Twenty-five years ago people were reading about National Air Transport's feat of rushing Paris creations from New York to Chicago in eight hours for the grand opening of Saks "exclusive" shop on Michigan Boulevard. Today United's DC-7 Mainliners make this same run in two hours and forty-five minutes.

## Florida Auctioneers

### Please Take Notice

Important legislation affecting Florida auctioneers will be before the Florida State Senate this fall. It is important that all auctioneers in this state work together if they do not want this bill passed.

In their last session the Florida House of Representatives passed a bill to close all auction warehouses at night. This bill was shelved by the Senate until the next session which will be this fall.

There are several auctioneers in Florida who would like to form a state organization for the purpose of protecting the auction profession in that state. All those interested in a Florida Auctioneers Association are asked to write Col. L. M. Pederson, P. O. Box 3612, Sta. F, Jacksonville 6, Florida, immediately.

## PUREBRED LIVESTOCK AT AUCTION

Convention Address by Col. Charles Corkle, Norfolk, Nebraska

You would think there was a lot of glamour to being a Purebred Livestock auctioneer. I was explaining some of this to my family at home one evening when a member of the family spoke up and said, "You know anyone that has to travel that far to get a day's work just doesn't have much of a job."

When I started in the Livestock Auction business—some years ago, Bruce McCullough of the Omaha JOURNAL STOCKMAN made the remark which I have come to appreciate more and more as I gain some experience in selling. He said:

"The greatest problem confronting those in the selling of Purebred Livestock is not only to know HOW TO SELL, but in keeping abreast of things that go on within that business."

Yesterday, Gov. Crosby, and several other speakers, mentioned the fact that we are celebrating a Century of Progress—that doesn't mean we are 100 years old as a state—but 100 years since it became a territory.

And, you know, a lot has taken place during these years. Bruce McCullough was Editor of this paper a long time before I started working, and he has seen a lot of changes in the stock market—when Longhorn steers were coming into the market in numbers, and top prices were being paid for steers attaining a finish upwards of four years of age, and when hogs came to the market upwards of 14 to 15 months of age. He was in an ideal spot to observe the changes.

During my first few years I had the opportunity of working with three Auctioneers whom I will always feel were America's best Livestock salesmen—they knew their business—each one had his own type of selling—each one had his own chant—never do I recall one attempting to imitate the other. Once the auction was started they brought it to the quickest possible conclusion—employing these FOUR STEPS, in the most effective manner.

Number 1 ..... ATTENTION  
Number 2 ..... INTEREST  
Number 3 ..... DESIRE  
Number 4 ..... VISION

I have worked with a number of Auctioneers—all were not specialists, but, they knew Livestock, and they knew how to sell. One thing I observed—never would they TALK DOWN to a customer.

### Manufacturing Plants

I have always looked upon our farms and ranches as manufacturing plants. Collectively, they represent the greatest factory that we have here in America. They represent a most essential, and one of our greatest businesses. As you know there is a difference in manufacturing businesses, too. A designer makes plans, forms can be moulded, and from the assembly line every piece comes out uniform; but that is not true in the Livestock business. There must be careful selection and maintenance—there must be improvement in the herd. Herds have been built up due to constant efforts of some of our Purebred feeders.

In the Livestock business and the Manufacturing business there is, of course, similarity. There are two phases to each:

(1) The PRODUCTION END of the business, and

(2) The SALES END of the business.

It is important to have a good sales organization, and those of you who have paid any attention will agree that a Purebred Livestock Sale, properly conducted and handled is one that is—WELL ADVERTISED. Due care and attention should be given to every detail. Cooperation between the Auctioneer-Livestock representative—the various publications, and the Sales Manager can do the very thing for the Livestock Breeder that a Sales Organization does for the Manufacturing Plant.

### Tribute To Livestock Auctioneering

You know, I think I heard one of the greatest tributes paid to the livestock

(Continued on Next Page)

auctioneering profession by a man from Scotland. Many of you remember Jimmy Biggar, who came to the International to judge stock in that show—his father came there before him. One day after a sale, we were driving back to Chicago—he had been in the stockyards and observed some of the boys and girls in 4-H Club work—he had seen their displays—and we were discussing the auctioneering business; that is, the English and Scotch as compared to the American way. He had spent a summer here in this country and had a pretty fair picture of the American livestock industry. He said: “When you stop to think about it, your country is not old as we think about our country being old—you are comparatively new—your farmers, ranchers and livestock men, however, came from the British Isles—a lot of them came from Central Europe where they learned nothing about beef cattle and very little about hogs. Most of you folk are a few generations removed from the parent stock, but you have made a wonderful progress. There are your 4-H Clubs, Agricultural colleges, extension departments, and there are your Livestock salesmen.” I think, perhaps, that he had the very thing in mind that Bruce McCullough had in mind when he said:

**“It is not only in knowing how to sell, but it is in knowing the things that are going on in the livestock business.”**

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#### NO LADIES' MAN

When the panel of jurors had finally been selected, the defendant looked them over thoughtfully. There were far more women than men among the twelve good men and true. Then he turned and eyed the judge speculatively. It was a masculine judge. Leaning over he whispered to his attorney. “Can we change it from a jury trial and just let the judge handle it?”

“Why, yes, I suppose we can withdraw our motion for a jury trial—but why?”

“Look, bud. See that jury? Eight dames. I never fooled m'mother and I never fooled either of m'wives. Uh-uh! Me, I'll take m'chances with the judge!”

## From the Editor

By BERNARD HART

Thanks, fellow auctioneers, for the fine support you have given me in my first two months as your Secretary and Editor. When elected to this office at Omaha, I felt like the beginner does when the follows a veteran on the auction block. Col. B. G. Coats had been doing a great job while serving in this capacity and I knew he would be hard to follow.

\* \* \*

It is indeed gratifying to welcome the many new members that have joined our organization in the past 30 days. We have been saying that if each member would get two new ones in a year we would have more than 3,000 members by next Convention time. We are keeping a record of the new members turned in by each of our members and in only two months time we have one member who has secured 23 new members, another with seven and another who has gotten five. I don't believe these fellows are “Supermen” and if they can do it, you can do it. Makes two in a year a small quota doesn't it?

\* \* \*

We need your help. Send in news regarding auctions, also pictures. Maybe we won't use everything you send, but you like to read of auctions in other places, others like to know about auctions in your area, and who doesn't like to look at pictures. They help the looks of THE AUCTIONEER, too.

\* \* \*

Don't let anyone tell you that the NAA isn't BIG business. Get out your September issue of THE AUCTIONEER and read the Secretary's Report on page 9. More than 1400 pieces of mail, exclusive of THE AUCTIONEER, have left this office in the first two months since the Omaha Convention.

\* \* \*

In closing, I want to urge every member to continue to support the NAA as they have been doing and we will have our greatest year. It is like an Auction Sale, you cannot coast, but must keep driving from start to finish.



# The Parade Has Started

## Let's Keep It Moving

Ninety-two auctioneers from 31 different states have paid their NAA dues in the period from August 16 to September 15. This includes two LIFE MEMBERSHIPS. While records have not been checked, this is doubtless one of the largest groups to join the National Auctioneers Association in any thirty day period excluding a National Convention and is certainly in excess of the same period in any past year.

Included in this group are many who have joined the NAA for the first time and others who have been members in the past but whose memberships had lapsed. It is proof of the fact that more and more auctioneers see the need for uniting for the expansion and protection of the auction industry.

On a geographical basis, these 92 auctioneers are representative of the entire country, from California to Rhode Island, Vermont to Arizona. Ohio leads the month in memberships with 12, followed by Illinois and Pennsylvania with seven each.

Following are those whose dues were received. The asterisk denotes renewal.

- \*Col. Henry Rasmussen, Nebraska
- \*Col. Donald H. Stafford, Ohio
- \*Col. Arnold Ford, New York
- Col. J. R. Koske, Florida
- \*Col. James F. Rife, Illinois
- Col. A. C. Tompkins, Missouri
- \*Col. Maurice Mandel, Pennsylvania
- \*Col. Harry Girod, Kansas
- \*Col. Leo M. Boatwright, Indiana
- Col. Harvey J. Voinche, Louisiana
- \*Col. Richard A. Mader, Wyoming
- \*Col. L. M. Pederson, Florida
- \*Col. Lou H. Skokut, Pennsylvania
- \*Col. Pete Schwartz, Nebraska
- \*Col. Lloyd J. Eaton, Michigan
- \*Col. Rex Young, Nebraska
- \*Col. Harry W. Kerns, Ohio
- Col. Charles C. Boles, Oklahoma
- Col. D. Richard Virts, Maryland
- Col. Albert J. Lucas, Sr., New Jersey

- Col. C. O. Beatty, Pennsylvania
- Col. James A. Tompkins, Jr., Oklahoma
- Col. Donald Kent, New York
- Col. Richard E. Hayes, Indiana
- Col. Thomas McKenzie, Illinois
- Col. Richard B. Powell, Ohio
- Col. Frank J. Long, Iowa
- Col. Harold L. Rogers, New York
- Col. David W. Bailey, Kentucky
- Col. Thomas F. Wakefield, Indiana
- Col. Richard C. Brodie, Michigan
- Col. George W. Skinner, Indiana
- Col. Arthur H. Seaman, North Carolina
- Col. Donald L. Castner, New Jersey
- Col. Gordon Goodman, Illinois
- Col. Richard K. Mather, Connecticut
- Col. Charles M. Taylor, Ohio—Life Mbr.
- Col. L. T. Hite, Jr., South Carolina
- Col. Ben Werk, Ohio
- Col. Richard E. Kline, Maryland
- \*Col. John A. Overton, Arizona
- \*Col. John L. Friedersdorf, Indiana
- \*Col. Jewett M. Fulkerson, Missouri
- Col. Harry Miller, Indiana
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- Col. Charles A. Tinnin, Mississippi
- Col. F. T. Mathews, North Carolina
- Col. Frank Ricar, Illinois
- \*Col. Gilbert E. Bauer, Illinois
- Col. Charles W. Ferguson, Jr., Georgia
- Col. Cotton Laycock, California
- \*Col. Charles Adams, California
- Col. Charles D. Harris, South Carolina
- \*Col. Charles C. Hansbrough, Kentucky
- \*Col. Guy Johnson, Ohio
- \*Col. Bruce Parkinson, Illinois
- \*Col. Bill Hale, Ohio
- \*Col. Scott Barr, Nebraska
- Col. Joseph A. Dion, Rhode Island
- Col. Francis C. Ogden, Maryland
- \*Col. G. S. Gordon, Tennessee
- Col. Gib Suemnicht, Wisconsin
- Col. Carson E. Hansen, Kansas
- \*Col. Francis A. Corcoran, Illinois
- Col. Eli Sainovich, Pennsylvania
- \*Col. Jonathan C. Mason, Ohio
- \*Col. Arthur West, Pennsylvania

(Continued on Next Page)

\*Col. Harvey Hill, Michigan  
 \*Col. R. P. Keller, Tennessee  
 \*Col. R. K. Pattin, Florida  
 \*Col. Romaine McGhee, Oklahoma  
 \*Col. Donald V. Cady, Kentucky  
 \*Col. Floyd L. Hopkins, Ohio  
 Col. Lester N. Brooks, Ohio  
 \*Col. Stanley Solon, New York  
 \*Col. Newton E. Dilgard, Ohio  
 \*Col. E. F. Harrington, Massachusetts  
 \*Col. Bernard Jellema, New York  
 \*Col. P. A. Engelmeier, Pennsylvania  
 \*Col. Ralph Drake, Ohio  
 \*Col. Abe Parish, Nebraska  
 Col. Paul K. Gilbert, Pennsylvania  
 Col. J. L. Todd, Georgia  
 \*Col. Stan Haworth, Virginia  
 \*Col. Willis A. Darg, Kansas  
 \*Col. Paul W. Calkins, New York  
 \*Col. Emma Bailey, Vermont  
 \*Col. Norman Levy, Michigan  
 \*Col. Henry A. Berman, Massachusetts  
 \*Col. Fred W. Radde, Jr., Minnesota  
 \*Col. Ben W. Mouw, Iowa

#### CYNIC'S CORNER

Two auctioneers met on a busy downtown center in Omaha.

"Ah," chided one, "I noticed you talking to a strange woman."

"Are there any other kind?" asked the other.

## Predictions and Hunches

By Col. Elias Frey

Total receipts of tractors and other farm machinery, made the usual summer decline in volume, but not as much as was expected.

June and July are slow months to sell farm machinery, and is no indication of a slow trade. In fact, I look for an active fall trade this year, and especially on corn binders, corn pickers and silo fillers, and corn shredders. The corn is very good thus far in most of the middle states, and will make a real corn machinery business. There are areas where plenty of rain fell that corn is looking very good, and then again spots, where it was so dry that the farmer is cutting his corn early and chopping it up

## National Ram Sale Makes \$123 Average

An average price of \$123 per head was attained on 1,228 rams in the 39th annual National Ram sale at Ogden, Utah, August 19 and 20. This was 57 more rams sold than a year ago and the average was also slightly higher than last year.

