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National Auctioneers Association

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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tioneers Association.

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

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

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

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

DISPLAY ADVERTISING RATES

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

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Published the 1st of each month
except August.



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803 S. Columbia

Frankfort

Indiana

What Does The Auction Business Need Most?

By CHARLES CORKLE, Norfolk, Nebr.

What does the auction business need most during the coming months of 1963? A quick answer would be that more auctions could prove a good substitute for anything that might be suggested.

It is true, too, that nothing is more stimulating to any business than success. A good auction usually results in one or two more of a similar kind being held in the same area.



Quite a few auctioneers agree, however, that our greatest need is for more effort on the part of auctioneers in selling the auction method or perhaps more accurately, in selling the benefits to be gained from competitive bidding. We are living in an era when it is easy to overlook the fact that much of what we see about us has been the result of competitive effort.

To date, there has never been found a way to establish the true monetary value of either real or personal property superior to that of competitive bidding by the highest number of prospective buyers.

The early-day auctioneer realized it and made it possible for those with property to sell to get the highest possible amount of much needed money, often under difficult situations.

The men who followed them and our present day auctioneers are, indeed, deserving of high praise for the service they provide. Some are specialists in their respective fields; others conduct general sales of all kinds, but those who have obtained at least some degree of success have made it a point to know as much as possible about what they are to sell. They know how to sell and they know also how very dependent the success of their auction is upon competition at the ringside.

There are a number of methods for promoting our business but perhaps those available to us and which we can finance are familiar to all of us. Every auctioneer knows the value of advertising his own business, and quite a number are coming to appreciate the value of organization and its possibilities.

The ever-increasing popularity of auctions can be attributed, at least, in part to the National Auctioneers Association, its magazine, "The Auctioneer," the many State Associations and their meetings. Through these combined efforts, more people have come to know and value more highly the auctioneer and his efforts. As the Association grows in membership and in financial strength, it can move in selling the general public on the auction method.

During 1963 we can do much by encouraging every auctioneer to become a member of the Association and by just plain selling the value of competitive bidding at marketing time.

To be a really good Auctioneer requires considerable tact, whether inborn or acquired, and that spirit of unselfishness and good fellowship which teaches courtesy, and secures the good will of the visitors.

—B. G. Coats

Jack Gordon Passes



Col. Jack Gordon, a 78 year old employee of the Winternitz Company in Chicago and a great worker for the N.A.A., was fatally stricken with a heart attack February 8. He had been with the Winternitz firm for thirty years.

At the first convention of the National Society of Auctioneers in 1947, Col. Gordon was elected President.

He is survived by a wife, one son, two daughters, one sister, three brothers, five grandchildren, and one great grandchild.

His youngest brother, Arthur is an auctioneer with the Business Assets Corporation.

IN MEMORIAM

By COL. B. G. COATS

The National Auctioneers Association has lost a valued member and friend. A charter member, one of thirteen Auctioneers of courage and determination who founded the National Society of Auctioneers and later changed to the National Auctioneers Association.

Always active physically, as well as mentally, he devoted himself to help build an Association of Auctioneers into the great and outstanding Association that we have today. Greatly admired for his diligent work he still found time to devote

himself to his family and home, sharing constantly in their welfare and happiness.

For eighteen years it was my pleasure to work side by side with him and when the clouds of despair made it necessary to call special meetings to talk about the future of the Association, to discuss problems and to lay plans for future developments and improvement "Jack" to the most of us, always came through with plans and ideas that brought forth the sunshine and gave us all encouragement to carry on. No sacrifice in time, effort and money was too much for Jack, for he visualized the need of an Association of Auctioneers wherein the interest of one would be the concern of all. His dedication, charity and sincerity was an inspiration to all.

Three days prior to his passing I talked with him by telephone and he said kindly letters and messages continued to arrive from all parts of the country and all of whom he regarded as close personal friends, but that they all remained unanswered, a fact which he deeply regretted. It was understood that he did not have the actual physical strength for so many acknowledgements. His feelings of friendship were so sincere that when one recalled the personal contacts with so many Auctioneers in bygone years one could detect in him a feeling of sadness and longing.

Monuments are often erected to the memory of a departed friend. The countless unselfish deeds and consideration of the other fellow are each a monument that far overshadow any monument of granite or bronze. To our eyes he is gone, but the National Auctioneers Association will be an everlasting monument to his memory. His last spoken words to me were, "Godspeed to our wonderful Association which has reached such a fine position from such a humble beginning not too many years ago." The name and memory of Col. Jack Gordon, will always be held in veneration and esteem. The auctioneering profession has been made better for he having been a part of it. Farewell Jack, and we will carry on as I know that is the way you would want it to be.

To Mrs. Gordon, and his family go our deepest sympathies. His passing is a loss that we too share and one that leaves an emptiness that cannot be replaced.

Farm Equipment Auctions

By Ralph W. Horst, Marion, Pa.

At the insistence of our president to write another article for the AUCTIONEER, I have decided to write a little about the farm equipment phase of the auction business. It was my privilege to get in on the ground floor of this business and to see it grow into a much more important place in our business than we sometimes give it credit for. You boys that have been selling farm sales for twenty-five years or more can remember when it was unusual to sell more than \$1,000 to \$2,000 worth of farm machinery on a farm sale. Today, it is not unusual to sell \$10,000 to \$20,000 worth of farm equipment on a farm sale.

Along about 1948 a few consignment sales were started and since then this type of sale has become quite prevalent around the country. In addition to this, many franchised dealers now hold a clean-up sale annually. These boys tell me this is the best form of advertising and biggest plug they can give their business. We now see millions of dollars worth of farm equipment changing hands every month by the auction method.

