

the AUCTIONEER



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Don't Miss It!!

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803 S. Columbia St. Frankfort
Indiana

Auctioneers' Apathy

By COL. B. G. COATS

About two weeks ago, I received a letter from an auctioneer wanting to know what action had been taken by the National Auctioneers Association, and of all things, by the Auctioneers Association of his own state with respect to the licensing of auctioneers. He dwelt at great length at his inability to conduct an auction sale because of the license law in that state relative to auctioneers. He proceeded to give an expression of his opinion stating how unfair it was to prevent an Auctioneer from earning an honest living, that the Association should do this and that and that it was high time that some action was taken.

I was sorry for the Auctioneer and at the same time I was glad. Glad because his experience had awakened him to the vital importance of the need for organization that should protect and defend the interests of its membership. I did a little investigating and was not at all surprised to learn that this Auctioneer was inactive, paid his dues and there was the fulfillment of his obligation in so far as he was concerned. His total apathy in the past at long last caught up with him when he was faced with obstacles that he could not overcome and that hurt his business.

Time and time again through the medium of "THE AUCTIONEER" articles have been published on this ever important subject, but it seems to me like that they almost always fell on deaf ears.

Now that it strikes home, you, just like this Auctioneer, will raise your voice in protest, but until such time as it does strike you between the eyes apparently you are satisfied to just sit back and let come what may. My experience has been that it has been difficult, yes perplexing to arouse Auctioneers to interest in matters directly affecting their present and future business. Doesn't it seem strange to you, that so many auctioneers who pride themselves on their freedom show such comparative indifference to

the right which is the foundation of that freedom.

Such a situation as above is constant and notorious. The apathy of the Auctioneers to prevent such a situation is unbelievable. It is not too late, I hope to urge every Auctioneer to raise his voice in protest. The rights of all Auctioneers are not museum pieces to be preserved under glass for occasional inspection. They are implements which must be kept in use in order to remain in working condition. Rights which are not used can very easily become useless; and prolonged apathy on the part of Auctioneers could, in time, make our freedoms as obsolete as the horse and buggy.

Such was an unhappy concrete example for one Auctioneer. Don't let it happen to you. It happens to me frequently and each time I become more and more incensed at the inaction and indifference of the Auctioneers that permit such conditions to exist.

If the Auctioneers were as active and progressive as they are apathetic the National Auctioneers Association would have a waiting list for new members.

Special Services By Livestock Auctions

With demand for livestock strong in nearly all sections of the nation under plentiful supplies of feed, marketing aspects have been marked by featured sales and services of the nation's livestock auction markets.

From purebred association sponsored commercial sales and special classification shows and sales, to regularly scheduled weekly, one to five day, selling operations, emphasis has been placed on bringing the overall demand into competitive play throughout the respective trade areas of the markets.

Not only have the markets served their areas in the marketing services for livestock native to the region, but they have

IN UNITY THERE IS STRENGTH

extended their efforts in attracting distant consignments for local purchase and use. This has been particularly notable throughout the year from grass lands to heavily concentrated feeding areas. In between have been the wheat pastures and roughage utilization to best advantage through livestock obtainable at these same markets.

The meat packing industry from the pioneer large packers to the later decentralized plants specializing in carcass distribution, now look to these markets as an efficient source of their supply of live animals of the kinds and at the times needed. The packers' speculative aspects on their purchase price have taken a secondary place to their emphasis on efficiency and economy in procurement of live animals, improved plant operations and merchandising of the processed product.

Typical of the effective selling services of these markets are: the Sandhills Association carlot sales of western Nebraska; the record-breaking sale of the Delta Feeder Cattle Association at Greenville, Mississippi; the Panhandle Livestock Association sale at Amarillo; the county association sales of Colorado and Oregon; the Arizona fall feeder sales at Phoenix; the high quality, state graded sales of Virginia and West Virginia; the highly publicized commercial breed sales of Montana; the Texas Livestock Auction Markets Association six-day series of featured sales of Texas stocker-feeder cattle; and the North Dakota and Montana Beef Councils advertising of their feeder cattle through their states' markets.

Of equal importance are the carefully sorted and graded sales of the markets in the heavy feeding areas of Iowa, eastern Nebraska, central Colorado, Illinois and Ohio, each providing a selective assortment of cattle for their feeders and a like selling market for those same cattle at any stage of their gain.

Agricultural educators and economists are prone to make pointed reference to marketing as the producer's number one problem — but this is the broadest sense of the term. As is often true of many so-called problems, the immediate solution lies in the effective use of the

services at hand and the development of them to best advantage. That fits the services offered and being developed by the livestock auction markets from area to area throughout the nation's livestock operations.

The National Association of Livestock Auction Markets, the industry's trade association, estimates that the 1958 volume of all species of livestock sold by the 2,298 auction markets will far exceed their volume last year. In 1957 these markets sold 34 million cattle and calves, 16½ million hogs and 6 million sheep.

“Can you ever remember a time when there weren't some people worried about conditions?”—John Nance Garner.

God governs in the affairs of men; and if a sparrow cannot fall to the ground without His notice, neither can a kingdom rise without His aid.

—Benjamin Franklin

OUR COVER

It was a proud moment for Col. Tim Anspach (right) at the time the photographer snapped this picture. On the left is Hon. Frank G. Clement, Governor of Tennessee, and in the center is Thomas Beasley, Nashville, Tenn.

Col. Anspach had just been presented this beautiful pair of steer horns in recognition of his services as President of the National Auto Auction Association during the Annual Convention and Business meeting of that group at the Hotel Bismark in Chicago, last August. Governor Clement was the Banquet speaker at the event and Mr. Beasley is the new President of the Auto Auction group.

Tim Anspach has been a member of the NAA for many years, a Booster for “The Auctioneer” and one of the New York group who assisted with our National Convention in Buffalo. He owns and operates the Dealers Auto Auction in Albany, N. Y.

A Garden Story For Associations

By FERNE E. KING
Reprinted from THE RANCHMAN,
Tulsa, Okla.

The head on this story looks very inappropriate, doesn't it? If you will read the story (which ends this article) as adapted by Mrs. Eugene Jones, chairman of the Associated Women of the Oklahoma Farm Bureau, we believe you will agree it might well apply to any organization. Too often there are those who will accept honorary offices but not the responsibilities that go with them. More often still, two or three officers have to do all the work.

The reason for 99% of the Associations that are weakening or have failed is lack of cooperation on the part of the membership. The officers may be elected because of their executive ability but if it is not implemented by the enthusiasm and willingness to work of the members the Association will not succeed, just as a garden though planted with good seed will not produce without cultivation.

The one thing needful for so many organizations is for every member to realize his **individual importance** and **responsibility** to the group. In any event whoever joins such organizations should "Tote his share of the load" and it will pay him to do so.

Now about this Garden story—it does not sound very he-mannish and that is because it was written for women but the cleverly written suggestions may be applied to men as well, as we are all just humans trying to get along as we spin through space on the same globe. This is what Mrs. Jones has to say:

"If your organization hasn't been so successful as you think it should have been, you may find that you have planted the wrong seeds. Let me suggest some that you might well plant, seeds that will yield valuable fruit, the amount of which will be in proportion to the amount of energy the members exert in cultivating the growing plants.

4 rows of peas:
presence
promptness
participation
perseverance

3 rows of squash (each a different variety)
squash indifference
squash unfair criticism
squash gossip

4 rows of lettuce
lettuce obey the rules—constitution and by-laws
lettuce be loyal to our organization—uphold its principles and objectives.
lettuce be true to obligations—resolutions and policies
lettuce be faithful to duties—responsibilities

4 rows of turnips
turnip for meetings
turnip with a smile
turnip with some new ideas
turnip with a determination to accomplish something worthwhile."

Hardy Expands His Auction Facilities

BAKERSFIELD, Calif.—Harry Hardy announces two expansions in his Bakersfield Livestock Auction Yard. He has opened a receiving yard at Bishop, where his representative will be Oren MacDonald.

Folks in the Bishop area can ship their cattle to the new yard, where they will be held with feed and water until a large enough number facilitates a haul to the Bakersfield yard.

Hardy has also purchased 10 acres of land adjoining his sales yard for expansion. Hardy now has 30 acres in yards, sales ring and corrals.

Your Goal - One New Member This Month

Renewal memberships have continued at a very good rate the past month but new memberships have slowed down considerable. We continue to urge our own members to encourage new members. Membership is the life of any organization, our potential is great, so let us each try and enlist one new member this month.

Following are the names of those memberships were received from September 16 through October 15. The asterisk indicates renewal.