A top of \$2,550 was reached on a Suffolk ram and it was this breed that scored the highest average. Three hundred fifty-four Suffolk rams averaged \$202 per head. Averages received on other breeds were as follows:

Hampshires—99 rams averaged \$119.

Suffolk - Hampshire crossbreds — 135 rams averaged \$157.

Rambouillets—306 rams averaged \$92.

Columbians—225 rams averaged \$54.

Panamas—60 rams averaged \$33.

Targhees—10 rams averaged \$35.

Rambouillet-Columbia crossbreds — 10 rams averaged \$55.

Rambouillet-Lincoln crossbreds — 29 rams averaged \$75.

Co. Howard Brown, Woodland, California, and Col. Earl O. Walter, Filer, Idaho, were the auctioneers. Both are members of the National Auctioneers Association.

for silage. That is causing a good market on binders and cutters.

Tractors have held up fair in price on the smaller models, and weak on the large ones. I look for better prices again in large models from about October on throughout the winter.

This year has been, thus far, a good year for farm machinery sales, and I look to the balance of the year as having a good ending.

Corn pickers are now showing up, and there is a fair to good demand already for them.

Buy now,  
 ELIAS FREY

# Some Words of Wisdom

## From A Veteran

By COL. POP HESS

Fellow auctioneers throughout the land.

On receiving the September issue of this publication you no doubt were impressed by the first issue of the new Secretary and Editor. It was a top form publication and received early in the month. In going through the pages of the September issue one notices the efforts of the new officers and the members all down the line. They are keeping the firing line hot and strong contact is new within the ranks of Auctioneers from everywhere.

However, we must not overlook the fact that this present situation of assured progress is the fruits of past officers and officials who have done a great job in building from scratch the great NAA and THE AUCTIONEER. Many auctioneers advise me they look forward to receiving THE AUCTIONEER and they



**Pop Hess**

hope all the auctioneers in the United States and Canada receive it.

Well, boys, there is one sure way to solve that problem, you be a Committee of one in lining every auctioneer you meet into the ranks of the NAA. If every member will do this the NAA and THE AUCTIONEER will be the realization of the dreams of many of the older auctioneers, some of whom never did much about it.

From my desk as FARM SALE PROGRAM DIRECTOR for Radio Station WRFD, Worthington, Ohio, we are expecting a great fall and winter season of Auction Sales. Many are telling me their date books are filling up fast for months ahead. This proves to all who know the insight of the Auction Profession that it is a "Business in Demand." The auction sales of today are on the

highest standards of all time, in conducting, preparedness and SOLD. From what I observe, the auctioneer of today gives his sales more advance thought, keeps alert on markets and values. Competition has brought this about and by so doing, has improved the quality of the auction profession. Therefore, let's not ridicule our competitors.

This modern world of today is in many ways the same as at the beginning of time, in order to lead and stay in the lead you must keep your "firing line hot," as John Q. Public is watching your every move. He is going to employ the auctioneer who has the best program for him. There is no need to "Cuss or Fuss" about your neighbor auctioneer, but it is important to observe his methods as he is no doubt watching you.

State and National Auctioneers Associations are important for our progress and a necessity in getting proper recognition for our profession. We have seen laws governing Auction Sales passed by people who know very little of the real facts of what it takes to be an auctioneer capable of conducting sales. We have seen many changes in our time in laws and regulations, in ways of living, habits of wearing attire. This CAN happen to the auction profession even though it has been more or less "on the loose" for 300 years or more.

Competition, greed for power and control, are strong in our day and age and we see it crop out in our auction sales and their workers. In order to be an auctioneer today, whose services are in demand, it cannot be achieved over night nor by a miracle. You cannot get the notion today and be an auctioneer tomorrow. It is John Q. Public who places the stamp of approval on you. As this writer sees it, it is he who delivers the best and cleanest lead to the hopper that will eat the better beefsteak and become the man of the hour in the Auction Profession.

# The Ladies Auxiliary

Annual Report of The Ladies Auxiliary to  
The National Auctioneers Association Convention in Omaha, Nebraska

By CAROL GRUBAUGH, President

The Ladies Auxiliary to the National Auctioneers Association held its Annual luncheon and business meeting on Friday noon, July 16, 1954. Sixty-six members and one guest were in attendance.

Business meeting was called to order by Mrs. Margaret Norris, president. Minutes were read of the two meetings of the Board of Directors, the Annual business meeting and the Constitution and By-Laws, by Mrs. Betty Steiner, Secretary. Mrs. Steiner also gave the Treasurer's report.

A report of the findings of the nominating committee was given by Mrs. June Holford, and election of officers followed. Newly elected officers are:

President, Mrs. Carol Grubaugh, David City, Nebr.; 1st Vice-President, Mrs. Edith Smith, Williamston, Mich.; 2nd Vice-President, Mrs. Fern Pettit, Bloomfield, Iowa; Secretary-Treasurer, Mrs. Ruth Marks, 200 Carlisle Ave., Abingdon, Ill.; Historian and Parliamentarian, Mrs. June Holford, Edwardsville, Illinois.

3 year Directors: Mrs. Gertrude Darbyshire, Wilmington, Ohio; Mrs. Stella Collins, Jesup, Iowa; and Mrs. Carol Leichty, Berne, Indiana.

2 year Directors: Mrs. Florence Wendelin, Henderson, Texas and Mrs. Betty Tindell, Lakeland, Florida.

1 year Director: Mrs. Donald Zicht, Norfolk, Nebr.

Retiring President: Mrs. Margaret Norris, Alton, Ill.

A beautiful tribute to a departed member, Mrs. Nellie Coats, was given by the ever gracious Fern Pettit.

Newly elected Officers were installed by the Honorable Col. Walter Holford.

The meeting was adjourned following a brief discussion on the type of entertainment for the ladies at our next year's convention.

\* \* \*

Our new Secretary is doing a marvelous job right from the very begin-

ning. She has asked me to use this means to notify each lady who has not received her membership card to please send your correct mailing address to her (Mrs. Ruth Marks, 200 Carlisle Ave., Abingdon, Ill.) and your card will be forwarded to you.

We are very happy to welcome twenty-five new members into our Ladies Auxiliary this year. I feel sure that each one of you will be a little closer woven into the circle of the ever growing Auctioneering Profession.

I, personally, hope that every wife of every Auctioneer who is not at present a member of the Ladies Auxiliary will mail her check to our Secretary at once and join the Auxiliary of the **Finest**, most **Honorable** National Association of men on this earth.

## FIGHTER AND QUITTER

X Fate called a quitter from the crowd  
And barred his pathway to success.  
At each new blow he wailed aloud  
And faltered in the strife and stress;  
And step by step Fate dragged him low  
The easier each passing day,  
And yet he struck no counterblow  
Or ever upward fought his way.  
And at the end he cursed the Fate  
That swept him to such wretched  
state.

Fate picked a fighter from the throng  
And barred his pathway to the goal;  
At each new blow with purpose strong  
He fought with ever braver soul;  
And step by step he fought Fate back  
The easier each passing day,  
And soon, before the staunch attack,  
Fate fled in terror from his way.  
And at the end he blessed Fate's whim  
That helped to make a man of him.

—Grantland Rice.

The best job security a girl can have is her own system of filing.

# The Auctioneer's Wife

By JUNE HOLFORD,

Ladies Auxiliary Historian, Edwardsville, Illinois

I just read an article with these headlines: "RURAL AUCTIONS ARE EXPECTED TO HIT A NEW HIGH THIS YEAR." It went on to say, "The rural Auctions, the last stronghold of the bargains, are expected to hit a new high this year in the number scheduled and in attendance."

I think that in most sections of the country, the public is turning more and more to this neighborly dispersal of their surplus or no longer needed articles of used but still usable goods as a nation wide hedge against skyrocketing prices.

So many things that we need from a family car to a Broadloom rug or a farm tractor to a hoe or shovel can be found at a dispersal or at a retirement sale and usually at a price that pinches no one but old man inflation himself.

We sold a deep-freeze not long ago at a reasonable price of 200.00 that a similar second hand one at the store carried a price of \$375.00. Same freezer new was \$450.00.

We find here in the middle United States a renewed demand for old pieces of furniture. Several pieces bought in our sales could not be recognized after a good going over with a face lifting of paint, varnish or the dull antique finish.

Pictures with good frames and glass, far better than the ones available in the stores at today's prices.

Any type of furniture, lamps, dishes and glassware are the most popular articles as far as the ladies are concerned. Usually our bidders are quick and already have their price set in their minds as to what they think an article is worth to them.

There is some exception to the rule. We have a lot of antiques around here. Some cannot be bought at any price. When something exceptional comes under the hammer, the sky is the limit.

When the farm land is to be sold at Auction, there is usually always a cloak of sadness, excitement or wonder and



MRS. JUNE HOLFORD

usually topped with surprise at what it brought and who bought it. All these Auctions require several days getting it to my Auctioneer's approval before time to sell the sale and which I am happy to say I usually have a part in.

A lot of amusing things can and usually does happen at an Auction. The wave of a hand to a friend may be the cause of some one taking home something she had no intentions of buying. They are allowed, of course, to refuse the purchase but very seldom do. The Auctioneer could fall down and cut quite a place on his leg (which mine did), its almost impossible not to laugh. Some one bids on what he thinks is being sold and finds later it was altogether different.

When MY Auctioneer and I were married 25 years ago, I couldn't understand why he had to spend so many hours on one sale but now I'm like another dear friend of mine who says, "I would rather my husband be an Auctioneer than anything else in the world." By the way, that's also the way I feel about the National Auctioneer's Association and the Ladies Auxiliary.



**“Better Training for Young Auctioneers” is one of the subjects encouraged by the NAA for the improvement of the Auction profession.**

**Above is a recent graduating class from one of the good Auction Schools.**

## Depot Changes Auction Sale Dates

Sharpe General Depot, Lathrop, California, has announced a change in the dates of the \$22,000,000 public auction sale of Army surplus property.

Originally planned for the week of October 4, it is now scheduled to be held from October 25 to October 29.

A "sit-down" type public auction will offer items from four Northern California Army installations: Sharpe General Depot, Lathrop, California; Sacramento Signal Depot, Sacramento, California; Benicia Arsenal, Benicia, California; and the Oakland Army Base, Oakland, California.

The actual sale will be held at the Lathrop installation of Sharpe General Depot, by lot number from a complete consolidated catalogue.

At all four installations a two-week viewing period will be held from October 11 to 15 inclusive and October 18 to 24. There will be no viewing on Saturday and Sunday, October 16 and 17, but viewing will continue Saturday and Sunday, October 23 and 24, the two days prior to the opening of the sale, October 25.

Sacramento Signal Depot will offer the largest amount of surplus property totaling 9½ million dollars acquisition cost, and consisting of the following categories: Cord, cable and wire; electronic equipment and parts; capacitors, resistors, coils, relays, etc.; telephone and teletype equipment and parts; miscellaneous hardware; tools and tool equipment; power units, machinery and parts; photographic equipment and parts; receiver and transmitter tubes; and metal and wood chests and cases.

Benicia Arsenal will provide four million dollars worth of automotive spare parts; three and one-quarter million dollars worth of vehicles; and \$125,000.00 of miscellaneous equipment and supplies.

Surplus items at Sharpe General Depot totaling nearly four million at acquisition cost include boats; cables and slings; clothing and textiles; electrical supplies; footwear; hardware, paints and chemicals; kitchen equipment; machinery, engines and motors; marine equipment; office supplies and equip-

ment; paper and cardboard products; plumbing supplies and building materials; rope and twine; spare parts; tentage, webbing equipment, duffel bags, etc.; and \$32,234.00 in ½-ton pick-ups, and 1½ and 5-ton trucks.

Surplus general supplies and equipment totaling 1½ million dollars in acquisition cost, make up the items offered by the Oakland Army Base.

A more detailed breakdown will be made available at each of the installations during the two weeks inspection period prior to the sale.

Conducting the auction sale, as a joint venture, in one of the mammoth Sharpe General Depot warehouses, are Milton J. Wershow, and David Weiss, of 7213 Melrose Ave., Los Angeles, California.

The complex lotting of items and cataloging is being accomplished by regular assigned personnel of the Army's Property Disposal Branch, under the supervision of personnel from the joint auctioneers.

Sharpe General Depot has been selected by the Army to pilot this unusual type of public auction where the material offered is located at several separate installations, but with the actual selling being held at one centrally located installation.

## Five Year Old Knows His Auction Values

Lowell Wayne Finson, five year old son of Col. and Mrs. Norman Finson, Cleveland, Ohio, is our latest candidate for the world's youngest auctioneer. Lowell Wayne is reported to create a mild sensation with his chant and humor, when he takes his turn with the gavel.

In one particular sale the best bid he could get on the item he was selling was \$1.00, about half its ordinary value. With a stern look and a masterful tone he demanded, "Where's the bidder?" A lady in the crowd held up her hand and the young Colonel said, "You can have it for nothing! I won't sell it that cheap."

# How It Looked to Me

## In South America

By Col. Ernie Weller

A cattleman's dream—that's the pampas country of the Argentine, one of the greatest agricultural countries in all the world.

