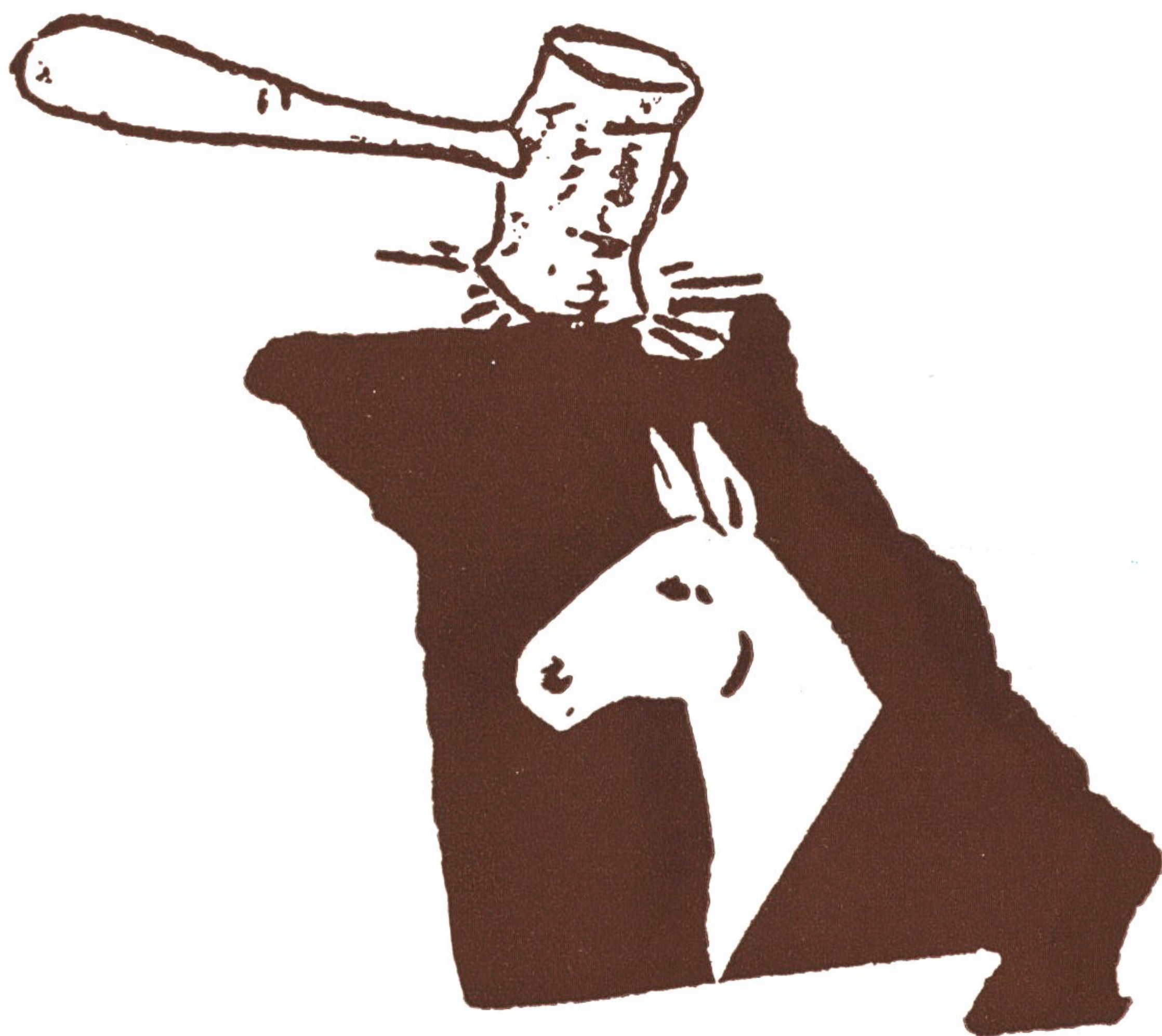


the AUCTIONEER



M A Y
VOL. VII

1956
No. 5

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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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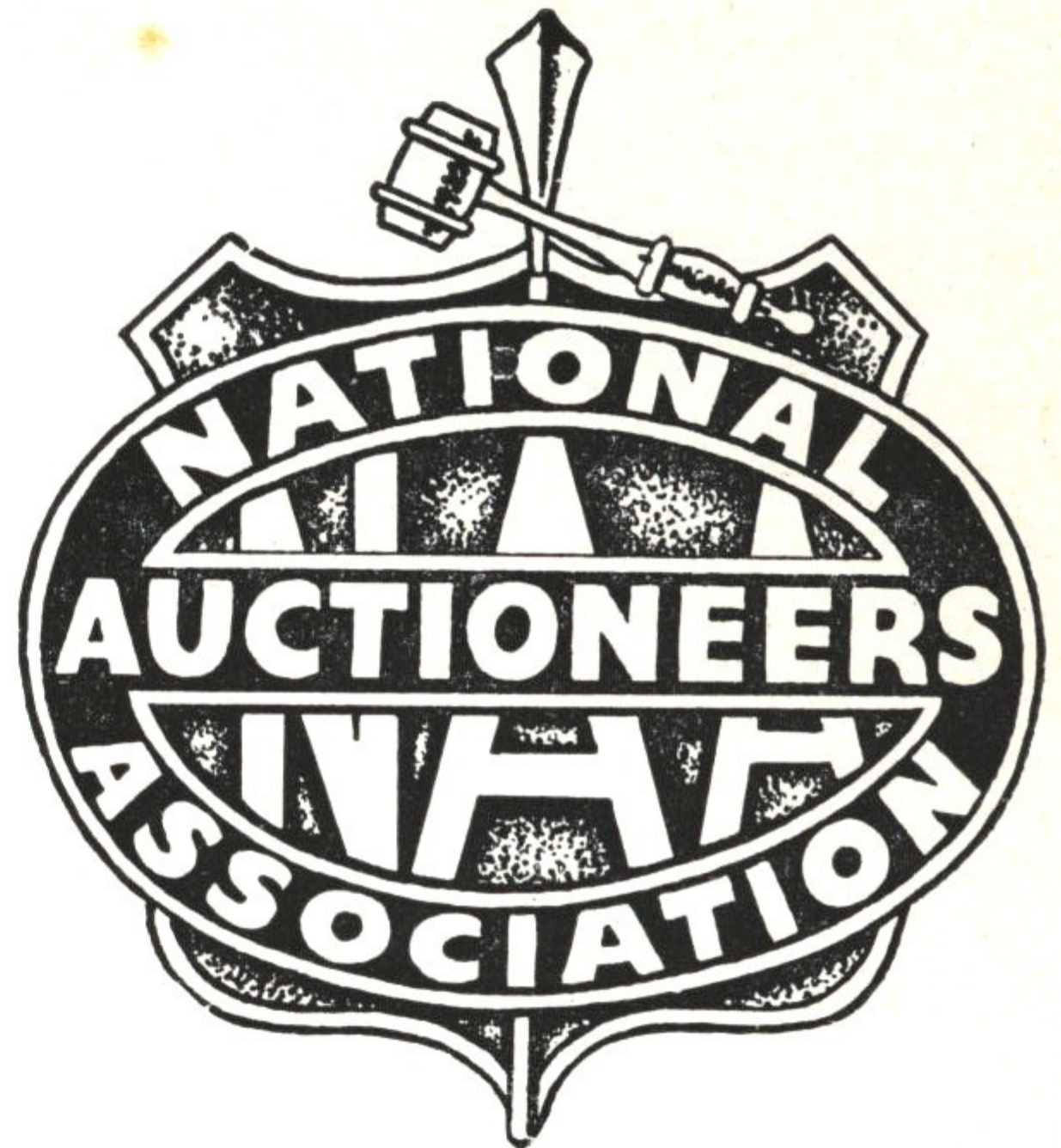
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| DISPLAY ADVERTISING RATES | |
|---------------------------|---------|
| Full Page | \$45.00 |
| One-half Page | 22.50 |
| Quarter Page | 11.25 |
| Column Inch | 3.00 |

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Published the 1st of each month
except August



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KANSAS CITY

1956 Convention Site

Kansas City is the Heart of America and, by the yardstick of major enterprises, a most diversified city. It derives its wealth from the soil — wheat, corn, livestock, oil, lumber — but to this must be added transportation — by rail, air and highway — and a vast and surging development in the field of manufacture and industry.

From a little river-front town with wide mud cuts for streets, Kansas City has developed into a sprawling, teeming, twentieth century city of many facets. At the western boundary of the state and the confluence of the Missouri and Kaw rivers, this geographically centered city is one of rare beauty and, at one and the same time, a work-a-day world of vital factories, giant oil refineries, busy railroads and roaring planes, skyscrapers, grain elevators, bawling stockyards.

Standing to the fore in year-in, year-out uniformity of prosperity, Kansas City holds a virtually unbroken record of progress in resources, production and spendable income.

Located on the eastern boundary of the nation's largest wheat producing state, Kansas City ranks first in the country as a hard wheat market and second as a cash, futures and primary wheat market. As a stocker-feeder market, Kansas City ranks first. It is third in grain elevator capacity and ranks as second largest future wheat market. In flour production, it occupies second position in the nation. Located in an area ranking high in agriculture in widely varied categories, it is not dependent upon one or two crops but enjoys a prosperity derived from numerous dependable and fundamental sources. Truly, Kansas City is the bread basket of America.

With a strength drawn from the fat of the land surrounding it, and with facilities for processing raw materials for return across the nation, Kansas City

has become one of the world's principal wholesale markets.

A billion dollars is a sizeable figure. It represents the approximate annual value of merchants wholesale business transacted at Kansas City. Inasmuch as Kansas City had its beginning as a trading post, this is entirely fitting. At old Westport, farmers, herdsman, trappers, Indians and rivermen met to barter in hides, furs, grain, flour, tobacco and the other products that composed the commerce of those primitive days. How natural that the city should emerge from this to its present prominence in the distribution of merchandise to a wide trade area.

Transportation and wholesaling go hand in hand. It is hard to separate cause and effect. Whether Kansas City's wholesaling is the result of superlative transportation facilities or vice versa is academic. The important thing is that Kansas City excels in both these important trade functions.

Enjoying unusual accessibility to all parts of the country, Kansas City is served by 12 major trunk line railroads, six airlines, one air freight line, 14 bus lines and 137 truck lines. By rail, an average of 160 daily scheduled passenger movements and approximately 251 freight movements serve the community. Its air traffic totals approximately 160 flights daily. Testifying to the city's position in transportation is the fact that it is the second largest railroad center in the country and the Municipal Airport has a No. 2 rating.

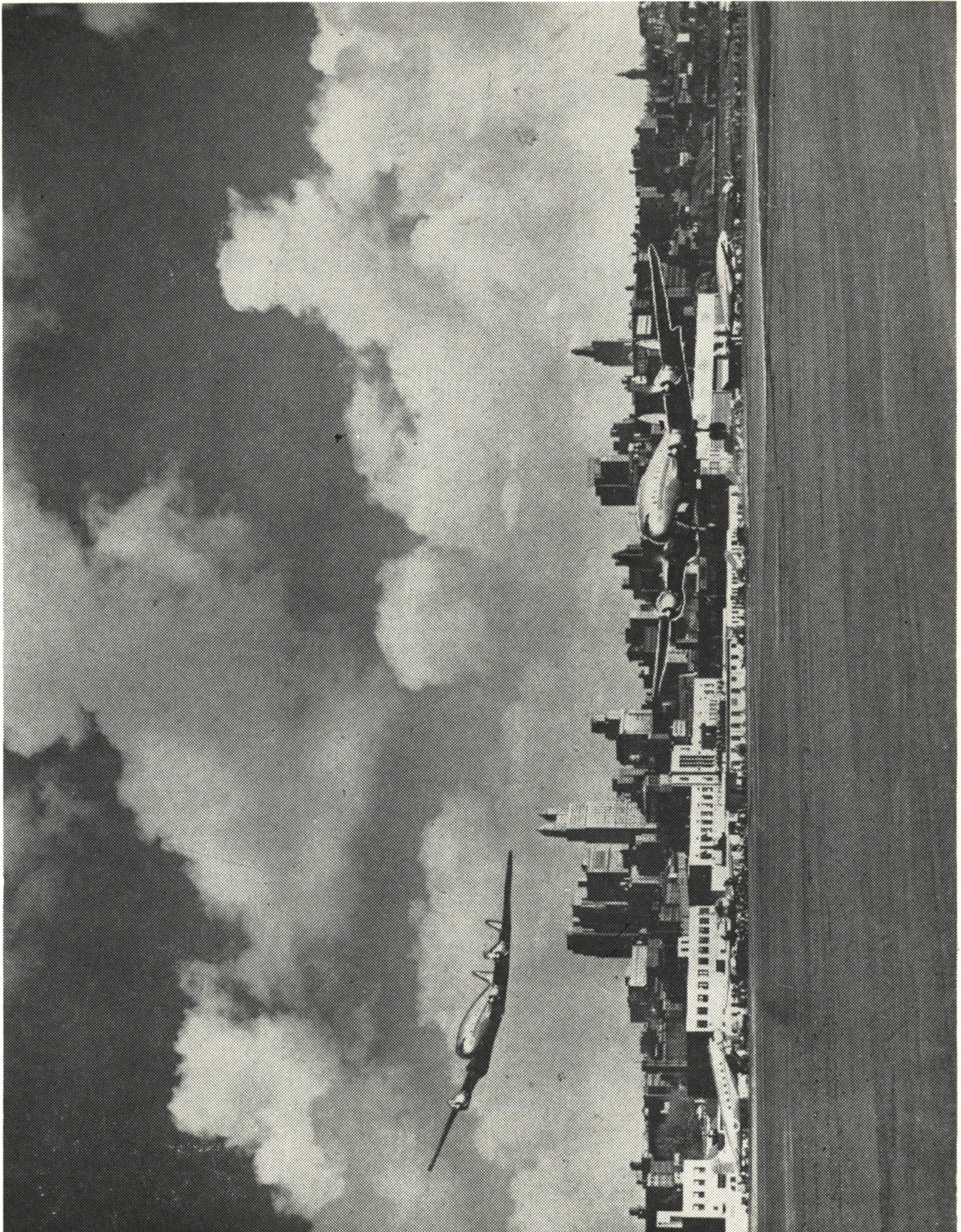
In the drama of oil, Kansas City has played a conspicuous role, with the total production of the states in the Kansas City Federal Reserve district currently producing approximately 20 per cent of the nation's crude oil.

This heart of America city is making rapid strides in manufacturing. There are more than 1,700 manufacturing establishments in the metropolitan area.

IN UNITY THERE IS STRENGTH

More than 111,100 persons are employed in these manufacturing activities. More than 17,000 persons are employed just in firms manufacturing food and kindred products. Heavy employment is found also in the apparel industry, which ranks among the top 10 in the nation, and in the fabricated metal products industry. Companies manufacturing transportation

equipment employ more than 24,000 persons. Greater Kansas City ranks second in the nation as an automobile assembly point. Further proof of the city's versatility lies in its rank as second among producers of walnut products in America and its outstanding overall position in the lumber industry. It ranks high nationally as a distribution center for farm



The busy Municipal Airport in Kansas City, only a five minutes ride from downtown Kansas City.
Photo by Massie—Missouri Div. of Resources.