The question is often asked me — How to get a machinery auction going or who is most successful at operating one and I would answer these questions in this way:

As the farm equipment business has developed and grown during the last fifteen years we have observed many used farm equipment dealers (or jockeys, as we sometimes call ourselves) spring up around the country. It is some of these boys who are operating most of the successful consignment sales of farm equipment today. Some of them are auctioneers like myself who got in the used equipment business as a sideline. They attend farm sales, dealer or clean-up sales and buy equipment that they feel is below the market and put it on their own sales or consign it to one of the regular consignment sales. Some of the sale managers have slowed down in buying equipment themselves as their sales have grown and depend mostly on consignment, but most of us still have quite a bit of our own equipment in the sale to make sure we have a selection worthwhile to attract buyers and make it worth their while

as they come from many states as a rule. My experience and observance has been that it is very hard to get a sale going depending entirely on consignments.

I would like to comment at this time as to the necessity of having used equipment dealers at your farm sales as well as at farm equipment auctions. If I have a farm sale with a good number of cattle to sell I always feel better if I see a half-dozen or so cattle dealers at ringside to help carry the ball. I have found it is just as necessary to have a few equipment jockeys at my farm sales as it is to have cattle dealers.

I am writing this article at the end of the January run of sales and thought it might be of interest to readers to give a brief resume of my travels for the month and to put in a little plug for the boys I work for. I can say in all sincerity that I am proud to be associated with this fine bunch of fellows.

On New Year's Day we sold for Stahl Brothers at Fletcher, Ohio. It was like a winter fair with a heavy run of equipment and good prices prevailing. On January 2, I visited the Harold Flax sale at London, Ohio. Harold has a nice sale going and operates the first and third Wednesday of each month. I then flew to Nashville, Tenn., for Joe Cellenfant's sale at College Grove on January 3. A good run of equipment here with much stronger prices than at fall sales. Joe sells the first Thursday of each month. I flew home from there for our Pennsylvania State Convention in Harrisburg January 4 and 5. Our convention was well attended and we enjoyed a very worthwhile program.

I started out the following week at Yoder and Frey sale at Archbold, Ohio. These boys have one of the oldest and largest consignment sale of equipment in the country. It is necessary to hold a two-day sale twice a month, the first five months of the year, to handle the large volume. Every auctioneer interested in farm machinery should attend this sale once. They sell the second and fourth Tuesday, with tractors selling Monday before. Their second sale for the year, January 21 and 22, saw a very

strong market and some very cold weather.

On January 8, I sold for Godley Brothers, Charlotte, N. C. They have a very good sale the second and fourth Fridays. The sale, Jan. 8, was one of their largest and best to date. January 25 hit the cold snap in the South and held volume down some.

On January 15 I helped the boys at Garden Spot Equipment Sales at Lincoln, Pa., in the heart of Lancaster County. These boys are just getting started and have a wonderful set-up. They will run the first and third Tuesday of each month for the spring season.

The following day, January 16, I had a sale at my place at Marion, Pa. I have been holding about ten sales each year but have no regular date, as I work them in to fit my schedule. These sales have been doing good for me but are not as big as some around the country. We can't draw consignments or buyers from as far away here in the East as sales in the Midwest.

On January 18, we had a very good farm sale near Hagerstown, Md. — \$21,000 total with grade cows bringing up to \$480. After leaving Yoder and Frey's sale January 22, I drove to Jim Costello's sale at Clyde, N. Y., on the 23rd. It snowed hard all day but we had a fair sale in spite of the weather. I finished up the month's activities at Lloyd Deim's annual clean-up sale at Lititz, Pa., January 26.

A few of the other implement sales operating around the country that deserve mentioning are Paul Z. Martin sales at Blue Ball, Pa. Paul is in the heart of the Amish country and we jockeys in the East all gather up good horse equipment for his sales the second Wednesday of each month during the spring season.

Jim Vaughn has a nice sale going at Stileville, Ind. Bob Hale has a good one at Sikestown, Mo. Max Jones sells the second and fourth Tuesday of each month at Dethan, Ala. Ray Koch runs the second and fourth Friday at Richland Center, Wis. Week's Brothers operate a regular sale at Moultrie, Ga., and Pate Sales Company at Goldsboro, N. C., has a good sale going.

There are a number of other successful sales operating but this should give you an idea of what has taken place in implement business during the past few years and I believe we will see more equipment change hands each year via the auction method.

Col. Goldstein Dies

Louis Goldstein, a member of the National Auctioneers Association was fatally stricken while conducting a sale. He was dead on arrival at the hospital. Col. Goldstein was a prominent Boston Auctioneer and president of L. Goldstein and Son. He had been in the auction business for about ten years.

He is survived by his wife, a son, two daughters, three brothers, one sister and a grandson.

His son, Abraham, was associated with him in the auction business. One of his brothers, Phil, is also an auctioneer and prominent NAA member in Boston.

Nebraska Auctioneer Sells 40 Pieces of Real Estate at Auction

More than 40 pieces of real estate were sold at auction in order to settle the estate of the late Walter Roueche, Hershey, Nebraska. The real estate consisted of business buildings, residential properties and some irrigated farm land. All the real estate was located in or near the Nebraska towns of North Platte, Brady and Hershey.

One piece of the real estate was the historic old Opera building in Hershey. Other places sold included the bank building and former post office building in Hershey, a cafe and tavern in Brady and Platte Station, a combination filling station, garage and grocery store on Highway U.S. 30, near North Platte.

Every one of the individual sales was approved by the court and all connected with the estate expressed their satisfaction at the prices received. The auctions were conducted by E. A. Camfield of Camfield's Auction Service, North Platte, Nebr. Col. Camfield is a member of the Nebraska and National Auctioneers Associations.

Every auction sale radiates peculiarly and distinctively its own personality just as emphatically as does the Auctioneer. It seizes you as you enter the sale—that indescribable something which grips the visitor and causes him to decide within himself: "I want to buy here."