As a preface to my first journalistic adventure, I would first acknowledge and give credit to the various sources of information around which this article is written. All references to physical conditions are based upon observation—what we saw. Any references to economic, social or political conditions were obtained from the mouth of President Juan Peron or his Agricultural Minister, with whom we were graciously permitted an informal audience that lasted one and a half hours, or from the owners of the Estancias (ranches) that we visited.

Argentine is the world's largest producer and exporter of linseed and corn, and, up to three years ago, of chilled beef (this reference to beef is currently not true, as all beef production is consumed within the country except some that is sold to Chile and Peru.) It is the second largest exporter of wheat and wool.

It is estimated that there are some 40 million head of cattle, including approximately 4 million dairy cows, 56 million sheep, only 8 million pigs, 7½ million horses, 3 million goats and 900 mules on the 280 million hectares (about 700 million acres) composing the total

**EDITOR'S NOTE**—Col. Ernie Weller, one of the most prominent and successful livestock auctioneers in America, made a trip to South America early last spring. Those who attended the Omaha Convention witnessed an extremely interesting three-dimensional moving picture of what Col. Weller saw on his trip. For those who could not attend the Omaha meeting, we are publishing a portion of his observations. Col. Weller is owner of the Atkinson Livestock Auction Market, Atkinson, Nebraska.

area of the country. Of this area, 200 million acres are suitable for cultivation, 250 million acres are suitable for grazing purposes, 100 million acres are still native jungle and forest, with another 100 million acres unexploited.

Traveling more than 900 miles by bus (75 miles north of here and 300 miles south) we saw oceans of grass as far as the eye could see in any direction. It ranged from broad expanses of level terrain to gently rolling waves, and the hill country around Tandil.

### CATTLE ARE BIG

Both registered and grade cattle are big and rugged. They average 10 to 12% heavier for age than our leading breeds of Herefords, Angus or Shorthorns and rank in popularity in about the order listed. Cows impressed one in particular. They are all large, roomy and deep. It is late summer here (about like September in Nebraska). Calves, which are permitted to run with the cow until they are around 11 months old, will be weaned this month and next, then, either sold for slaughter immediately or carried over until they are twos weighing around 1,000 pounds when they are marketed.

Cattle formerly were carried longer to heavier weights, but with reduced cattle numbers, due to a two-year drouth from which the country is just recovering, the government is forcing slaughter before steers are fully grass finished in order to meet domestic demand locally and Peruvian and Chilean exports.

With this statement, the question might arise, "If the country is so productive, why the reference to damage from drouth?" A word of explanation is in order.

Climatic conditions in this area are similar to those of Southern California and Florida, with a wet and dry season cycle. The rainy period is in the months of November, December and January



# IN UNITY THERE IS STRENGTH

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and will average from 35 to 40 inches. However, occasional rains during the so-called dry season, or growing season, are necessary to mature the crops, as no irrigation is used. So it is evident that with even 30 inches of rain in the wet season a drouth may develop. That is what happened in 1952 and 1953, reducing cattle numbers to such an extent that exports to England were cancelled and a meatless day a week was instituted by governmental decree, so as to bridge the emergency. As most know, the Argentinians are great meat eaters, consuming annually more than 200 pounds of beef per person.

## Government Fixes Price

All slaughter cattle are purchased on carcass weight only, at a government fixed price of approximately 10 cents a pound. The government resells the beef at approximately 2 to 2½ times that price.

Currently, cattle are either marketed as calves around 600 pound weight, or as twos around 950 to 1000 pounds average. Due to the terrific shrink they are subjected to before slaughter, dressing percentage will run from 58 to 62%. No grain is used in fattening cattle. All are sold in grass-fat condition.

With limited refrigeration facilities, an animal that is slaughtered one day is sold for consumption on the following day. In spite of the lack of hard grain finish, the meat is surprisingly tender and tasty, with a fine filet or tenderloin steak dinner priced at \$1.00 to \$1.25 in most popular cafes.

All of the Herefords we inspected were of English bloodlines. Foundation herds are imported from the Island nearly every year.

## Ranches Are Large

Most of the Estancias we visited were of considerable size, ranging from 12,000 to 45,000 acres. Nearly all of them had some crop land such as corn, cane, cotton and potatoes. On one estancia (San Juan) they had 1,000 acres of grapes and a complete winery on the place, selling wine to the trade under their own label, which translated into American, meant "Wine From the Hills of St. John." (Darned good wine, too, and they were very generous with the samples).

It was difficult to get an estimate on the value of this pampas land, figures varying from \$50.00 to \$100.00 an acre (our money) to as much as \$125.00 an acre where it was highly improved. And here, when you talk about improvements, particularly on the larger Estancias which have been passed on down for generations, they are of considerable magnitude.

The Cabana (owner's home) resembles a resort hotel in the States. In addition, there are usually the foreman's home, from 2 to 5 guest houses, living quarters for help (gouchos), that number 460 on the San Simon Estancia of 45,000 acres. Lakes, swimming pools, church, school for the hired help's children, landscaping, parks, and in many instances quar-

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## Meet Your Director



Col. Ernest Freund,  
Fond du Lac, Wisconsin.

# IN UNITY THERE IS STRENGTH

ters for their thoroughbred running horses, of which nearly every wealthy rancher has a long string. Fitting sheds and barns for their registered cattle usually complete the operation.

## Labor's Cheap

Operating costs are low because of an extremely low labor scale. An average worker on the estancias we visited will receive from \$25.00 to \$35.00 a month, figured in U.S. currency—the wage scale (controlled by the government) being dependent upon length of service. In addition to these wages, housing is furnished, plus two pounds of meat per day per person, also beans and potatoes.

In their farming operations, particularly on the upperstrata estancias we visited, some mechanization was used. The tractors we saw (of which they claim about 3,000 in all Argentina) were mostly of old time vintage. Corn picking and cutting is done by hand. Cheap labor plus exorbitant cost of machinery and difficulty of maintenance, preclude any near term "mechanization" of their operations.

There is little or no fertilization of the land. A weed pest evident on all idle farm land (chirka) resembling our thistle, grew thickly three and four feet tall, sprawling out along highways and fences.

Originally, this pampas land was open country. Fathers and grandfathers of present estancia operators, however, planted trees and hedges by the millions as shelter, shade and landscaping. Rotation of pasture grazing is practiced more intensely than in the States. Alfalfa, of which there is a large acreage, is used for grazing in addition to the native grasses.

Fences are of a more substantial and permanent construction than we are accustomed to seeing. They are of seven-wire construction, with large 5- and 6-inch top posts spaced about two rods apart. In these posts, holes are drilled through which they thread the wires. At about intervals of every 5 or 6 feet a hardwood stay about 1½x1½ inches is used to maintain rigidity. No wire is

wrapped around anchor posts as here. Instead at about every 80 rods they have a ratchet arrangement, similar to those used here on windmills, that they use to stretch the fence with when needed.

Livestock diseases afflicting their herds are of the same type as in the States—blackleg, hemorrhagic, anthrax. In addition to these, the whole country is afflicted with aftosa (hoof and mouth disease). To them this is not alarming, as it is quite common. In the earlier stages of this disease, they are permitted to market the animal and if the disease is not too far advanced, the carcass is passed as meat suitable for consumption. As a control measure they have developed a serum which has proven about 75% effective. It requires vaccination of all exposed animals every four months.

## WOMAN

**WOMAN—She's an angel in truth,  
a demon in fiction—**

**A woman's the greatest of all  
contradiction;**

**She's afraid of a cockroach,  
she'll scream at a mouse,**

**But she'll tackle a husband as big  
as a house.**

**She'll take him for better, she'll  
take him for worse;**

**She'll split his head open and then  
be his nurse;**

**And when he is well and can get  
out of bed,**

**She'll pick up a teapot and throw  
at his head.**

**She's faithful, deceitful, keen-  
sighted and blind.**

**She's crafty, she's simple,  
she's cruel, she's kind.**

**She'll lift a man up, she'll cast a  
man down.**

**She'll make him her hero, her  
ruler, her clown.**

**You fancy she's this but you find  
that she's that,**

**For she'll play like a kitten and  
fight like a cat.**

**In the morning she will, in the  
evening she won't,**

**And you're always expecting she  
will but she won't.**

## X Lamps Out of America's Past

The best of Moby Dick's reluctant gifts to early Americans was whale oil and, indirectly, whale oil lamps. Graceful shapes, attractive varieties in pewter and glass and the ease with which they can be converted to electricity, explain why these lamps are widely sought today.

Lamps commonly used until late in the 18th century were open types—the Betty above all. When closed fluid containers succeeded them, Americans had a large share in their design and could claim the whale oil type as their own.

A wick or rag inserted in a cork and plugged into a blown glass font was probably the first whale oil burner. Later the cork was discarded for a metal collar and wick cylinder.

Candlesticks may have suggested the lamp's typical elongated shape. Occasionally other shapes appear. Pewter lamps now and then have saucer bases; a few 1825-40 glass lamps are small and squat. All these have handles. No whale oil lamps required chimneys or shades.

### A NECESSITY IN 1812

Off to a good start by 1800, whale oil lamps became indispensable during the War of 1812 when lighting materials from abroad were cut off. Pewter lamps probably were made from late in the 18th century. Richard Wistar, who supplied Franklin with glass tubes for his electrical experiments, seems to have made a few blown glass lamps. But the Revolution interrupted the manufacture of glass whale oil lamps. After the War of 1812 it was resumed with the revival of the glass industry in New England.

Most of the glass lamps made between 1825 and 1840 at Sandwich, the New England Glass Co. and lesser factories, combine a blown-molded bowl and a pressed glass base, sometimes in a lacy Sandwich pattern. Far and away the most decorative are the all-pressed glass lamps, first made about 1840. Engaging patterns, often borrowed from tableware, decorate the clear or beautifully colored glass.

### A BRIGHTER LIGHT

Rivals of whale oil, intended to give brighter light, were also on the scene. One, widely used between 1840 and 1860, was camphene, made of refined turpentine without the addition of alcohol.

For camphene and similar burning fluids, the last type of whale oil was designed. Its most striking feature was two long brass burning tubes whose purpose was to keep the flame as far as possible from the dangerously explosive fluid.

The decline of whale oil lamps began in 1859 with the discovery of this country's first petroleum well. Soon kerosene, in a new type of lamp, was supplying illumination.

### OUTWIT FATIGUE

X Do you suffer from chronic fatigue? If you do, the chances are you find life rather uninteresting and intolerable at times.

Doctors now say that chronic fatigue is not caused by overwork—physical or mental. Boredom caused by work you don't enjoy or that doesn't make the most of your abilities is the real cause, the doctors add. The remedy is to find more, not less, to do and keep your interest in your work high.

Emotional upsets can also bring about fatigue. Nervous tensions—worry, indecision, a sense of inferiority, hurry—are the things that throw you. If you get rid of these emotional factors by facing them as facts, not bogies, fatigue will pack up and leave.

Rest does not cure fatigue. Sometimes it even aggravates it. But, a change of activity can cure it. Cultivate interesting friends and hobbies to give your mind the change it needs.

Impelling interest is the only thing to build up an abundant energy and banish chronic fatigue. Give it a try.

### YOU CAN'T

You can't make the sun rise like the rooster by crowing.

# Furniture Auctions For Retail Dealers

An Address at the Omaha Convention by Col. Lyle M. Sweet, Asheville, N. C.

The Auction profession is, and gets more so every day, a profession of specialization. The lawyers have specialists—Corporation lawyers, Trial lawyers, etc. The Doctors have specialized—they have Heart specialists, Brain specialists, OB specialists, etc. Auctioneers are divided into a number of categories. Furniture can be broken down into Antiques, Household goods, etc., but what I want to speak specifically about is—“FURNITURE AUCTIONS FOR RETAIL FURNITURE DEALERS.”



Col. Lyle Sweet as he addressed the Omaha Convention.

Why would a furniture dealer want to place a new stock on auction? That may be answered in a number of different ways. He may want to raise cash. Say 90 per cent of his business is done on credit—collections may be poor—he wants to raise cash to pay invoices—he may be closing out, or moving. Usually furniture stores have sales every year called clearance sales—maybe the man

wants to get out of the business and try something different. There is a growing tendency to try this method of disposing of surplus stock.

During the first six months of 1954, furniture dealers in the United States have sold twice as much as they have bought. They have been selling the furniture they have, rather than sell and buy more furniture to replace, which means they are OVERSTOCKED.

Furniture manufacturers are at a ten-year low. The law of supply has caught up with the demand.

To anyone contemplating being a furniture auctioneer, or using it as a side line, and I say this without malice or forethought either to encourage or discourage your getting rich quick, you will find this in the furniture business. I remember an item that sold for 250,000.00. If you could sell that much furniture in one-half year you would be doing pretty good. A bull, down in Texas, sold for \$60,000.00. Selling \$60,000 worth of furniture in one month would be hard—a half-million in furniture in one year would be pretty good.