*Gene Navalesi, New Mexico
 *Lyle D. Thornton, Michigan
 *Joe Ellis, Georgia
 Robert Braymiller, New York
 *B. J. Berry, Iowa
 Lloyd E. Sitter, Illinois
 Walter A. Brandt, Montana
 *J. W. Shapley, Indiana
 *Richard E. Hayes, Indiana
 *C. W. Slater, Illinois
 *Don Decker, Illinois
 *Phil Neuenschwander, Indiana
 Bert Boughton, Montana
 *Art Grandi, Indiana
 *Tom Sullivant, Kansas
 *Newt Dilgard, Ohio
 *John M. Miller, Maryland
 *Ralph A. Weschler, Dist. of Col.
 *W. B. Rose, Missouri
 *Park E. Bingley, Iowa
 *J. L. Todd, Georgia
 *Richard C. Wright, Virginia
 *Buryl Harbarger, Illinois
 *Jacob A. Gilbert, Pennsylvania
 *Henry A. Berman, Massachusetts
 *Dean Cates, Missouri
 *Howard Raser, Montana
 *Johnnie Midgette, Virginia
 Richard Sears, Iowa
 *Fred W. Radde, Minnesota
 *Van Smith, Ohio
 *Hubert S. Post, Pennsylvania
 *Lloyd Otten, New Mexico
 *J. L. Hardesty, Colorado
 *Bernard Jellema, New York
 *Ray Miskimon, Illinois
 *Harvey Boyer, Indiana
 *William McKinney, New York
 David E. Wodham, Ontario

*Dean H. Parker, Utah
 *Herman V. Ream, Indiana
 *Otto F. Seng, New Jersey
 *Clarence P. Maier, Pennsylvania
 *John W. Rigsbee, New York
 *Robert Mendenhall, North Carolina
 *J. A. Garnett, Alabama
 William B. Riley, California
 E. Milt Wenzel, California
 *C. S. Schwartz, New York
 *John W. Brown, Kansas
 *George E. Collins, Georgia
 *Donald H. Stafford, Ohio
 Robert L. Rodeffer, Illinois
 Archie D. Cloud, Minnesota
 *Vernell Johnson, South Dakota
 *Norman Levy, Michigan
 *Woodrow Davis, Ohio
 *John C. Coward, Colorado
 *Edward F. Harrington, Florida
 *Ora S. Burkhardt, Indiana
 *Earl B. Bales, Indiana
 *J. Gordon Hannagan, Illinois
 *Wylie S. Rittenhouse, Pennsylvania
 *L. Howard Jewell, Ohio
 *B. F. Hayes, New York
 *Thomas A. Scarane, Florida
 Robert V. Bradley, Pennsylvania
 *W. P. Drake, Illinois
 *Joseph L. Horn, Missouri
 *S. E. Reed, Colorado
 *Freddie Chandler, Iowa
 *John Galloway, Nebraska
 Jack Pauley, Ohio
 Glen E. Leney, California
 *Jim M. Merrigan, Missouri

New Officers Named By Illinois Group

Wayne A. Coffey, Kansas, Ill., was elected to the Presidency of the Illinois State Auctioneers Association at the Annual fall meeting of that group held at Springfield, October 12. Charles F. Knapp, Cissna Park, Ill., was elected to the post of Secretary.

These two men, named above, succeed T. J. Moll, Prairie du Rocher, and Virgil F. Scarbrough, Quincy, respectively.

Honeymoon: The period between "I do" and "You'd better."



GRADUATING CLASS—WESTERN COLLEGE OF AUCTIONEERING—SEPTEMBER, 1958

FRONT ROW: R. J. Thomas, Instructor; Jack Robins, Utah; Milton Mann, Montana; Bill Hagen, Instructor; Dowie Halweg, California.
SECOND & THIRD ROW: E. Milt Wenzel, California; Lynn Hossner, Idaho; Wilf C. Taylor, Alberta; Philip Goldston, North Carolina; Mathew Carlon, California. **FOURTH ROW:** Frank Bass, Montana; Jack Butts, Alberta; Alex Jozsa, Jr., Alberta; John Ray, Montana. **FIFTH ROW:** Bert Boughton, Montana; Jack McVicker, Kansas; C. Ernest Holmes, Washington. **TOP ROW:** James Messersmith, Instructor; James H. Wood, Washington; Tom Cruise, Montana; Dale Shelton, Instructor.

Tennessee's Famed Milky Way Farm

Divided In Auction Sale

PULASKI, Tenn.—One of the South's most famous cattle farms passed out of existence last month as the MHM Hereford farm, near here, sold in 14 separate tracts for \$344,600.

The showplace, established by the late Frank C. Mars, Chicago manufacturer, in 1930, brought an average of \$127.44 an acre. The 29 barns and 48 houses sold with the land.

Ernest Henegar, one of the three owners who offered the land for sale in the auction here, maintained possession of 736 acres of the land on the south side of the farm.

Pays \$83,000

Sidney Leonard of Lewisburg, Tenn., represented Henegar, paying \$83,000 for it.

Three Columbia men paid the highest price for a single tract of land. They purchased 254 acres at the center of the farm, including the 21-room mansion, race track, swimming pool, and two large horse barns for \$81,000.

The three are W. D. Wilsford, Jerry Dowling, and Joe Lancaster. Dowling said after the sale, "We were as much surprised as anybody that we got it."

"We haven't had time to make our plans as to what we will do with it. All we can say now is that we will develop it as much as we can."

Wilsford has a dairy farm at Columbia and Dowling and Lancaster are in the insurance business.

Offered in One Block

Tension built up to a peak at the end of the sale when the whole 2704-acre farm was offered for sale in one block.

The owners, J. L. Moss, R. L. McBride Jr., and Henegar of Lewisburg, Tenn., asked for a bid of \$350,000, or \$5,400 more than the total price of the separate tracts. No bid was made at this figure, however, and the farm was dissolved for the first time since Mars founded it. It was the first time the property had been offered for sale at public auction.

Moss, Henegar, and McBride bought it in 1950 from Albert C. Noe, who bought it from the Mars family in 1945. The purchase price then was not disclosed, but it was estimated that the last owners paid as much as \$450,000 for the showplace, once known all over the country as the Milky Way farm.

Yesterday's land sale came after a two-day dispersal sale of 900 registered Hereford cattle. The 716 lots of cattle sold Monday and Tuesday brought a total of \$197,703.

Four Alabama buyers bought 1076 acres of the rich farmland. James K. Taylor of Huntsville and Winston S. Garth Jr., of Athens a 330-acre track facing Highway 31 for \$40,000. James Cook, also of Huntsville, bought an adjoining tract of 121 acres for \$15,250, and a 209-acre piece of bottomland for \$35,500.

Another Huntsville man, C. L. Balch bought 416 acres at the back of the farm for \$25,000.

J. W. Frierson of Mount Pleasant, Tenn., bought 71 of the 482 acres of the farm on the east side of Highway 31 for \$16,750. The tract included a colonial home near the highway.

Other Buyers

Other buyers who bought parts of the farm were H. H. Alexander of Fayetteville, 201 acres for \$18,800, and H. T. Stiff of Nashville, 155 acres for \$12,000.

Stiff also bought two one-acre tracts with a residence on each of them for a total of \$4,500. Clyde Haynes of Pulaski bought 11 small tenant houses on a five-acre strip near the center of the estate for \$5,200.

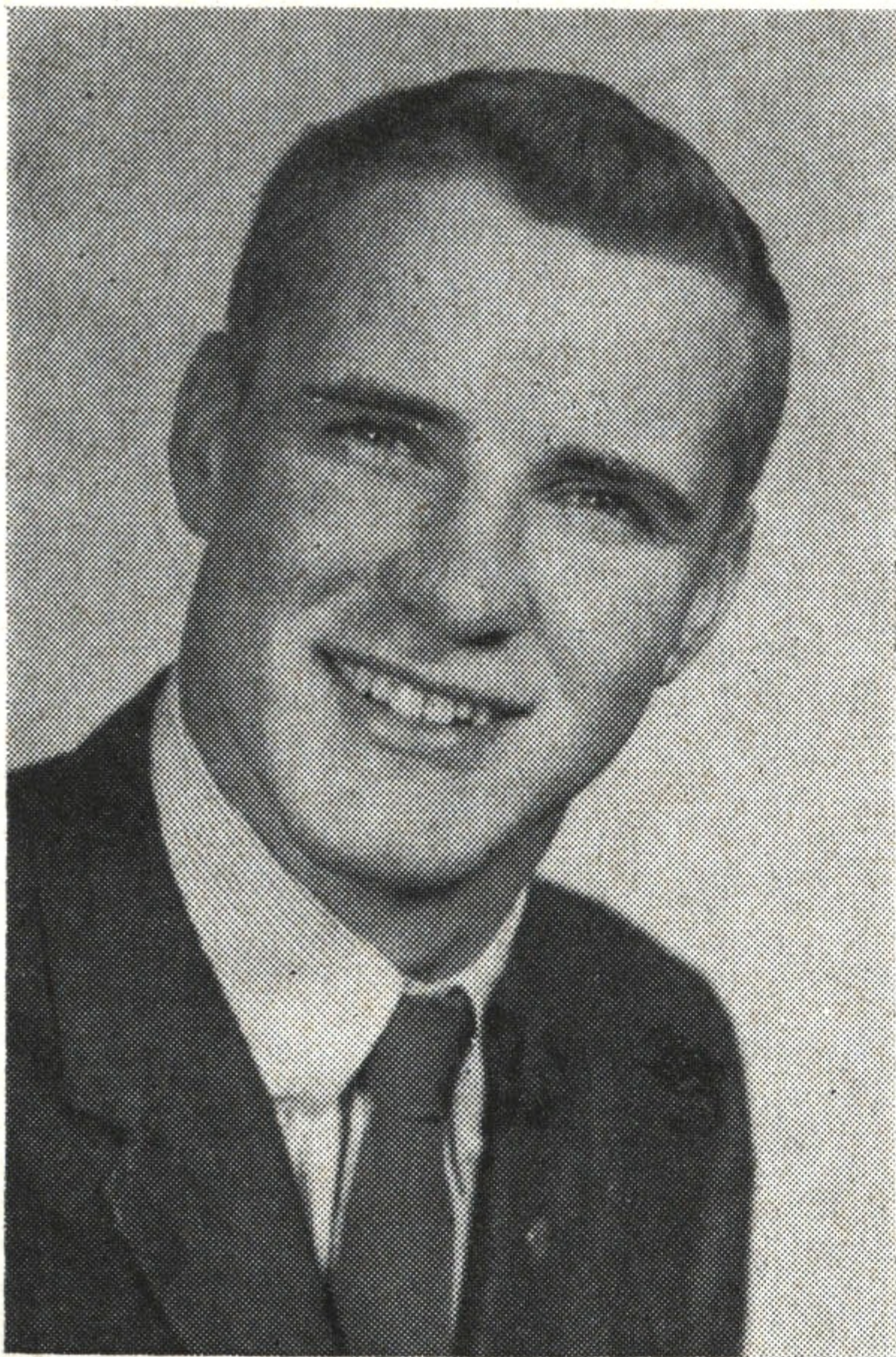
After the individual tracts had been sold, two attempts were made to sell several of them in larger blocks.