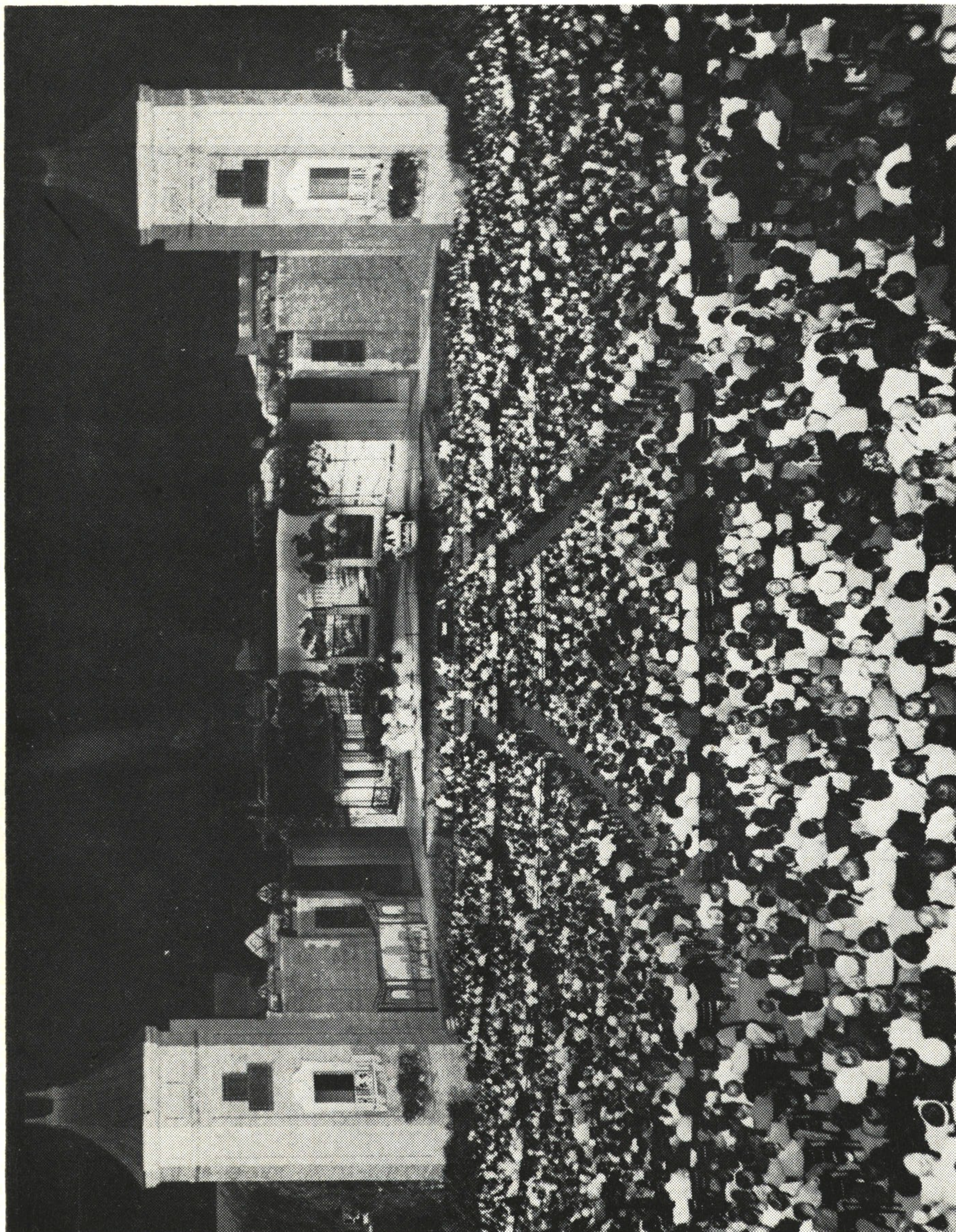
IN UNITY THERE IS STRENGTH

equipment.

Hub of prosperous drive-in territory, Kansas City's retail areas enjoy national prominence as being among the most complete and most beautiful in the country. Too, this century old metropolis is a home city with residential sections generally recognized as the most beautiful in America — a distinction result-

ing from advantages in climate and topography plus the man-made factor of long range planning and a unique scheme of restrictions.

Home of the Kansas City Athletics in the American League and of beautiful, outdoor Starlight Theatre, Kansas City boasts of outstanding William Rockhill Nelson gallery of Art and Atkins Museum



Kansas City's fabulous Starlight Theatre in Swope Park, where professional productions of musical comedy and light opera are staged in beautiful open air settings.

IN UNITY THERE IS STRENGTH

of Fine Arts, and many outstanding cultural and research institutions.

This, then, is the multiple city — The Heart of America.

The man who owes his success to a cool, level head, usually can thank the one on his wife's shoulders.

NOT BENT ON DESTRUCTION

It is now more than a decade since the atom bomb was going to destroy all of us any moment. True, it may yet, but I doubt it. Man has already demonstrated that anything he dreams of, he can achieve; and man is dreaming of peace. —Burton Hillis, Better Homes and Gardens.



Photo — Harkins Com'l Photo Co.

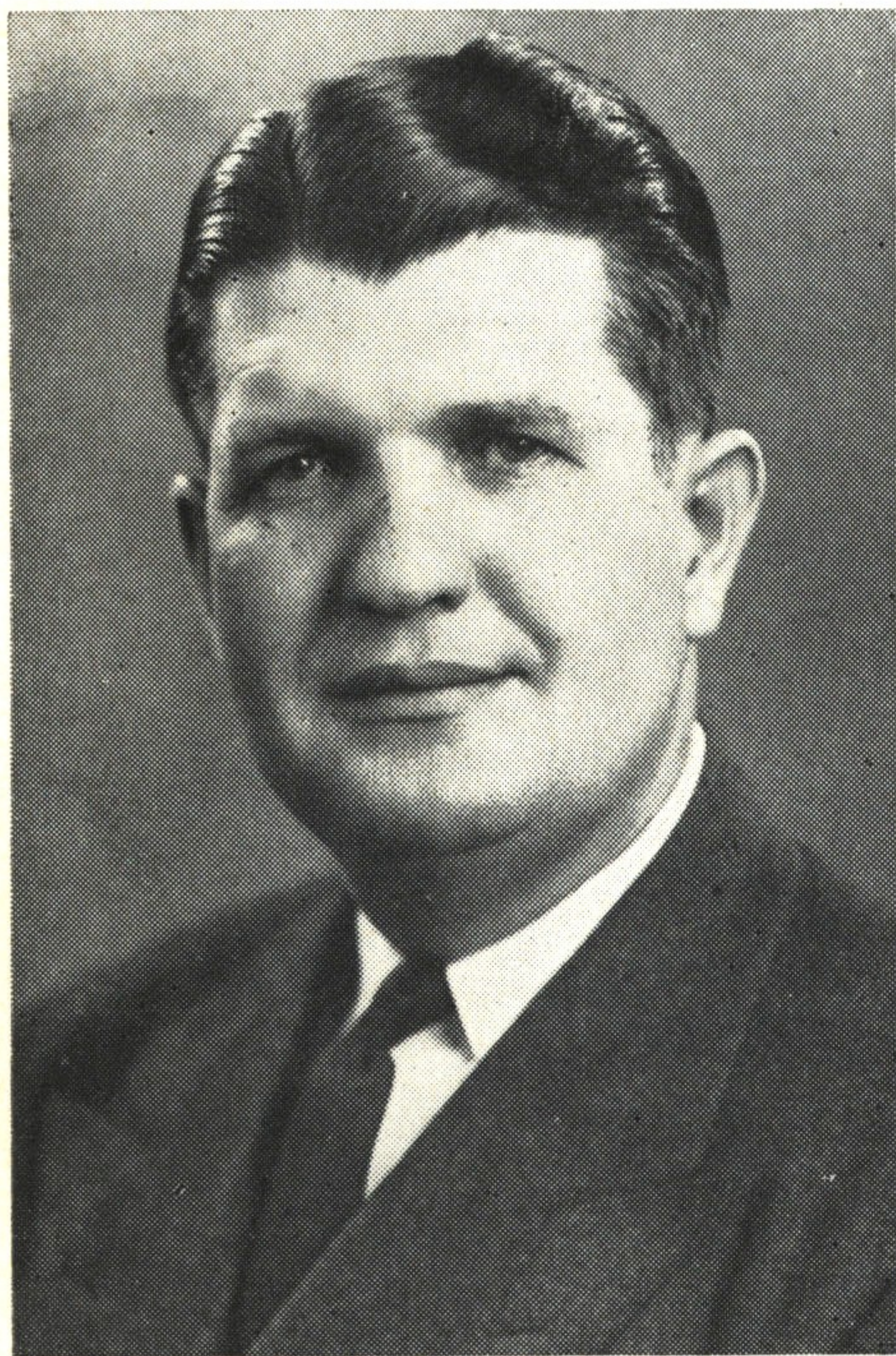
MUNICIPAL STADIUM — KANSAS CITY, MO.

Missouri Welcomes You

This issue of "The Auctioneer" has been chosen to further acquaint auctioneers from all over America with Missouri and Missouri Auctioneers. A state with probably more auctioneers than any other in the country, where more people use the auction method of selling and liquidating and a state that has had less trouble with legislation harmful to auctioneers than any place in the country will quite fittingly be the host state to the National Auctioneers Convention in July.

We have presented pictures and a brief history and description of Kansas City, the host city. Herewith, we are presenting words of welcome from a few of the auctioneers in Missouri. Wouldn't you like to meet and rub elbows with these and many, many more at our great Convention at the Hotel President in Kansas City, July 19-20-21?

**SEE MISSOURI, ENJOY MISSOURI
"IN THE SUMMERTIME"**



By Col. Jewett Fulkerson, Pres.
Missouri State Auctioneers Association

The Missouri State Association of Auctioneers group is happy to act as host to the National Convention, July 19, 20, 21, "We feel that people throughout the

country will not only want to attend this National Convention, but will want to see many of the sights in Missouri while they are here."

The Missouri Ozarks and "Shepard of the Hills Country" near Bronson, Mo., are among the most scenic and beautiful mountains in all America. The Lake of the Ozarks has over 1300 miles of shoreline and is one of the largest inland lakes in the world.

We have many state parks along with some excellent fishing spots. Kansas City's Swope Park Zoo and St. Louis Forest Park Zoo and Municipal Opera are among the best. . . This offers a tremendous opportunity for auctioneers coming to this convention to make a real vacation trip in July. You won't want to miss it."

It is a pleasure for me to say something in regard to our forthcoming convention to be held in Kansas City, Missouri.

From all indications, this will be one of our very largest and most successful conventions. I have talked several times with Col. Fulkerson, who is the Missouri President and he informs me that we are to have many interesting speakers and a wide variety of activity is planned.

In my travels over several states there have been many auctioneers tell me they are coming to the convention who have never attended before.

It is also impressive to know that the

IN UNITY THERE IS STRENGTH

former President of the United States, Harry S. Truman, will be a speaker at this event, which also increases the prestige of our profession.

I think everyone will enjoy the convention, besides benefit by some of the business that will be taken up in our business meetings. I am sure everyone will put forth the effort to attend, when we have so much at stake in the future.

Sincerely yours,
Ray Sims
Belton, Mo.

I am very happy to be a member of the Missouri State Auctioneer Association and the National Association. This gives me an opportunity to know the men in my vocation and make new friends. As a director in our association I feel guilty that I have done so little to help organize but look forward to helping with the National Convention in Kansas City. We should feel proud that the convention is coming to our part of the country. It gives us an opportunity to make our-



selves more useful, stronger and have a more pleasant profession.

Auctions are fast becoming the most satisfactory way of buying or selling and through organization we can put forth our best efforts to please the public.

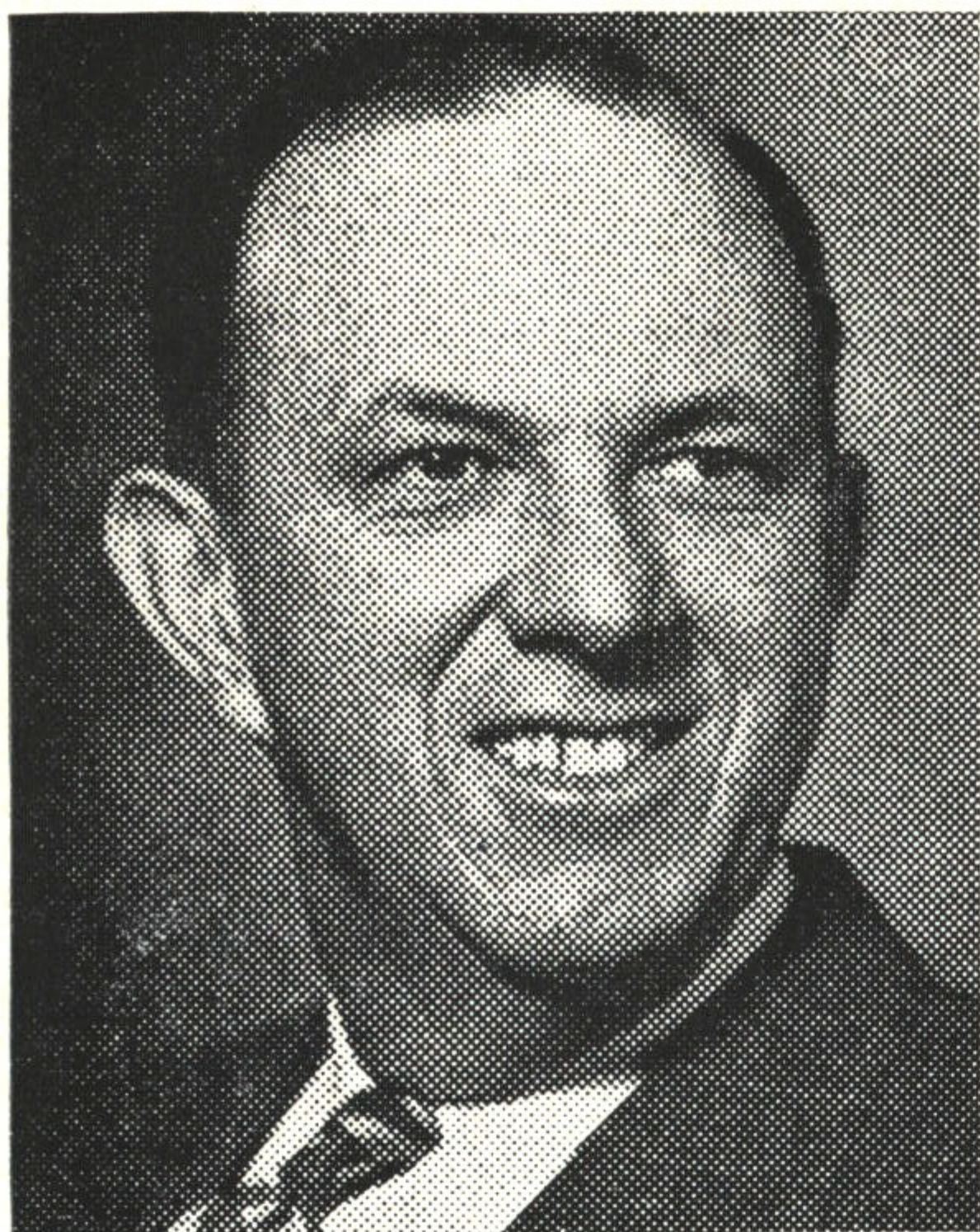
Hugh Morehead, Jr.
Milan, Mo.

Just learned what a colorful girl is. She's one who likes men with blue eyes, brown hair, and greenbacks.



Col. Jack Baughman, age 15 years, owns and sells his own auction, Jacks Auction Sales, located one and one-half miles east of Aurora, Mo., on Highway U. S. 60. A sophomore at Central High School, in Springfield, Jack buys his own merchandise for his regular Friday night sale and conducts other auctions of all types. He is a member of the Missouri State Auctioneers Association, the National Auctioneers Association, and like many more auctioneers, young and old, he is looking forward with eager anticipation to attending the National Convention at Kansas City, in July.

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We are grateful to the National Auctioneers Association for honoring Missouri in this month's Auctioneer. St. Louis being the birth place of the N.A.A. makes it seem like old home month.

We are going to do our best to make the convention in July a huge success. Having attended all the conventions with one exception, we realize that we have quite a job to compete with or surpass the previous conventions. With our present membership of nearly sixty, we should be able to have a wonderful convention for you.

Being one of the owners of the St. Louis Auto Auction, we have had one of our best years. We operate our sales every Tuesday and Friday. Our consignments have been up and our percentage of sales have been very high. Colonel John Wood and our corporation has booked one of the biggest sales of my career. We are selling a Ford dealership lock, stock, and barrel.

My family and I are looking forward to seeing you in Kansas City.

Col. Bill McCracken
Kirkwood, Mo.

People may not believe all they hear, but unfortunately they can repeat it.



Col. Al Taylor of St. Louis, Mo., specializes in selling guns and antiques. The above snapshot was taken during one of his auctions.

IN UNITY THERE IS STRENGTH

SELLING REAL ESTATE AT AUCTION



By COL. BOB POTTER, Independence, Mo.

Last year I was contacted by a couple who had purchased a farm in another state and they were anxious to sell their residential property in order that they could move to this farm. This property had been listed with several brokers for two months with no results. It was then that I was approached and asked if I could sell it at auction. Naturally, my answer was, "Yes."

Since they were in a rush to move we scheduled the auction for the following Saturday. Even though this is too short a time, ordinarily, to insure a successful sale, I immediately advertised the auction. Several people contacted me and they had more folks look at the house in the four days preceding the sale than they had had in the previous two months.

A large crowd turned out for the sale, the weather being perfect, and after going over the good points of the property (and some of the bad) giving the terms of the sale and the financing arrangements, I asked for the first bid. It wasn't long coming from one of the neighbors. From then on there were four bidders "hot" after the property. Ten minutes from the time I stepped upon the porch to open the sale I was stepping off the

same porch to sign up the buyer.