Suppose you want to be an auctioneer; suppose you have a dealer who is willing to try that method. How would you set up a sale? From furniture dealers I have talked to in the past, the first requirement is—to clear out a space. The setup we have right here would be ideal for a furniture auction (Hotel Fontanelle Ballroom—set up for the Auctioneer Convention). We would bring the furniture up piece by piece. Most furniture auctions are held in the store where only a few people can get in and around the various articles at one time. There is the annoyance of pulling out chairs and raising the platform. With reference to the time required to sell the furniture—that depends on the size of the stock; it might take two or three days, or perhaps 30 days. Then again, you might be instructed that you can sell only so much furniture at each sale.

Now the Furniture Auction is differ-

ent from the Tobacco or the Automobile auction. At that type of auction often the buyer knows as much as the auctioneer, or more than the auctioneer. The furniture auctioneer ought to know more about his product than the potential customer. In selling furniture it is oftentimes necessary to re-sell a piece of furniture. Not only call for bids, but actually sell them on quality and value of a certain piece. So anyone interested or contemplating going into the furniture auction business, there is no phase of the auction business where the old saying "Power" applies as much as it does in the furniture auction.

Usually two sales a day are conducted—one at 2:30 and another at 7:30, or 4:30 and again at 9:30.

In having furniture auctions it might be advisable to give away prizes—this sort of advertising, of course, is my own opinion. Ordinarily, when you have a

sale you want to advertise quite a ways in advance—say two or three weeks or a month. However, in furniture auctions **ADVERTISE THE DAY BEFORE YOU START THE AUCTION.** Now, you may wonder why! The reason is simply always "competition." If others hear about it, they will come out with a one-half price sale and by the time you start, they will all be loaded down with furniture. Consider the element of surprise.

Use newspapers, radio, TV or even a postal card. Time is so limited you do not have the time to give detailed descriptions of articles of furniture, but it is well to mention that it is tapestry, velour, mohair, plastic, etc. Upholstery and the filling could be mentioned briefly. The finishes—golden oak, in the past, was the old finish. I have a piece of wood here that I want to show you (demon-

(Continued on Next Page)

## BOOKS FOR AUCTIONEERS

Sorry that we are out of Everything, except the following:

<b>SCIENTIFIC AUCTIONEERING</b> . . . . .	<b>\$10.00</b>
<b>YANKEE AUCTIONEER</b> . . . . .	<b>5.00</b>
<b>555 AUCTION SAYINGS</b> . . . . .	<b>2.00</b>
<b>How to Sell Real Estate at Auction</b> . . . . .	<b>1.00</b>
<b>Pedigree Study</b> . . . . .	<b>1.00</b>
<b>History of the Auction</b> . . . . .	<b>1.00</b>
<b>20th Century Auctioneer and His Methods</b>	<b>1.00</b>

These books were written by Nationally Known Auctioneers, and well worth the price. If you order *Four* or more, you may deduct 25% from the price. Supply limited, so order soon.

Send your order and check to:

**COL. E. T. NELSON,**  
**RENVILLE, MINNESOTA**

stration) the colors of the wood are green, white, brown, gray, black, but it is all Oak. It would be well, however, for you to learn the difference between mahogany and walnut.

There are 70,000 furniture stores in the United States. Out of that number 10 percent, or 7,000 furniture stores, if properly approached and sufficiently urged would be willing to have an auction sale.

There are many opportunities knocking at your door—the Housing Program is going ahead full speed. There doesn't see to be any diminishing in the building programs, and as long as they exist there will be a need for furniture.

One of the best sources of information on present day furniture trends is: "Harold G. Davis' book 666".

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## *Needlepoint Rug Adds Beauty to Antique Room*

For a pleasant pastime and an acquisition superbly suited to your antiques, make a needlepoint rug. The story of such a rug is told by Elsie McNeill Lee, president of two well-known firms: Fortuny, Inc., makers of beautiful Italian fabrics, and Elsie McNeill, Inc., interior decorators.

The bedroom of Mrs. Lee's design in which the needle-point rug figured, is full of interesting ideas. Fine early American furniture was used throughout. Walls were covered with fabric adapted from an East Indian print and featuring reddish brown leafy branches and pods on an off-white ground. Woodwork was painted white but, for a rich effect, the trim was mahogany.

### **EARLY AMERICAN DECOR**

White tambour-embroidered muslin was the choice for the mahogany four-post tester bed's draperies and spread and for window curtains. An early American cotton quilt, dyed pink, covered one chair. Old pink and white chintz was used for another. Battersea enamels and small porcelains emphasized the same pink.

Now for the needlepoint rug. An early

American hooked rug had been found for the adjoining dressing room. It had a spaced pattern (almost squares) in tones of brown on an off-white ground and, in the corners, birds of the same shade of pink as the bedroom accents. A similar design was worked out for a very successful needlepoint rug in the bedroom.

### **A BIT OF ADVICE**

If you are tempted to make a needlepoint rug, Mrs. Lee offers this advice:

The canvas should first be trammed. This means covering it with stitching so no minute spaces will be left and the background will be dead white. The needlepoint is applied over this.

The design, reflecting your personal preference, may be taken from an old fabric, wallpaper, a detail in a painting, etc.

If you're not up to sketching it on the canvas, any needlework shop or, for that matter, Mrs. Lee's own Fortuny, will get you started.

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## **Shetland Ponies in Record Auction Sale**

Who said raising Shetland Ponies wasn't big business? In the annual Carlisle Summer Pony Sale, \$333,076 was collected for 822 Shetlands, an average of \$400 per Pony.

These 822 Shetlands were consigned to the mammoth auction by 170 consignors from 18 states. There were 262 different buyers from 29 states plus Canada.

The top 10 head averaged \$3,005, the top 20 averaged \$2,350, the top 50 averaged \$1,878, and the top 100 averaged \$1,408, making this the greatest Pony auction ever held. Even the grade ponies sold well with the top 10 averaging \$1,169. One buyer wrote a check for \$13,230 for the ponies he purchased in the sale.

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The aircraft industry is the largest manufacturing employer in the United States. The 823,000 employees of the aircraft and aircraft parts manufacturers now exceed in number the 786,000 persons working in the automobile industry.

## Col. Sigrist Sells Hospital Contents

All of the furniture, fixtures and equipment of the Fort Wayne (Ind.) Methodist Hospital was sold at auction on September 9. This hospital has been replaced by a new, 250 bed hospital costing \$5½ million and it was decided to dispose of the assets of the old hospital at auction. This included all the hospital beds and accompanying furniture, the cafeteria and all its equipment, along with the laundry and 60 rooms of furniture used in the nurses homes. The moveable furniture was all moved into a large tent for the sale.

Col. H. W. Sigrist (President of the NAA) was in charge of the sale and he was assisted by Ellenberger Brothers of Fort Wayne and Bluffton, Ind., and Col. Winford Lewis of Howe, Ind. All the equipment was sold in one day. The sale netted more than twice the amount expected by the hospital officials and they were exceedingly well pleased with the quick turnover and satisfactory prices.

Mr. Donald Carner, Superintendent of the new Parkview Memorial Hospital, had this to say of the sale, "It was amazing to realize how much merchandise could be sold in a single day, especially considering the great variety of items. "The prices obtained were more than double what the Executive Board has expected they would be. "I have a lot more faith in the auction business than I ever had before."

The Indiana Technical College, an engineering school, who very recently purchased the buildings, ground and equipment from the Fort Wayne Concordia College for more than a million dollars, was the largest single buyer. They purchased all the cafeteria equipment and more than 100 beds as well as chairs, desks, etc., from the nurses home.

Col. Sigrist, who has been an active member of the Hospital Board for many years, volunteered his services in disposing of the property as did the assisting auctioneers.

## MOMENTS

X Even if your conversation is flat, many people like to have it flatter.

X There are better ways of getting up in the world than hitting the ceiling.

X Knowing your limitations is the first step towards overcoming them.

X It's easier to get ulcers from what's eating you than from what you eat.

X You can mold a mannerism but you must chisel a character.

X The average woman has a smaller stock of words than the ordinary man, it is said, but the turnover is greater.

Persons hardest to convince they're of retirement age are children at bed time.

Failure is a shadow that fades in the sunlight of hard work.

Good habits are like good porcelain and as easily broken. Bad habits are as indestructible as coarse crockery.

X Next time you hurry, remember Egyptian mummies were pressed for time, too.

X You can't push yourself forward by patting yourself on the back.

Maybe you're luckier than you think if the pal who borrowed five dollars doesn't come back.

X "This time, like all other times, is a very good one, if we but know what to do with it."—Emerson.

X The driver is safer when the roads are dry; the roads are safer when the driver is dry.

X Someone has said the most undeveloped territory in the world is right under your hat.

X There's no music like a little river's. It plays the same tune over and over again, and yet does not weary of it like men fiddlers. It takes the mind out of doors; and though we should be grateful for good houses, there is, after all, no house like God's out of doors.—Robert Louis Stevenson.

# Our Association—Its Future Depends Upon Its Members

By COL. WALTER HOLFORD,  
Edwardsville, Illinois

There is a very old saying that — “CLOTHES DO NOT MAKE THE PERSON.” This can be enlarged upon and paraphrased to read—“THE MEMBERS DO NOT MAKE THE ASSOCIATION” or “THE ASSOCIATION DOES NOT MAKE THE PROFESSION.” I have my own opinion of either of these—a little thought will show that it is the individual and groups of people who really make the Association.

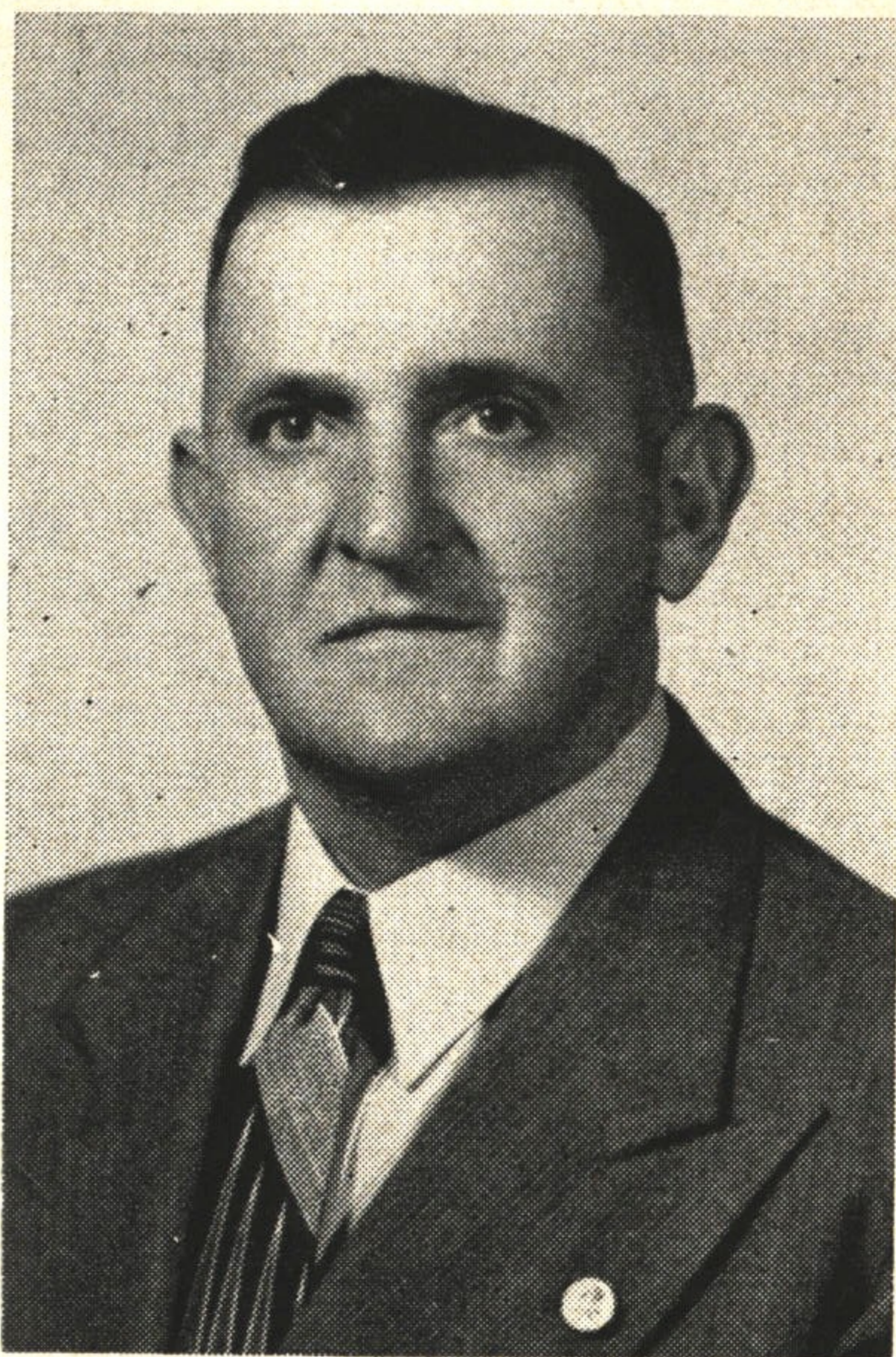
Lazy members—lazy Association. Progressive members—progressive Association. Which is your Association? No other conclusion can be drawn than the members provide.