He that passeth by, and meddleth with strife belonging not to him, is like one that taketh a dog by the ears.—Proverbs 26:17.

Business Law And Auction Sales

By Ken Travis, Lansing, Mich.

It would be almost impossible for anyone of us to set down and memorize all of the laws that have been written in the last 2,000 years. We, as auctioneers, should be well versed on the laws in our state which govern our profession.



The first thing we should do is to define law. Can you give a clear definition of the word law? You may know what law is, but how to word a sentence into a complete thought is sometimes hard to do. Law is a rule of civil conduct, prescribed by the supreme powers in a state, commanding what is right and prohibiting what is wrong.

A good auctioneer should be a good business man. Auctioneers have found it to be good business to sign contracts for the sale of real and personal property. Business life is based on agreements. Agreements are the meetings of minds in a common asset to some proposal. Every time a person buys or sells something, goes to a concert, purchases a ticket to some ball game, or rides a bus, an agreement is made. When these agreements may be enforced in a

court of law they are contracts. Every contract is an agreement, but not every agreement is a contract. A contract must create an obligation, or it is not a contract. A contract may be defined as a binding agreement between persons to do or not to do some particular thing.

In booking an auction sale, we should ask our minds one question. Have we a contract in existence? We first must consider what it takes to make a contract. There are four essentials to a contract. They are:

1. Mutual Assent
2. Capacity of Parties
3. Consideration
4. Valid Subject Matter

Mutual assent is the meetings of minds. If the parties have not had a good understanding, and one party does not agree there is no contract. Mutual assent is an offer and an acceptance of that offer. If you offer to sell your neighbor a dozen eggs and he agrees to accept the offer, we have a meeting of minds. If your neighbor is in any way reluctant to accept your offer, no real meetings of mind results. The offer has to be accepted the way it is made to become a contract.

The second requisite of every contract is that the parties shall possess capacity for intelligent and binding assent. All parties are capable in law to go into a contract, however there are a few exceptions to this rule. Such as being under age, insane, under the influence of alcohol are some cases which would not hold up in court. A minor, until he reaches age 21 (adult) may either disaffirm or ratify his contract. However, such things as necessity which includes room and board are not excuseable. A person cannot go into a contract with himself or maintain an action against himself. He cannot enter into a contract with a group of persons of which he is one. Two or more persons are essential to a contract.

Consideration is something of value (such as auction service) in exchange

for which a promise is given. "Something of value" has been misleading. If you agree to cry a sale for \$200 and promise to render your service you have something for value. The something which is \$200. The value is your services. However, if you look at the \$200 as nothing, my good friend, just send it to me; and I have plenty of places for it.

Consideration must be legal. A promise based on a counter-promise or upon an act which is illegal cannot be enforced. Example: Hughes (acting as an auctioneer) has been asked by Street to knock off a horse at a small sale just as cheap as he can. Smith owns the horse and has a reserve bid of \$1,000 on the horse, which is worth \$1,000 or more. When the horse came into the ring Hughes said \$50, I am bid, are you done. Sold for \$50. Illegal. Smith may object the sale and declare it void.

Valid subject matter is the matter for which the contract was agreed to. A contract, the subject matter of which is to commit a crime, gambling or wagering contracts, or a contract signed on Sunday, are not enforceable by law. States have different laws which govern each state. In some states, contracts, no matter on what day made, which requires services to be performed on Sunday, are void.

We have outlined the four essentials to a contract. There are different laws in each state, but according to the sale of real property, to be enforceable, it must be in writing. You may read up on the sale of real property by referring to The Statute Of Frauds. If you want a contract to hold up in court, get it in writing.

There are many questions which you will have in reference to a contract. Here are three problems which should give you a clear understanding.

Thomas, an infant 20 years old, buys a horse from James, a competent party, pays the price agreed on. Two years later Thomas seeks to return the horse and recover the purchase price. Can he recover? No. A minor can not ratify his contract after he becomes of age.

Henry loses his wallet with \$1,000 and all his valuable papers. Black finds the wallet and upon his return to Henry, he

agrees later on to give him \$100. Upon Henry's refusal to pay, Black sues. Can he recover? No. Past consideration.

Brown sells Green a horse for business use and says, "This is the fastest horse in the country." Later, Green sues Brown for fraud, claiming that the horse was not the fastest horse in the country. Can Green maintain the suit? No. A salesman can bluff his product. A warranty is an express or implied statement of something which a person takes to be part of a contract.

Hall is an auctioneer, and Reed is a bidder on a certain article. The auctioneer says, "Are you through, all done?" But before the hammer falls, Reed revokes his bid. The auctioneer said, "Sold to Reed for so much." Was there a contract? No. The hammer must fall before he revokes his bid.

Kansas Has 70 Livestock Auctions

KANSAS CITY, Mo.—The Kansas Livestock Auction Association reports a record number of 70 active markets in 1958, according to the National Association of Livestock Auction Markets.

The seventy Kansas markets maintain an active program through their state association directed toward development and expansion of their market services for the state's livestock producers and feeders. The Kansas Association is one of 35 state associations affiliated with the national association.

Kansas stands fourth among the states in total number of licensed livestock auction markets with 122.

Current officers are: Joe Sanderson, WaKeeney, President; Lontie Wilson, Salina, Vice President; and John D. Kirkland, Herington, Secretary - Treasurer.

The Association plans presentation to the next Kansas legislature of a modern licensing law for qualified livestock auction markets in the state, according to Kirkland.

"It is easier and less costly to build straight boys and girls than to reclaim crooked men and women."



The Auxiliary Luncheon at the 1958 National Convention. Standing, left to right: Mrs. Ken Burrows, Pennsylvania; Mrs. Meynard Lehman, Indiana; Mrs. R. A. Waldrep, Georgia; Mrs. R. E. Featheringham, Ohio; Mrs. David Tracy, New York.
 SEATED: Mrs. O. S. Clay, Indiana; Mrs. John Overton, New Mexico; Mrs. Albert Rankin, Ohio; Mrs. Harris Wilcox, New York; Mrs. Joe Steiner, Maryland; Mrs. Al Boss, Iowa.

State To Auction Variety Of Jewelry

TRENTON, N.J.—The State of New Jersey is about to sell a \$3 bill issued by the State of Texas on September 17, 1840, as well as a gold opera lorgnette, a score of gold watches of the turnip type, and a dozen wideband gold wedding rings.

William F. Mangan, Assistant to the Supervisor, Bureau of State Budget, is the custodian of as fine an assortment of jewelry reminiscent of the Gay 90's as could be found in the atomic age.

Hidden away in safe deposit boxes of the Fidelity Union Trust Company of Newark for many years, the ancient jewelry and money has escheated to the state because of being unclaimed over a 14 year period.

Under the personal property escheat act of 1946, State representatives periodically seek out neglected safe deposit boxes in banks. A court order usually follows their discovery and the contents are cleaned out and sent to the State Treasurer. Both money and other valuables are subject to claim if the original owner comes along within two years thereafter.

Mangan is making arrangements for the sale of the jewelry and old money on hand because it is cluttering up his office. He intends to seek sealed bids on the items which will be grouped to make their disposal easier. The jewelry sale will be advertised in the newspapers of Newark and Trenton.

Practically all of the items come under the listing of antique jewelry worn in a day when gentlemen as well as ladies featured heavy gold and precious stones in a quieter and more graceful era.

Included are diamond and pearl Ascot tie pins, five dozen stick pins worn in ties of the males; tie clips, gold bracelets, 20 gold watches, diamond pins, gold wedding rings, rings without stones and rings with stones; collar buttons, cuff links, lockets, pins, broaches, beads, gold chains, cigar clippers, thimbles, loose pearls, a gold lorgnette, field glasses, cigarette case, a collection of table silver, candle sticks.

A box of old coins, some of which are gold pieces, as well as old state paper currency and German marks will be included in the sale. The state also has a box of forgotten life insurance policies which are being studied for the purpose of squeezing money from them.