—B. G. Coats



Walker Elected By Kentucky Auctioneers

By ADRIAN ATHERTON

Edgar C. Walker (right), Bowling Green, Ky., was elected president of the Ken-

tucky Auctioneers Association during their convention which was held on February 3rd and 4th in Louisville. He succeeds George Kurtz, Sturgis.

The association's W. P. Scully award for faithful service went to Edwin Freeman (left), chairman of the group's legislative

committee. He led a successful move last year to have the Legislature enact an auctioneers licensing law. The award is named for the late W. P. Scully, Lexington, former president of the association.

Other new officers are W. C. Ledford, Lancaster, vice-president, and Adrian Atherton, Hodgenville, secretary-treasurer. Named directors at this meeting were Kurtz, Fraisor Reesor, Elizabethtown; Harold E. Cox, Guthrie; Harold Richmond, Owensboro; and E. I. Thompson, Lexington. Other directors are John L. Cummins, Cynthiana; Wayne Kessler, Campbellsville; Edwin Freeman, Harrodsburg and Johnnie Taylor, Glasgow.

Hon. H. Bemis Lawrence, attorney for the association, said that since the license law became effective July 1, licenses have been issued to 563 persons. He said he believes Kentucky is the only State with a "model" licensing law for auctioneers. It provides for written examinations, posting of surety bonds and apprenticeship training.

Among the speakers were Col. J. Meredith Darbyshire, Wilmington, Ohio, N.A.A. President, and Col. Jim Stevens, Nashville, Tenn.

Auction Sales 1962 What For 1963?

By COL. B. G. COATS

If one will review the major auction sales of 1962, it will seem strange that as yet no end has come to the advance in prices. All the more important auction sales witnessed a noteworthy increase in sales with each important sale establishing new records.

This holds true for any category. Whenever offerings of superior quality and of long standing happen to be offered at public auction, the prices they bring are such as to render any previously made appraisal a mere beating of the dust. Fortunately, not every item finds its way to the auction sale and the interaction of supply and demand continues. Occasionally, the same articles or articles of comparable quality may be seen to re-appear within a few months' time and invariably a much greater price appears to have occurred.

When and where it will stop nobody

knows. I cannot claim the gift of prophecy and consequently unable to make any predictions for the year 1963. However, I am of the opinion that prices at public auction sales will continue to rise. Some Auctioneers that I have talked with take a less reseat view of the auction business in 1963, but this way of thinking is not new and has so far failed to produce untoward reactions at the auction sales. I am wondering if the auction sales in 1963 will exceed those in 1962 both in number of sales and volume of business.

I think that they will, and if we can continue to cause the public to have greater faith in the auction method of selling, implicit confidence in the ability and integrity of the Auctioneers the number of auction sales will increase and no one can presage the outcome as the potentialities are unlimited.

If you read this short missive, would you write the Editor and express your opinion of the December 1962 and the January 1963 numbers of "THE AUCTIONEER"? I would say that they are the best of all. Some people read to be entertained. Some people read to be instructed, but in these two issues of "THE AUCTIONEER" we the readers are entertained and instructed at one and the same time. The mutuality of interest between the Editor and the members is complete. Each is indispensable to the other and working together cannot help but produce profitable results.
—B. G. Coats.

Busy Auctioneer

Col. Joseph W. Donahoe, NAA member from Darlington, Wis., is not content with being the busiest auctioneer in his area but finds time to serve his community and his profession as well.

Col. Donahoe is currently serving as Chairman of the Civil Defense Committee of the Lafayette County (Wis.) Board. This is a very active body with regular meetings being held in order to train the personnel in the latest phases of their responsibility.

In addition to the above duties, Col. Donahoe is the Secretary-Treasurer of the Association of Wisconsin Auctioneers. He is also a past President of that group.

Report From Oklahoma Auctioneers

By BRYAN "BILL" BLEW

I will say from my observations, I believe the Auction business in Oklahoma has been very good and especially so during the fall and winter months. I also believe the business is in good hands and that our fellows are doing a good job and are a credit to the profession. It would seem to me that there hasn't been quite so many sales since the first of the year, but we have had the coldest weather during that time.

Our Association is, I believe, making progress and, I believe, on more solid footing than it has been before. Of course, that is the way it should be. Any organization ought to grow and become stronger as years add experience. Our membership is up some and we have been able to get some of the older and more experienced men as members that never were before. I have made two trips in different sections of the state in the interests of the Associ-

ation. These trips have brought good results. I have added some ten new members in this manner and have had very nice visits with some of our members. Everywhere I have gone I have been well received.

I feel that much can be accomplished through these personal contacts, not only in securing new members but in keeping a healthy relation with those who are already members. I think that too much of the year we have so little contact with the profession over the state that it is very easy to lose interest.

We are planning a state wide meeting sometime in March which will probably be held in Oklahoma City.

Well, before we know it National Convention time will be upon us and I hope to attend again this year. See ya' at the Convention!

Michigan Auctioneers Meet

By CHARLES DE LISO, Jr.

On January 19, the Michigan Auctioneers held their 1963 convention in Detroit.

In the morning, friendships were renewed and new members were introduced. Mr. Meredith Darbyshire, our National President, was the guest speaker at the luncheon. His views on business and auction licenses and laws were listened to with great attention.

After lunch Mr. Darbyshire attended our business meeting and answered questions and held general discussions concerning unity and organization and laws. At this time elections were held.

Those elected were: President, Glenn Casey, Williamston; 1st Vice President, John Glassman, Dowagiac; 2nd Vice President, Everett Miller, Rivers Junction; Secretary-Treasurer, Richard Brodie, Garden City.

Our state membership dues were reduced to \$10.00, in hopes of returning some of the flock to the fold.