## What Makes An Association Great?

What makes any Association a good Association? It can't be the President, the Secretary, the Treasurer or the Directors. They cannot provide you with an Association you are proud of or that can provide your profession with the help and benefits that your profession is needing now and going to need more and more each day, each week, each month and each year.

Again we return to the only conclusion to be drawn—the individual members make the Association or the profession. It is therefore up to each and every member as to what his Association will or will not be. No one's responsibility ends at the boundaries of your membership, but extends throughout the whole United States, Canada or any other place that an Auctioneer can be contacted. One Auctioneer or one State group of Auctioneer's cannot be expected to accomplish the work of the whole Association, no matter how enthusiastic they may be. We cannot have a wide-awake Association if some of us sleep at the switch as an individual.

We must take pride in our Association and do what we can to raise the stan-



COL. WALTER HOLFORD

dards that are at hand. No Association, Club or Organization of any kind cannot be just out for themselves. They must work together for the good of the Association as a whole. A healthy, prosperous and progressive Association is the results of the coordinated efforts of all—not just a few.

It is impossible for any Association to stand still and let the world go on around them. They either move on to bigger things or they decay and fade away. Are you ready to decide what you as one individual member want for your Association? Do you want your Association to be known as a group of far and fast thinking Auctioneers who are trying their best to make a better—far better Association for both yourself and your sons and on through the years? Why not decide now — today?



# IN UNITY THERE IS STRENGTH

Here in Illinois we have the makings of a really fine outstanding State Association. We can and must go a lot farther. We need to take more concern in State Associations as well as the National. We all need to support the parent-body (The National Auctioneer's Association) and everything about it. Our Association minded men are scarce—considering the thousands of Auctioneers in the United States. I hesitate to say there is a great lack of Association and State Association pride—but is not a situation that cannot be remedied.

It is up to us, as individual members, to get going and decide just what we would like our Association to be and then—get busy with it.

This is our aim, what is yours?

**IN MEMORIAM**  
**Col. Ted Witkin,**  
**Burlington, Vermont**

## **PERTINENT QUESTION**

X In a Washington school, a teacher was reviewing the story of the British attack on our national capital in the War of 1812.

“With the approach of the British forces,” she related, “all Congressmen left the city. Of course they came back later.”

“Teacher,” interrupted one little boy wise in the ways of Washington, “did they collect mileage both ways?”

## GOVERNMENT REGULATION X75-463-57B-43R

TO: All Employees

RE: Standard Procedure Instructions in Death of Employees

It has been recently brought to the attention of this office that many employees have been dying while on duty for apparently no good reason at all. Furthermore, the same employees are refusing to fall over after they are dead.

### THIS PRACTICE MUST STOP AT ONCE!

On or after April 1, 1951, any employee found sitting up after he or she has died will be dropped from the payroll at once, without an investigation under Regulation N. 29-Section 8-1.

Where it can be proved that the employee is being held up by a desk, drafting table, typewriter or any other support which is the property of the Government, a 90 day period of grace will be granted.

The following procedure will be strictly adhered to:

If, after several hours it is noticed that an employee has not moved or changed position, the department head will investigate. Because of the highly sensitive nature of our employees, and the close resemblance between death and their natural working attitude, the investigation will be made quietly so as to prevent waking the employee, if he is asleep. If some doubt exists as to his true condition, extending a paycheck is a final test. If the employee does not reach for it, it may be reasonably assumed that he is dead. (Note: In some instances, the instinct is so strongly developed, however, that a spasmodic clutch reflex action may occur. Don't let it fool you.)

In all cases, a sworn statement by the dead person must be filled out on a special form, provided for this purpose. Fifteen copies will be made—three copies to be sent to Washington and two to the deceased. The others will be promptly lost in the department files.

# Greetings From The Evergreen State

An Omaha Convention Address by COL. WES WENDT, Granger, Washington

Good morning — Auctioneers, Friends and Guests. It is, indeed, a pleasure to be here. I am from Washington state in the Pacific Northwest — right up against the Pacific Ocean and right up against the Canadian Border and they call us the EVERGREEN STATE.

As you no doubt know, Yakima Valley is the "Fruit Bowl" of the nation, and the "Apple Capitol" of the world.

Although I am very glad to be here, yet I feel just about so high. As you notice in your catalogue I am supposed to give you something on advertising, and it was supposed, to be exact, on the POWER OF ADVERTISING. I was notified rather suddenly that I was supposed to say a few words to you folks, which makes me feel rather small, as the scheduled speaker (Walter Carlson, Minnesota) happened to be my teacher at the Auction school which I attended.

So I can only tell you about ONE YEAR'S experience in the Auctioneering business. We seem to have the extremes here as I was preceded by a 60-year man (Col. Tim Preece). Another reason for extremes is—that before I went to the Auction school, I had to promise my wife that I would not learn any of those stories which are usually told at a Convention. I hope to have my wife at the Convention next year and she might learn about it if I told you a story.

We have a job to do out there in Washington—it is the job of PROMOTION —IT IS A JOB OF EDUCATION — our people in the west are not auction minded. Yes—we have cattle sales and a few other sales. My line, however, happens to be in the real estate auction business. Some years ago if anyone would suggest a real estate auction sale in the west they would think that he should be in some sort of an institution. After returning from the Auction school I had a bad case of the flu—was in bed all spring and around 10 o'clock or around noon I would break out in a

terrific sweat, so my first sale was not until sometime later when I sold 293 acres for a man. This acreage lay on two sides of the highway—very neatly split. It was just about 15 miles from Olympia, the capitol, and close to 200 miles from my home. We not only had this sale of property, but we also had a sale of livestock which were Shorthorns. We also had a saw-mill, and some timber for sale—we sold the whole works. It was a very successful sale. People would not believe we could sell at Auction. They wanted \$20,000 for the ranch. They would have taken \$17,000 to \$18,000 for it. We received \$23,000.00 for it. They were well satisfied and have been boosters ever since.

I now have my first letter inviting me to come into that territory again where I only had one sale last year. A friend of his recommended him to write to me. I am proud of that letter and I think I am going to have it framed. Our education is paying off.

Another thing we are doing out there—perhaps a lot of you people feel like my wife—church folks will not come out to auctions. I have had, however, donation auctions for the churches. They have been well pleased.

We do have a job of ADVERTISING, PROMOTION and EDUCATION. We also have another problem—in my state there are only 7 members—I don't know who the rest are—of this National Organization. We do not plan to develop a State organization—we are going to try to have a Northwest Organization and we will spark plug it from Washington — then later we will tie in with the National organization. I met a few members since I arrived at this convention. It has been a pleasure to be here. I wish you all the best in Auctioneering, and God Speed.

## CANDID COMMENT

America is the only place in the world where a man can ride in his own car to the courthouse to collect his unemployment check.

## Auctioneers Named for Army Surplus Sale

Milton J. Wershow, and David Weisz, 7213 Melrose Ave., Los Angeles, California, will conduct the \$22,000,000 acquisition cost public auction of Army surplus property the week of October 25th, at Sharpe General Depot, Lathrop, California.

Capt. L. N. Corrington, Chief of Purchasing and Contracting Branch, Sharpe General Depot, announced the government's approval of the Los Angeles firms to operate the sale, as a joint venture.

Warshow and Weisz bid of 49/100 of 1% (.0049) on the gross sales was the lowest of eleven bids submitted. They also must post a performance bond of \$50,000.

## Some Words of Wisdom

X If you want to test your memory try to remember the things that worried you yesterday.

When a man breaks a date, he has to. When a girl does, she has two.

Woman to friend at a Dallas Country Club party: "I'm miserable. I've got on my sitting-down shoes and my standing-up girdle."

Success in dealing with other people is like making rhubarb pie—use all the sugar you can, and then double it.

X What this country needs is a good five-second commercial.

X Kindness is one thing you can't give away. It always comes back.

X What a dress . . . you can't tell whether that dame is inside trying to get out or outside trying to get in.

X He has a photographic memory. His brain is just like a negative—all it needs is developing.

X One of the advantages of 21 inch television is that Junior can't completely obstruct the view with his head.

One of the basic differences between men and women is clearly demonstrated by the fact that a woman can go into raptures over a sheer pair of empty nylon stockings.

The easiest way to find a parking space is immediately behind a fellow who just did.

Modern pioneer: The mother who manages to get through a rainy Saturday with the television set out of order.

Another happy ending at the movies is the last crunch of popcorn by the kid sitting in back of you.

Middle-age is that time of life when the fellow who once looked like Gregory Peck begins to look more like a bushel.

X Only uncomfortable chairs become antiques. The comfortable ones are worn out by use in a single generation.

Fiction: A story in which the heroine marries for money and lives unhappily ever after.

An expert is defined as a combination of two concepts, X for an unknown quantity and spurt, which is a drip under pressure.

X Sign on a country road: "Drive carefully; there isn't a hospital within 50 miles."

X A fool and his money make out as well as the average man these days!

X A pessimist is an optimist who voted for a politician he thought would eliminate government waste.

X This is the season when, young or old, a man's fancy turns wistfully to thoughts of a self-cleaning garage.

The devil is not afraid of the Bible that has dust on it.

## “60 Years Selling At Auction”

Omaha Convention Address by COL. TIM PREECE, Battle Creek, Neb.

Mr. Chairman, Ladies & Gentlemen:

I am more than pleased to make a short talk. The weather is against me, but anyone of my age has no business being up here at all. I was talking to this gentleman from West Virginia — the man hiding behind the bushes—and I said to him: “I don’t think there’s a



COL. TIM PREECE

Above is Tim Preece as he entertained the auctioneers at the Omaha Convention.

chance for you being over 74.” I was born in 1868, so there is no use denying it any longer.

I am going to surprise you and make my talk short. Excuse me—but I didn’t make up my mind what I was going to talk about—and it wouldn’t make any difference anyway. You have had a good time here—you have heard a good many talks already, and I don’t believe anything I would say would do you any good.

I have been in the Auction business a long time and I am expected to tell you about sales in my country. Well, you know when I commenced auction-

eering out in our country there were no roads—no highways, they were all trails; not many fences—now we are “all fenced in,” and we have good roads.

When I started in business I would sweat more the day before the sale than I would at the sale, itself. The Auctioneer should try to do the very best he can for the man he is selling for. Col. Woods used to come up in our country in those days. He was a good Auctioneer. What I know I picked up by myself—sometimes I had tough picking.

I want to tell you about a man from Grand Island (Rickert) a good horse man—he knew how to handle a Bronco. A lot of people never knew how to handle them, but he knew how. On this occasion he took me out in the Stock Yards where he had a bunch of horses tied together. I started to untangle them. He said: “Leave ’em tied up.” “I don’t know what they sent a bunch of OUTLAWS down here for me to sell for, but they are tied up to the fence, and they are going to stay tied to the fence until they are sold.” When the crowd assembled I told them all about the horses. We were ready for the sale. I said “Bring out your horses.” He said—“Let’s sell ’em right where they are—you know their ages, we will sell them right where they are.” We got along fairly well until someone whispered—“Don’t you give a damn for your neck?” I loosened up my belt a little—wiped my brow and went ahead with the sale. We sold the horses. Rickert said “I have a complaint for you.” I said “I’ll bet it will be good.” He said—“You can sell more horses for more than anyone else, in less time than any man I ever saw.” But, we got rid of them anyway.

There have been many changes since I started in the Auction business—what a change in Omaha. My first trip was back in 1898. Talking about changes reminds me of a story: A lady on a train saw a man she thought she knew so she went over to him and said—“You’re Sye Perkins from over on the old Per-

kins farm, aren't you?" "Yep, that's me." "Well, you know I used to put diddies on you when you were a little boy." Being a little deaf he replied: "You wouldn't hardly know the old place now."

You probably have heard this before, but I want to tell you the story about the lady who advertised for a butler. When he came, she looked him over—"Your head looks all right, but you have to wear knee pants. I have to see your ankles—now I have to see your knees—NOW YOUR CREDENTIALS." He said: "You know, I believe if I had been an educated man, I could have gotten that job." So, bald-headed men, there's a chance for you, yet.

I will never forget a man who came to me and wanted to have a sale. This was in 1896 when we were having plenty tough times. He came to my house on Sunday—he wanted the sale held on

Tuesday. I said "Have you got your bills out? How are you going to get a crowd?" "Oh," he said, "the boy will get on his pony and tell the neighbors around." He was going to leave the country. I said "You better have the sale on Thursday." I got the printer and we got out the bills on Sunday afternoon, put the boy on his pony and sent him around to take the bills here and there.