Mrs. Betty Steiner Home From Hospital

The many friends of Betty Steiner, Past President of the Ladies Auxiliary, will be happy to learn that after 11 days in the hospital she is now recuperating at her home 9708 Marshall Avenue, Silver Spring, Maryland, and is making rapid recovery.

Comedian Buys Anastasia Home

HACKENSACK, N.J. — TV comedian Buddy Hackett was the actual buyer of slain ganglord Albert Anastasia's palatial estate, Hackett's attorney says.

The house at nearby Fort Lee was purchased at a sheriff's auction on a \$64,000 bid by a New York accountant, Benjamin Yanow. Yanow was acting for Hackett, said Miss Clare Petti, the actor's attorney.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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High Price Is Put On 4 Rare Stamps

WASHINGTON—A block of four United States stamps "worth much more" than \$30,000 was reported here.

Charles Kohen, owner of a hobby shop, says he feels certain that his deep-blue 30-cent stamps of the 1938 Presidential series bearing the likeness of Theodore Roosevelt are the only ones in existence.

Another rare item, a 1918 upside-down airplane stamp, is valued at \$6,000 for a single stamp and \$30,000 for a set of four. Mr. Kohen said the set of four Theodore Roosevelt stamps was "worth much more," but he made no specific estimate.

He said about 100 of the upside-down airplane stamps had reached the collector's market.

In the Roosevelt stamps, he said, "the error is one of color; my set of four are deep blue—all the rest of that issue are deep ultramarine."

Exchange of Gifts

He said the stamps had been given to him by President Franklin D. Roosevelt in gratitude for a rare manuscript of the Roosevelt family that he had given the President.

In September, 1938, Mr. Kohen said, he bought an outstanding collection of letters by men who received the Medal of Honor during the Civil War.

From 1892 to 1896, he continued, Col. James Otis, who intended to write a book about the men, wrote letters to them asking how they had won their medals. Colonel Otis died before the book was written.

"One of these letters was from George W. Roosevelt, who was United States consul at Brussels at the time he replied to Otis," Mr. Kohen said. "I asked Henry Kannee, who came from New York to Washington with F.D.R. to find out if this George Roosevelt was any relation.

"President Roosevelt called me up and said he had not known that George W. Roosevelt, who has his third cousin, had won a Congressional Medal of Honor. I took the letter over for him to read, and

when I saw how much it meant to him, I said as he still held the paper, 'My compliments, Mr. President.'

"After I got back to my shop, he called me up to thank me again. George Roosevelt was the real hero of the family.

Lists 16 Engagements

"The photostat copy of his letter, which I still have here, proves it. He lists sixteen Civil War engagements in which he took part, and read what he says: 'Lost my left leg at Gettysburg, Pa. . . . Slightly wounded in head at Fair Oaks. . . . Received my "Medal of Honor" for "gallant and meritorious conduct at the Battles of Bull Run and Gettysburg, Pa." . . . Recaptured regimental flag at Bull Run . . . Captured rebel flag at Gettysburg, Pa., but was wounded before I could get away with it.'

Mr. Kohen said President Roosevelt was deeply interested in the Presidential stamp series then, and sometimes had asked his opinion as a stamp expert.

Such was the case on the Theodore Roosevelt 30-center, he said, when men from the Bureau of Engraving and Printing brought to the White House some sheets of 400 stamps, some in deep blue, some of a more purple color, the ultramarine.

"President Roosevelt did not like the deep blue, and ordered them destroyed," Mr. Kohen recalled. "I liked the deep blue so much I put up a plea for it.

"One of the men pulled from the deep-blue sheet four stamps, paid \$1.20 for them and handed them to President Roosevelt.

"A year later, when I took him some stamps for his birthday on Jan. 30, President Roosevelt said he would give me something, and he gave me this block of four deep-blue Theodore Roosevelt 30-cent stamps."

Mr. Kohen said that in the twenty years since, he had never seen or heard of such stamps on the collectors' market.

Waiter: "How did you find your steak, sir?"

Customer: "It was just luck. I happened to move a piece of potato, and there it was."

Advice, Assistance, Experience And Some Conversation

By COL. POP HESS



Here it is October 14, as usual just the day before the deadline for this writing. It is hard to think that it is soon to be November and then not long until year's end.

Since our last convention many nice letters have come to me from auctioneers across the country and the bulk of them are very happy, very few having complaints or being disturbed. Often in such letters one picks up food for thought and finds what is best to mention in the next column. There are all sorts of newspapers and magazines available for those that wish to read but there is only one publication that is written exclusively for the auctioneer. Therefore, one expects to find those things covered there that are not elsewhere.

Through letters and personal contacts I find that auctioneers read this publication from cover to cover. It opens a wide gate for you, Mr. Auctioneer, to come out from behind the bushes and explode what you think auctioneers should or should not know. I once knew of a man that made a killing by placing an ad in a magazine telling of a book he had that tells just what every man should know. All he wanted was one dollar plus postage and he sold them thick and fast to men only. What was the book? A good old fashioned Cook Book.

We could no doubt double the circulation of THE AUCTIONEER by advertising it as a publication containing what every auctioneer should know. But then the question would be who would be able to fill the pages with the "know it all." It would be above my class and a headache for Bernie.

As I write this column on October

14 I am reminded that on tomorrow, October 15, it will be the anniversary date of my first auction sale. Yes, October 15, 1901, and just 21 years of age at the time. Now that 57 years have passed I can yet recall on that day and date at 12 noon when I had quite a crowd of folks standing around, talking, chewing, smoking and in my own mind, all with one eye looking straight at me. How dry my mouth felt. It was time to get going. In fact at the moment I thought of the joke a boy made when he got in the Army and the shooting got hot. He shed a few tears and said to himself, "I wish I was home and a baby, yes, a girl baby at that."

However, a good man's property was at stake as well as my fate—if a flop or an auctioneer. But like the first jump into a cold pool of water I did shake a little but found out I had to swim or drown and it was much easier to swim. October 15 has never passed without my thinking going back to October 15, 1901—my first auction sale—five bucks for the job and that probably was too much. But I am happy that I lived to sell many sales on that same October date that paid a top dividend on my first five bucks received for my first sale. The full total I received in the first 50 years as an auctioneer is top secret as you know Bernie sends a copy of this publication to Washington, D. C., each month.

Or better yet, as I look at that grand total received compared to this modern age and income I could be like the Irishman who was held up by two thugs. The Irishman put up a hot fight but finally was subdued and the thugs could only find three cents on their victim. The thugs said if that is all you have why the heck did you put up such a

IN UNITY THERE IS STRENGTH

fight? Pat replied that he was so ashamed to let them know how little money he actually had. Yet the income of that fifty year period brought more sound dollars in value in many ways and saved so much handling of money.

This situation we now have compares to a statement made to me recently by a friend of mine who is doing a lot of businesses and getting high dollars for doing it. I remarked to him that he was certainly "in the chips" the way he was making money. He looked at me and said, "Boy, I don't make money, I just handle money." But whether we make money or just handle it, this modern age is wonderful and I am sure the most of us are enjoying it very much.

Well, as I look back on what I have written thus far for this November issue it looks like I have been "coasting" like many or most auctioneers on some certain sales they are conducting. It is one where he feels he should coast along as he has a hunch there are some bidders on the way, not yet arrived, that would very much reinforce those in front of him—for better prices.

To comment on some of the letters I have received one young auctioneer came up with the question of what my viewpoint is on the manner in which an auctioneer should open a sale in way of remarks. He was under the impression it would be best to give a life history of the man he was selling for—on his honesty and virtue, etc. Also, the auctioneer should prove to his John Q. Public in attendance his client was sinless, double-barrel honest and an angel by test.

The question is proper and in my viewpoint on opening any kind of auction sale it could be much overdone. John Q. Public can soon detect the dishonest actions and statements. Down through the years I have always believed that over 95% of our public are honest folks at all times and it never took anyone very long to discover the remaining 5% who were inclined to take all the shortcuts to an easy dollar. For myself, I have listened to many such sale openings where the auctioneer went all out to tell of the honesty of the seller, as well as of himself. I even heard one auctioneer make the statement he had a \$100 bill and he

held it up for all to see. He would give this \$100 bill to anyone who caught him telling a lie or making a mis-statement. On that particular sale, under my personal contact and notice, he would have needed several \$100 bills if anyone had taken him to task on some of his statements.

In fact, when one hears this pounded so hard the hunch comes to me to hang on to my pocketbook. Boys, if the man you sell for is as outstanding as all folks should be it is a well known fact and I have always said you can well determine how a man or woman stands in the eyes of the public by the attendance at their auction sales and funerals. My viewpoint on opening an auction is to present the offering as it should be, use well planned words of greeting, get your entire audience with at least a half smile on their faces, keep them in that mood as long as you can sell for the high dollar. Above all, do not plant suspicion in their minds. That can come without your help.