The success of this transaction has led to more real estate auctions for me since that time and my percentage of successes has been quite high. In the case described above, both the buyer and seller were happy, proving again that **Real Estate Can Be Successfully Sold At Auction.**

To the many auctioneers of Missouri and neighboring States:

As I gaze over the "Booster Page" of THE AUCTIONEER each month, it is wonderful to see each state well represented. This illustrates your interest in promoting a great and fast growing profession.

But, are we all doing our part; are we resting while our brother auctioneer pushes the load? Personally, I would like to see the Missouri State Auctioneers Association grow into the largest of its kind.

Brother Missouri Auctioneer, let's do our part and meet our neighboring Brothers at the Convention in Kansas City, in July.

Col. Ken Barnicle
Rock Hill, Mo.



Truman Library Memorial Auction

One of the most unique auctions ever held in the mid-west was conducted at the new National Guard Armory in Independence, Missouri, when over 2000 people from several states turned out for the event. Fifteen Auctioneers from over the state were on hand to sell hundreds of articles donated by people from all over the United States.

The event was started with an old fashioned box supper, followed by the auction which was highlighted by the presence of the former President Harry S. Truman and Mrs. Truman. The Trumans seated themselves directly in front of the block and took an active part in the spirit of the auction. Mr. Truman

stated later that he hadn't had so much fun since the old vaudeville days.

The sale netted over \$5000 which was given to the Truman Library fund.

PICTURE ON OPPOSITE PAGE

This picture was taken at the opening of the sale as distinguished guests were being introduced. Standing on the block left to right are Col. Guy Jageman (NAA), who acted as sale manager, and his assistants Col. Harold Terry and Col. Bob Potter (NAA), all of Independence. Lined up in front of the block are Cols. Gavin Watt, Bob Powell, M. B. Turner, M. C. Jacobson, Earl Bevins, Willis Arnaman, George McFadden, L. N. Dunn, Lloyd Stalcup, Willis Clark, Orville Brannham, and Tex Tompkins. Encircled in the middle of the picture are Mr. and Mrs. Harry S. Truman.

● PROGRAM ●

MISSOURI STATE AUCTIONEERS' ASS'N. AT HOTEL GOVERNOR,
JEFFERSON CITY, MO., MAY 27, 1956

11:30 A.M.—Registration
Social Hour

1:00 P.M.—Prayer, by Col. Wm. F. McCracken, Kirkwood, Mo.
Full Course Dinner

● MENU ●

Royal Anne Cherry Cup
Molded Fruit Salad
Smothered Chicken
Oven Browned Potatoes
New Garden Peas
Hard Poppy Seed Rolls and Butter
Apple Pie

Address by Col. Roy G. Johnston,
Angus Auctioneer, Belton, Mo.
(5 Minute Stretch Period)

2:00 P.M.—Call to Order
Introduction of Officers and Directors
Discussion of Election of Officers
Disposition of Old and New Business
“Laying of Plans” for Entertainment of Guest
Auctioneers, National Auctioneers' Convention to be
held Hotel President, Kansas City Mo., July 19, 20, 21.
Benediction: by Bernard Hart, Sec'y. National A.A.

5:00 P.M. (Or Sooner)—Adjournment



Owner, Louis B. Meyer points out over the crowd while Col. Ken Barnicle wields the gavel from the "deck" of the portable auction block and sound system used in the large closing out sale at the Meyer farm near Dexter, Mo.

Herefords In Missouri

By Jewett M. Fulkerson, Nationally Known Hereford Auctioneer President, Missouri State Auctioneer's Ass'n.

Missouri long has been known as one of the leading Hereford states in the United States. For many years it was the hub of the purebred industry and the area around Kansas City some years back was known as Hereford Boulevard.

More registered Hereford cattle were produced and sold than in any other like area in the world. From Hereford Boulevard, other great herds branched out all over Missouri and today some of the finest herds in America are right here. The top-selling bull in America last year, either Horned or Polled was sold by a Missouri breeder in his sale in November,

1955. This bull sold at \$30,000.

Missouri is the home of many of the large beef cattle Associations—the American Polled Hereford Association and the American Hereford Association, both in Kansas City and the American Aberdeen-Angus Association in St. Joseph, Mo.

This is a most outstanding livestock state and Hereford breeders here are extremely proud of their production. They should be for they are as good as the very best and better than all the rest.

Loans to business by leading New York city banks dropped \$110,000,000 in the week ended Jan. 4, the first decline in 11 weeks, compared with a \$114,000,000 drop a year before.



Col. Jewett M. Fulkerson, Hereford Auctioneer, sells bull in the Hereford Dispersion which was a part of the Lewis B. Mayer closing out sale. The tall man at the left of Col. Fulkerson is Col. Ken Barnicle of Rock Hill, Mo., who served as sale manager. The owner stands to Col. Fulkerson's right. Col. Lenzie Beck, Sikeston, Mo., is on the extreme left of the picture and on the extreme right is Col. Joe McCord of Sikeston. Ed Kennedy, veteran Hereford Journal fieldman is the gentleman on the front side of the sale ring.

Bill McCracken Heads Fund Raising Auction

In a recent issue of the Kirkwood (Mo.) Advertiser, Col. William McCracken was shown presenting a check to Sister Marguerite Alaquae of St. Joseph's Hospital in that city, to cover the cost of two new wheel chairs badly needed by the hospital. Col. McCracken was representing the Kiwanis Club of Kirkwood.

The Kirkwood Kiwanis Club sponsors an auction each summer to raise money for worthy projects including a camp for under privileged children. Under the direct management of Col. McCracken, the auction has raised from \$1,200 to

\$2,200 in each of the past four years. It is held either in the City Park or on the downtown streets.

Other auctioneers in Kirkwood and the surrounding area are always invited to take part in these auctions. These include Col. Ken Barnicle, Col. Bob Stovesand, Col. Art Britton, Col. Monte Gibbs, Col. Joe Horn and Col. Joe Rendazzo.

Col. McCracken is a Director of the NAA as well as being a past President and is currently serving as Vice-President of the Missouri State Auctioneers Association.

An underground tank is the safest place to store gasoline and kerosene.

An Appeal

To Every Member

By COL. C. B. DRAKE

President National Auctioneers Association

When you receive this issue of "The Auctioneer" it will be only a matter of a trifle more than two months until we will be meeting again in a National Convention and meeting. This will come as a climax to another year of NAA history. It has been the desire of the present administration to make this year better than the one preceding just the same as we expect the next administration to make 1956-1957 better than the year we are completing.

In order to achieve our goal I am making this personal request to each and every member. I want **YOU** to make a special effort to get no less than one new member between now and Convention time. In making this request, I do not feel that I am asking very much nor will it be a burden upon any one member. If each member would get **ONLY** one new member — our membership would be doubled.

Our secretary also advises me that we have some members who have been lax in their renewals. At your State meetings (several of which will be held in May and June) let me urge you to promote membership in the NAA.

It has only been a few short years ago that a few men met in a restaurant booth in St. Louis and laid the foundation for the fine organization of auctioneers that we now have. In those early years a handful of men sacrificed time and money in "nursing" our organization of auctioneers until such time that it could stand upon its own feet, both physically and financially. We have seen that time arrive and it is with a sense of pride to those who have helped it grow.

Today, none of us are asked to make elaborate contributions of time or money. But as members of the **ONLY** National organization for the promotion and pro-



tection of the auction profession isn't it our duty to take a small part in promoting that organization?

This is my personal appeal to you, individually, I trust you will take it seriously and when we meet in Kansas City, July 19-20-21, we can celebrate the best year we have ever had.

MY GRANDMOTHER'S CUPBOARD

(Hele Lemmon)

My grandmother's cupboard, a lovely antique,

Is now polished and shining like new.

It holds a souvenir plate, a bisque figurine,

And a Japanese tea-set of blue.

It has beauty and charm, but I cherish it more

For the memories of childhood, when I Always found it a storehouse for common-place things

Like raspberry jam, and mince pie.

Col. Sigrist Secures Member From Hawaii

Col. H. W. Sigrist, Fort Wayne, Ind., immediate past President of the National Auctioneers Association, described his vacation in Hawaii in the April issue of "The Auctioneer." What he omitted from that article we will tell here. Even though on vacation he never forgot his interest in the NAA and succeeded in signing up the first NAA member from Hawaii, Col. Louis L. Stambler of Honolulu.

Many more auctioneers will be vacationing during the coming months and we hope they, too, will follow the example of Col. Sigrist and carry the NAA banner with them on their travels.

This month's list of members contains a goodly number of those joining our organization for the first time. Have you sponsored a new member this year?

The asterisk denotes a renewal.

- *Col. Willis O. Hanson, South Dakota.
- *Col. Archie Boyce, Alberta
- Col. Louis L. Stambler, Hawaii
- *Col. Turner Kees, North Carolina
- Col. Emil J. Konesky, Ohio
- *Col. J. W. "Jim" Franks, Illinois
- *Col. Carroll R. Kirby, Jr., Virginia
- *Col. Ray Roberson, California
- *Col. Albert H. Devore, Pennsylvania
- Col. Dayrold E. Davis, Oklahoma
- Col. Mark E. Runkel, Illinois
- Col. Art Roberts, Kentucky
- *Col. T. D. Preece, Nebraska
- *Col. Melvin Penning, Illinois
- *Col. Watson Van Sciver, New Jersey
- Col. Lorne E. Franklin, Ontario
- *Col. Melvin E. Liechty, Indiana
- *Col. Meyer Gronik, Wisconsin
- *Col. Joseph Donahue, Wisconsin
- *Col. John L. Freund, Wisconsin
- *Col. W. H. Hogg, Texas
- *Col. John Clauss, Jr., New Jersey
- *Col. Bob Smith, New York
- Col. James A. Timpson, California
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- Col. H. C. Staats, West Virginia
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- Col. John W. Becker, Pennsylvania
- Col. Phil J. Lambert, New Hampshire
- *Col. Vernon I. Cole, Michigan
- *Col. Seymour B. Barris, New Jersey
- *Col. Tom Bell, Ohio
- *Col. Robert C. Marhenke, Indiana
- *Col. Frank Capista, Illinois
- *Col. Chris B. Dawson, Ohio
- Col. H. E. Gerberich, Pennsylvania
- *Col. Clinton Garner, North Carolina
- *Col. Joe A. Davenport, Kansas
- *Col. A. J. BeBenio, New York
- *Col. Victor C. Kelley, Ohio

Col. Clair Places Second In Contest

Wilbur T. Clair, Converse, Ind., Auctioneer and real estate dealer was voted second prize in the Public Speaking contest conducted at a banquet held at Noblesville, Ind., on April 2nd.



The dinner was sponsored by the R. C. Fo-Land Auction Co. and was opened to the public as a means of promoting the further development of the Auction method as a modern means of selling real estate. Members of the War Mothers pre-

pared the dinner.

Eleven auctioneers from over the state participated in the contest and after being introduced only by number, were allowed 10 to 12 minutes to speak on the "Advantages of Selling Real Estate by Genuine Auction." Those attending the program voted on the winners of the contest and Mr. Clair was awarded the \$15 second prize.

Col. Clair is a member of the NAA and the Indiana Auctioneers Association.

The average U. S. farmer now spends about \$3,000 a year for feed, seed, fertilizer, petroleum products, machinery, building materials and hardware.

Why Join The N. A. A.

By COL. B. G. COATS

Why should Auctioneers join the National Auctioneers Association? If for no reason it is in the Association that one meets others of his profession. You meet them through the expression of words in "The Auctioneer" and you meet them at their annual national convention. It is at the national conventions that you meet them in a happy and lighter vein, with business cares forgotten, all meeting in frank good fellowship. Happy, good fellowship, congeniality, friendliness, and laughter, all of which makes for better understanding and cooperation. No where else in the auctioneering profession is the same atmosphere of unhampered jollity to be found so much in evidence.

Now I am completely absorbed and fascinated by the spell of words; the intricacies of thought, and its conveyance. Therefore when I attempt to write something for "The Auctioneer", I am writing to myself, as well as to you, and every time I scribble a few lines I wonder what impression it will leave on your mind . . . will you understand me? I delight in reading "The Auctioneer" every word of it in every issue and frequently find myself reading it for the second time. But, as you know, each Auctioneer 'understands' the same word differently, even as the same note in music may impinge upon the ear, the brain and the mind, depending upon so many factors: the inherent abilities, the acquired abilities, as well as upon physical and mental conditions. So each of us read and we each take a different point. Differences of opinion that makes a wall, the invisible barrier, the isolation that surrounds each of us. The greater the sensitivity of the Auctioneer, the more acutely aware he is of his own "wall" and that of others. That is why we have a National Auctioneers Association, to break that barrier, to penetrate that "wall" and all join together in good fellowship for the advancement of ourselves and our pro-

fession. To reject that which separates us from one another is only retarding our own progress. When you succeed in getting a new member for the N.A.A., you have broken down that "wall" and that new member will in turn break it down for someone else, and on and on until such time as all the Auctioneers in the forty-eight states will be meeting and working together in good fellowship under the banner of the National Auctioneers Association.

This may seem enigmatic to you — I hope not, for it follows clear as a crystal to me, and I have expressed what I feel and what I mean, as ably as my rather crude ability permits. That is all for now — all of this message and that part of me which it humbly conveys, aptly enough, at this season of the year when our thoughts are turning towards our national convention. If I have succeeded in breaking through that "wall" that surrounds you to the extent of you getting just one new member, I am more than repaid for the time and effort. This is a challenge to every member. Will you help the National Auctioneers Association go ahead?

Art Museum Sale Brings \$34,065

The first session of a three-day auction at Parke-Bernet Galleries, Inc., 980 Madison Ave., of furniture and works of art from the collection of the Metropolitan Museum of Art, brought \$34,065 for 216 items. The sale was ordered by the museum's trustees because the items are no longer needed for exhibition.

"A few who have watched me sail away
Will miss my craft from the busy bay—
But I shall have peacefully furled my sail
In moorings sheltered from storm and
gale."

—Elizabeth Clark Hardy.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

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Make Your Plans For Convention Time

By Mrs. Gladys Hanson, Manitowoc, Wis.
Director of Ladies Auxiliary

Having been asked so graciously by Mrs. Darbyshire, our Ladies Auxiliary President, to write some little bit for "The Auctioneer", I feel greatly honored and assure you it will be but a bit. Feeling so incompetent, I will do my best and hope it is suitable.

Now that Spring is here, at last, with its many auctions for our husbands, our minds turn to Spring Shopping. It will be an extremely busy time and before long we will be attending another wonderful National Convention, this time in Kansas City, Missouri.