I went over to the sale—his machinery was in bad shape, his livestock was in bad shape—it was a tough proposition. I wanted to do something for the man, as he really needed the money. Well, I started in selling the machinery and when I got to the binder I asked for a bid on it. I said—"This old binder looks a little bad, but it won't cost you very much for a few repaid, and you know a new one costs a lot of money. It is a good buy for somebody." Just then the

(Continued on Next Page)

## BE AN AUCTIONEER

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Auctioneer since 1919

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## BOOSTERS FOR "THE AUCTIONEER"

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

### ALABAMA

Col. R. A. Waldrep—Birmingham

### FLORIDA

Col. L. M. Pedersen—Jacksonville

### ILLINOIS

Col. Frank W. Capista—Lockport

Col. Bud Fennema—Lansing

Col. Walter Holford—Edwardsville

Col. Bruce Parkinson—Kankakee

Col. Carman Y. Potter—Jacksonville

Col. Lester Winternitz—Chicago

### INDIANA

Col. Russell Kruse—Grabill

Reppert School of Auctioning  
Decatur

### IOWA

Col. Wm. J. Hulsman—Parkersburg

Col. Guy L. Pettit—Bloomfield

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Col. Wendell Ritchie—Marathon

### MICHIGAN

Col. Wm. O. Coats—Union City

Wilber Auction Service—Bronson

### MASSACHUSETTS

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Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

Col. James Webb—Grand Island

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Col. V. K. Crowell—Oklahoma City

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Col. L. J. Stanley—Portland

### TENNESSEE

Col. J. Robert Hood—Lawrenceburg

Col. H. C. "Red" Jesse—Morristown

### TEXAS

Col. W. J. Wendelin—Henderson

### WISCONSIN

Col. W. C. Heise—Oconto

### WYOMING

Col. Dale Shelton, Jr.—Sheridan

### ELSEWHERE

The Ladies Auxiliary of the  
National Auctioneers Association

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## NATIONAL AUCTIONEERS CONVENTION

July 14-15-16, 1955

CLAYPOOL HOTEL

INDIANAPOLIS, INDIANA

## Booster Page Gets Face Lifting Job

Yes, the Booster Page has taken on a "New Look." At the Omaha Convention there was considerable thought of discontinuing the Booster Page. However, at a meeting of the Board of Directors since that time, the editor of THE AUCTIONEER was asked to continue this feature and bring it up to date.

Many of the names appearing on this page in the past had been there for some time without the payment of dues. In September, statements were mailed to all whose names were listed, and while time has been short, the response (especially from Nebraska) has been very good. We have also received some contributions from other auctioneers whose names appear for the first time in this issue.

THE AUCTIONEER differs from other trade publications in that the advertising revenue does not pay the publication cost. The editor's time is spent in expanding the NAA membership and in making THE AUCTIONEER as desirable as possible from a reader standpoint. This does not leave time to solicit advertising.

If you appreciate THE AUCTIONEER, show this appreciation by contributing to the Booster Page. The revenue helps pay office expenses and you are letting people know you are in the auction profession.

### Famous Ohio Landmark And Antiques Sold

One of Hillsboro's and Ohio's historical landmarks went on the Auction Block on August 30th. The Trimble-Thompson Home and all the furnishings were sold to the highest bidder.

This 135-year-old stately residence, built in 1819 for Allen Trimble, was restored to its original splendor for the Auction. The house was famous for being the home of Gov. Allen Trimble, an early Governor of Ohio, and his only daughter, Eliza Jane Thompson who became famous as the Founder of the Women's Temperance Movement that swept the nation in the early 1800's.

The house contains twelve rooms with a fireplace in nearly every room. The original crane and pot hooks that were used for cooking in the Governor's time was still in the kitchen fireplace. More than half of the furnishings in the home were original.

Approximately 600 items were sold, beginning at 9 a. m. and lasting until 9:05 p. m. An enormous crowd was present to witness one of the largest sales ever held in this city. Almost every state in the nation was represented.

The residence was sold at 2:00 p. m. and went for \$12,600 to Mr. Homer Gass, Hillsboro, Ohio.

Some of the more important articles sold and the prices are as follows: A portrait of "Mother" Thompson's husband, \$75; 1 pair of slipper chairs, \$200; Land Grants, \$3 to \$7; Serving table, \$100; Settle bench, \$120; Grandfather's Clock, \$175; Letter to Gov. Trimble from Henry Clay, \$12; Bow and arrow (presented to Gov. from the Indians), \$42; Capon de Monte Vase, \$75; Gov. Trimble's chest, \$200; Sewing cabinet, \$177.50; Walnut Sheraton, famed banquet table, \$490; Jenny Lind, spooled half bed, \$100; Governor's Mother's chest, \$380; Single arrow, \$22.50; Indian Folklore Books, Vol. I and Vol. II, \$360; Pair of luster rosebowls, \$235; Pine corner cupboard, \$230; Small poster bed, \$175; Library rug, \$130; Painting of Mother Thompson, \$47.50; and hundreds of other articles. The 600 articles totaled \$10,550.

This sale was conducted by the Layman Realty and Auction Co., Hillisboro, Ohio, with Oren H. Layman and Robert Roush assisted by Col. Ray Elliott of Portland, Indiana. Antique arrangements were made by Mr. S. E. Leonardson of Decatur, Indiana.

### DOWNBEAT

"There, now," said the big shot auctioneer as he and the chorine he had just married came within sight of Niagara Falls. "Didn't I tell you that if you'd be my wife you could look forward to the biggest cataract you'd ever seen?"

"Cataract?" she screamed. "I thought you said Cadillac!"

60 Years, From Page 27

old man came over to me and says — “Just wait a minute, Tim, I want to tell you someding—I tried to do someding with that old binder for over two years and couldn’t do a thing with it.”

When I got to the horses it was the same thing. He says—“Tim, I want to tell you someding — you know in the cold weather I can’t do anything with them, and in the hot weather they just won’t do nothing.” The same way with everything I tried to sell—even the cows. He said—“She ain’t no good, she only gives milk out of two teats and not very long, so if you want a milk cow don’t buy her.”

Then when it came to selling the farm he said—“Now, Tim, I want to tell you someding about this farm — now the Southwest 40 is pretty good land, but I tell you that North 40, if you don’t watch, it will all blow away.”

One thing I have always done in the autcion business—let the seller recommend them—don’t put it off on the Auctioneer.

I have had a lot of experiences in the Auctioneering business. Let me tell you about this one: I went over to see a family and their father was very ill. When I got there they were all sitting in the kitchen. I said: “Where is your father?” One of the boys said, “He’s upstairs.” Well, I said, “one of you boys will have to go upstairs with me.” “Why, your father’s dead,” I said. “Well,” the boy said, “If I had known that I would have stayed up here with him. He never did that before.”

Two travelers were sitting at a lunch counter in a restaurant. One said “You know, there are too many flies in here.” Reply—“How many should there be?”

I heard this story recently about a Catholic priest who was taking the street car to his church. Every morning he noticed on a certain street this same fellow would be just tearing up the ground trying to catch the street car. This happened every morning for a week, and when he jumped on the car he would feel here and there. This particular morning he sat down beside the priest who

said to him: “What’s your hurry every morning?” He said: “You know, I am a busy man. I know how long it takes me, and I make a run for it and catch it just in time.” “I notice you observe the rituals of the church.” “I am not a Catholic,” he said. “I just feel for my hat, my pencil and my zipper.”

I sold horses for Smith Bros. at Norfolk for 40 years. There was going to be a prize fight one night. At that time it was against the law. The two fellows with me wanted to stay, so one thought he ought to call his wife, so he called Meadow Grove and said to his wife — “Where you at?” “I am at the depot,” she said. “Well,” he said, “Tim and I bought some horses—I guess we’ll have to stay ’til morning.” The other fellow called his wife—“Say dear, Tim and Fry bought some horses—guess I will have to stay ’til morning!” I thought I better call my wife and tell her the truth, so I called her and said, “Honey, there’s a PRIZE FIGHT down here tonight. I thought I would stay for it.” “That’s fine,” she said. “There’ll be another one—when you get home.”

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#### ~~ENOUGH SAID~~

X Old Colonel Porter knew everything about after dinner speaking except when to stop and he was demonstrating this to a large and weary audience.

At intervals he would pause in his endless address to fill his glass from the water pitcher before him. Then, refreshed, he would drone on for another long period.

Finally, the colonel found himself trying to fill his glass from an empty pitcher. Obviously irritated, he signaled a waiter and demanded, “What happened to all that water?”

As the waiter picked up the pitcher, a voice sounded softly but clearly from the end of the table. “Perhaps, colonel,” the bored listener said, “it evaporated.”

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The \$9,000,000 cost of Newark’s new instrument runway is ten times the average cost of a whole airport a generation ago.



## Clippings By Nelson

By Col. E. T. Nelson

Greetings to Col. Hart, the new Editor.

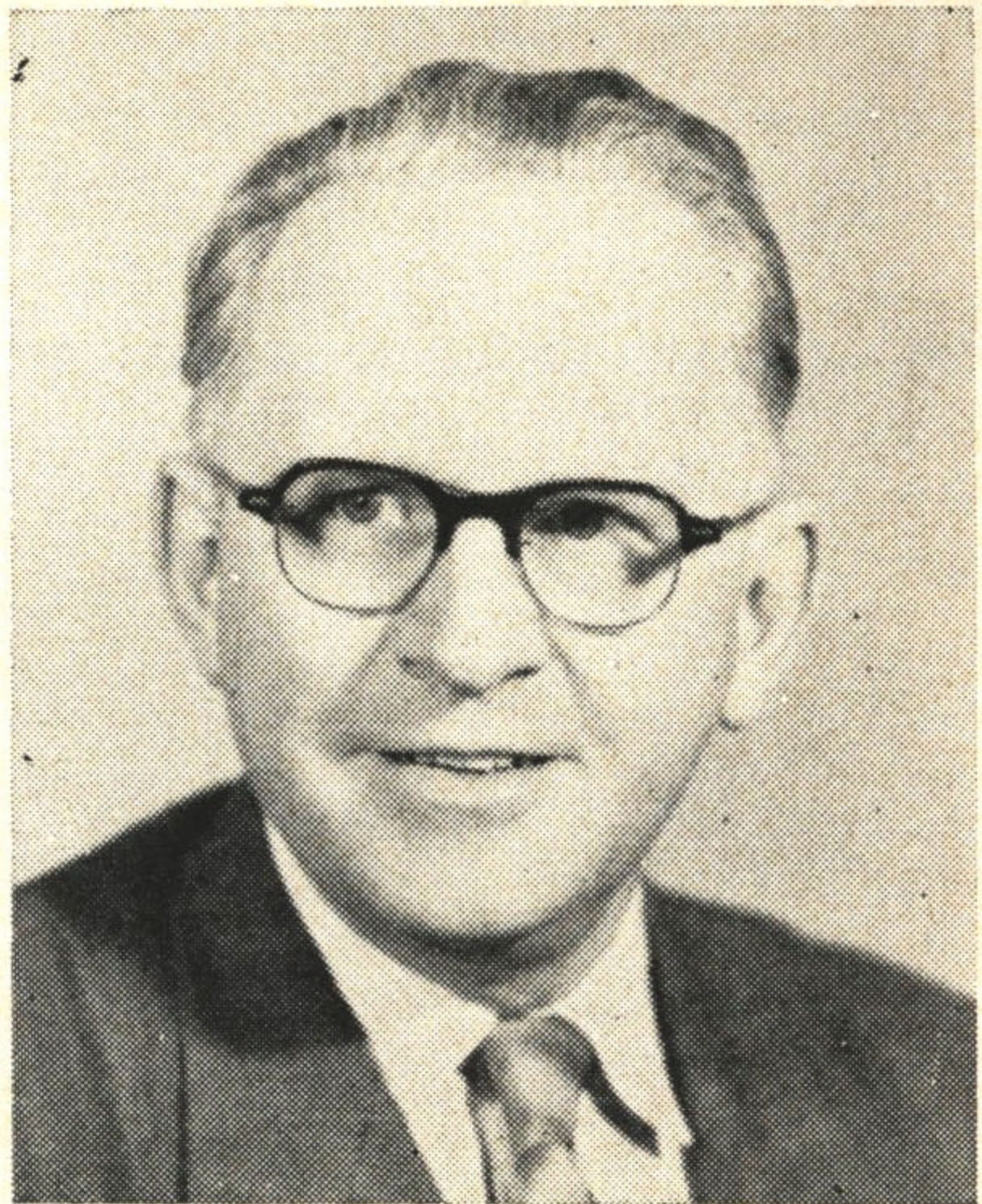
If all the members will get ONE NEW ONE for the coming year, we will soon need a large stadium for our National Conventions. I had the good fortune of being called to speak to the Members of the Wisconsin Auctioneers Association at Stevens Point on August 22. This was a pleasant task and I enjoyed bringing them my message called, "The Time for Guessing Is Over." Thanks a lot to you Wisconsin folks for the fine way in which you received me at your meeting. They had a very fine turn out, in spite of an all afternoon rain.

Recently, I purchased a large collection of auction papers, catalogues and Home Study Courses. Truly, we now have the WORLD'S LARGEST COLLECTION of Auction material. What a wealth of information the Old Timers left for us young squirts. We've got a long way to go, to put out better articles than the old timers wrote up in the magazine dated as far back as 1899. What are the articles about in this paper? Sure, it is the same as today. "Auction Law Passed in 1875." "Great Horse, Farcier, Brings \$47,500 at Auction!" "We Need to Organize!" "Auction Schools Are Helpful, and Should Standardize Their Training!"

Those old timers with their 4, 5, 6 and even 7th grade educations, were pretty alert fellows and put a lot more into the Auction business than I had ever dreamed.