Here is another letter from a young man who has had some trouble with folks who bid and then when he sells out to them they will come back and say they did not make the last bid and makes his audience wonder if he is jumping bids. He wants to know how to handle these situations. I have had this happen to me and most times it seemed to be an accident. The best way out is to beg his pardon, tell him you took his actions for a bid and get the air cleared with as few words as possible and get going with the sale. When I find a chronic trouble maker of that type I would make it my business to ignore him and if I did take his bid it would be done wide open so others would see him. I had one of those chaps pestering me in one location for a long time. He did it to attract attention and be a wise guy, trying to lower the auctioneer's reputation. To bring him out in the open I purposely ignored his bid as I had plenty of good bidders. It so got his goat that he yelled out and stopped all performance, saying that the auctioneer was not taking notice of his bidding, I well recall my words, "Mr. were you bidding?" His answer, "I sure was

but the only time you would take notice of me was when I got on top a stump and yelled like heck." My reply to him was, "It is good for the soul to yell out in Church," and I went on with the sale. This did cure the situation and the bulk of the folks knew the "rub" was coming to him. However, use tact, be a gentleman at all times and you will find the opening to square accounts.

Regardless of who is good or bad it is the job of the auctioneer to keep down arguments, wild shots and anything that is of a disturbing nature in the progress of a sale. If your seller is trying to take short cuts, talk him out of it. You can lay the law down to him if necessary but keep out of any disturbance of your sale audience excepting to keep order. If and when any auctioneer gets on the wrong side of his John Q. Public in attendance at his sale he is in for some real trouble for the day.

Well boys, as we greet you in this November issue I am happy to report that Mom Hess and myself are standing this world very fine. We enjoy every day of it and the folks who live in it. My retirement job as Program Director of this noted farm and livestock announcement program here at Radio Station WRFD, Worthington, Ohio, has now passed its ninth year. We are now in our tenth year of announcing auction sales supported by the leading sale managers and auctioneers of the land. And by the way, this Farm and Livestock Auction Sale Program has been elevated to a new time daily, to remain that way permanently, 11:50 A.M. to 12:00 Noon. We come in between the grain and livestock market reports — the hottest spot on Radio for folks tuned in.

Average \$319.94 In Holstein Sale

SANDUSKY, Mich.—The Thumb Holstein Sale, held recently at Sandusky, averaged \$310.94 for 69 head sold. Top selling individual in the sale was a five-year-old cow consigned by H. L. Hewitt and Son, Elkton, and bought by Lawrence Schimeder, Munger.

Col. C. B. Smith was the auctioneer.

Noted Auctioneer Col. Caldwell Dies

ONTARIO, Calif. Sept. 25 — Funeral services were held here for Col. H. J. Caldwell, well-known auctioneer who died last week after a short illness.

Col. Caldwell, 63, one of the founders of Maclin-Caldwell Auction Co., had a lifetime of experience in the auctioneering business, ranging from household items to a large volume of livestock selling. He was born in Iowa and came to California in 1908.

In addition to his livestock auction business, he was also a widely known exhibitor of Tennessee Walking Horses. One of his proudest possessions was the famed Go Bang.

Col. Caldwell was a veteran of World War I, a member of the Farm Bureau, charter member of the Southern California Auctioneers Association, the National Auctioneers Association and other organizations.

He is survived by his wife Georganna, his father Frank M. Caldwell, a son Tom, a sister and four grandchildren. His son has been active in the Maclin-Caldwell Auction Co. for a number of years.

Furys Buy Site for Auction Facilities

COLTON, Calif.—The purchase of 30 acres of land by Boyd Fury & Son on Waterman & Barton Way has been completed. Construction will be started in the near future to provide facilities for a livestock auction yard, feed and rest station and feedlot.

Initial plans call for erection of a large scale auction plant, plus pens for the feeding of livestock.

The new plant will be located on the Santa Fe Railroad lines.

Emergency

It was dark when she stopped at the service station. "I want a quart of red oil."

Attendant: "Are you sure you want red oil?"

"Certainly, My taillight has gone out."

Retirement for F. P. McMahon

Nebraska Newspaperman

After 23 years of newspaper work, F. P. McMahon has retired. "Mac" has been a great friend of auctioneers throughout the area served by his newspaper, the Omaha World-Herald and his work in publicizing public auction sales has certainly had some effect upon the popularity of the auction method of selling in the mid-west.

Auctioneers will be sorry to see F. P. McMahon leave his position with the World-Herald but the importance of auction sale advertising and its part in the World-Herald will be a lasting tribute to a man outside the auction profession who has done more to promote that profession than many of its own members.

Following is a reprint from the October 5 issue of the Omaha (Nebr.) World-Herald:

It has been a long time since Frank P. (Colonel) McMahon, 65, wore a derby hat.

But none of his long-time friends, who used to kid him about it, knew that he never really liked it.

"I got rid of it as soon as I sprouted whiskers to make my prospective customers realize I was old enough to know what I was talking about," said Mr. McMahon.

With retirement at hand Mr. McMahon can look back over more than 30 years as a top farm ad salesman for The World-Herald.

Under his guidance and work in the field The World-Herald has won the distinction of having published more farm equipment, stocker-feeder and public farm sale auctions ads than any other medium in the country.

He received his honorary Colonel tab from his many friends among the auctioneers—traditionally known as Colonel.

"I have worked closely with the people of Nebraska in good times and bad," said Mr. McMahon. "And I am glad I

am bowing out with the state in good financial condition.

"I can remember when the drouth blighted Nebraska. Business morale was at such low ebb that a funeral director outstate said: 'They are even moving away to die'."

Mr. McMahon added: "I have since had the pleasure of watching those who stayed being paid off for their faith."

For several years Mr. McMahon has been farm ad manager. He previously held that title on the Omaha Daily News, the Omaha Bee-News and the Sioux City Tribune.

Informality was the rule in his early days of traveling in Nebraska, Eastern Colorado and Western Kansas.

"When we came into the smaller towns late at night we often did not find a night clerk on duty," Mr. McMahon said. "We would just sign the register, walk through the halls until we saw a room with a vacant sign. We would make ourselves comfortable and pay the bill as we left in the morning."

Mr. and Mrs. McMahon live at 4374 Mason Street. They plan to spend a few months in California and then return to Omaha.

NEW AD MANAGER

REARED ON FARM

A young man with a farm background will be the new farm ad manager for The World-Herald. He is Tom Kean, 23, who was reared on a farm near Dawson, Neb. His family raised registered hogs and Mr. Kean was president of a 4-H Club while attending high school.

Mr. Kean, in the want ad department nearly two years, worked on the Dawson (Neb.) Herald before coming to Omaha.

"I enjoy the magazine and always look forward eagerly to the next copy."—
Thomas Matthews, Hampstead, Md.

Royalty's Jewelry On Auction Block

LONDON—Jewelry which belonged to the late Duke of Newcastle is to be auctioned at Christie's on November 5th at the request of his trustees.

Dealers from New York, Amsterdam and Zurich are expected to attend the sale, for several lots would be prize pieces in a museum. The most impressive piece is an eighteenth century diamond tiara surmounted by a detachable diamond brooch in the shape of an ostrich plume.

Mr. R. E. Eyles, of Christie's, who has over 40 years' experience of precious stones, said: "This tiara is comparable in standard to some of the Russian Crown Jewels which we sold in 1927. As with other forms of art, the eighteenth century was a very rich period for jewelry. Court Balls were resplendant with ladies wearing ostrich plumes and tiaras

such as this one in their hair. They can never be made again and are becoming rarer and rarer in England for they are bought mainly by foreign dealers."

Four other pieces of special interest are: A diamond brooch in the shape of a butterfly, another in the shape of an ostrich plume, and a beautiful diamond pendant fashioned into a Maltese Cross. All of these are eighteenth century. There is also an important diamond and pearl necklace.

Prophetic

CHILLICOTHE, Mo.—Charles Watkins returned to his former office, now vacant, to get a bronze plaque that had hung on the wall over his desk. It was gone.

The inscription on the plaque: "It's later than you think."

Don't blow your own horn. Buglers don't rise to be generals.



Promotional Items

NEW: Attractive Bumper Strips, advertising the Auction method of selling. **35c ea., 3 for \$1.00**

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, closing out @ **\$25c each.**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana



Louis Stambler (right) and Mrs. Stambler display some of the trophies and prizes they have donated to winners at the sixth Territorial 4-H Beef Steer Roundup-Auction held at Honolulu Stadium, Territory of Hawaii, October 16. Prize winning steers from throughout the Hawaiian Islands vied for top honors as well as high bids in this great show, held under the lights at the Stadium this year for the first time. Mr. Stambler is a member of the National Auctioneers Association and has made a wide acquaintance among auctioneers of this country through his attendance at our last three National Conventions. He has been accompanied by Mrs. Stambler and their daughter, Shayne, at the last two meetings.

Auction Of Damaged Merchandise Solution To Many Railroad Problems

NEW YORK—An auction in the Bronx these days offers new merchandise at prices to amaze the most skilled bargain seekers. It takes place every Thursday morning in the shadow of the Triborough Bridge, in a dingy little building that belongs to the Harlem River Yards of the New York, New Haven & Hartford Railroad.

The merchandise ranges from name-brand refrigerators — list price \$585, discount-house price—\$375—at \$190, down to 24 cans of blanched asparagus tips—69 cents a can in the corner delicatessen—at \$6 for the lot; tote them home yourself.

A few weeks back one of the articles on the block was a mahogany coffin (unoccupied) with silver handles, which a forward-looking mortal picked up for \$165.