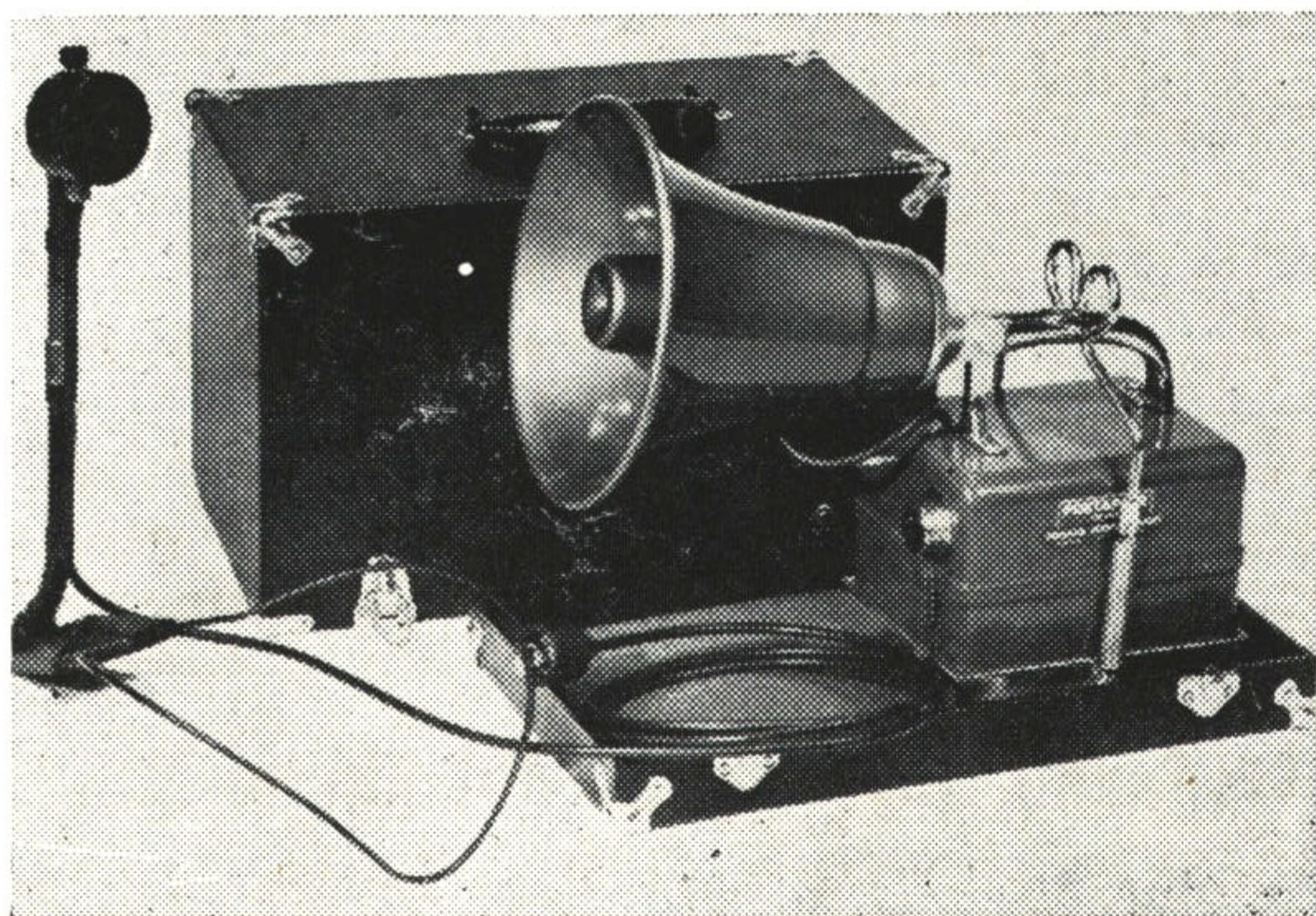
A word of advice to you ladies: Be sure you watch your husband's sale bookings in July and **do not allow** him to sell a sale in the week of July 15 through 21, in order that you may both come to the Convention. Really, it is much too hot at that time of year to be crying a

sale when you can be sitting in air-conditioned rooms in a fine Hotel, enjoying everything this Convention has in store for you. I am sure if you have never attended before, and take in just one, you will feel like the rest of us. **THE CONVENTION IS A MUST.**

Seeing that Vince and I cannot attend this year we will be anxiously awaiting the September issue of "The Auctioneer" so we can read all about the happenings. You can be sure that we will miss seeing all our many good friends but will be quite busy awaiting our Happy Blessed Event, (the first in 12 years) which is to arrive the last of July.

In closing, we take this opportunity in wishing all the auctioneers, their wives and sweethearts Good Luck and Health and May God Bless you and yours.

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Food For Thought Provided By Articles In April Issue

By COL. POP HESS



APRIL 11, 1956. I always wait until I see the previous issue before writing this column for the coming issue. I received the April issue on Monday of this week and have read it through from cover to cover—also the cover.—inspiration is now boiling to write.

Was attracted by Col. Potter and "Purebred Hog Sales." He sells many Durocs, a breed which I have sold quite a few of in years gone by. The highest one I sold to my recollections was a boar for over \$1200, the lowest one so low that I have forgotten the figure. Col. Potter gives some good advice, not only helpful to other auctioneers but swine breeders as well.

Also was impressed in seeing one of our young up and coming auctioneers, here in Ohio, Col. Donald Stafford, conducting a sale in the rain. The sale in the story being that of the Doc Brady ranch. Also noticed Col. Guy Pettit successfully lost his appendix. He should have done that when he was young.

Next thing to come to my attention was "Bits Of Thought" by Col. Foland. He brings out some strong points on auctioneer's license laws and the proposed New Jersey law. He presents points worth an argument — for and against. Note, too, that he is happy to know that Ex-President Truman will be a speaker at the National Convention.

Then I read the article, "License Law Confusion," by Col. Day, Secretary of the New Jersey Society of Auctioneers. It brings out more points for thought, and after rereading Foland's column—then back to Col. Day's, I am at the moment in confusion, too. I will leave this Auctioneers' License Law suggestions on my desk for further thought and study.

It looks to me that if to or not to have any kind of a license law is a problem to be washed out in our State and National conventions. It is too big for any one Col.'s noodle to unfold it. It would be hard to have a National Law to govern all states unless each state had some sort of uniform law providing for out of state auctioneers. There will always be confusion in distinguishing the sheep from the goats.

However, we hear of many places where legislation takes place to keep the Auction Sale in the background. This is sponsored by groups that have their own selfish reasons. These nuisance laws are a "head ache" to the busy auctioneer who conducts the proper type auction and depends upon it for his bread and butter. This type of law does nothing toward protecting the reliable auctioneer and his auctions nor does it benefit anyone very much.

Ever since I started writing for this publication I have often stated that the handwriting is on the wall in regard to licenses and sooner or later every state will have them. I am hoping that through our State and National meetings the right "Moses" will come along with the answer and the matter can become past history or a written fact. **There must be an answer, and if you, Mr. Auctioneer, have that answer, come up with it!**

This question alone should entice all State Associations to enroll all listed auctioneers of their state and then all combined into the National Association. It would then bring several thousand human brains out into the open where there should be some real gray matter exposed.

Each page of the April issue was filled with interesting topics. Was interested

IN UNITY THERE IS STRENGTH

in the story submitted by Col. Wilcox and written by Col. D. L. Perry back in 1918. I have often been associated with sales where Col. Perry was the "man of the hour." Reading his article brought back many remembrances on his way of saying things like the lightning bugs and the honey bees. One he did not mention but frequently used in his sales when talking about breed improvement went like this, "My father was a better man than my grandfather, I am sure I am a better man than my father and I hope my children will be much better than I." Then came the punch line!!" I would rather be a son of a monkey anytime than the father of one!!" Often Col. Perry would add extra dollars to the bull or cow he was selling with this "shot". In his day, he was a "star", however any auctioneer who would try to perform just as Col. Perry did back in the early 1900's until his retirement near 1930 would not be considered a "star" today. To be a star in auctioneering you must make up your own star kingdom. Often it takes many stars formed before one comes up that will really sparkle.

After reading Col. Perry's story my mind went back a long way to auctioneers of the past. It was in 1900 or 1901 that I attended my first registered Short-horn sale—as a visitor. I had just started in the auction profession and had never sold a cow for more than \$50 at the time. Col. Woods of Nebraska was in the box and Carey Jones and Fred Repert were working the ring. Both Carey and Fred were young and handsome at that time. They sold the first cow in the ring for \$2100. That was unbelievable to me and I stood up in amazement feeling sure there was a screw loose someplace. However, I found it was only the beginning of how good livestock could sell and since that time I have helped to sell in various sizes of price figures.

Another old timer in the dairy auctions was Barney Kelly of Syracuse, N. Y. He was a star in selling Holsteins. Then there was Bob Hager of Illinois, noted Holstein breeder, showman, judge and auctioneer, and Gene Mark of Wisconsin. These three men worked many of the leading registered Holstein sales back in Col. Perry's time—often the four of them would be in the selling line up. Pro-

fit buying in Holsteins was hard when these boys worked on the bidders.

George Baxter of Elmira, N. Y., was quite a Holstein salesman in his day and it was back in those days that Austin Backus came out as a pedigree man in Holstein sales. Much of his auction experience was under the blend of the above mentioned Dairy Cattle auctioneers.

Coming back to Ohio, we had the well known Col. Fred Andrews who worked throughout the eastern states and in other directions, too. Col. Fred was the father of Col. Walter Andrews of Beach City, Ohio, who during his life time was much in demand for all breeds of dairy cattle sales. Both Fred and Walter have passed on but Walter's son, Col. John F. Andrews is Vice-President of the Ohio Auctioneers Association.

As we look back, the auctioneers of yesterday did a great job, many of them made history and we refer to them often. All of the auctioneers mentioned that operated from 1900 to 1940, at one time or another, I had the pleasure of working with them in sales with the exception of Col. Woods. All I remember of him was the white whiskers—very much a gentleman—and he sold the first cow I ever saw sell for more than \$2,000.

Coming out of the past and back to the present, I may have hit some sour notes, but we who are still living are auctioneers because we are fond of the work, because it is a worthwhile job and an honorable profession.

Tis publication is one where you as auctioneers can spill out your feelings as to what is good or bad. The editor, Bernie Hart, invites you to write in your "goods" and "bads"—he will be happy to print your story. So boys, lay your shootin' irons down, next July, and take a vacation. Get a reservation at Hotel President, Kansas City, Mo., for July 19-20-21, NATIONAL AUCTIONEERS CONVENTION, where you can become more acquainted with the auctioneers of today and learn more of the best in the auction field.

I understand that there are something like 35 million laws trying to enforce the Ten Commandments.

Minneapolis Passes Ordinance To Regulate Auctioneers

(Published March 13, 1956, in Finance and Commerce)

AN ORDINANCE

Relating to and regulating auctioneers and public auctions and vendues in the City of Minneapolis, providing penalty for violation thereof, and repealing "an ordinance relating to and regulating auctioneers and public auctions and vendues in the City of Minneapolis," passed May 13, 1932, as amended (35:1 Compilation), "An ordinance prohibiting the holding of auction sales in buildings or places situated in certain streets or within certain boundaries", passed March 1, 1913, as amended (35:3 Compilation), and such parts of any other ordinance as shall be inconsistent herewith.

The City Council of the City of Minneapolis do ordain as follows:

Section 1. No person shall carry on the business or occupation of auctioneer in the City of Minneapolis, as herein defined, without having first obtained a license therefor from the City of Minneapolis in the manner hereinafter provided; and no person shall be granted such license unless such person shall have complied with the terms and provisions of Chapter 330, Minnesota Statutes Annotated, and shall have a valid and sustaining license issued pursuant to such provisions of the statutes.

Section 2. The term "auctioneer" as used in this ordinance shall mean any one who sells goods, wares or merchandise of any kind at public auction for any one or for himself; and any person who sells his own goods or property at public auction or private auction is an auctioneer within the meaning of this ordinance. The provisions of this ordinance shall not apply to judicial or sheriff's sales or sales made by executors or administrators, or to mortgage or lien foreclosure sales.

The term "sale by public auction" as used in this ordinance shall include a sale by so-called Dutch auction and any sale in which instead of the bidders

making increasingly higher bids for an article or articles of merchandise, the seller or auctioneer announces a price at which he will sell one or more articles of merchandise and then, if no sale occurs, increasingly adds additional articles of merchandise to those originally offered, with or without varying the previous announced price, until a buyer is finally induced to buy the accumulated articles at the price fixed.

It shall be unlawful to use the words "auction sale" or "auction" or "action," or any other word, or words, similar to the word "auction", in advertising, announcing or conducting any sale of personal property other than a bona fide auction sale held or conducted pursuant to the provisions of this ordinance.

Section 3. Any person desiring to carry on the business or occupation of auctioneer shall be of good moral character, and to obtain a license therefor shall file with the Superintendent of the Department of Licenses, Weights and Measures an application upon a form to be prepared by the Superintendent of the Department of Licenses, Weights and Measures. Such application shall be under oath and shall contain the following information: The name of the applicant, the residence address of the applicant, and the place of business of said auctioneer, the name of the bonding company which has issued the bond required by the laws of the State of Minnesota, the names of three or more residents of the City of Minneapolis who can vouch for the integrity and character of the applicant. **Except as is provided by state law (Chapter 330, MSA), no person not a resident of the County of Hennepin, State of Minnesota, shall be entitled to a license as an auctioneer in the City of Minneapolis.**

In addition to the foregoing, each applicant for a license shall accompany his application with a bond by a reputable

surety company in the amount of not less than \$5,000.00, which bond shall run to the City of Minneapolis for the benefit of any person who may suffer any damages by reason of the licensee engaging in the occupation of auctioneer.

In addition to the application hereinbefore set out, applicant shall pay to the City of Minneapolis a license fee in the sum of \$250.00. All licenses, before being issued, shall be granted by the City Council and shall terminate on the first Monday of May next following the granting and issuance of same. Such license fee shall be paid for the full license year and shall not be pro-rated.

Section 4. Licenses issued under the terms of this ordinance may be transferred from one location to another, with the consent of the City Council, upon payment by the licensee of a fee of \$2.00 for such transfer. No auctioneer's license shall be transferred from or by the licensee therein named to any other person or persons.

No license shall be issued to an auction to conduct his business in any building or place in the City of Minneapolis, nor to transfer his place of business to

another location, without a special permit therefor being first granted by the City Council. Licenses granted auctioneers shall confer upon them the privilege of conducting auction sales anywhere in the City of Minneapolis, except upon the sidewalks or streets thereof, provided the consent of the Alderman of the Ward in which the auctioneer proposes to conduct the auction shall first be obtained and filed with the Department of Licenses, Weights and Measures.

Section 5. Every person, firm or corporation whose property is being sold at auction shall give to each and every purchaser of any article or articles of property sold at auction a written invoice or statement containing a full description of the article or articles so sold at auction, and the selling price thereof, and each and every warranty under which the article or articles are sold.

No auctioneer shall make or cause to be made any false, fraudulent or misleading representations or statements in respect to the character, kind, quality, condition, ownership, situation or value of any property exposed, put up or offered by him for sale at public auction,

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and no auctioneer shall put up or offer for sale at public auction any article or property in respect to which any false, fraudulent or misleading statement or representation shall have been made by him, or to his knowledge, as to the character, kind, quality, condition, ownership, situation or value of any such property.

Any person who shall purchase any property at public auction in respect to which any false, fraudulent or misleading representation or statement as to the character, kind, quality, condition, ownership, situation or value of such property, shall have been made by the auctioneer, or to his knowledge, may sue and recover from the auctioneer conducting such sale, or in whose name it shall have been conducted, any damages sustained by him by reason of such false, fraudulent or misleading statement or representations.

Section 6. Whenever any auctioneer sells or offers for sale any watch or watches, jewelry or other articles made or purporting to be made of gold, silver, or other precious metal, he shall state in a loud and distinct voice whether the article offered is of gold, silver or base metal, and no watch, watch case, jewelry or other article shall be described or sold as gold or silver, unless it shall be at least the fineness of fourteen carats—as known to the trade—and if any watch, watch case, jewelry or other article, sold or offered for sale, shall be plated with either gold or silver, the person selling or offering it for sale shall, before selling the same, distinctly state that it is plated, and shall state with what metal it is plated.

Any auctioneer selling or offering for sale, either for himself or on commission, or as agent for others, any watch or watches, jewelry, or other article, purporting to be made or partly made of gold, silver or other precious metal, or resembling or made in imitation of such metals, whether plated or otherwise, shall retain in his own possession the money or other valuable thing or things received for such goods for at least twenty-four hours from the time such sale was made. And if any purchaser of such goods shall within said twenty-four hours make any claim

against said auctioneer upon the ground that the goods sold to him at auction were not correctly described by the auctioneer, as required by this ordinance, and shall demand of the auctioneer a return of the money, or other consideration, paid for such goods or merchandise, and shall offer to return the goods so purchased, then and in such case the auctioneer making the sale shall either refund to said purchaser the price paid for such goods or articles, or if he refuses to refund said purchase price said auctioneer shall hold said purchase price and money received for such goods or articles as a separate and distinct fund to answer and pay any judgment that may be recovered against him by the purchaser of said goods or articles.

Provided, that if no action be commenced against said auctioneer within ten days from the date of such sale or sales, said auctioneer shall not be longer required to hold such money or purchase price.