Yes, this is a great collection that I bought from Col. Walter Carlson, of Triumph, Minnesota. I believe that this collection of newspapers should be in the hands of the National Auctioneers Association, as source material for the EDITOR of our present fine magazine . . . If it is the desire of the Association to own this collection of magazines, I will part with them . . . however, they are not for sale at this time for any other purpose.

There are a few advertisements in these papers offering Elgins or Waltham



Col. E. T. Nelson, Renville, Minn.

watches for \$2.10. The price of the paper for a long time was only \$1.00 a year, with a later raise to \$1.50.

Well, Mr. Editor, tell me what you want me to do to help the paper for the coming year, and I'll do my best to do it.

So Long.

### ~~I SAY PLENTY TO MYSELF!~~

Breathes there the man with soul so dead  
Who never to himself hath said:

"This goulash tastes worse than it  
looks—

Ye gods, the messes my wife cooks!

And, oh, that hat she bought today—

And I'm the guy who has to pay.

I'm lucky, though, to be alive—

This afternoon I let her drive."

You're safe if you say such things, sir,

Just to yourself—but NOT to her!

X Unfortunately no air conditioning unit has yet been devised that will cool off the boss when business is bad.

### ~~IMPORTANT NOW~~

X Mrs. Smith: "So your husband went and had his eyes tested? Your nagging him finally paid off."

Mrs. Jones: "No—a blonde moved in across the street from us."

## MAIL BAG

Dear Sirs:

Enclosed find check for \$10.00 for renewal of my membership. I think it is money well spent. Keep up the good work.

Yours truly,  
R. A. "Dick" Mader  
Gillette, Wyoming

---

Dear Bernie:

I can't tell you how pleased I am to know you are the new secretary. From my past acquaintance with you I know you will do a top job. Whatever I can contribute I shall be glad to do.

I was sorry I couldn't be at Omaha but hope to soon get a report.

With every good wish, I am,  
Very truly,  
Art Thompson  
Lincoln, Nebraska

---

Dear Mr. Hart:

I just received "The Auctioneer" and I think you should be congratulated on your new paper. If the other magazines are in keeping with the first one, and I am sure they will be, then they will be interesting, informative and helpful to all Auctioneers. We will make an effort to be in Indiana for the National Convention next year.

I am enclosing a check for \$5.00 to keep my name on the Booster Page as I think it well worthwhile.

Sincerely yours,  
T. C. Jenson  
Pioneer Village  
Minden, Nebraska

---

Dear Col. Hart:

Herewith my check in amount of fifteen dollars for the Booster Page in THE AUCTIONEER for Leon S. Nelson, Albion, Nebr., Ray Flanagan, Albion, Nebr., and myself.

Congratulations, Col. Hart, on the first issue of THE AUCTIONEER since you became Secretary and Editor of our publication. It measures up to the usual standard set by the former Editor, Col. B. G. Coats, who did such a masterful job. We are certainly fortunate that you

were selected for this position. Under your leadership we are bound to grow rapidly and I am predicting we will have double the attendance we had at Omaha, at Indianapolis in 1955.

We Nebraskans are enthused at the growth and success of the National Association and the many good ideas we receive from it. We are passing the word along to the Auctioneers in Nebraska that they should belong to both the State and National, and if we work hard enough, we will be able to have the largest attendance from one state at Indianapolis in 1955.

Sincerely,  
Dan J. Fuller, President  
Nebr. Auctioneers Ass'n.  
Albion, Nebraska

---

Dear Mr. Hart:

Sure, I'm slow, like so many of us, in sending my check for membership dues.

The auction business has been good to me and for the last 15 years I have been selling nearly 100% livestock. After being told at the Rochester (Minn.) Clinic to sell the Sale Barn because I am allergic to cattle hair and dust, I feel like the Dutchman for whom I sold a farm sale near Lester (Iowa) in the 30s. He was sitting in a manger in front of his favorite team of horses weeping his eyes out.

I read THE AUCTIONEER very faithfully. It is growing in volume and size and is a help to every auctioneer, especially for the young auctioneers. The masters of the profession are talking to us in every issue.

With the efficient editorial staff we have and with a group of officers that are looking into the future at all times along with the membership increasing as it is, the influence of the organization can be tremendous.

Sincerely yours,  
Ben W. Mouw  
St. Ansgar, Iowa

---

Dear Col. Hart:

Upon my return after a few days absence from the office, my first duty was to read the September number of "The Auctioneer."

# IN UNITY THERE IS STRENGTH

Please accept my belated congratulations for the splendid job you are doing as Editor of "The Auctioneer" and as Secretary of the National Auctioneers Association. If the September number is a sample, I know that the entire membership is in for their greatest thrills in reading future issues of the publication. I do hope they will all appreciate your efforts and furnish you with material for publication, as without their support, it is impossible to get out a constructive and interesting publication.

As Secretary of the Association you seem to have what it takes to get the job done, and here again, the cooperation of the membership in paying their dues promptly will make your task far less difficult.

The Officers and Directors of the Association have before them the opportunity and obligation of building a strong and influential Association for the benefit of all Auctioneers, and, if each and every one of us, as members, will ex-

tend just a little effort and sponsor a new member, we can, should and will go to our 1955 convention in Indianapolis with a membership of 3,000.

With every good wish for the best year in the history of our Association and for a bigger and better "THE AUCTIONEER."

Sincerely yours,

B. G. Coats  
490 Bath Avenue  
Long Branch, N. J.

## NEW LIFE

I never saw a night spot  
Or cast my eye on crime,  
Till now, I'm simply bathed in sin  
And nearly all the time.  
The dazzling underworld I see  
In solid comfort, on TV.

## YOU MISS SO MUCH

*When You Are  
on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

**Join Now**

## NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

## TYPES OF ITEMS ANNOUNCED FOR SHARPE DEPOT SALE

Capt. I. M. deGarmo, Property Disposal Officer, Sharpe General Depot, Lathrop, California (nine miles south of Stockton), states that the acquisition cost of Army surplus property to be placed on auction now exceeds \$22,000,000.

The surplus items scheduled for public auction the week of October 4 are located at Sharpe General Depot; Sacramento Signal Depot, Sacramento, California; Benicia Arsenal, Benicia, California; and the Oakland Army Base, Oakland, California.

Viewing of the supplies and equipment may be accomplished at each of the separate installations. However, all of the surplus property will be sold by a "sit-down" type public auction, in Warehouse A-3, at the Lathrop installation of Sharpe General Depot during a five-day sale commencing Monday, October 4.

The largest amount of surplus property for the October sale is located at the Sacramento Signal Depot, where the acquisition cost exceeds 9½ million dollars.

The categories of the Sacramento items include \$843,761.90 of cords, cable and wire; \$2,001,467.40 of electronic equipment and parts; \$921,582.80 of capacitors, resistors, coils, relays, etc.; \$200,100.20 of telephone and teletype equipment and parts; \$1,000,900.65 of miscellaneous hardware; \$360,000.00 in tools and tool equipment; \$3,485,850.00 acquisition cost of power units, machinery and parts; \$75,082.00 of photographic equipment and parts; \$610,000.00 in receiver and transmitter tubes and \$60,000.00 of metal and wood chests and cases.

The second largest amount of surplus is located at the Benicia Arsenal, where the total acquisition cost of surplus items amounts to \$7,375,000.00. This consists of four million dollars worth of automotive spare parts; \$3,250,000.00 of vehicles, and \$125,000.00 of miscellaneous equipment and supplies.

The acquisition cost of the surplus items at Sharpe General Depot totals

\$3,732,234.00. There are \$20,000.00 worth of boats; \$75,000.00 of cables and slings; \$350,000.00 of clothing and textiles; \$30,000.00 of electrical supplies; \$75,000.00 of footwear; \$24,000.00 of hardware, paints and chemicals; \$10,000.00 of kitchen equipment; \$175,000.00 of machinery, engines and motors; \$100,000.00 of marine equipment; \$125,000.00 of office supplies and equipment; \$15,000.00 of paper and cardboard products; \$25,000.00 of plumbing supplies and building materials; \$60,000.00 of rope and twine; \$500,000.00 in spare parts; \$1,900,000.00 of tentage, webbing equipment, duffle bags, etc.; and \$32,234.00 in ½-ton pickups, 1½ and 5-ton trucks.

The San Francisco Port of Embarkation has \$1,500,000.00 in acquisition cost of surplus general supplies and equipment located at its Oakland Army Base.

All items may be inspected and a more detailed breakdown may be obtained at each of the installations, during the two weeks inspection period prior to the sale.

---

### WE THANK THEE

For the sun, the moon, the stars,  
We take them so for granted  
We thank Thee for the flowers and trees  
That make our land enchanted.

We thank Thee for the air we breathe  
And for each pulsing heartbeat,  
Without the bounty of Thy love  
Our prayers and hopes would know  
defeat.

We thank Thee for the freedom  
Of this wondrous land of ours,  
Where one may cast his chosen vote  
And fear no chains or bars.

We thank Thee for the privilege  
Of giving thanks to Thee,  
For there are those whose sight is blind,  
Thy pleading glance they fail to see.

M. H. D.

## Wanted—A Limousine Of Ancient Vintage

The following letter was received from a disabled American Veteran. If any of our readers should know of the whereabouts of an automobile such as he describes, we ask that they write directly to Mr. Caruso, whose address is given below.

Dear Sir:

A mutual friend of ours asked me to write you this letter with the hope that you may be in a position to help me find, locate and perhaps buy something that has almost become an obsession.

I am looking, and have been looking for the past five years, for a classic car built from 1930 to 1939, Packard Cadillac, Lincoln or Pierce Arrow. I was an American Ace, flew with the 5th Air Force during the war and I am

disabled from combat injuries. My earning capacity is limited and I can only spend up to \$700. I can't afford much more than that. I have such a deep and sincere appreciation for a really fine and well made machine, such as those cars mentioned, built during those years (1930-1939) especially those custom built.

If I could only find a well-kept, immaculately maintained car with reasonably low mileage, it would give me much pleasure in my spare time to fuss and dicker and baby it. These cars originally cost from 5,000 to \$10,000 new, and perhaps even more but because of their age, there are only a few to be found, probably laying in some garage to rot and decay because everybody doesn't want an old, obsolete and outdated car.

Respectfully yours,

Paul Caruso  
1758 East 12th Street  
Brooklyn, 29, N. Y.

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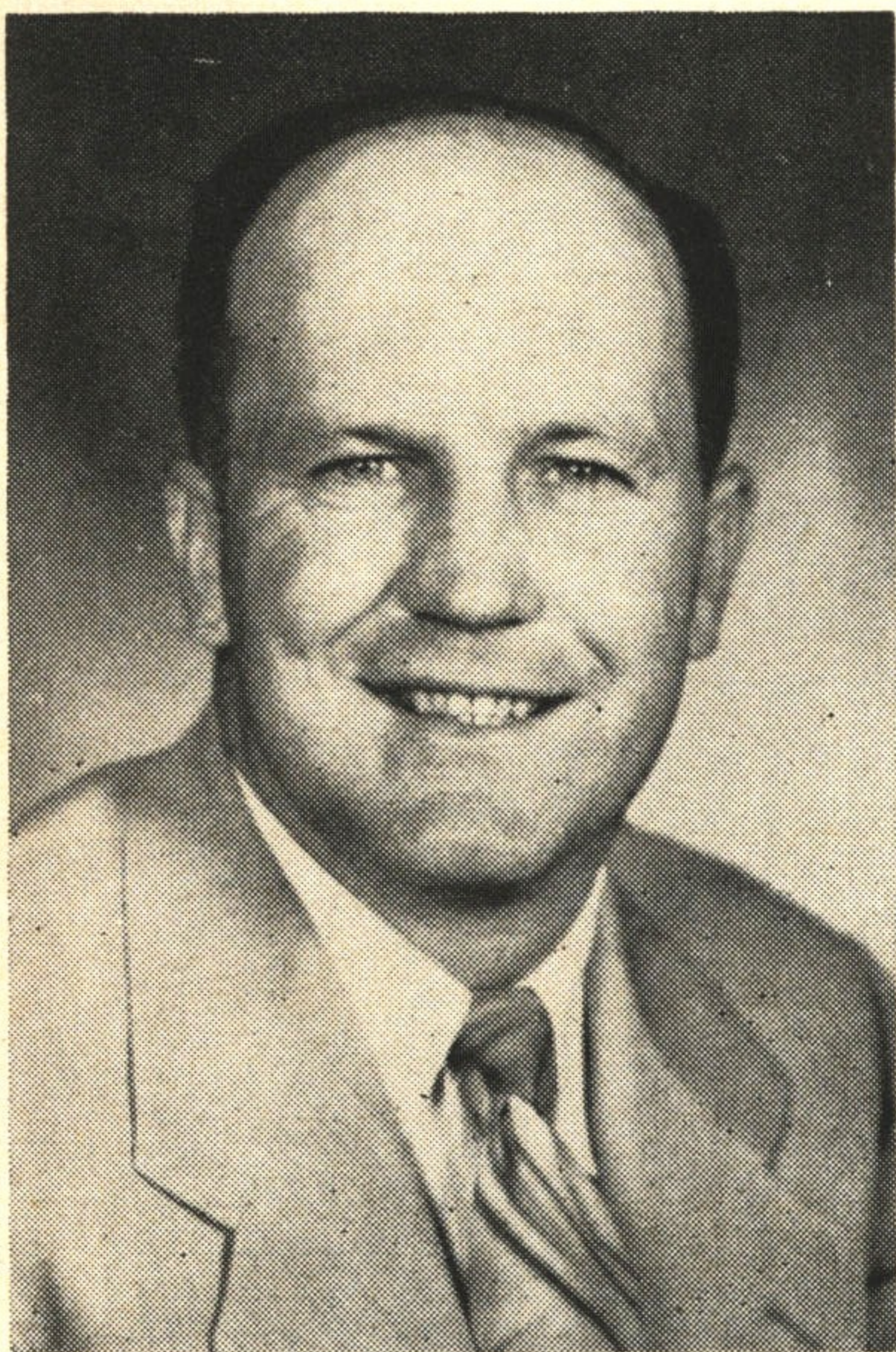
See Col. "Mike" Gordon

TOWELS, RADIOS, RUGS, DINETTE SETS, VACUUM SWEEPERS, SILVERWARE, CLOCKS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE,

# Selling Real Estate At Auction

An Address at the Omaha Convention by Col. J. Meredith Darbyshire, Wilmington, Ohio

My subject is "Real Estate at Auction." Selling real estate at auction is being accepted more and more. During the past 15 years (since 1939) I have spent all my time in having auction sales of Real Estate and Personal Property. During this period 3500 Auction sales have been held, and one-half of them have been real estate auction sales. Before I became a member of this organization, I was operating a grain elevator and feed mill.