At dinner that evening Mr. Glenn Casey presented a plaque to C. B. Smith in recognition of his many years of service and work to the field of auctioneering. The plaque was accepted by his son, C. B. Smith, Jr., along with a contribution to the C. B. Smith Scholarship Fund at Michigan State College of Lansing. Any additional contribution may be sent to the above place.

The guest speaker at dinner was Jim Wood of W. J. R. Detroit, who kept us in stitches with his humorous stories and situations.

The attendance at the convention was very small, but thanks to the added attendance of the Woman's Auxiliary it was a pleasant and rewarding day.

Membership in the National Auctioneers Association builds prestige and respect for its members and their profession.

—B. G. Coats

Brahmin Betty Estate Put on the Block

By EARL G. TALBOTT

The memory of leggy, golden-haired Betty Henderson, the socialite who kicked the traces and started to live it up in her 60's, will live again Wednesday. Remnants of her once lavish estate will be sold at auction at Arthur Ross, Inc., 699 Second Ave.

Betty—Mrs. Frank C. Henderson—was a convent-bred Boston Brahmin who early displayed a rebellious streak ("the Mother Superior was always scolding me for hanging on fences"), which was tempered in finishing school and kept subdued until the death in 1943 of her third husband, an oil tycoon and yachtsman.

From then until her death in 1957 her antics shocked the Old Guard and won the adulation of Cafe Society. Even in her 70's she retained the stance and stamina of a young girl; she kept her lithe figure trim by boxing and her coiffure glamorous at the most discreet hair-dressers.

In 1947, at the age of 72, she dropped into Sherry's during the Metropolitan entr'acte, put one leg up on a table and inquired with ungrammatical emphasis:

"What has Marlene Dietrich got that I ain't got?"

There just happened to be a press photographer around; overnight she became "Legs" Henderson.

"If I die tomorrow the world owes me nothing," was her philosophy. "I'll relax and behave myself three days after my wake."

Among her possessions which will go on sale at 11 a.m. will be Venetian, French and Provincial antiques, contemporary furniture and expensive furs, along with sterling, paintings by Howard C. Christy, a Chickering piano, crystal and bronze fixtures, broadlooms and a pair of opaline lamps.

Be tactful at all times. Don't stroke your visitors the wrong way. Don't do violence to their opinions and prejudices or remind them of their faults. Don't trample on their good opinion of themselves. Your business as an Auctioneer is not to reform them or teach them humility, but to sell.

—B. G. Coats

In Memory of Tom Berry



Out of sight in God's hands,
but never out of mind.
From his many friends and family.

Aging Riverboat to Be Turned Into Museum

MEMPHIS, Tenn. — The proud, aging riverboat "Mississippi" will be turned into a museum at St. Louis or Hannibal, Mo., ending more than 35 years of colorful service on the river for which it was named.

The triple-deck sternwheeler, said to be the last of its kind on the river, was auctioned recently to the highest bidder, John C. Groffell, Jr., general manager of a St. Louis steel firm and a self-admitted "river lover." Groffell said he plans to spend about \$25,000 remodeling the vessel for its new role.

The "Mississippi" was built by the U.S. Corps of Engineers in 1927 and was decommissioned in April, 1961, after a diesel riverboat took its place. The former river queen has been stripped of much of her historic furnishings and has been standing in solitude at a nearby dock since being decommissioned.

Bids Were Good, For Good Cause

Auctioneer Louis Stambler figures that he had "a very successful sale recently.

He should. The auction-goers in the Banyon Court of the Moana Hotel bid \$180 for a \$125 camera, top prices and then some for holidays at Honolulu and Neighbor Island hotels, and well above the going prices for meals, typewriters, clothes and accessories.

It was all for the Oahu unit of the American Cancer Society.

All of the goods sold were donated by companies and individuals. Stambler estimated that 600 persons showed up for the "bargain" session.

There were enough items and bidding

was sustained enough to keep him on his feet from the 2:30 p.m. starting time until the stock was gone — at 6 p.m.

The sale brought in "between \$5,000 and \$6,000—mostly in cash."

Jersey's Slaughter Livestock Industry

In the opinion of auction managers and slaughter plant operators, the one factor that most limits the New Jersey meat livestock economy is the inadequacy of year-round supply, which causes potential buyers to seek elsewhere for their sources of supply.

The areas responsible for this inadequacy are not the state's slaughtering establishments, which have at present the



Governor Burns of the State of Hawai'i (center) lends his full support and enthusiasm to auction conducted for the American Cancer Society. William Foster, Chairman of the Auction Committee (left), and NAA member, Lou Stambler combined their talents in raising in excess of \$5,000 in the auction.

capacity to absorb all livestock marketed within the state, nor are they the auctions which have the capacity to absorb all New Jersey livestock produced for slaughter. The responsible area in the industry that is least able to meet total requirements is the producer segment.

New Jersey producers of slaughter livestock face problems arising from net incomes that are lower than those necessary for a vigorous, flourishing industry. The lower net income problem does not result from regionally depressed prices, but is, rather, primarily a result of a combination of high regional costs and of prices which conform generally to the national average. This cost-price condition causes minimal producer participation in the aggregate industry.

The problem is one which continually exaggerates itself. As the prices fail to increase sufficiently to cover costs in any given period, production levels are either reduced by less efficient producers or fail to be increased by those more efficient. The fewer product offerings, relative to amounts demanded, that result cause larger-volume buyers to shift their attention to out-of-state markets, thereby reducing the number of potential buyers within the state.

An examination of alternatives to the present marketing system in the state indicates that all segments of the industry could benefit through modifications of the present system.

The most feasible alternative appears to be the continuance and expansion of existing pool sales, with their ultimate replacement by a centrally coordinated marketing system which makes use of one or more of the present auction facilities.

The location of such facilities should not be a great problem. Auctions are now located in Sussex, Warren, Hunterdon, Monmouth, Burlington and Salem counties.