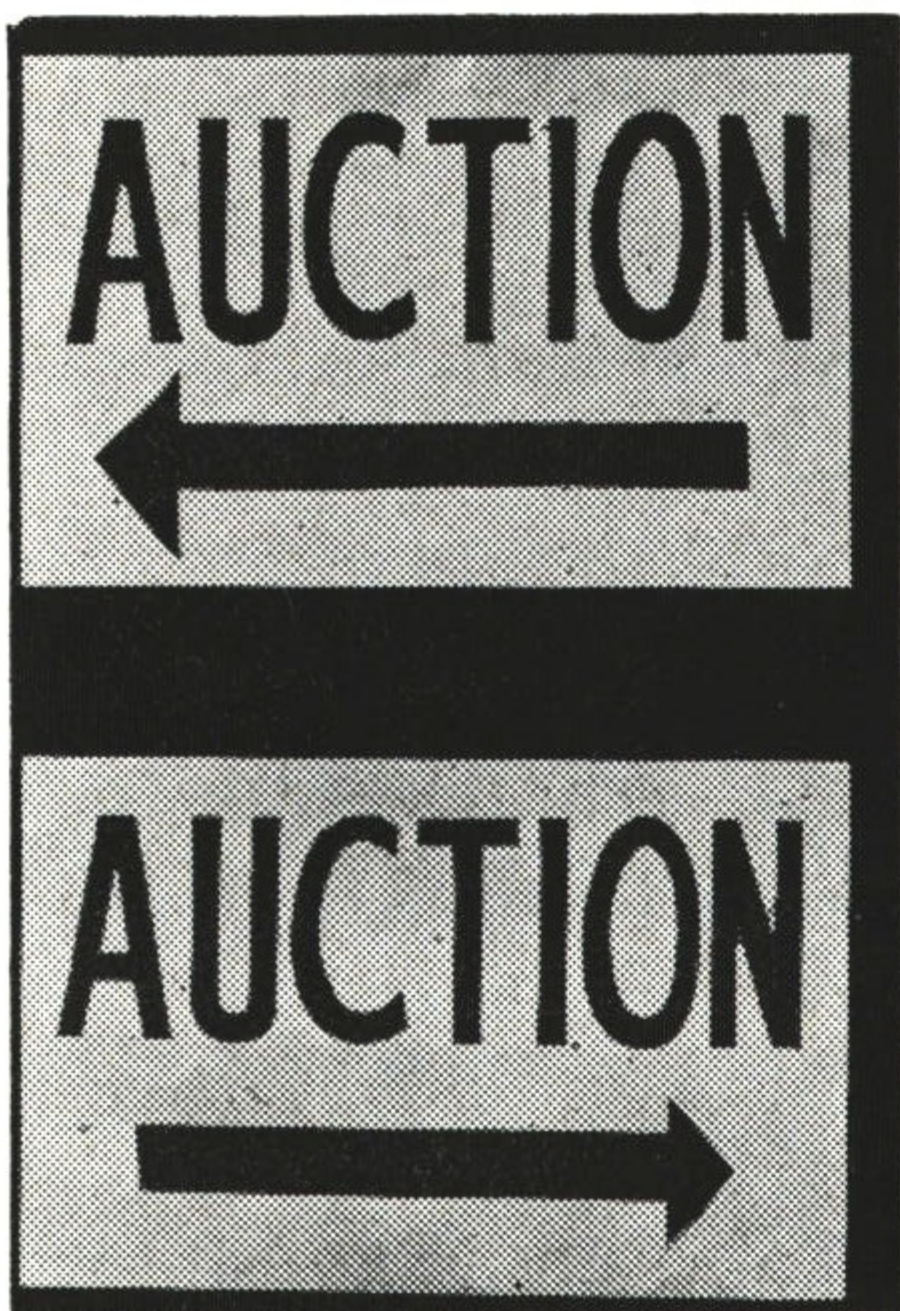
Section 7. No auctioneer, person, firm or corporation shall offer or cause to be offered for sale or sell at public auction any diamonds, precious stones or imitations thereof, watches, clocks, jewelry, gold or silver or plated ware, china or glass ware, books, bric-a-brac, rugs, clothing, linen, art goods or leather goods, **or any article or property of any kind whatever**, unless there is securely attached to the article so offered for sale or sold at public auction a tag, card or label upon which there shall be plainly written or printed in English a true and correct statement of the kind and quality of such article, the kind and quality of the metal of which said article is made or composed and the percentage or carat of purity of such metal; and in case such article is plated or overlaid, then such statement shall contain a true statement of the kind of plate and the percentage of purity of such plating and the kind of material or metal covered; and in case such article is a precious or semi-precious stone, such statement shall contain the true name, weight, quality and fineness of said stone; and in case such article be an imitation of a precious or semi-precious stone, such article shall be described as such; and in such case

such statement shall contain the true name of the manufacturer thereof; and in case any second hand or old movement or substitute part or movement of any watch or clock be offered for sale in a new case, such fact shall be set forth in such statement; and no such article so sold or offered for sale shall bear any false or misleading name, description or trade mark.

Such tag, card or label shall remain securely attached to any such article so sold or offered for sale at public auction and shall be delivered to the purchaser by the auctioneer, person, firm or corporation so selling the same or causing the same to be sold, as a correct description and representation of the article and property so sold; and it shall be deemed prima facie evidence of intent to defraud in case said statement is not a true and correct description and representation of such article so sold.

Section 8. When filing the alderman's consent for each sale with the Department of Licenses, Weights and Measures the applicant shall also file simultaneous-

ly therewith with the Department of Licenses, Weights and Measures an inventory stating the name and address of the person, partnership, firm or corporation who shall be the true owner of the merchandise to be sold, the address at which said sale will be held, the period of time during which the sale will continue and the name of the person to be in charge of such sale, and said inventory shall contain a legible, orderly, detailed, complete and accurate descriptive list of the merchandise to be offered for sale at such auction which inventory shall include only such merchandise as the applicant expects to include in such sale, located on the premises described or in any warehouse, except that it may include such undelivered merchandise as may have been ordered on a pending purchase order not later than 30 days prior to the aldermanic consent; the regular wholesale price of the items (or lots of identical items) of merchandise to be sold at which the same had last been sold or offered for sale by the applicant, if applicant be a wholesaler;



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the regular retail price of the items (or lots of identical items) of merchandise to be sold at which the same have last been sold or offered for sale by the applicant if the applicant be a retailer; and insofar as reasonably possible on the basis of available record data regularly kept by the applicant, the date of acquisition of such goods, wares and merchandise and the persons from whom obtained. The inventory shall be verified under oath by the person or by the general managing officer or agent, person, firm or corporation, owning the merchandise. No merchandise not described in the inventory shall be added to or included with that specified in the inventory filed with the Department of Licenses, Weights and Measures, and it shall be unlawful to offer for sale at any auction any merchandise not included in the inventory so filed, and each such attempt or act of selling or offering for sale at any such auction any merchandise or item not originally included in the inventory shall constitute a separate violation of this ordinance.

At any auction sale described in this ordinance, no person shall act or employ another to act as buy-bidder, or what is commonly known as capper or booster, or make or accept any false or misleading bid or falsely pretend to buy or sell any article sold or offered for sale at any such auction.

No auctioneer, person, firm or corporation shall sell or cause to be sold at public auction any of the articles or property described and designated in this ordinance between the hours of ten o'clock p. m. and eight o'clock a. m. of each and every day.

No auctioneer shall sell or expose for sale any kind of property outside of the building or lot occupied by him for the purpose of his business, nor at the door of such building or so near the same as to attract or keep a crowd upon any street or sidewalk of said City.

Section 9. Every license granted under the provisions of this ordinance shall be issued upon the distinct understanding that such license may be revoked by the Mayor or by the City Council of said City, at any time, and by the court upon conviction of the holder thereof of violation of this ordinance under the

provisions of Section 10 hereof, or whenever such revocation may be authorized or required by the laws of this state. In case of revocation thereof, by the Mayor or City Council, the whole amount paid therefor shall be forfeited.

Section 10. Any person violating any of the terms of this ordinance, upon conviction thereof, shall be punished by a fine of not exceeding one hundred dollars (\$100.00), or by imprisonment for not exceeding ninety (90) days.

Section 11. "An ordinance relating to and regulating auctioneers and public auctions and vendues in the City of Minneapolis", passed May 13, 1932, as amended (35:1 Compilation), "An ordinance prohibiting the holding of auction sales in buildings or places situated on certain streets or within certain boundaries," passed March 1, 1913, as amended (35:3 Compilation), and such parts of any other ordinance as shall be inconsistent herewith are hereby repealed.

Section 12. This ordinance shall take effect and be in force from and after the first Monday in May, 1956.

Passed March 9, 1956. Eugene E. Stokowski, President of the Council.

Approved March 12, 1956. Eric G. Hoyer, Mayor.

Attest: Leonard A. Johnson, City Clerk.

Illinois Convention At Capitol, May 20

Illinois Auctioneers will meet at the Leland Hotel in Springfield, Sunday, May 20, for their Annual Summer Convention and Meeting. The meeting will convene with a Luncheon at 1:00 P.M. and continue the remainder of the day. Many important items, including a State License, will be discussed.

All auctioneers are invited to attend this meeting and those in Illinois are requested to make a special effort to attend. Col. Carman Potter, Jacksonville, is President and Col. Virgil Scarbrough, Quincy, is Secretary-Treasurer of the Illinois State Auctioneers Association.

You're getting along in years when it takes you twice as long to rest and half as long to get tired.

Clippings By Nelson



The directors of the Minnesota State Auctioneers Association met at the Kahler Hotel in Rochester, Minnesota, to plan a program for the Minnesota State Auctioneers Convention on June 15th and 16th at Winona, Minnesota.

Auctioneers from neighboring states are invited to come and enjoy this convention with the Minnesota boys.

Professor Merrill, the Musical Wizard from Minneapolis, will be one of the featured entertainers at the Friday evening luncheon.

The Benefit Auction will be under the auspices of the Elks Club in Minnesota. This has been a highly successful Auction each year, making thousands of dollars for organizations each year.

The Minnesota Auctioneers have gained a lot of Good Will from the public thru these popular Auctions each year, as they have massed together this great Auction Talent at this Sale each year. If the public were to hire these men, it would cost them \$100,000 for this afternoon's work. As high as 100 auctioneers will take part in this sale this year.

Will have more news on our program in next month's issue.

* * *

Another great date to remember is the National Auctioneers' Association Convention in July at Kansas City. Past

President Harry Truman will be one of the principal speakers. As a good Republican, I will enjoy this Stalwart Democrat's talk, I am sure. Maybe he will shake hands with me, too. I have never shaken hands with a President before.

As I write this, I hear Senator Ke-fauver over the radio, asking for my vote for him in the Minnesota Primary. Maybe, I should pick up a Democrat Ballot, and Vote on the other side of the Line for a Change.

He says he is for 100% Parity for the small farmer. Guess if he gets into office, I'll have to split up my farm into three parts . . . then I'll come under the 100% Parity Plan.

Always trying to make a FAST BUCK.
See you next month.

Attorney General To Speak At Ohio Meet

The Ohio Auctioneers' Association will hold their semi-annual meeting at the Neil House in Columbus, Ohio, on June 10. Featured on the program will be C. William O'Neill, Attorney General of Ohio.

Although he is only 40 years of age, he has been in public service since he was 21. Attorney General O'Neill served 12 years in the State Legislature with six years as Speaker of the House of Representatives and for the past five years he has been Attorney General of the Buckeye State. During his years of government service, he has always been interested in efficiency and the welfare of the people whom he has served. Since the Attorney General's office handles many auction sales each year, the auctioneers of Ohio are fortunate in being able to have him on this occasion.

Sam B. Marting, of Marting Sales Service at Washington Court House, Ohio, will also be featured on the program. He is nationally known as a sales manager of top Hereford sales and is also a breeder of Hereford cattle. His many years of experience in the sales business will be most enlightening to auctioneers who are interested in purebred sales as well as others desiring to know more about the handling of purebred auctions.

The meeting will convene promptly at

10:00 A.M. with a short business session, at noon luncheon, and these two outstanding speakers for the enjoyment of auctioneers of Ohio and other interested parties. The enthusiastic president of the Ohio association is Colonel Owen V. Hall of Celina, Ohio.

The Ladies Auxiliary of the Ohio Auctioneers' Association is also planning an interesting program for the wives, which will be held at the same time at the Neil House. The Auxiliary is newly organized and Mrs. Gertrude Darbyshire is completing her first year as president. The newly elected officers of the Auxiliary will be installed at this meeting.

Auctions A Feature Of N. J. Exposition

Auction sales were a regular evening feature of the Asbury Park, N. J., Cavalcade of Progress, a Better Living Home Show and Business Exposition, held April 9 through April 15. Invitations were issued to all members of the New Jersey State Society of Auctioneers to participate in the nightly auctions which consisted of donated items, all of which were new merchandise.

Average daily attendance at this event was estimated at 3,500 persons. Auctioneers who took part not only had the opportunity to advertise their own talents but the auction method of selling as well. Col. B. G. Coats was in charge of the "Auction" part of the program.

Bud Drake Manager Of Decatur Auction

Col. W. P. "Bud" Drake assumed full management of the Decatur (Ill.) Auto Auction with that firm's regular weekly sale on April 2nd. The Decatur Auction is one of the oldest established Wholesale Automobile auctions in existence having been founded by Col. Drake's father, Col. C. B. Drake. The latter Col. Drake retains his interest in the firm as a partner in the ownership and as one of the auctioneers.

Col. M. R. Meals, Mule Auctioneer Is Dead

Col. M. R. Meals, 64, famed mule auctioneer of the Memphis, Tenn., area, died on Wednesday, March 21 in Memphis. He had been in failing health for several months but grew worse Saturday before he died and was admitted to the hospital.

Widely known throughout cattle and livestock circles, Col. Meals' name was synonymous with the mules he auctioned for three companies for years — each of them the biggest in the business while the Colonel was in its employ. In recent years he won additional fame as a cattle auctioneer and often donated his skill to conduct auctions for farm youth groups.

Colonel Meals came to Memphis, Tenn., in 1925 from Kansas City, Mo. He brought his parents to that city where his mother now lives; his father died several years ago. He also leaves a brother, Monty Meals of Belpre, Kan.

A rotund 300-pounder, the colonel's jolly nature and disarming wit was a large part of his success as an auctioneer. The rest was his knowledge of the animal he sold and his rapid-fire high-pitched speech.

Burial was in Moberly, Mo., where he was born.

Peoria Commission Firm To Try Auction

Will Regular auctions improve the services of central livestock markets? We soon will have a chance to find out. The Dick Herm Firm, a commission company at the Peoria (Ill.) Union Stock Yards, has federal permission to start an auction on the Peoria market.

Herm plans to run the auctions one or two afternoons a week and Tuesday is the tentative starting day. It will not interfere with regular commission company business, most of which is completed before noon on most days. Rates for the auction sales have been approved by the Packers and Stock Yards Act

authorities, and they will be less than regular commission rates in some cases.

Commission company tariffs are on a straight headage basis, with a sliding scale for bigger lots. This means that the producer pays the commission firm as much to sell a load of \$12 hogs as he did when hogs were \$20. Thus selling costs take a bigger slice of the farmer's dollar when livestock prices are low.

The auction will be operated on a straight two per cent commission, up to the following approved maximums—hogs, 50 cents; sheep, 50 cents; calves, 70 cents; cattle, 1.30.

Herm believes that many producers prefer the auction method of selling. They can follow the bidding on their and their neighbor's stock, and are more likely to go home feeling they got a fair price. Commission selling is, by law, very secretive. Salesmen are not allowed to disclose sale prices of livestock except to the owner, unless they have the owner's permission to do so.

Herm is an auctioneer, and he is sending three to four of his employees to auctioneer school this spring. He plans to give all his salesmen the benefit of auctioneer training, and this will be a big asset to the firm if the auction proves to be a success.

Jordan to Sell Glubb's Home

AMMAN, Jordan—The home and furniture of former Arab legion commander Lt. Gen. Sir John Bagot Glubb was sold at public auction. The British officer was dismissed by King Hussein on March 1.

SEEMS THAT WAY

At banquets you eat what you don't like before you hear people you don't want to hear talk about things you don't understand. — Jean Cocteau, a French artist.

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I Favor Auction Legislation

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

The 1956 March issue of the Auctioneer surely was tops, and of special interest to me was the reprint of the proposed New Jersey state law relating to auction licenses and the article titled "Why an Auctioneers License?" These two articles, added to some recent experience of my own, are the responsible irresistible combinations of force that jarred me loose from complacency, fortified and instilled in me additional knowledge and presented a challenge to my courage to participate in this highly controversial subject.

I accept this challenge for three reasons:

First is my personal and selfish motive that come the day I may need psychiatric counselling or diagnosis I would not want it to be as a result of being guilty of harboring pent up emotions or opinions on the subject of auction laws and licenses.

Second, that possibly by a declaration of opinions, interest both pro and con can be created to the extent of having an open forum devoted to this subject included in the agenda of the next National Convention, and in the interim the element of time will give all interested a chance to prepare facts and information to the issue.

Third is to express my opinion of the proposed New Jersey state law and to take advantage of the invitation directed to the members and readers of the Auctioneer on the question of "Why an Auctioneers License."

I believe we should have proper laws, legislation and licenses for the profession because it is the only practical organized way of enforcing and guaranteeing equitable rights and privileges. Further, it gives us the opportunity to make, amend, or do away with any objectionable features of the law depending on the sacrifices, money and effort we are willing to put into it for the purpose of making possible the survival and the perpetuation of the community auctioneer, which comprises about 95% of the Auction profession.