All these items take a common route to the Harlem River Yard's auction room. While on their way from factory to consignee they were damaged. The consignee has refused delivery and levied a claim against the railroad for the invoice value of the shipment.

Damage Varies

The damage in some cases is negligible—a slight scratch here, a chip there, or no damages at all except that the original carton or crate has come apart. In other cases, the damage is very apparent. For example, the top of an automatic washing machine is crushed, and the purchaser will have to have it hammered out or replaced. In still other cases the article is scarcely recognizable, and the purchaser will buy it only for the parts.

Nevertheless, these auctions attract upwards of 200 eager bargain seekers. The New Haven offers these explanations:

1. It has found that by auctioning damaged freight at a central point it takes in a good deal more money than by its former system of having a trusted salvage dealer dispose of the goods di-

rectly. This is the method most railroads use.

2. It removes the suspicion of collusion on the part of freight agents and persons in the scrap-disposal business. While it probably never happens, there are any number of stories in railroad lore of a freight agent whacking a new automobile with a sledge hammer a couple of times, and then selling it to a friend for half the retail price.

Salvage Claims Cut

3. It tends to reduce salvage claims. An appliance manufacturer generally doesn't care to have his product, even when damaged sold at the wholesale invoice price. He may choose rather to file no claim at all.

The New Haven's chief auctioneer is Jacques N. Jacobsen, its general freight agent and a former independent New York auctioneer and salvage specialist. Jacobsen was hired by the railroad in August 1954 to help it reduce the large number of claims from shippers, and determine whether the yield from salvage disposal couldn't be raised from 40 per cent of the invoice price, on average.

At the time the road had more than 2,000 claims outstanding against it. It was getting a score of new ones every day.

Jacobsen made one suggestion: Auction all damaged freight at one or two places. In addition to the Harlem River Yards depot the road each week conducts an auction at Roxbury, Mass., outside Boston.

The first auction was held in February 1955. They have been held every week since. Complaints about unpaid claims in the last three years have dropped to the point where "we haven't had three in the last two years," Jacobsen reports.

Salvage disposal receipts now are yielding 70 per cent of factory invoice.

Back in 1954 a total of 103,118 claims were made against the railroad of which it honored 96,590. At the Harlem River Yards the auctions in some weeks gross

as much as \$25,000, with \$5,000 or more being derived from sale of canned goods and dry groceries.

Good Housekeeper

The railroad is meticulous about its housekeeping at the Harlem Yards and in Roxbury. It has to be to meet stringent local health ordinances in the sale of foods.

The Bronx depot houses what Jacobsen refers to as the "hot room," a 12-x12-foot screened cage in which small articles that would easily fit into a pocket or a handbag are stored while awaiting sale.

"You would be surprised at the number of people who have no qualms about lifting a can of tuna fish or salted mixed nuts out of a case," Jacobsen said.

"We get everyone here — ministers, cops, firemen, chauffeurs, local storekeepers, dealers, and, of course, the professional salvage operator. They still buy at auction, even though they would like it the way it used to be, on the spot and at their price, not ours," he added.

Jacobsen also has designed a steel-lined room with metal racks which he has dubbed the "crib." In this the railroad stores semi-perishable items, particularly cereal and flour products.

Flour Salvage Up

By slip-sacking the railroad has increased the salvage yield on flour by about 500 per cent, according to Jacobsen. Under the old "sell-it-on-the-spot" method, he said, the broken sacks were sold to the trucker who unloaded the flour from the cars, "who naturally was in a position to cause a great deal of flour to be classed as salvage."

Flour, television sets, salted peanuts, decorators' tables, anything that goes under Jacobsen's hammer is sold "as is," of course. The railroad, which buys much of the salvaged goods for its own use at 50 per cent of invoice value, reserves the right to reject any bid that Jacobsen and his assistant feel is not commensurate to the value. What is the value? As close to factory-invoice price as the auctioneer can get, which generally works to about 50 per cent of the retail value.

A woman's way of meeting expenses is to introduce them to her husband.

Mrs. Ida Davis Dies At Home Of Daughter

Ida W. Davis, mother-in-law of NAA Secretary, Bernard Hart, and a friend of auctioneers throughout the land, passed away October 15 following a lingering illness. She was 75 years old at the time of her death.



Born in Hastings, Minn., the daughter of Charles and Emily Barnum she was married to Edward Davis in 1906. Most of her adult life was spent in St. Paul, Minn., where her husband was a member of the St. Paul Fire Department. Mr. Davis died in 1943 and since that time Mrs. Davis had made her home with her daughter, Mrs. Beatrice Hart.

During the past few years Mrs. Davis had performed a most active behind the scenes part with the NAA. She attended the Omaha and Indianapolis conventions and assumed the job of mailing "The Auctioneer" as her personal responsibility. Although confined to her bed since June 28 she continued to fill the envelopes at each mailing time and the addressees, many of whom she had never seen, became familiar to her.

Five brothers and sisters preceded

Mrs. Davis in death. Her only survivors were her daughter and grandson, Edward Hart. Funeral services and burial were at Hastings, Minn.

New Directory Of Livestock Auctions

KANSAS CITY, Mo.—A new national directory shows 2,298 livestock auction markets currently in operation in the 48 states.

The directory, listing the auction markets alphabetically by states with the name, address and days of sale, was compiled by the National Association of Livestock Auction Markets, the national trade association of the industry.

Five states are shown to have more than 100 licensed and operating markets. Iowa leads in total number with 186 and is followed by Texas with 154, Kansas 122, Nebraska 117 and Missouri 107.

All these markets are now subject to the jurisdiction of the federal Packers and Stockyards Act as amended by Congress and signed by the President on Sept. 2, 1958. The same law as amend-

ed, makes all dealers and other agencies handling livestock in interstate commerce, whether at a market or not, subject to the Act. They are required to register and be bonded.

Last year the livestock auction markets sold 34 million cattle and calves, 16½ million hogs and 6 million sheep for consignors. This represented 53% of the livestock consigned to markets for sale. A recent USDA report indicates a pattern of cattle marketings this season in the 17 western states away from terminal markets to livestock auction markets and direct channels.

Distribution of the directory has been made throughout livestock circles. Copies may be obtained on request to the office of the National Association of Livestock Auction Markets, Broadway at 34th, Kansas City 11, Missouri.

Cause

Shop Foreman: "Pat, your nose is suspiciously rosy this morning. What makes it so red?"

Pat: "Sure, tis the reflection of me soul, blushing with pride at me ability to mind me own business!"

IT PAYS TO ADVERTISE IN The Auctioneer

BECAUSE—

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

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

Modern Locks Developed From Egyptian Invention

References to locks appear in ancient myths, tales from China, and stories of the Near East, as well as in the Bible and in Homer's "Odyssey." The oldest known lock was discovered by Joseph Bonomi in the halls of Sargon at Khorsabad, 20 miles from Ninevah in Mesopotamia. This kind of lock appeared in the Nile Valley tomb frescos, and for this reason, has come to be known as the "Egyptian type." Amazingly enough, the Egyptian lock is similar in principle to the modern pin-tumbler cylinder lock developed in 1868 by Linus Yale Jr.

Modern locks differ considerably in appearance and size from the locks in the antique collections.

Egyptian locks were made of wood and were fastened on the exterior of a gate. Pegs on the end of a large wooden key, resembling an over-sized toothbrush, corresponded with the wooden pins in the lock which kept the bolt from moving.

The pageant of locks through the ages points out the fact that man, in addition to his need for security, has an innate desire for beauty and ornamentation. For example one small wooden Egyptian type lock reflects the pomp and glory of the ancient Persian Empire. Beautifully decorated with an inlay of ivory, ebony, and mother of pearl, this lock is reported to have been used by King Darius III of Persia about 336 B.C. at Abydos.

The next development in lock history resulted from the ingenuity of the ancient Greeks. They made it possible, for the first time, to lock or unlock a door from either side. It was the Greeks who developed the first "keyhole," making it possible to employ a key, from the outside of a door, to turn the bolt of the lock on the inside of a door.

The Romans developed the manufacture of locks. Their keys and locks were far more elaborate than those of the Greeks.

The Romans developed "warded" locks. These locks employ obstructions of various sizes and shapes which are used to stop a key from entering or turning within a lock. The key can retract the bolt of the lock only if its blade is properly shaped to pass such obstructions.

In the Middle Ages, locksmiths tried in every way to improve on the security of the warded lock, but almost without exception they failed to make any real change in its interior design. Instead, they depended on involved "trick" devices to baffle thieves. One "trick" was the employment of hidden keyholes or studs placed on the exterior decoration. In some cases, sculptured leaves or other decorations had to be pushed in a certain sequence in order to retract the bolt.

The first really significant improvement in the basic technical design of locks, after the Roman invention of warded locks, did not come until the 18th Century when lever tumbler locks were developed. These devices were operated by a key that had to raise a lever to an exact height before the bolt could be moved.

Finally, an American locksmith, Linus Yale, Sr., invented a lock based on a principle similar to that of the ancient Egyptian device. It was this lock that led to the invention of the pin-tumbler cylinder lock by Linus Yale, Jr. The pin-tumbler cylinder lock, which remains the most secure key operated locking device ever created, was ideally suited to modern mass production methods.