Cattle Sold Quickly At Auction in Italy

The subtle sign language used by bidders at America's livestock auction is unknown in Italy. Their slight nod, the wink, or the finger signal are unknown to the Italian buyer. Instead, he uses a form of

bidding which has many advantages over that common in the United States.

Bolzano, in northernmost Italy, is located in an area almost exclusively devoted to Brown Swiss cattle. Roughly, there are about 45,000 Brown Swiss cows in the area and the cattle breeders association has built a modern auction sales arena with an estimated seating capacity of 4,500 permanent seats. The arena is located within the city limits of Bolzano. In the basement, the arena has stabling facilities for over 100 head of animals which are on a par with our better livestock shows here in the United States.

In the early fall, when the big sale takes place, potential bidders, as they arrive, register at a clerk's desk. They give their name, address, and method of proposed payment. In return, the prospective buyer is issued an identifying number.

This number is painted on a round disk about six inches in diameter. Numbers are about four inches high and are easily distinguished by the auctioneer and his clerk. Disks are attached to a stick about 30 inches long so it may be held over other people's heads for the clerk to see.

As an animal enters the ring, the auctioneer calls out the number of the animal, the name of the consignor, and the production information in the pedigree. After this, he sets a starting price and begins his chant, much as is done in the United States. If the auctioneer started too high, no signs are raised to denote that the buyers are interested. The auctioneer then starts at a lower figure until the buyers show an interest.

Finally, when signs start to be raised around the arena, the auctioneer begins selling in earnest. He continues to raise the bid until only one number remains showing. The holder of that number is the buyer.

This form of identification is so fast that the clerk reads off the name of the buyer with no hesitation or confusion. And the next animal is in the ring before the last one is out of the gate. (There is also the advantage of not having any grounds for misunderstanding. When the signs are used, the auctioneer knows the buyers are bidding and not just waving at a friend!)

To make a long story short, there's nothing like having the boss walk in.



A new attendance record was set at the Ohio Auctioneers Banquet in January, with 141 people attending. At the speakers table, left to right, are: J. Meredith Darbyshire, President of the NAA; H. Bemis Lawrence, Attorney for the Kentucky State Board of Auctioneers; State Representative, Max Dennis; State Senator, Oliver Ocasek; Emerson Marting, President of the Ohio Auctioneers Association; Dick Babb, Secretary of Ohio A.A.; Bernie Hart, NAA Secretary; Gene Slagle, Ohio President-elect; and Herb Bambeck, Ohio Vice President-elect.

THE LADIES AUXILIARY

State of Michigan Ladies Auxiliary

The Ladies Auxiliary to the Michigan Auctioneers Association met at the Sheraton-Cadillac Hotel, in Detroit, Michigan, on January 19, 1963.

As there were only a few members present for the afternoon meeting, it was voted to postpone our official business until the next meeting, hoping to have a larger attendance. This meeting will be held April 17, 1963.

We came to the unanimous conclusion that we were going to have to meet more often, become more active and assist our men (The Michigan Auctioneers) in every way possible to promote and increase the effectiveness of both organizations in the State of Michigan.

We know there are many members of the National Auctioneers Association and their wives here who have not been attending our meetings.

We invite you ladies—we urge you to attend—and bring your husbands.

We welcome your thoughts — your suggestions, and your participation in each and every meeting.

Notices will be sent to you all. If you are missed—contact me, at 8700 Lansing Avenue, Rives Junction, Michigan. I will see that you are informed of our activities, and I will welcome any news or any letters from all of you.

We will be looking forward to seeing many of you in the near future.

Watch THE AUCTIONEER! I am your newly appointed publicity chairman . . . You will be hearing from me.

Sincerely,
Addie R. Miller
(Mrs. Everett R. Miller)
8700 Lansing Avenue
Rives Junction, Michigan

Beauty parlor: A place where men are rare and women are well-done.

Dear Ladies:

I hope everyone is able to get out from under the snow banks.

In January, Pennsylvania Auctioneers had their Convention in Harrisburg. It was a very interesting and successful meeting. At present Pennsylvania has five chapters and getting bigger. I am Secretary of the Southwestern Chapter, the last one to be formed.

Convention time is getting closer. I hope everyone has the dates open in July. Every convention gets bigger and better and this should be the biggest. Every lady that has an auctioneer for a husband should be more than interested in the conventions, because it is a help for each one to know what goes and the way she can help.

We need each and every lady to make the Auxiliary a successful organization, and a credit to the auction profession!

BEHIND EVERY GOOD AUCTIONEER
THERE SHOULD STAND A GOOD WOMAN.

Past President,
Margaret Berry

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Dear Auxiliary Members:

I'm sure we are all getting back in the grove since the holidays. I received so many lovely cards from members that it renewed acquaintances again and built up for our meeting this July.

I look forward every month to our contribution to "The Auctioneer" and our President, Mona Freund, creates a great desire to visit by mail. It appears like the officers are really working to have an outstanding convention this summer and the Auxiliary will be doing their part.

Mr. Boss has been real busy this winter like every one and especially in the dairy sale business.

As for myself, bridge seems to fill out a great deal of my time and we have been very thankful for our health outside of a few colds.

I am looking forward to July and seeing everyone again.

As always,
Mrs. Al Boss
Carroll, Iowa

* * * *

To the Ladies of the Auxiliary:

Next month it will be the time to say "Happy Easter." Seems as the months go by I neglect to get a letter written in time to beat the "Auctioneer" deadline.

I hope by Easter time the storms have subsided and we can turn the furnace down to normal heat. Here in Albany we have experienced one of the worst winters (the papers say) in 70 years. It has affected our Auction since sleet, freezing rain and ice covered highways have many times halted traffic to a standstill, especially on our Auction Day.