This pattern of thought and its application is not new. Legislation and licenses have been recognized by big business and labor for its security protective measures and its foundation embodies and includes the courts for protecting us all in the matter of interpretation as to the intent of the law.

Some will ask, "Why laws now?" They will add they have been doing without in the past and are even doing so now. This, of course, depends somewhat on where the base of ones operation is located geographically, and also whether we believe it is essential to adapt ourselves to the times or whether we believe the times will adapt itself to us.

Generally speaking, license fees paid into any branch of government does not cover the administrative cost entirely and are subsidized so it is difficult to see where the coffers of government would be enriched.

The unscrupulous must be controlled even if at the expense of the legitimate who will have to absorb some form of a penalty as their cost of doing business. The day and age of the horse and buggy has been replaced by The Flight of The Bumble Bee age, first sting and infection is created but apprehension of the cause involves complications in interstate civil action law suits and legal technicalities of criminal extradition.

To anticipate that Auctioneers would compete to see who could create the worst breed of cat, and that the public would be no wiser, is a matter of conjecture. But, as a matter of fact, we have a choice of two evils — one is no law at all and the other a properly drafted, phrased and administered law. Of the two evils I choose (even though reluctantly) legislation.

Positive or negative approach to this problem is debatable, but decisions cannot be based on wishful thinking and interpretations of what constitutes the essence of democracy. To me, the day and age we live in becomes a factor in such a conclusion.

In reference as to recognition of who

is or is not an Auctioneer, I will accept in fact, if not in performance, that anyone that Cries a Sale is an Auctioneer, be he bad, good or indifferent, be he rich man, poor man, beggar man, thief.

If we would want to inflate our ego all we have to do is believe that proceeds and results of a sale are other than creating a desire to possess, and factually, no one has an exclusive system of magic or presentation, the highways or choice of them in reaching the same destination are numerous.

Yes, I heartily agree that licenses in the hands of the unscrupulous makes better their opportunity, but proper license procedure eliminates police characters and the like because of a nasty little habit the bonding companies have in their systematic investigation departments and because of the fact that after a \$3,000.00 or \$5,000.00 bond application has been made they make a complete background research and generally come up with the correct answer.

Isolated cases of unscrupulous officials

and bureaucratic government are not acceptable to me as a depiction of government as an entirety.

Don't you honestly think that the New Jersey proposal contains a well thought out plan of requirements and qualifications necessary to the licensing, even providing therein the oldest basic principal of law that respects the experience and investments of all old timers exempting them from examination but not from other requirements such as fees and bonds which I consider a privilege to pay if it cleans up the present and protects the future.

The past is water over the dam, let us benefit by it realistically and not by wishful thinking.

Why try to differentiate, regulate and have separate laws for auction specialists? The prospective purchaser of our services will seek us out as he does one for special medical services, and applying the law of average how many of us would attempt a special selling job if he didn't feel qualified knowing he

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and the sale might become a miserable failure? Outside of cattle, tobacco and antiques what other categories couldn't an average general auctioneer do a reasonably good job on?

I have no quarrel with specialists but actually what percentage of auctioneers seek business other than in their own communities and basically we are auctioneers not financiers and buyer uppers. To compete with such type of operation puts every local auctioneer at a disadvantage. This needs no further explanation to the average sale crier yet I do feel that a cooperative plan can be worked out legally between them and the local auctioneers who assumes the liability and responsibility of the entire conduct of a sale as far as license, bond and performance is concerned. The only other alternative, as I see it, is that they conform to State or local law and take out their own license. Using my own community, as an example, it is just a coincidence that out of the approximately 15 license holders in our city about 6 or 8 of these are held by non-residents and that in each and every case the city or town in which they reside have positive and restrictive legislation making it impossible for any non-resident to get a license.

Would you have me believe that those laws were put on the books by Actors Equity or other than these Auctioneers? I am not that naive. If more of them would spend as much time and money tearing down their fences as they have demonstrated they are willing to spend on a one sided reciprocal basis then and then only could I consider their interest other than selfish.

It has been rumored that the only thing that two auctioneers from different states can agree upon is what kind of legislation, if any at all, should exist in states, other than their own.

There may be some truth in this rumor but I cannot accept it as the general or average trend of thought. Further, it has been said that one-half the world thinks the other half crazy. Lucky for us that the thinking is evenly divided, otherwise some of us on the outside might be inside and visa versa.

Let's call a spade a spade and resolve to keep our minds open to conviction,

eliminate personalities, Hate, Hearsay, Malace, Prejudice, Organizational Politics, and above all let's not make a package deal out of Auction Licenses to tie in with a subject as broad as our Code of Ethics which might permit one to stretch his imagination and use the Code as ammunition to enact or prevent legislation. This only adds to organized confusion and gets you positively nowhere.

This, my fellow Auctioneers, is my answer to the article asking, "Why an Auctioneers License."

The answers to most of the article, other than my opinion, are printed in the March issue of the Auctioneer under the heading, "Proposed New Jersey Auctioneers Law."

Gentlemen, it is as fine of a drafted masterpiece of equitable legislation as I have ever seen sponsored by any profession, and if they could be prevailed upon to make one minor change to cover a major issue I would be 100% for it. Unless you have a copy of the March Auctioneer containing the reprint of this proposed law what follows won't make sense, but in assumption that you have a copy, turn to the article and let's continue Reciprocity clause No. 13 on page 26—quote "if under the laws of that state similar recognition and courtesies are extended, etc." The word similar, in my opinion, would about cover everything except Article 18, Page 27, and this definitely would have to be identical. Otherwise, from experience I have found that because of the nature of our profession we could be regulated under the police power act in cities of many states as possibly being engaged in a profession bordering on or becoming a nuisance. Further, that it states having no state laws then clause No. 13 and 18 should apply to the municipality of the auctioneers domicile, (unless the intent of Article 13 is to extend no reciprocity where no state law of any kind exists).

It's as simple as this, extend reciprocity on a state basis where Auctioneer Domicile is in that state and the state itself has law prohibiting political subdivisions of the state from regulating Auctioneers. Where no state law exists then reciprocity either would not exist or would be extended on the basis that the municipality in which is located the

Domicile of the Auctioneer shall have no restrictive measures, but because of lack of similar recognition law the Auctioneer should have to submit to whatever state requirements are in the state he wants to get licensed including examinations.

We must also remember that those of us organized for a purpose only constitute a minority of the actual count of auctioneers throughout the width and breadth of the nation which puts us at somewhat of a disadvantage without law but an advantage by being organized to enact legislation. History has been known to repeat itself over and over whereas groups of apparently little insignificant individuals rise up in a lawful organization fashion with voices that reverberate and echo throughout the nation above the din of politics and discrimination removing barriers and replacing them or constructing them so as to prevent economic destruction, or impeding the efforts of the small man in what is believed to be equitable.

Man's importance in length of membership or his financial worth shall not be a measuring stick nor keep him from attempting to solve this situation by trial and error if necessary. Nor shall he be restrained because certain firms or individuals fail, or do not want to understand the harnessing of organized effort. The voice of we, the individuals, the little people, should not be a mere pious protestation, and our position could be enviable if and when a membership acceptable, legally perfected, drafted law could be enacted in each state containing clause No. 18 of the proposed New Jersey law.

This will never come about by itself but statewise it could if state organizations would get behind it. It is not beyond the realm of possibility.

By Federal law I question whether this could be done without change of constitution.

If from what I have outlined I have implied that these are legal opinions or that I am a lawyer I would like to correct that impression for these are my personal views, and as for being a lawyer the only bar I have ever stood before was in the tavern on the corner.

My physical make up includes a transmission with four speeds forward and

one in reverse. Flexible and selectively controlled are the gears by weighing of the facts. Though I am a Minnesotan, I will conclude by altering a phrase from the state which is to be host of our next National Convention by saying "You gotta show me even if I'm not from Missouri."

John Jones dedicated a book to his wife and daughter like this: "Without whose unfailing help and advice this book could have been written in half the time."

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ELSEWHERE

The Ladies Auxiliary to the
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After introducing himself to a pretty girl at a dance, a fast-working young man said, "Won't you give me your phone number?"

"It's in the phone directory," the girl answered.

"And what's your name?"

"It's in the phone book, too," she said breezily and turned to her next partner.

Ontario Sales Yard Sets New High Mark

ONTARIO, ORE.

The Ontario Livestock Commission Yard sold more livestock through sales here at the yards last year than in any other year in its history, according to figures recently released.

Cattle sold in the weekly sales totaled 100,698 head, sheep totaled 26,202 and hogs 10,306.

Receipts for the year did not match receipts of 1951, when \$15,500,000 worth of stock was sold, according to Morgan Beck, business manager of the company. Receipts for 1955 were \$11,733,485, reflecting lower prices for all livestock.

Cattle sold through the yard came from Oregon, Idaho, Montana, Wyoming, Colorado, Nevada, Kansas and Nebraska. Sheep came from Oregon and Idaho.

Of the cattle sold 33% remained in Oregon, with 28% going to California and the rest to various other states.

Odd Collection Keeps Him Busy

PHILADELPHIA — Michael Bender's admonition—"Check every cigar box"—is paying off in one of the longest sales in Lancaster County history.

Already three sales have disposed partially of tons of antiques, guns, trinkets, revolvers, tools and endless other items left by the recluse, who died in February, 1955.

Twelve rooms of his double brick house were jammed from wall to wall, from floor to ceiling, with an 80-year accumulation that began with a few inherited war relics.

David L. Lefever, a nephew, and Parke S. Shaub, auctioneer, have sorted and sold around 2,500 items already. Three more sales are planned.

"I hope you have as much fun disposing of this as I had in collecting it," Bender told his nephew some years back.

Scores of Uncle Mike's cigar boxes and other containers reveal new treasures that have brought buyers from as far as New Jersey and New York State.

THE MEMBERS SAY . . .

Dear Sirs:

. . . . Since Feb. 21st I have handled 21 sales and as of this writing (March 24), have every day booked to April 14th, inclusive.

Our farm sales of livestock and machinery range from \$5,000 to \$28,000 so far this spring. Grade cattle are selling very well. Good Holsteins range from \$150 to \$400 per head and farm machinery is selling very well this spring. Our sales are all conducted on a cash basis, no credit.

I have also, during this period, handled two very large household furniture sales which included antiques. Both of these were between \$5000 and \$6000 totals. A grandfather's clock sold in one of these sales for \$725.

I have handled some of these by myself but someone assists on most of them. Daniel C. Poole, Jefferson, Md., a member of the NAA, assisted on one of the sales and will be with me in another one on April 16th. There are a number of older auctioneers in our county who work with me because the person making the sale likes to be friendly to all.

While I work in several adjoining counties in Maryland, also in some counties of Virginia and West Virginia, most of our sales are in Frederick and Montgomery Counties in Maryland, which is in the Washington, D.C., milk-shed. In spite of rain, snow and cold we have had no postponements.

Sincerely,
Emmert R. Bowlus
Frederick, Md.

Dear Col.

We had a long cold winter here and we had a lot of sales. Had a sale every cold day all winter long and some sales were plenty tough to get the money. Machinery was hard to move at most sales. Our livestock sold fairly well all winter and grain sold good.

Enclosed find check for my dues.

Yours truly,
T. D. Preece
Battle Creek, Nebr.

Dear Sirs:

Had some heart trouble about a year ago but am back now and going strong. Keep the good work going. I am proud to be a member of the N.A.A.

Want to meet lots of you in Kansas City in July.

Sincerely,
Kenneth Bozeman
Lubbock, Texas

Dear Mr. Hart:

We have done in excess of \$40,000 worth of business already in 1956 and are booked solid until July. Enclosed find my check for annual dues. Will see you at the Convention this year.

Sincerely,
Joe S. Schmidt
Aberdeen, S. Dak.

Jerry Langman Heads Montana Market Ass'n

BILLINGS, Mont. — A. J. "Jerry" Langman, president of Billings Live Stock Commission Co., was named president of the Montana Livestock Auction market Association at the group's annual election here recently.

Others elected were Robert A. Ellerd, Bozeman, vice president, and C. T. "Tad" Sanders, Billings, secretary and counsel. All officers will assume their duties in May.

Attending were representatives of markets in Bozeman, Lewistown, Glendive, Great Falls, Havre, Butte, Miles City, Missoula, Sidney and Billings.

The next quarterly meeting of the association will be held May 20 in Billings. The group is made up of all markets selling at auction in Montana.

He could not have been over four, the little boy who stood in front of the lost and found desk. He hardly reached the top, and there were traces of hastily wiped tears on his chubby face as he inquired, "Has any mother been turned in this morning?"

In Defense Of Boardwalk Auctions

By COL. SAMUEL W. SAVEDOW
Past President, Boardwalk Auction
Merchants Association

I wish to answer an article in the April issue of "The Auctioneer" credited to Col. Ralph S. Day, secretary of the New Jersey State Society of Auctioneers. Who is he to condone another man's operation? Does he actually feel that his type of auction is any different than the auction on the boardwalk of Atlantic City, or on the Highways? Does he know that the auction rooms cater to the finest people in our land, pay large rentals, maintain large staffs, handle the finest merchandise obtainable and, at the present time, have and own the finest shops in Atlantic City, Florida, Arkansas, New York, Philadelphia, and many other cities and states.

For instance, Ben Jessehson was in business on the boardwalk in Atlantic City more than 40 years before he died. Daoud Brothers have been in business for over 27 years; Garriss Galleries over 26 years; Richard Kodrey in Asbury Park, has been there over 30 years. Could they last this long as "clip joints"?

As a past president of the Boardwalk Auction Merchants Association of Atlantic City, and a member in good standing of the Florida Auction Merchants Association and the National Auctioneers Association, I have made an honest effort to get all of our members affiliated with the National Auctioneers Association because I felt that "In Unity There Is Strength." (We actually have intentions here in Florida of joining in a group,) But when a credited member speaks out in reference to making exaggerated claims as to value and guarantees and calls his fellow workers, clip joints, when he knows nothing about the other fellow's operation, I actually feel that this is detrimental to the business as a whole.

Col. Day claims that he has a file on the subject. I have also noted how he and other auctioneers in his field work and I always admired their work and effort; but there is very little difference in ref-

erence to making a sale at auction. The only definite difference might be in the type of merchandise being sold, but nobody "Steals" anything whether it be fine art goods, oriental rugs, diamonds or hogs, cattle, real estate and farm equipment.

There is no doubt in my mind that the condition that exists in New Jersey in reference to licenses by New Jersey auctioneers and should not be blamed on any special group of auctioneers. We have always abided by the laws in Atlantic City and elsewhere and will continue to uphold the dignity and respect of the auction profession.

It has always been our motto, "A knocker is no good to himself or anyone else and if you cannot boost, do not knock." We were not against Col. Day's licensing nor were we for it—but after the article, "License Law Confusion," what do you think?

"Cows Do Not Sleep"

Cows do not sleep. That is the conclusion of a scientist who spent years trying to stay up later than cows both in the London Zoo and in The Bronx Zoo. Sleep, he says, is impossible for cud-chewing animals. Night after night he stayed up looking at cows, his eyes straining for the droop of a bovine eyelid, his ears harked for a bovine snore. Night after night the cows stared silently back at him; they were still watching when he went home to bed. "In the vast majority of cattle," he says, "the eyes are always open and clearly watching any observer." Cows have good hearing, too, he reports. They very well heard his muffled yawns.

The true value of horse sense is clearly shown by the fact that the horse was afraid of the automobile during the period when pedestrians were laughing at it.

Bits Of Thought

BY COL. R. C. FOLAND, REAL ESTATE AUCTIONEER
NOBLESVILLE, INDIANA

If I were giving a subject to my contribution for this issue of the Auctioneer, I think I would title it "more of the same."

Last month I dwelt at length on license laws and especially the proposed New Jersey law. If you read this, perhaps you drew the conclusion that I am unfavorable to any auctioneers license law at this time.

I am urged to contribute a few ideas on other subjects than license laws, but since reading the article by Col. Ralph S. Day of New Jersey, I am possessed with a desire to further discuss the license law matter. Even though I do not agree with all that Col. Day has to say, yet I will defend his right to say it and I do agree with much of his article.

Differences of opinion lends spice to discussion sometimes bring out good ideas. I do think there is much confusion with reference to license laws of various kinds.