Little Boy: "Mamma, what was the name of the last station the train stopped at?"

Mother: "Don't bother me, I don't know. Don't you see I'm reading? Why do you ask?"

Little Boy: "Because little brudder got off there."

Role of Livestock Auction Markets

KANSAS CITY, Mo. — "The nation's livestock auction markets are a basic factor in the accelerated trend toward year-around efficient livestock production," it was stated here by J. W. Marvel, Webster City, Iowa, president of the National Association of Livestock Auction Markets. The national trade association leader and spokesman for the industry, made this statement prior to his departure with other members of the trade group for a three-day series of conferences with Secretary of Agriculture Benson and officials of the USDA in Washington, D. C.

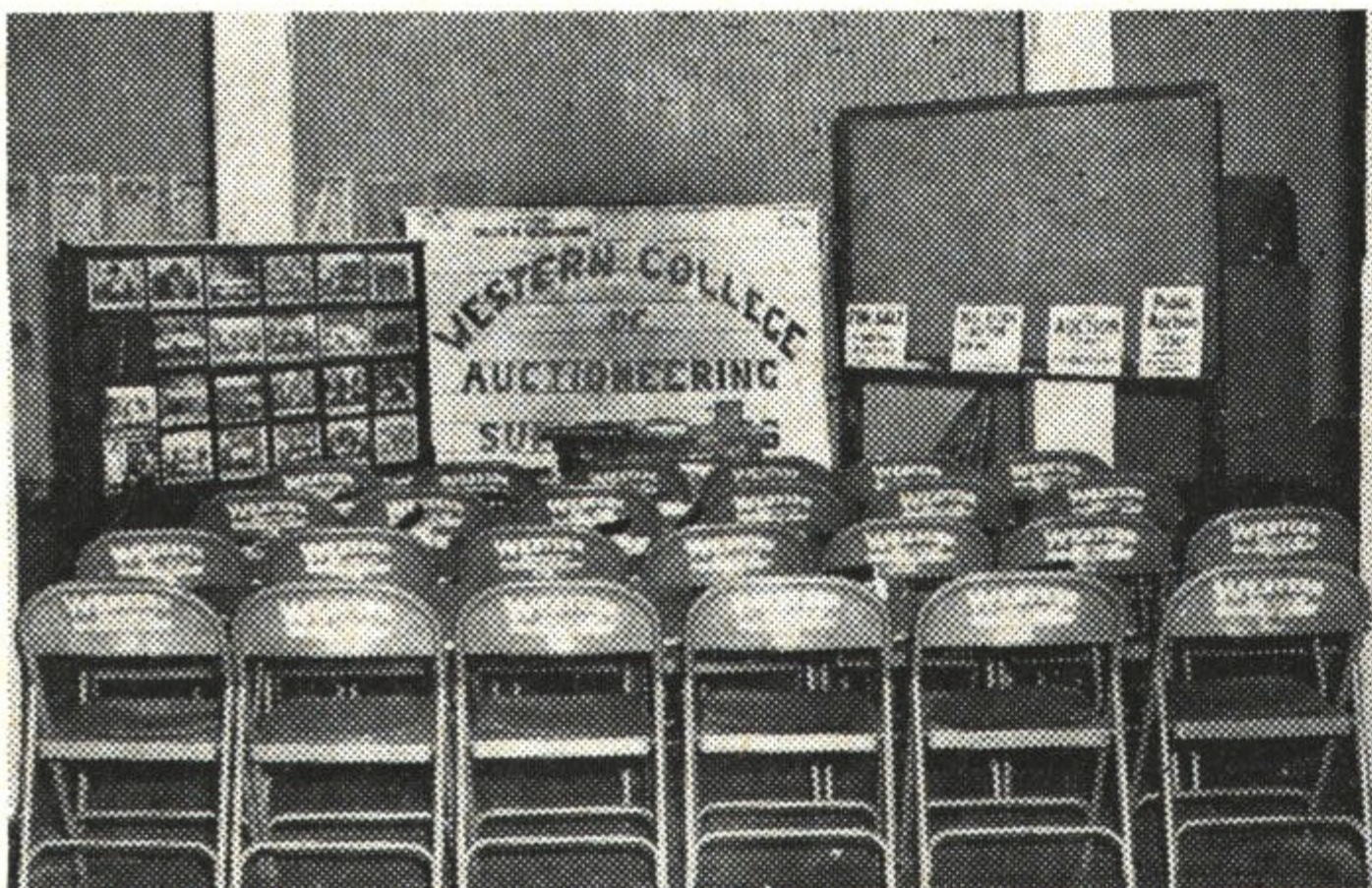
"This trend increases the productivity and income of the livestock industry in the conversion of feed into meat for sale to the consuming public. A livestock market serves its trade area as a basic market for livestock at any particular stage of production. It provides the source and means of acquiring and selling livestock of all kinds to best advantage as the supply of the various producers calls for particular kinds and types of livestock of their choice. The final market is that of the animal when bought by the processor through such marketing services," he stated.

Marvel pointed to a leveling off of heavy marketing seasons for livestock and the tendency toward decentralized, but efficient, modern, meat processing plants, as further trends increasing the importance of similarly located livestock market facilities and services in overall livestock operations.

Accompanying Marvel to Washington, D. C. from the association's headquarters here where J. T. 'Jim' Wooten, Rocky Mount, N. C., C. O. Emrich, Norfolk, Nebraska, and C. T. 'Tad' Sanders' Kansas City, all members of the market trade group's Livestock Market Council. The purpose of the conference was stated to be to urge upon the USDA the adoption of a new policy in the administration of the Packers & Stockyards Act since its amendment by the 85th Congress. The law is now applicable to all markets, dealers and others handling livestock in interstate commerce and governs financial responsibility and trade practices.

The livestock auction markets association seeks a uniform interpretation and administration of the Act by the Livestock Division of the USDA so as to encourage the growth and development of livestock markets' facilities and services in keeping with changes that have transpired both in livestock marketing and production, it was stated.

Established 1948



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London Auction Has Rare Hindu Figures

To Christie's salesrooms from under a staircase in the ancestral home in Ireland of the Marquess of Sligo have come two "very rare" stone figures from an Indian temple. They will be auctioned at Christie's in London.

The two figures, one of them 11th century and the other 12th, are of Hindu gods and goddesses. No one knows how they were brought to Westport House, where they were spotted recently by Mr. I. O. Chance, chairman of Christie's, when he was advising Lord Sligo on his collection of art treasures. Mr. Chance said: "It is very rare to find such carvings outside a museum. They were lying under a staircase at Lord Sligo's house, covered in dust and virtually forgotten. They are, of course, very early indeed, and in spite of being 700 years' old are in fine condition. I would not be surprised if one of the American museums bought them."

Experts of the Victoria and Albert Museum believe that the carvings, each of which are just over 3 ft. high, formed part of a temple to Vishnu, the Hindu god, comparable to Jupiter in Greek mythology. The 12th century carving is of Vishnu, seated with Lakshmi, his wife, on his left knee, and Garuda, their attendant, kneeling below. The 11th century figure is of Vishnu holding a sceptre and prayer wheel with carvings of attendants and animals on each side. The statues are made of "indurated pot-

stone" and are so heavy that two men are needed to lift them.

Lord Sligo, who will shortly be selling his ancestral home, Westport House, Co. Mayo, said: "There is certainly some mystery about these carvings. I have always known that they were in the house but I have no idea who brought them home. My grandfather was in the Indian Civil Service and other members of my family had close associations with India. I presume one of them was struck by the beauty of the carvings. They are certainly very fine, and I am sure will be of great interest to art circles."

Lloyd Otten Joins Auction In Arizona

PHOENIX, Ariz.—Lloyd Otten, who has sold his interest in the Ranchers and Farmers Livestock Market at Clovis, N.M., will join the Cornelius Livestock Market here as auctioneer on Oct. 1.

Otten, a member of the NAA, is one of the top commercial auctioneers of the nation, having sold on Clovis markets for over 18 years and for 12 years at Amarillo, Texas. His experience also includes several years selling at the Denver livestock show and at many purebred sales.

Cornelius Livestock Market, which has become the nation's largest market for stocker and feeder cattle in the west during the four years of its existence, is a partnership of Paul Cornelius and his two sons Melvin and Bob. It is estimated that the firm will sell a total of 200,000 head of cattle this year.

MISSING?

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

Utah Auction Marts 100% In Membership

KANSAS CITY, Mo.—Not the smallest, but far from the nation's largest, the Utah Livestock Auction Markets Association, with six auction market members, is 100% representative of the industry and markets in Utah, including the state's largest market, Ogden Livestock Auction Co.

The Utah markets through their association recently took action to provide their consignors with a uniform schedule of charges for all stockyards and selling services rendered. Such schedules were filed with the Livestock Division, USDA, as now required of all livestock markets as is a market surety bond, also filed.

The schedules of charges filed are rated among the lowest in the nation, according to the National Association of Livestock Auction Markets in Kansas City. The Utah Association is one of 35 similar state associations affiliated with the national group. All six Utah markets are also national market members. Each meets the nationally prescribed code of business standards and is a "nationally certified livestock auction market."