Tim and I spent our Christmas vacation this year in Florida. We flew down and returned on Eastern Jet. The change did us both a lot of good, even though it was foggy, cloudy, damp and cold. One morning we visited Winter Garden Park, Florida. The weather man gave a 55° reading. When we arrived at the race track where our trotter and pacer are in training, we observed ice frozen in the watering pails.

Florida was a depressing sight to see. All of the lovely citrus trees were short of leaves, the ground was covered with frozen yellow fruit, with about 20% of the crop still hanging on the leafless trees. The

orchards were allowed to sell the hanging fruit only for juice processing.

It was very difficult to buy fresh eating oranges in the stores or get fresh squeezed orange juice in the hotels or restaurants. One morning we ordered fresh squeezed orange juice. When it was served we observed it was frozen juice. My fussy husband asked the waiter to serve a fresh sliced orange instead of the juice. The waiter returned to our table and said it was impossible to serve a fresh orange this morning as the only fresh orange in the hotel was in the Bar and the Bartender refused to give it to him as he needed it for garnishing Old Fashioned Cocktails.

All of the beautiful flowers, fruit, and foliage were frozen black, besides all of the produce gardens were ruined by the frost. We are not the only ones who had to tolerate Old Man Winter.

When the time arrives next month, we want to wish you a very Happy Easter Season and we are looking forward to being with you at the National Convention, July 18, 19, and 20 in Cincinnati. We expect to be early birds, arriving on the 17th.

Sincerely yours,
Kathleen A. Anspach
1st Vice President

Younger Generation Interested In Art

The first modern painting sale to be held at Parke-Bernet on a Saturday afternoon instead of a weekday attracted large crowds on November 24, many more of them than usual collectors of the younger generation; further evidence of the consistently expanding interest in purchasing contemporary art.

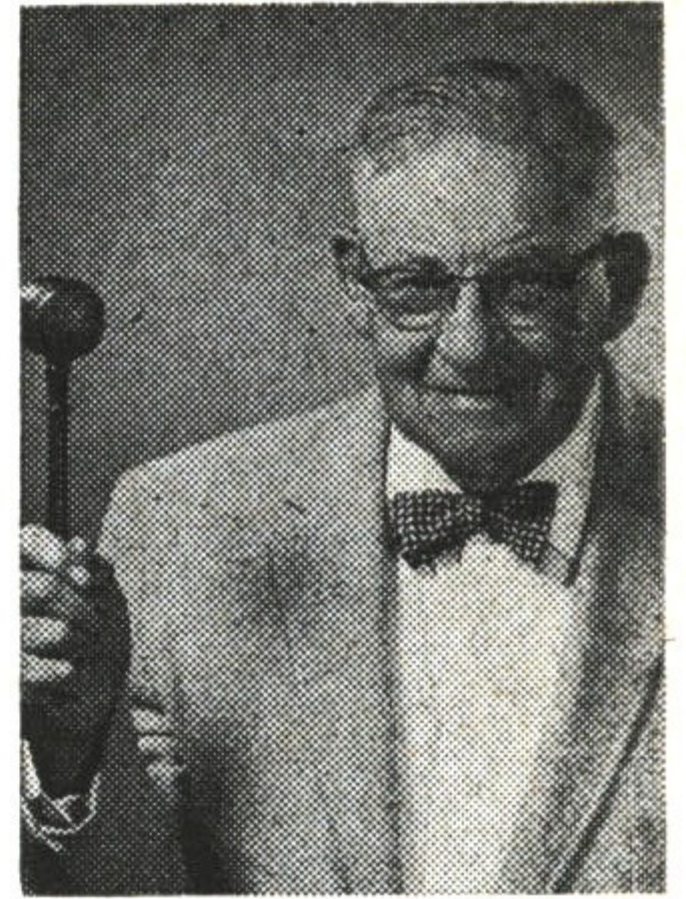
The paintings, drawings and sculpture from the Miami Museum of Art and other sources brought a total of \$98,970; with top prices made by three Arshille Gorky canvases: \$3,300 for a Still Life with Vegetables and \$2,300 and \$2,200 each for two other still lifes; and a Degas drawing, Femme en Tablier Blanc brought \$2,850.

He loves not Christ at all who does not love Christ above all.

Kind words take less breath than harsh ones.

More About Licenses

By COL. POP HESS



The date of this writing is February 13, two days from the dead line within the publication date for articles written for "The Auctioneer." I am happy for March to be here. This has been a long winter. I feel when March comes we can go from many of our winter habits and start looking for green grass.

The February issue of "The Auctioneer" has been on my desk for the past few days. It, as a whole, is one of the better issues and has some very good writings in it from auctioneers all over the land. We do not see some of these auctioneers mentioned in the pages often. I first turned to the page where totals in membership in the N.A.A. was given. The total of 1793 is good, with Pennsylvania leading in totals from their state. When we do break 2,000 we will have made some gain of note. However, this is the job of the auctioneers of the land to help get a total in our National Membership. Not that I want to become a "calamity agitator," but I feel this is one point that should at all times be in the minds of the auctioneers who live by auction sales and have the mode of selling and maintenance as a profession.

Before getting off on another subject I want to say thanks to the many auctioneers in this land who mailed in Birthday Cards and Good Wishes.

February 6th was a spring like day. I took time out and attended two outstanding auction sales held on that date. One was at London, Ohio, the Eastern States Draft Horse Sale. This is one of the few sales of draft horses we have in the U.S. anymore. There were some 80 head of stallions, mares, fillies, geldings, and hitches there. There was a record attendance, with a top on geldings of \$1025. Top stallion and mare brought \$760. The overall average was a little over \$300 per head. After a two hour visit at this sale, I drove to Spring-

field, Ohio, and attended a special Holstein sale. The pick of the Ohio herds were presented here. Forty-four head cleared the close selection. The top cow sold for \$7,100 and the second best went for \$4,000. My time was cut short and I had to leave, but the first 20 head was holding an overall average of \$1500 per head. Both sales had auctioneers on their staff who belonged to the N.A.A. Seldom do we have a spring like day on February 6th. I have, down through the years noted when the date of February 6th was like it was this past week, though. We are in line for a very early spring, I think.