Section 18 of the proposed New Jersey law read as follows: "No political subdivision of the State of New Jersey shall have the power or authority, after July first, one thousand nine hundred and fifty-seven, to require the licensing in any manner of any auctioneer or apprentice auctioneer who is licensed under the provisions of this act." I agree with Col. Day that this is a very commendable section; but I have my serious doubts if it will "hold water" constitutionally. I think every city is already given authority to make laws and ordinances governing itself.

Perhaps other phases of this proposed law are also commendable, but I hardly believe it is beneficial to the auctioneers and elevating to the profession to adopt "hook, line and sinker" the 8 page proposed law with sentences in it as long as 300 words. I would like to see a "show of hands" of all the New Jersey auctioneers who have carefully read and studied this proposed law.

It seems that zoning and planning



Col. R. C. Foland

commissions, license laws, ordinances, government controls of numerous kinds and other regulations, have indeed gotten us all confused. Perhaps we would do well to obey the laws we now have instead of trying to infiltrate our statute books with these long drawn out, complicated and confusing documents.

Col. Day speaks of auctioneers being sensible and pass our own State license acts. Well, Colonel, we do not have the power to pass our own laws directly as auctioneers, but of course we should be vigilant to lend our power in endorsing proper laws and preventing improper legislation.

It is my opinion that there are many ordinances in various cities governing auctioneers and auction sales, which would not stand the test, if auctioneers would have the moral courage to resist them. Please understand, I do not wish to imply that we should not be law abiding. But when improper, unfair and unconstitutional legislation is passed, we

should contest it.

It is hoped that more of our readers will send in their expressions of approval or disapproval on this very important question of Auctioneers License.

Large Farm Sale

From The Saginaw (Mich.) News

One of Saginaw county's most successful farm enterprises, the brother-partnership of Frank and Paul Dorr, ended with a public auction attended by several hundred persons.

The Dorr Brothers farm, located on O'Hara Road near North Fordney Road, was previously sold to Earl Shepherd, who lives at Center and Shattuck Roads, Saginaw Township for an undisclosed amount. The brothers retained 80 acres in Brady Township of their 440-acre farm.

The original farm of the late Congressman Joseph Fordney, the property included two residence homes, two tenant homes, and two large barns. Sold at auction were 150 head of cattle, two riding horses, and the brothers' complete line of farm tools and machinery, accumulated during their 15-year partnership. The machinery included five trac-

tors, three trucks, beet and corn harvesters, combine and chopper.

Frank and Paul Dorr have no definite plans for the future, although they intend to remain in Michigan. Their diversified farming was "a lot of work" said the brothers, regarding their retiring.

"We aren't as young as we used to be," said Frank. "We can't work around the clock any more."

The brothers raised beef cattle, sugar beets, beans, wheat and corn crops. Before purchasing the farm, they operated the Dorr Brothers dairy in Saginaw for 15 years.

Col. George Weaver was the auctioneer.

"We certainly enjoy "The Auctioneer" each month and look forward to the news that is published in it." Vernon I. Cole, Mt. Morris, Mich.

"Am looking forward to the Kansas City Convention." Col. Melvin Penning, Forrester, Ill.

"Business is good. Wouldn't miss 'The Auctioneer'." Ken Rice, Hamburg, New York.

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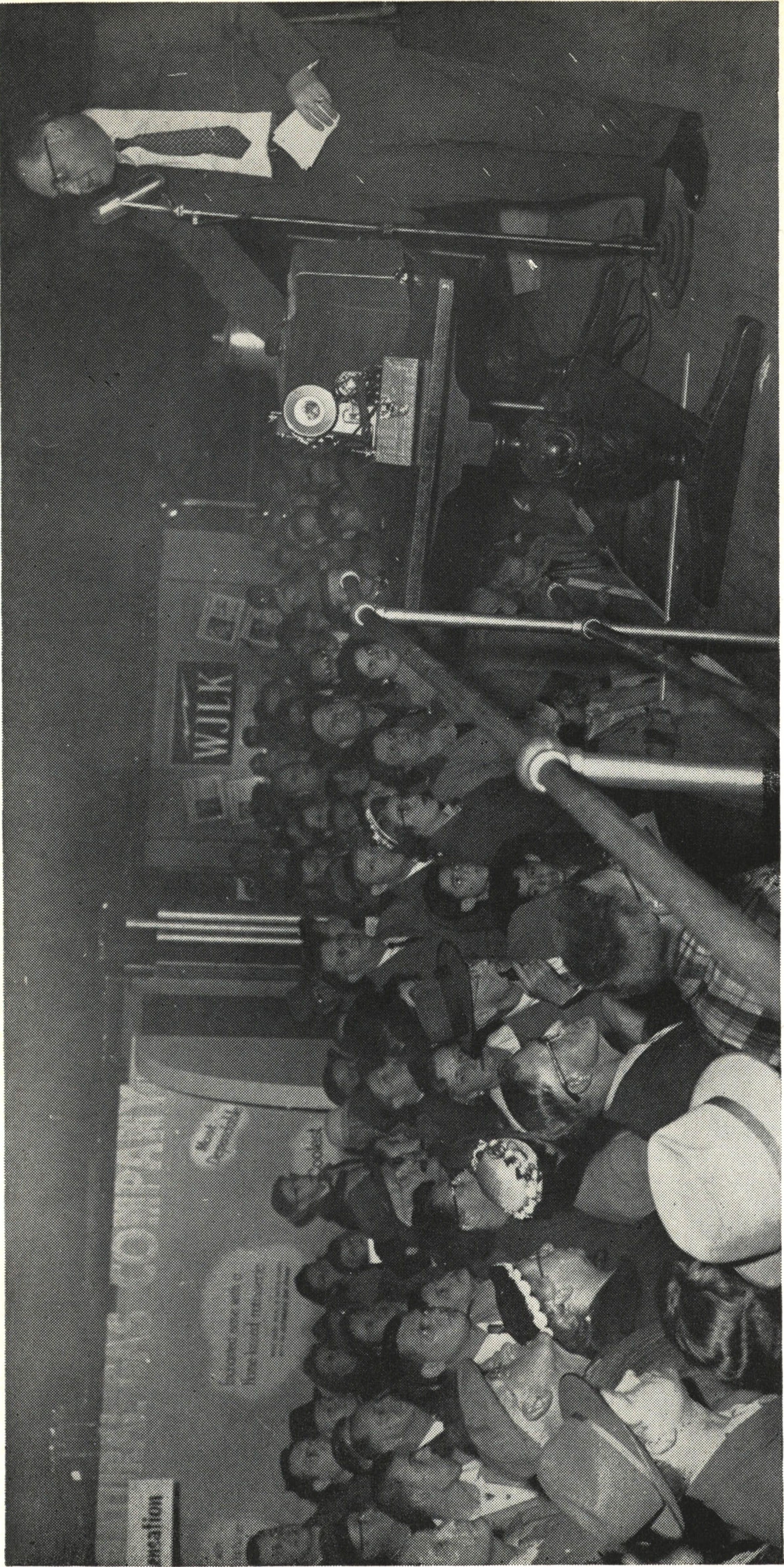
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THE AUCTIONEER, 803 So. Columbia St., Frankfort, Indiana



Col. B. G. Coats, Official Auctioneer, sells the first item at the Cavalcade of Progress in the huge Convention Hall on the Boardwalk at Asbury Park, N. J. This is a portion of the 3,600 visitors that attended the big Exposition and Home Show every night throughout the week of April 9th to 14th, inclusive.

Big Auctions Highlight Asbury Park Calvalcade Of Progress

From the stage of the hugh convention hall on the Boardwalk in Asbury Park, New Jersey, members of the New Jersey Auctioneers Association, out did themselves in selling just about everything from home appliances to automobiles and boats.

The "Going-going-gone" cry sounded throughout the big convention hall each night during the week long "Better Living Home Show and Business Exposition," sponsored by the Chamber of Commerce and the city of Asbury Park.

The average nightly attendance of 3,600 visitors reached an all time high for attendance at the Cavalcade of Progress which is an annual show given every year for the past twenty years. The large increase in attendance was the innovation of the auction sale. The items disposed of were all given by the more than 100 exhibitors. A total of 21,600 people passed through the turnstiles of the convention hall to participate in buying the many fine offerings and to listen to the many Auctioneers from all parts of the state.

Visiting Auctioneers were Col. Russell

Tinsman, Hackettstown, President of the New Jersey Auctioneers Association, Col. Winfred Hinkley, Ogdensburg, Vice President, Col Ralph Day, Leonia, Secretary Col. James W. Burns, Oakhurst, Col. Elwood Heller, Somerville, Col. Norman Kirkbride, Hightstown, Col. Albert J. Lucas, Woodbridge, Col. William Oliver, Closter, Col. James Oliver, Englewood, Col. George Bird, Freehold, Col. Charles R. Schuller, Washington, Col. Otto Seng, Whippany, Col. B. G. Coats, Long Branch.

She's Recovering

On the porch of the home for mentally defective women, three old ladies sat talking. One of the women said in a wistful voice, "I wish a huge, muscle-bound he-man would walk up on this porch and make love to me."

The other two women thought it over for a few minutes, and then one of them said, "Gertie ain't gonna be with us long. She's talking sense!"

What a terrific din there'd be if we made as much noise when things go right as we do when they go wrong.



Visiting Auctioneers, all members of the New Jersey Auctioneers Association, each assisted in the gigantic auction. They are (left to right) Col. William Oliver, Closter; Col. B. G. Coats, Long Branch; Col. James Oliver, Englewood; Col. Otto Seng, Whippany; Col. Ralph Day, Leonia.



Col. Winfred Hinkley (left) of Ogdensburg, Vice President of the New Jersey Auctioneers Association, and Col. Elwood Heller of Somerville, N. J.

Wooden Indians Among Galleries' Auction Items

Submitted By Col. B. G. Coats

NEW YORK CITY — One part of a collection of wooden Indians, one of the most extensive private collections in this country, will be sold at auction at the Parke-Bernet Galleries, Inc., 80 Madison Ave.

Assembled by the late Rudolf F. Haffenreffer, brewing company founder at Providence, R. I., the collection includes both wooden and cast-iron figures of Indian chiefs stern of visage or occasionally with a look of astonishment, some with spears, some with axes, but most of them holding bundles of cigars.

The carving of such figures, usually either chiefs or Indian princesses, reached a climax between 1850 and the turn of the century. As the clipper ships ceased to be built, the carvers of ship figure-heads were looking for work and could be hired cheaply to cut these figures for the tobacconists of the nation.

American Furniture

Also at Parke-Bernet a collection of American furniture and decorations will be sold. Included is an extensive group of French paperweights, among them such rare specimens as a baccarat example enclosing a Napoleonic order, a baccarat sulphide blue example with a portrait miniature of Wellington, and others with fish, salamanders and butterflies.

A number of Remington bronzes and paintings are in this sale, among them his "In the Desert," "Winter Hunger," "Stagecoach in Flight," and "Outside the Saloon." There are also several pieces of Presidential china and a pair of early American octagonal candlesticks by Edward Winslow of Boston.

The furniture includes a rare pair of Chippendale stools with claw- and-ball feet; a Sheraton armchair by Duncan

Phyfe, dating from about 1819; a Chippendale lowboy attributed to Thomas Affleck, eighteenth century Philadelphia cabinetmaker; and a fine Chippendale piecrust tripod table with bird-cage support.

The thirty-two volume set of "American Statesmen," each volume containing an autograph of a famous American, among them Benjamin Franklin, Patrick Henry, and many of the Presidents, is included in a collection of autographs, manuscripts and first editions to be sold.

The Plaza Art Galleries, Inc., 22 E. 46th St., will sell at auction a collection of furniture and decorations. Included are enamel snuff boxes both European and Oriental ivory figurines, and a group of paintings. The same galleries will sell on the premises at 116 E. 56th St., the furnishings of the Hotel Fairfax at 10 a.m. Monday. Included are single and Hollywood beds, chests of drawers, and desks.

The Savoy Art and Auction Galleries,

IN MEMORIAM

Col. Harvey H. Tucker, Iowa
Col. Gus L. Day, New Jersey
Col. Howard Schnell, North Dakota
Col. Ed Rogers, Nebraska

5 E. 59th St. will sell at auction a collection of arms and armor, including European and Oriental wheel locks, flintlocks, rifles and carbines saluting cannon. Queen Anne pistols and cased dueling pistols.

A 106,000,000-pound press, largest ever built, is now in operation in the U.S. air force program at the Wyman-Gordon plant at North Grafton, Mass. It was built by the Loewy-Hydropress division of Baldwin-Lima-Hamilton.

YOU CAN--BUT--

By COL. B. G. COATS

You finish the quotation. That is right. "You can lead a horse to water but you can't make him drink." A horse or a man must need to be thirsty.

What has this to do with us? It is the privilege and the primary task of every member of the National Auctioneers Association to lead other Auctioneers to "water". It is tragic to know that there are several thousand Auctioneers in the United States and so few partake. Why? Is it because we are selfish? Is it because we never take the time to think of the building of our Association? Could be both and other reasons. Whatever the reason, we, therefore, need to remind ourselves again and again, those of us who are serious about it, that even meagre results are priceless. What have you done in the past few months to build our Association? Have you talked with Auctioneers about becoming members of the Association? Several have, but have you? It is this minority in every organization

who preserve the precious heritages and advance the welfare of all.

Do you know of any Auctioneer in the United States but what is thirsty, thirsty for knowledge of his profession, thirsty for ideas in his business and thirsty for the fellowship of Auctioneers? Do you know of any Auctioneer but what is thirsty for bigger and better sales? Then why not bring them into the Association where they may drink, where they may obtain new ideas and impart ideas, where they may join with you in the building of our Association. Your example is compelling. Will each of you who read this take the time to invite an Auctioneer to join the N. A. A.? If every member of the Association would obtain one new member each, your Association would have a grand and glorious year. My fellow members this is our business, yours and mine and there is plenty for each to do. Will you do it? Let us not weary in well doing. Bring others into your Association. Your task is then well done.

844 Bulls Average \$484 In Calgary's Big Auction

By FORREST BASSFORD

CALGARY, ALTA., CANADA

Calgary's Spring Bull Sale is one of the most colorful and unique purebred beef cattle merchandising events on the North American continent.

It's big . . . 844 bulls sold one at a time in four days (March 20-23) of 9 o'clock to 6 o'clock auctioning; five auctioneers taking turns with approximately 20 bulls each.

It's social . . . the long, hard winter is about over. Cattlemen from throughout Canada, with some from the United States, and their wives, make this their "spring fling." They play hard.

It's organized . . . spearheaded by the Alberta Cattle Breeders' Assn. of which D. C. Matthews, Pirmez Creek, is president; Maurice E. Hartnett, Calgary, managing director, and Chas. E. Goode, Calgary, secretary. This is the parent organization cooperating with the Calgary Exhibition & Stampede, upon whose grounds the sale is held. Breed groups of Alberta cooperate under these.

Calgary is a lusty, booming city of approximately 180,000. It occupies in Canada about the same position in relation to the beef industry as does Denver in the United States.

Location Given

Similarly to Denver, it lies on the prairie at the western edge of the great plains and the Canadian Rockies point their spectacular peaks skyward to the immediate west. Also like Denver, it is booming with the oil business and attendant commerce, as well as with cattle and wheat.

The spring bull sale here is Canada's great "useful" livestock event as Denver's National Western in January spearheads such events in the states. But much of the similarity ends when it comes to the stalling of the bulls and the handling of the sale.

Bulls Stalled Numerically

When Dean Spencer of Western Live-

stock Journal's companion Denver publication, Western Livestock, and the writer walked into the huge exhibition building (which is even now being expanded and modernized), our previous Calgary experience told us that we could go to one corner of the barn and find the bull catalogued as Lot 1. And that the bulls were stalled in numerical order up one alley and down the other.

There were 599 Hereford bulls in the barn, 139 Shorthorn and 106 Angus. Knowing the lay of the barn, we could walk almost directly to the spot where the bull bearing a particular catalog number would be found.

Auction Begins

When auctioning started Tuesday at 9 a.m., there wasn't any real fanfare. A veteran salesman, Clarence F. Damron of Bentley, was at the microphone.

H. L. Craig, Bentley, owner of two Polled Hereford entries, bearing Lots 1 and 2, had his choice as to which would sell first.

He chose to bring in Lot 2, Craigview Lad 18J, an August yearling by Circle T. Choice Anxiety 49G. With merely a statement of the facts, with very little argument, Damron sold the bull on the waved catalog bid of C. Ross, Chinn, at \$520. Craig's Lot 1 bull cashed at \$420 and his part in this year's Calgary sale was over, and the big sale was on.

Next year, Craig will not be first.