Utah markets comprising the state association are: Delta Livestock Auc-

tion Co., Delta; Ogden Livestock Auction Co., Ogden; Richfield Auction Co., Richfield; Salina Auction Co., Salina; Uinta Sales Co., Roosevelt; and Utah Valley Auction Co., Spanish Fork.

Douglas Scott, Richfield, is President, and Evan H. Michelson, Salina, is Secretary of the Association.

Injuries Usually Other Man's Fault

When you get injured it's usually the other fellow's fault.

Injuries, whether minor or serious, have a cause. When they happen in a car, we blame them on the other driver. When they happen in a place of amusement, we blame them on the proprietor.

Suppose you go to a tent show and, while watching the festivities in the main tent, a storm comes along and blows it away. You are injured and sue the tent show company because you were not warned of the approaching storm and the apparent danger.

The courts have ruled that such a tent show has a duty to use reasonable care in the selection and erection of a tent. However, if an approaching windstorm is ordinary and the tent is properly put up, the tent show company is



A membership in the National Auctioneers Association and a gavel is presented to Bert Boughton, Missoula, Mont., as an award for his fine leadership as President of the Fall Class at Western College of Auctioneering. The presentation is being made by W. J. "Bill" Hagen, Executive Secretary of the School, extreme right. On the left is H. B. Sager, an instructor from Bozeman, Mont., and in the white coat, R. J. "Bob" Thomas, President of the School.

under no duty to warn the audience of the approach of the storm.

While an amusement place owner must exercise reasonable care for his patrons' safety, he is not an insurer of your safety.

So, if you accidentally fall in a place of amusement, don't immediately lay the blame on the proprietor. Investigate. If his negligence caused your fall, then you may have reasonable grounds for complaint.

The general legal rule is that people who visit a place of amusement may assume that it is maintained in a reasonably safe condition.

Of course, there are many laws dealing with the placing of blame for injuries you might incur either when you're re-

laxing—or when you're working. And the latter especially is a long, long story. We'll save it for another day.

The San Diego Tribune tells of a woman who telephoned the famous San Diego zoo and explained to Dr. Charles Schroeder, one of its officials, that she is just beginning to raise chickens on her little ranch.

What she wished to know from Dr. Schroeder was how long one needs to leave the rooster with the hen.

"Just a moment," interrupted Dr. Schroeder, intending to transfer the call to his ornithologist.

"Oh, that's fine. Thank you," his caller exclaimed as she hung up.

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THE LIGHTER SIDE . . .

MADE ONE MISTAKE

They were talking about the number of women who seem to find older men attractive.

"Why," said one, "my grandfather was a perfect example of that. Women were crazy about him."

"And," said the second, "how did Grandpa feel about it—was he crazy about them too?"

"Well, not at first, but after a while it went to his head and he began to cut notches on his cane, one for every conquest. And do you know that's what killed him."

"How do you mean that's what killed him?"

"Well, he made the mistake of leaning on his cane one day!"

EXCUSES

One drunk told the judge he had to drink what was left in the bottle because he had lost the cork.

Another one explained: "I fell in with bad companions. There was a fifth for four of us and three of them didn't drink."

CONSCIENCE

Letter to Internal Revenue: "I cheated on my income tax last year. I can't sleep nights so I'm sending \$25. If I still can't sleep I will send the balance."

HELPFUL SUGGESTIONS

A farm girl and boy were walking down a path. The boy had a big washing kettle on his back. He had a chicken in one hand and a cane in the other. Furthermore he was leading a goat. When they came to a dark ravine the girl said, "I don't believe I'll walk through this ravine with you because you might try to kiss me."

The boy exclaimed, how can I with all this stuff on my back and in my hands?"

"Well," the girl said, "you could stick the cane in the ground, tie the goat to it, and put the chicken under the kettle."

SUCCESS!

A mild-mannered minister accepted the call to a church in a town where many of the members bred horses, and sometimes raced them. A few weeks after his appointment, he was asked to invite the prayers of the congregation for Lucy Gray. On the fourth Sunday one of the deacons told him that he need not do it any longer.

"Why?" asked the minister with an anxious look. "Has she died?"

"Oh no," replied the deacon. "She won the steeplechase yesterday."

PRICES

Sign in restaurant: "T - bone, 25 cents." Below in smaller print: "With meat, \$4.00."

CLOSE ENOUGH!

"How close did it come to you?" asked the farmer, driving up to the tree where his hired man had taken shelter from an electrical storm.

"Well," stammered the hired man, still excited, "I don't know, but my pipe wasn't lit before."

SELECTIVE

The elevator was jammed when a girl said fiercely: "Take your hands off me, you louse! No, not you! YOU!"

PRAISE ALLAH!

"Why did you suggest your wife give up the piano for a clarinet?"

"She can't sing when she's playing the clarinet."

COMMON COMPLAINT

"How is your boss on dictation?"

"Okay, but I have to take a lot for grunted."

DEPENDING

"Is it true that wild beasts of the jungle won't harm you if you carry a blazing torch?"

"All depends," said the explorer, "on how fast you carry it."

IN UNITY THERE IS STRENGTH

APPRECIATION

An editor died after a lingering illness. His savings barely covered hospital and doctor bills, leaving nothing for funeral expenses. A friend, after soliciting funds all day, needed only \$1.00. Wearily, he said to a stranger, "Could you give me a dollar to bury an editor?" The stranger pulled out a \$5.00 bill and said, "Here, bury five of them."

SPARE US THIS

If the Old West weren't already dead and buried, this item in the news should do the job nicely: "Cowboys now round up cattle at one Texas point with motor scooters."

Can't you just hear the legendary Lonesome Cowpoke yodeling above the roar of his modern mount: "Oh, give me the stench of exhaust fumes, a wrench, and a tire that will hold air all day . . ."; or, "Old Scoot is tired and wheel weary . . ."; or, "Yipee tee yi yo, fill 'er up with petrol, the gas tank is empty, the bearings gone . . ."; or, "Bury me not where the putt putts zoom, as I fear for sleep where the crashes boom . . ."

WILLING, ANYWAY

The football coach, dejected because his team was losing, looked down his bench of substitutes and yelled: "All right, Jones, go in there and get ferocious!"

Jones jumped up with a start and cried, "Sure, coach. What's his number?"

FACING THE FACTS

She: "They always put a man's face on currency—never a woman's."

He: "Yes, but women don't mind. They are satisfied to get their hands on it."

THANKS ANYWAY

Trudy, aged 4, was entertaining the visiting clergyman while her mother was upstairs dressing.

"Do you say your prayers every night?" asked the minister.

"Oh, no, Mummy says them for me," answered Trudy.

"Indeed, and what does she say?"

"Thank God you're in bed!"

WHY ALL THE FUSS?

A schools inspector entered a classroom whilst the Scripture lesson was in progress, and to get an idea of the standard of teaching he decided to ask the children some questions. Calling on one small boy, he asked, "Who broke down the walls at Jericho?" The boy answered, "Not me, sir." The inspector turned to the teacher and asked, "Is this the usual standard in this class?" The teacher replied, "The boy is usually quite honest, and I believe him."

Leaving the room in disgust, the inspector sought out the headmaster and explained what had transpired. The headmaster said, "I've known both teacher and boy concerned for several years, and I'm sure that neither of them would do a thing like that."

By this time the inspector was furious and reported the incident to the Director of Education. The Director said, "I feel, y'know, that we are making a mountain out of a molehill in this case. I suggest that we pay the bill and write the sum off."

SKIP THE WHOLE THING!

"Hello," said a woman's voice over the phone. "Is this the Missing Persons Bureau? My husband has disappeared. Can you help me find him?"

"Certainly, Madam," said the Bureau Chief. "Will you describe him?"

"Well," said the wife, "he's short and very fat. And bald. Likes blondes and alcohol. Wears thick glasses and has a high pitched squeaky voice, with a red nose. And he — or the heck with him. Never mind."

POOR MAN!

A nagging wife to her husband: "If you don't listen to me, I'm going back home to mother."

Husband: "Promises, promises, all I ever get are promises!"

HEAVEN FORBID!

A proud parent called the newspaper and reported the birth of twins. The girl at the news desk didn't catch the message over the phone. "Will you repeat that?" she asked.

"Not if I can help it," was the reply.

Noted Harlem Place Goes Under Hammer

NEW YORK—There will be no more stompin' at the Savoy.

Even the famed ballroom's piano is gone—the ivories that jumped under the talented fingers of Duke Ellington, Count Basie, Fats Waller, Erroll Garner.

The fixtures were auctioned off as final preparations were made to tear down the Savoy building in Harlem to make way for a housing project.

In the days when swing was king, the Savoy was one of its most glittering thrones. Nearly every name band of the late twenties, thirties, and forties, beginning with Rudy Valee's and Isham Jones', played the ballroom. And the crowds came in droves to stomp.

A few sentimentalists turned up at the auction and danced a few, final steps. They were the last to stomp at the Savoy.

MATTER OF FACT

Greek gem cutters of about the 5th Century BC discovered they could get beautiful results by cutting through the layers of different colors in such stones as onyx, sardonyx, chalcedony and agate. They carved their designs in relief so that the figures stood out in one color from a background of a contrasting color. This was the beginning of the art of cameo cutting.

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100 Foot Trouble Lite with Care	2.19	each	10
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TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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