I have been somewhat amused and interested in some of the mail coming to my desk since our Ohio Auctioneers annual meeting, January 13. Yes, the word got pretty well out in many places that Ohio Auctioneers have set up a proposed state auctioneers license. It was read and accepted in the annual meeting without a kick of any consequence. Since that time there has been mumbling, arguments, etc. Many of the boys who have been close readers of my column, and some from other states where they have approved or now have State Auctioneers License Laws, who have well remembered some of my comments on the laws, have had their day of satisfaction in dropping letters and cards to me saying in substances:

"Well, Pop, you now have a State License Law on your own dung hill." "What are your comments?" "We will be waiting to read what you will have to offer in way of your blessing on your Ohio boys." Some of the letters and cards were very polite, some medium, some quite rough. A few used the "old goat" expression: "What do you say now?"

Now I have had a good laugh. There were no scars received. I expected to get a lot of bumps and good wishes when I

learned that Ohio was coming out with an Ohio Auctioneers State License Law. I will say this, Ohio law as written will no doubt be the pattern followed. It is easier to read and understand. It was drafted by one of our good Ohio Auctioneers with the assistance of folks who knew something about how to present a bill in the Legislature. They cut out a lot of "this and that," and some "tedious details." It cut out a lot of lines where the auctioneer would need two bookkeepers and a legal adviser to help him. The texture in this one has more of a modern, everyday approach. It could be a law one could live up to. One of the sore spots in all of the state laws established is the out of state auctioneer coming into a state under the adopted laws, etc.

The Ohio law opens the gate on this. They are not keeping out of state auctioneers from selling in their state. The fees charged to get a license is under a rewriting process. From my last contact, the bill is on its way to being born. There is one thorn still in the setup that is of the same breed of thorns and has the same sharp stinger that is out of a "live and let live" arrangement of the proposed law and that is the APPRENTICE AUCTIONEER. The boys who may someday be some of our leading Nationally known auctioneers, and many who will make good general auctioneers in the field they choose to follow as an auctioneer.

Ohio, like the other states, nail this down where the apprentice to get a license has to be tied to a licensed auctioneer. In other words, he, as I get it, has to arrange with some auctioneer with a state license to take him on, and he has to cling to this man to try and build a record to become a regular state licensed auctioneer. This, I will say, is the wrong track and is unfair to any person who could in time become an auctioneer.

My suggestion on this one point is simply this: As of this day and age all young men who are inclined to want to be an auctioneer, the first move is to contact an Auction School and take a course. He then comes out an apprentice, O.K. Now, let's write into our laws, along this line, all apprentice auctioneers to obtain an apprentice license shall bring with them in their application a letter from the said

Auction School. Under this way of thinking it will put a burr under the tail of our Auction Schools. In the results to obtain and take home a diploma to tell the public the holder is an auctioneer.

Now with this kind of a Diploma earned, the so-called apprentice can go to the State Commission in charge and ask for an apprentice's license with the wording that he is free to work in any sale, for anyone who will employ him, with any selected licensed state auctioneer, or on his own; with the folks who secure him knowing he is holding an apprentice's license and is working to become eligible to be a clean applicant for a regular state auctioneers license.

This would remove the trouble of the beginner finding a licensed auctioneer to take him on, especially in the General Farm and Livestock Auctions. They are all not sure they care to have someone without experience. However, with an apprentice under the plan I suggest if he can sell himself to the folks holding the sale he would be a good helper and if they take him on he automatically has a state license without any arguments. Yes, the apprentice presents to the commission for his license, a bonified letter signed from a bonified auction school that he deserves the diploma issued. Then for one year give the apprentice a license. As an apprentice for one year he is to fulfill all requirements within said law. Except for being tied to one certain auctioneer the apprentice is on his own to work with any licensed auctioneer or any employer who will accept him as an apprentice. This I believe would take the stinger off the apprentice auctioneer, and from it all bring to life auctioneers the world will need in the years to come.

In winding this column up, the past recent years we are seeing many states now with an approved state auctioneers law on the books and several others in the making. We are well advised that only one such law can be written for each state. The auctioneering profession has many channels of specialization and the laws now on record combines it all in one package and classes it as an auctioneer. However, the divisions are: The Commercial Real Estate, Sales of Stores, The City Auction Houses, Promotion Sales, Jewelry Stock Sales, Weekly Livestock Auction Yards,

etc. In all, the present laws now approved and in the making covers these and looks very appropriate, but in the General Farm and Purebred Livestock Sales the auctioneers employed in this class are not too much involved in the handling of the sale proceeds. In about all cases, the details of such sales are handled direct by the owner or an employed sales manager.

The auctioneers selling are paid by commission or a day fee. They come in the morning and leave when they are finished. In this channel can be written in the state auctioneers license laws certain exceptions that will clear the way for embarrassment and confusion as to the license requirements. We must not overlook that there are many who act as full time business sales managers. While they are not auctioneers, they do often catch bids as the sales are in progress, the same with a ringman.

Through the grapevine we get gossip that states that now have a set law proposed by auctioneers are not real happy with it.

We also note that other states like our neighbor Indiana are holding meetings contesting what they once passed to have put into law. This, no doubt, will be true in Ohio when this law gets in the "grinding out mill." So the time has come to cure the confusion.

Through the long consideration of State Auctioneers License Laws, I am reminded of the remark an old dirt farmer said to me. For many years he had been a real top general farmer, cattle and hog feeder and had acquired many acres of land, clean and clear. The sons then came in on the run and induced their father to cut out his way of farm operations and become more modern. This looked like a good move to the old, time-worn farmer, so he consented. After meeting up with this old gentleman and friend, I asked the question: "How is the farm and the new herd?" He answered, "well, the farm is o.k., but as to the new herd under our new way of management, I am not too sure



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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

we have Purebred Livestock or the Purebred Livestock have us."