Alphabetized Selling

This year the management decided to start with Polled Herefords and to start with the owners whose names start with C. The alphabet has been broken up in each breed into these sections: C, D, E, A, B; H, IJK, L, F, G; O, PQ, R, M, N; UV, W, XYZ, S, T.

Each year the sections are rotated and the letters within the sections are rotated so that each consignor gets an equal break, over the years, as to selling order.

IN UNITY THERE IS STRENGTH

Consignors with six bulls or less sold them all on the first go-around. Those with more sold five the first go-around, five the next and so on.

Champions Excepted

Only exceptions to the published sale order was that the champion and reserve champions might sell at any time.

Thus, the Calgary sale is not, in any sense, arranged in order of merit of the bulls. In theory the sale can be opened on the least desirable bull in the barn—and some of the very best may come in within the last few minutes of the four days of selling.

Visitors from below the border are inclined to think this method of sale order arrangement is not desirable. But it has worked successfully at Calgary for many years. And since this is the largest—and one of the most outstanding bull sales on the continent—the method must have merit.

Attendance Varies

The crowd thins as consignments of lesser desired bulls parade through the

ring, commences to fill the stands and auction arena as time for some of the more favored bulls rolls around and these are edged nearer to actual selling. And buying power appears to be almost limitless. In the entire four days, there was hardly a time when a really top bull didn't snap right along to a good strong price.

Buyers were on hand from practically every Canadian province. Although most of the bulls stayed in Alberta, Saskatchewan and British Columbia, 91 head crossed into Montana, Washington, Oregon, Idaho, Utah and Colorado.

Strong Rivalry Seen

Breed rivalry is quite intense. Herefords dominate in numbers and have for many years. They have also dominated the averages in memory of most of those who have attended this sale consistently.

The 599 horned and polled Herefords this year surrendered that high average, though, hitting \$478 against \$510 for the 106 Angus and \$499 for the 139 Short-horns. It was the first time in history

GENERAL ELECTRIC, WESTINGHOUSE, SUNBEAM, HOOVER, BENRUS, PROCTOR, EKCO, LIGHTERS, FANS, TOASTERS, MIXERS, DRILLS, HARDWARE, WATCHES, TELEVISION,

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See Col. "Mike" Gordon

that the Angus breed has scored high-average money and naturally breeders of the Blacks were in high spirits.

The Shorthorn men, too, enjoyed their second spot, to which they were sparked by selling of the A. R. "Sandy" Cross cattle from Midnapore.

Auctioneers were C. F. Damron, Archie Boyce, J. Allen Baker, Harry Hays, and J. B. Blacklock.

Sheep Worth \$100,000 Put To Death

LETHBRIDGE, Atla.—In an extraordinary order to curb a serious disease in a flock of registered sheep in Alberta, the animals have been sent to "the chair." They have been destroyed by electrocution.

The flock is owned by O. J. Rock & Son of Drumheller. It numbered 500 and was valued at \$100,000—all registered Suffolks. As far as known it is the most drastic single animal health order ever issued in Canada by dominion veterinarians.

Orders to destroy the whole flock came in an effort to prevent the spread of the serious sheep disease known as "scrapie" which broke out on the Rock purebred farm at Drumheller, northeast of Vauxhall.

Following destruction of the sheep the carcasses were buried in a huge pit, excavated under the direction of government inspectors. The disease was confined to the Rock herd and it is believed the extreme measures taken will stamp out the disease. There will be some compensation made to the owners by the federal government but the amount has not been revealed.

How About A Hero Without Six-Shooter?

By MRS. WALTER FERGUSON

It seems a pity that the American cowboy is pictured nowadays as a gunman. Every little boy dressed up in a cattleman's outfit is sure to be equipped with a pistol or two.

I've known many cowboys in my time and every one was a man of peace.

They were gentle and kind to animals and children. They did not go loping off hunting for somebody to shoot.

The cowboy is our national hero, and deserves to be. He is known all over the world as a symbol of pioneer America.

The cowboy lived close to nature and animals and from them drew some elixir into his being which made him bold, strong and fearless, but also kept him just and compassionate.

Yet, we moderns seem determined to transform him into a fighting fellow, with little respect for life. He's pictured now as a person who was ready to kill anything in sight at the drop of a hat. And children believe and imitate what the movies and stories give them.

To me there is something sinister in the sight of small boys saying, "Stick 'em up," behind a pointed pistol.

Men of good-will never carry deadly weapons. While we arm our children to the teeth, how can we also teach them that their hero, the original American cowboy, was a peaceful soul and did not like violence?

PERFECT AGREEMENT

A young student from an agricultural college was in conversation with an old farmer.

"Do you know," said the young man, "that your farming methods are so far behind the times that I'd be surprised if you get \$50 worth of oats out of this field."

"So would I," was the farmer's reply. "It's barley."

Mr. Auctioneer:

IF you are East of the Mississippi AND have bankrupt stocks of AUTO SEAT COVERS to sell in quantities of 100 or more, please call COLLECT . . .

Mr. Anderson

Riverside 4-4331 Youngstown, O.

THIS AND THAT . . .

By BERNARD HART

We doff our hat this month to Missouri. National Convention enthusiasm is running high among auctioneers in the "Show-Me" State and you can be certain that the less than a year old Missouri State Auctioneers Association will do plenty of showing when Convention time at Kansas City arrives.

* * *

Have you made your Hotel reservations for the Convention? We have had several letters from members who have (some are published in this issue) and we urge you to do so without delay. Write directly to Hotel President, Kansas City, Mo., telling them when you will arrive and the type of accommodations desired.

* * *

Lots of activity for auctioneers from now on. Many State meetings and with so much talk of legislation it is of the utmost importance that every auctioneer who has his profession at heart attend his own State Convention. I will be looking forward to seeing a lot of you at the Nebraska, Illinois and Missouri meetings this month. Yes, I will bring plenty of NAA applications along — so let's get that auctioneer signed up who has been promising but putting it off.

* * *

Legislation has passed the talking stage in some places and is a reality. Read the new Minneapolis City Ordinance in this issue.

* * *

Have you been watching the Booster Page. It has been steadily growing the past few months and now has the highest paid listing since your present secretary took office. By the way, has it been a year since you sent your \$5.00. If it has we will be happy to have your renewal along with others that are arriving weekly. Also, if your name is not listed and you want to help out on the expenses of publishing "The Auctioneer", this is a way in which to do so.

Other publications depend upon their advertising revenue to defray their publication costs as well as to return a profit. The primary purpose of "The Auctioneer" is to promote and protect the auctioneer and his profession. To do this we need population in members. Consequently our efforts are devoted to securing new members and not to selling advertising. In addition to your Booster Page contribution, you can help "The Auctioneer" if you will say you saw it in "The Auctioneer" when you answer the advertising.

"Did you hear about Jane? She went blind from drinking coffee."

"How come?"

"She left her spoon in her cup."

KNOW THE FACTS

If you are selling purebred Durocs or would like to, it will help materially to keep informed on the desired type and prominent sires and bloodlines.

The DUROC NEWS, a monthly publication published by the Association, will provide this information at a cost of only \$1.50 a year or \$2 for 2 years. Send check, cash or money order.

There are prospective Duroc sale holders in nearly every state. Let them know your qualifications with an ad in the DUROC NEWS. Single insertion ads at \$6 per column inch. Yearly 1-inch at only \$48 and 2-inch yearly ad only \$96 if paid in advance.

UNITED DUROC RECORD ASS'N.

Duroc Bldg.

Peoria, Illinois

THE LIGHTER SIDE . . .

Unbelievable

Asked what he'd learned at Sunday School, the 10-year-old began, "Well, our teacher told us about when God sent Moses behind the enemy lines to rescue the Israelites from the Egyptians. When they came to the Red sea, Moses called for the engineers to build a pontoon bridge. After they had all crossed, they looked back and saw the Egyptian tanks coming. Quick as a flash, Moses radioed headquarters on his "walkie-talkie" to send bombers to blow up the bridge and saved the Israelites.

"Bobby," exclaimed his startled mother, "is that really the way your teacher told that story?"

"Well, not exactly. But if I told it her way, you'd never believe it!"

Good Timing

Two young Scotchmen were sitting in the street car when a gorgeous babe came in. She smiled at them as she took her seat. One of them whispered to the other:

"D'ye know her, Sandy?"

"I do."

"Then why in the heck don't ye go over and talk to her?"

"I will the minute she pays her fare."

Cagey

It was a divorce proceeding, and the judge asked the little boy whom he wanted to live with — his mother or father.

"If it's okay with you, Your Honor," he replied, "let's wait until we have a look at the financial settlement."

Great Sport

The dowager was instructing the new butler just before the big reception. "From 6 to 6:30, I want you to stand at the drawing room and call the guests' names as they enter."

"Oh, jolly!" exclaimed the new man, "That should be ruddy good fun, ma'am."

Message

A woman reported the disappearance of her husband to the police. "Is there any message you wish to give your husband if we find him?" Asked the officer in charge of the investigation.

"Yes," she replied, "tell him mother didn't come after all."

End of The Road

A motorist, at a roadside stand, chose a piece of one of those rare old pungent cheeses. As the proprietor wrapped his purchase, his customer asked anxiously, "Do you think that cheese will keep all right until I get home tomorrow night?"

With a wry smile, the proprietor answered, "Mister, there ain't nothing more ever going to happen to that cheese."

Naturally

In a radio sidewalk interview, a woman said she had just bought ten dresses.

"What would any woman want with ten dresses?" exclaimed the interviewer.

Ten hats," she snapped back.

That's Why

Policeman: "No license, miss? You know you can't drive without one."

Miss: "That explains everything. I thought it was because I was nervous and near-sighted that I bumped two cars and ran into this hydrant."

Outnumbered

Second: "Well, old man. I'm afraid your licked now."

Boxer (gazing dizzily across to his opposite corner) "Yeah, I shoulda got him in the first round when he was alone."

Such Is War

"Any of you boys know anything about shorthand?" asked the sergeant of a new company of raw recruits.

Six young men stepped briskly forward.

"Righto," continued the sargeant. "They're shorthanded in the cookhouse. You boys report for potato-peeling tomorrow morning."

The Human Thing to Do

A great psychiatrist was conducting a series of experiments with a beady-eyed chimpanzee as his subject. "With sufficient patience, I am convinced that I can teach the chimp to do anything," the psychiatrist told his colleagues. "This afternoon I am going to try to make him play tennis."

He took the chimp to a squash court, sat it in a corner while he strode onto the court armed with a tennis racket and ball. For twenty minutes he banged the ball against the walls of the court, running madly to retrieve it, tripping a couple of times, and once bashing his forehead with the racket.

The chimp watched without moving. Finally the exhausted psychiatrist put the racket and ball within easy reach of the animal, left the court, and closed the door behind him. Then he knelt and peered through the keyhole to watch developments.

Glued to the other side of the keyhole was a beady little brown eye.

Might Come In Handy

A man called a dozen of his creditors together to tell them he was about to go into bankruptcy. "I owe you over a hundred thousand dollars," he said, "and my assets aren't enough to pay you five cents on the dollar. So I guess it will be impossible for you to get anything—unless (with a feeble smile) you want to cut me up and divide me among you."

"Say Mr. Chairman," spoke up one of the creditors. "I move we do it. I'd like to have his gall."

Last Straw

The first-grade teacher struggled with the last pair of stubborn galoshes. Three times that day—once in the morning and twice at noon—she had helped 35 youngsters pull their tight fitting overshoes on or off. As she gave the final tug little Freddie remarked. "These aren't mine."

Counting to ten, the harassed teacher extracted Freddie's feet. He watched in silence. When it was all over, he volunteered, "They're my sister's, but Mommy says I have to wear them today!"

Sam's Ghosts

Near a small town there was a haunted house. No one had been able to stay there as the ghosts always scared them away. One day Sam, a negro, said he'd show everyone he wasn't afraid and would win the ten dollard reward that was offered to anyone who could stay the night out.

Sam took his blanket, went in the haunted house, locked all the windows and doors, and sat down to go to sleep. As soon as he dozed off a noise awakened him. He looked—and there were ghosts all around him—with the doors and windows all still locked. He tried to talk to them but they just stood there. Next he tried praying—still they never moved. He got up from his knees and said, "I'll just pass the collection plate, then." By the time he turned around with his hat they were all gone. He got the ten dollars.

Just His Luck

The lunatic, after a good record of sanity, was discharged and returned home. The following morning he decided to shave as every man does. He nailed the mirror to the wall, stood before it, lathered his face, then selecting an old-fashioned straight razor, proceeded to shave. At this moment, the nail slipped and the mirror fell to the floor. He stood gazing at the blank wall, then remarked bitterly, "Jest my luck; second day out and I've cut my blooming head off."

Reward

Business was off. The boss called in all the salesmen and announced there was going to be a new sales contest, which he was going to supervise personally.

"What does the winner get?" asked an eager beaver.

Said the boss: "He gets to keep his job."

Twice Wrong

Auctioneer: "What am I offered for this beautiful bust of Robert Burns?"

Man in the crowd: "That ain't Burns, that's Shakespeare."

Auctioneer: Well folks, the joke's on me. That just goes to show what I know about the Bible."

Historian Should Look Into Future

CHICAGO — Historians have both a right and an obligation to generalize about the future on the basis of what they know about the past, a University of Chicago historian says.

Prof. Louis Gottschalk told social scientists meeting at the university recently that the historian is no less a scholar for stepping out of his role as recorder of the past.

He said the historian who specializes in the history of World War II has an obligation to apply his knowledge to help prevent World War III. And the historian who specializes in a study of the League of Nations is obligated to help prevent the collapse of the United Nations, Gottschalk said.

"What would one think of a mathematician or a physicist who, when asked what he thought about the trends of mathematics or physics, claimed that in so predicting he was not acting as a mathematician or a physicist?" Gottschalk asked.

"Yet a comparable claim is common among historians," he said. "Depart from your sources, the 'pure' historian believes, and you cease to be a historian. As if the sources had any validity unless checked against the timeless realities of human experience."

Secret Room Turns Up Spinster's Treasure

CHICAGO—A secret room in a ramshackle house has divulged a treasure box filled with money and gold and some intriguing sidelights about the life of two spinster sisters who earned a fortune on the stock market.

The 100-year-old, two-story dwelling in the center of suburban Itasca as the home of Josephine and Cecelia Schroeder — last survivors of a family that settled in Itasca when the region was virgin farmland — and of their 16 pet cats.

Josephine died April 23, 1954, at the age of 89. Cecelia died last Sept. 7 at 76, leaving to charity the bulk of the

\$225,000 estate the sisters had amassed.
Found During Inventory

Charles E. Newton, executor of Miss Cecelia Schroeder's estate, told about stumbling into a hidden room while making an inventory of the house's furnishings.

The room was cluttered with boxes and other items. Mr. Newton picked up one box and the top flew open.

Inside was \$4,460 in present-day \$100, \$50, \$20 and \$5 bills, gold watches and chains, \$300 in old gold coins, \$100 in gold certificates, a handful of old silver-looking two-cent and three-cent coins of the Civil War period, and a few old nickels and Indian-head pennies.

The value of the old coins or of other antiques has not been determined. They will be added to Cecelia Schroeder's estate, most of which will be used to support Protestant and Catholic orphanages.

Other boxes disclosed frilly and romantic Valentines — addressed to the sisters in 1906 — old magazines, the hide of a pet cow they kept on their six acres of land, and numerous other items.

Mr. Newton found the secret room as he was completing an inventory of items in a bedroom. He pushed aside a dresser to see if anything had fallen to the floor behind it and discovered a curtain and a glass door, leading to the room of treasures.

The Russian peasant asked the two boys playing soldiers: "What are you doing? Playing at war?"

"No" replied the lad. "That game has changed. We're struggling for peace now."

The butcher was busy waiting on a customer when a woman rushed in. "Give me a pound of cat food quick!" Turning to the other customer she said. "I hope you don't mind my getting waited on before you."

"Not if you're that hungry," the other women replied.

"Why should I like school?" one youngster asked. "I can't read. I can't write. And they won't let me talk."

NO-NEVER MISS IT

ACTION-FUN TOO

ACT NOW

Make Plans To Be There

National Auctioneers Convention

HOTEL PRESIDENT

KANSAS CITY, MO.

JULY 19-20-21, 1956

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

- 1. Added Membership will make your Association a stronger influence in your community.**
- 2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.**
- 3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally — Example, licensing.**
- 4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.**
- 5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.**
- 6. Added Membership in your Association will enlarge your circle of friends and business contacts.**
- 7. Added Membership in your Association will give you greater personal security in the protective support of the Association.**
- 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.**