COL. J. M. DARBYSHIRE

At this particular time the Joint Stock Land Banks were liquidating. They had 550-600 farms which had to be liquidated. They could not get those farms sold—we had to liquidate them. Over a period of three years I sold 550 farms for the Land Banks at auction.

The buying public in our area thinks that the auction method is the right way to sell real estate. There are several requirements which, however, are musts in order to have a good real estate auction sale—some of them are:

(1) You must be familiar with the real estate law, contracts, financing, etc. You

must be familiar with these things so that you can talk with your client and your lawyers intelligently.

(2) Gain the confidence of the selling and the buying public. The buying public is just as important as the owner.

(3) Advertising—we depend largely on three kinds of advertising: (a) Sale Bills, (b) Property signs, (c) Mail-out pieces.

You may have a Brochure, if you wish.

Then, there is Newspaper advertising, and personal contacts. Newspaper advertising is by far the most important and biggest single item, in the way of expense, in connection with real estate sales.

We make it a policy to make only factual statements in the advertising of real estate. I think it is most disgusting to read a descriptive "Ad" written in glowing terms and phrases, and when the prospective purchaser gets there and looks it over he finds it is not so. You have created a potential knocker, and ruined a potential buyer.

Advertising is to create a desire for that prospective buyer to go out and see the real estate. After he once looks it over, that particular real estate has a standing on its own merits. All you have to do is just to create a desire. Don't make over-statements.

(4) Manner of Selling: Only a small amount of time is required in the selling—it is in the preparation of the sale that the ball must not be dropped. It is, therefore, very important that everyone connected with these operations, know what is expected of him. The result might be fatal, or if not, it will be unsatisfactory. From start to finish the actual bidding may take only five or ten minutes. We in our organization have one man give the terms and conditions. We ask for bids and that takes only a small amount of time. The Auctioneer and the Ring men either do a good job or they don't.

(5) Sale Contract—After the Auctioneer has said "Sold", the next step is to get the buyer and the seller's signature on the contract, and get the required down

payment. As you know, no real estate deal is completed until the money is accounted for. Therefore, it is very important that a proper sales contract be prepared for the buyer and the seller to execute. We make it a point to see that they understand the terms of the sale. This is a big order. Our real estate sales include all types of real property—farms, town and city property.

Lawyers, trust companies and banks are all sold on this method. It relieves all parties, including executors and administrators, of responsibility.

Advertise your property for sale on a certain day, at a certain time—stating that this particular real estate will be sold at this particular time. We consider it very necessary to have the confidence of the buying public.

I probably will be criticized here by some of you men, and I don't expect that all of you will go along with me.

It has been my experience that one good sale of property by the Auction method of selling real estate is better than a dozen other sales.

The unethical auctioneer will retard sales at auction quicker than any one

other thing. Put yourself in the buying public's place. Another sale comes up and they say: "It's no use to go." You have lost the confidence of the buying public.

Another mistake—overvaluation. It is better to undervalue than it is to overvalue when setting up a sale. Remember—you can fool some of the people some of the time, but you can't fool them all the time. We refuse many sales just because of that one fact. The point is you are going to hurt the auction business in your area. Miracles do not happen every day. We are not in that business. We are in business to sell honestly and fairly, reserving for the public the right to buy as cheaply as they can. Try to be conscientious.

---

#### UNDOUBTEDLY

They tell of the guide showing the visiting Englishman over the battlefield of Bunker Hill Monument; "this is where Warren fell," expounded the guide. The English tourist looked up at the lofty shaft and observed, "Nasty fall. Killed him, of course."

## IT PAYS TO ADVERTISE IN The Auctioneer

### BECAUSE—

It reaches into every state, Canada and Mexico. Because "THE AUCTIONEER" is owned by the men who read it. Because they believe what they read in "THE AUCTIONEER." Because "THE AUCTIONEER" accepts advertising from only reliable concerns.

If you want to join the "Preferred" class of dealers advertise in "THE AUCTIONEER."

## WOODCHOPPERS' WORLD SERIES

Lumberjacks, like cowboys, make a sport out of the work they get paid to do. Every July, the top hands of working timber crews in the Pacific Northwest pour into Albany, Oregon, packing their favorite saws and axes, for the annual Timber Carnival. In two days of tough competition before 40,000 spectators, the loggers put on a colorful tournament of skill, and win prizes for proving they're the best men in the woods. World champions are crowned in events such as speed climbing; sawing, or bucking, through a log with a bucksaw; log chopping; tree topping.

Tree toppers, whose job is the most dangerous in the forest, saw the top off a 100-foot tree while swaying 90 feet above the ground. One of the events spectators find most exciting is the birling, or log rolling, contest, in which the champion of the Northwest wins his title by toppling his opponent from a whirling log. This century-old sport originated with lumberjacks who had to learn to leap the floating, rolling timbers while crossing them to break log jams.

The woodsmen close the show with a jousting tournament, to show the crowd that a logger's job is not all rugged or dangerous work. Sure-footed lumberjacks, armed with long poles tipped with pads, balance themselves on floating logs and attempt to punch or push their opponents into the water.

## BARGAIN HUNTERS GET MAIL AUCTION EYEFUL

Bargain hunting Chicagoans recently got an eyeful of a mountain of merchandise that's going, going and sometimes real gone.

The neatly assorted collection of what-have-yous was on display in the Post Office annex at 358 Harrison.

It consists of 35,000 unclaimed postal items, ranging from pinking shears to pink brassieres. Uncle Samuel auctioned the lot off in the annex.

Most of the items were wrongly addressed, said Edward Fotre, assistant postal superintendent.



Electrotypes of the National Auctioneers Association can only be obtained through the Association, and may be ordered by all members in good standing.

The emblem not only lets the public know that you are a member of the only all-National Auctioneers Association, but it also dresses up your advertising. It attracts attention. \$2.50 ea., postpaid.

Among the scores of persons on hand for a pre-auction looksee were housewives, young couples seeking to furnish a home, and dealers who buy up job lots for resale.

"My daughter is expecting a baby so I'm looking for baby things," said Mrs. Christine Sedjo of 5633 Canfield.

Fred Trudy of 559 Arlington, a jeweler, came well-equipped to inspect the goods on display behind a chicken-wire fence.

Trudy trained a pair of binoculars on some gems.

One man took pictures of some washing machine parts, to study at his leisure.

Another dealer looked over some brand-new luggage.

"Last time I bought a suitcase it had empty beer bottles in it," he said.

Staked amid the auto exhaust pipes, silverplate and belt buckles were some books entitled, "Why Do People Buy?"

## PROFITABLE ADMISSION

A Scotchman in a hotel lobby was bragging about the great deeds he had done. Finally, a bored Englishman challenged:

"Tell me something you can't do and I'll do it myself."

"Thank ye," quickly replied the Scot. "I can't pay my hotel bill."



## Irish Stain Glass In Heavy Demand

American Catholics are turning more and more to Ireland for stained glass windows for their churches and cathedrals.

In hundreds of churches, not only in the United States, but over the world, the light that streams through the tall windows is touched to magic colors by the artistry of a small group of workers in a Dublin studio.

These workers, under bespectacled, beaming William Dowling, are received a craft that is as old as Ireland itself. Over the past three years, their exports of stained-glass windows to American churches have been netting them a yearly \$100,000. Not bad for just 13 craftsmen unhurriedly plying their skilled trade.

The present pedigree of Irish stained glass goes back no more than 50 years. With the suppression of religion in Ireland during Tudor times and the desolation wrought by Cromwell's soldiers almost a century later, not a piece of medieval Irish stained-glass was left unsmashed.

After Catholic Emancipation in 1829, churches in Ireland again went in for the luxury of stained glass windows im-

ported from England and the continent. The work was based on unlovely German models.

Until Irish stained glass began to go to America some four years ago, the fashion in the United States was for something conceived in terms of realism—almost like the reproduction of pictures in glass.

“If it wasn't ingeniously realistic, it was a slavish copy of the worst England and German models of 70 or 80 years ago—sloppy and sentimental,” said Dowling.

There are two stained glass studios in America working on a scale like the Dublin center and capable of making windows comparable to those made in Dublin, in Dowling's opinion.

“These, of course, are not capable of meeting the growing demand by churches caused by the hierarchy's insistence on spiritual quality combined with artistry,” he said, explaining the American demand for the Irish product.

---

The fall and winter harvest is on, let's be good reapers, make lemonade from the lemons handed you each day, do your job well and the public will be with you.

— Pop Hess

## MISSING?

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

## Value Of Old Bibles

A widespread idea is that any old book, especially an old Bible, is very valuable. This notion may have come from the occasional reports of the sale of a Gutenberg Bible, the oldest printed version, dating back in the 1450's, for a sum running in six figures. This leads many to bring gold family Bibles to booksellers to become rich for life. Unfortunately they are apt to be disappointed.

The late Rev. Edwin A. R. Rumball-Petre of New York and Los Angeles was an expert on old Bibles. After serving, during World War I, in Herbert Hoover's Food Administration and the European Children's Relief Organization, he became a dealer in rare Bibles, and wrote an authoritative book on them.

Why are not old Bibles always valuable? Because they are so many. Hundreds of thousands are published every

year, and generally kept until they fall to pieces. Nor does being old, as many understand the term, necessarily matter. A date of 1820 seems venerable to the average man or woman, but is modernness itself in the book field. Almost the only really valuable Bibles are those printed in the 1400's or early 1500's, and a few special editions sought for because of curious mistakes. The most famous example is the so-called Breeches Bible, printed at Geneva, Switzerland, in 1560. This is so called because of a mistranslated passage in the Book of Genesis. Instead of saying that Adam and Eve sewed fig leaves to make aprons, this version uses the term "breeches."

This does not mean that old Bibles are not worth keeping. As family heirlooms and as relics of a bygone day, they deserve preservation. They are not, however, a short cut to riches—except to riches of the soul.

## Shakin' The Bushes

By COL. BILL WENDELIN, Henderson, Texas

The Following Notes Were Taken From an Address By  
Col. Wendelin at the Omaha Convention

When I started out I had to learn the business the hard way. I started here in Nebraska—to be specific—at Crete, Nebraska. I worked for a community auctioneer. He didn't give me my wages in money—he only agreed to give me \$5.00 and in addition said—"Bill, you'll have to take it out in groceries." A little later on he cut my wages down to \$3.00 and still I had to take it out in groceries.

My opportunity came when I had a chance to go down to Texas, and I took it. In the smaller communities we did not have livestock auctions. Eventually, however, one man said "How would you like to start one over here?" I got \$30.00 from my first sale. People were selling their livestock privately at the time we started these auctions. The auctions created a lot of influence. Now we have around 200 auctioneers in the state of Texas.

After the war over at Kelley Air Force Base in San Antonio, 7 or 8 auctioneers were selling "Surplus Equipment" for the Government. I noticed they were

having another sale in September, so I went over there. They sold over \$30,000 worth of merchandise that day—airplane parts, motors, etc.—most of them were sealed bids.

On the road up here we ran into a bulge in the pavement—it was somewhere in Oklahoma. We stopped the car to look it over. "Do you know what causes that?" I was asked. I said "No."

Answer: "A snake crawled under there and raised it up—it must have been from TEXAS."

I got in my car and took off.

You will find everyone talking about—HOW BIG EVERYTHING IS IN TEXAS, but do you know what the smallest thing in Texas is?

"It's a BIG TEXAN with the bull all kicked out of him."

"Did you know that we have the tallest building in the world down in Texas? It's so tall they have to bend it over to LET THE MOON GO BY."

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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 affect 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.**
8. **Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.**
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.**