I am somewhat toying on the same answer as to the outcome of the State Laws for Auctioneers. We can in all our activities get into confusion without buying it.

I'm not mad boys, but that's just how I see it. From what I can observe we in our State and National Association will not get the crop of General Farm and Livestock Auctioneers on our membership list unless we get the "thorns that stick" out of operation. Some are inclined to believe that it is the State and National Organizations that are pulling the strings, but this is not so. When they really know that we iron out the points involved it will help pull many of the boys into our State and National Membership lists.

A note in a card on my desk from an auctioneer says, "Has Ohio found that Moses you have been looking for?" My answer is, "Not yet but I feel he is in the community."

The Old Goat From Ohio

Auction Markets Challenge USDA

KANSAS CITY, MO.—Irresponsible application and interpretation of the harsh term, "insolvency," contrary to accepted business credit and banking practices, by the U. S. Department of Agriculture, is a blow aimed at the livestock industry and jeopardizes the financial stability and accepted public responsibility of CERTIFIED LIVESTOCK MARKETS, according to their industry trade association.

Referring to wide-spread filings of charges by the Department's Packers & Stockyards Division, accompanied by prejudicial press releases widely distributed to the news media at that time, C. T. "Tad" Sanders, association general manager and counsel, declared the situation grossly unfair to all public markets and particularly those which have long established records of honesty and respect in their trade areas.

"Congress delegated a great amount of authority to the Secretary of Agriculture in respect to prescribing reasonable bonds for market agencies and dealers to secure the performance of their obligations. These bonds are substantial and in effect for every concern registered under the Packers

& Stockyards Act. The Congress also authorized the Secretary of Agriculture, after due notice and hearing, to suspend any registrant found to be insolvent. That authority must be exercised only with a sense of responsibility equal to the delegated authority and with due regard to ordinary rights of citizens," Sanders emphatically stated.

"The industry is now confronted with U.S. Department of Agriculture employees indiscriminately applying a formula to the financial standings of markets both in point of time and values which makes no distinction as to the record and ability to meet all obligations. Market assets are comprised of substantial investment in facilities, cash and working capital that qualifies for established bank credit based on a record of integrity and honesty. Application of this credit, working capital and the competitive market services rendered, provide immediate cash payment to livestock owners.

"The livestock industry has a long and enviable record of complete reliance upon obligations undertaken on the basis of a man's word — and in this case, his bond. This, backed by a proven record of financial responsibility, is rejected by the Department of Agriculture."

The association points out that it has consistently upheld the value of the provisions of the Packers & Stockyards Act itself as applicable to the entire livestock and meat industry. At the same time, it has repeatedly urged action by the USDA since amendment of the Act by Congress in 1958 to modernize its outmoded regulations and procedures in administration of its provisions in keeping with vast changes in the industry area to which the Act extends. More recently, a direct appeal has been made to Congress to initiate an inquiry and review of the USDA record of administration of the Act.

The statement was released from the association's offices in Kansas City.

Col. Seigel Stricken

Hubert Seigel, Fairbury, Nebraska, died November 23, 1962. He belonged to the State and National Auctioneers Association since they were organized. He started in the auction business in 1935. He was 47 years old.

He is survived by a wife and ten children.

Many "Ifs" in Outlook for '63

By ERNEST C. FREUND
Fond du Lac, Wisconsin

The New Year is underway; the economists have put "ifs" into their forecasts, but their "63" outlook is no boom, no busts. J.F.K. has unveiled a record tax cut, the automobile manufacturers have made predictions that 1963 will be a record year in purchases of new autos, absence of a shooting war.

From the mass of statistical projections and opinions it is possible to form some ideas of what 1963 will bring in the economies of our nation and our home state and communities. The new year appears likely to equal 1962 in economic performance and some believe may exceed it.

I have read many predictions and listened to the opinions of others, but no one has printed or spoken any opinion or given any prediction as to how good or how bad the auction business will be in 1963. Will it be better than 1962?

In my opinion the auction business will be better in 1963 than 1962 only if the people connected with the profession will do things that will make 1963 better than 1962.

I'm not a prognosticator or a predictor, but in my opinion the weakest phase of the auction profession is advertising. We still keep our business under a basket so we must tell more people, that the auction method is a way of selling personal property and real property, and also tell them that it has been proven a very successful way of selling.

We are living in a growing economy; from statistics it looks as though the value of all goods will advance to six hundred billion dollars by the end of 1963, compared to five hundred billion in 1962. This means that the demand for goods will increase, so also should the number of auction sales increase in 1963.

I have mentioned advertising as a very important phase of our business. Advertising is just twice as important to a young auctioneer than to one that is established. Just a word to the beginning auctioneers, you must tell people what side of the street your plan of business is, and also what you can do for the customer in dis-



posing of what he has to sell. You wouldn't disconnect your phone several days a week, why, because a good auction prospect might be trying to get in touch with you. It's the same with your advertising. People are buying and selling every day. Don't let that business pass you by because the phone is disconnected. It is not doing the selling job, or as we have heard so much lately not "Creating The Right Image."

Your advertising program, if it creates the right image, will set forth the proper procedure in selling goods and your services. You should have a successful 1963.

In closing, I want to wish each and every member a very successful 1963. I know that your President is doing everything possible to make "62 - 63" a banner year for the N.A.A.

Auctioneers who frown upon organization remind me of trees whose tap roots have been cut, so that growth is arrested. Selfishly they are outstanding takers, but poor givers of themselves. The basic law of any successful organization and of any Auctioneer decrees that to continue to receive they must get on the giving end also.

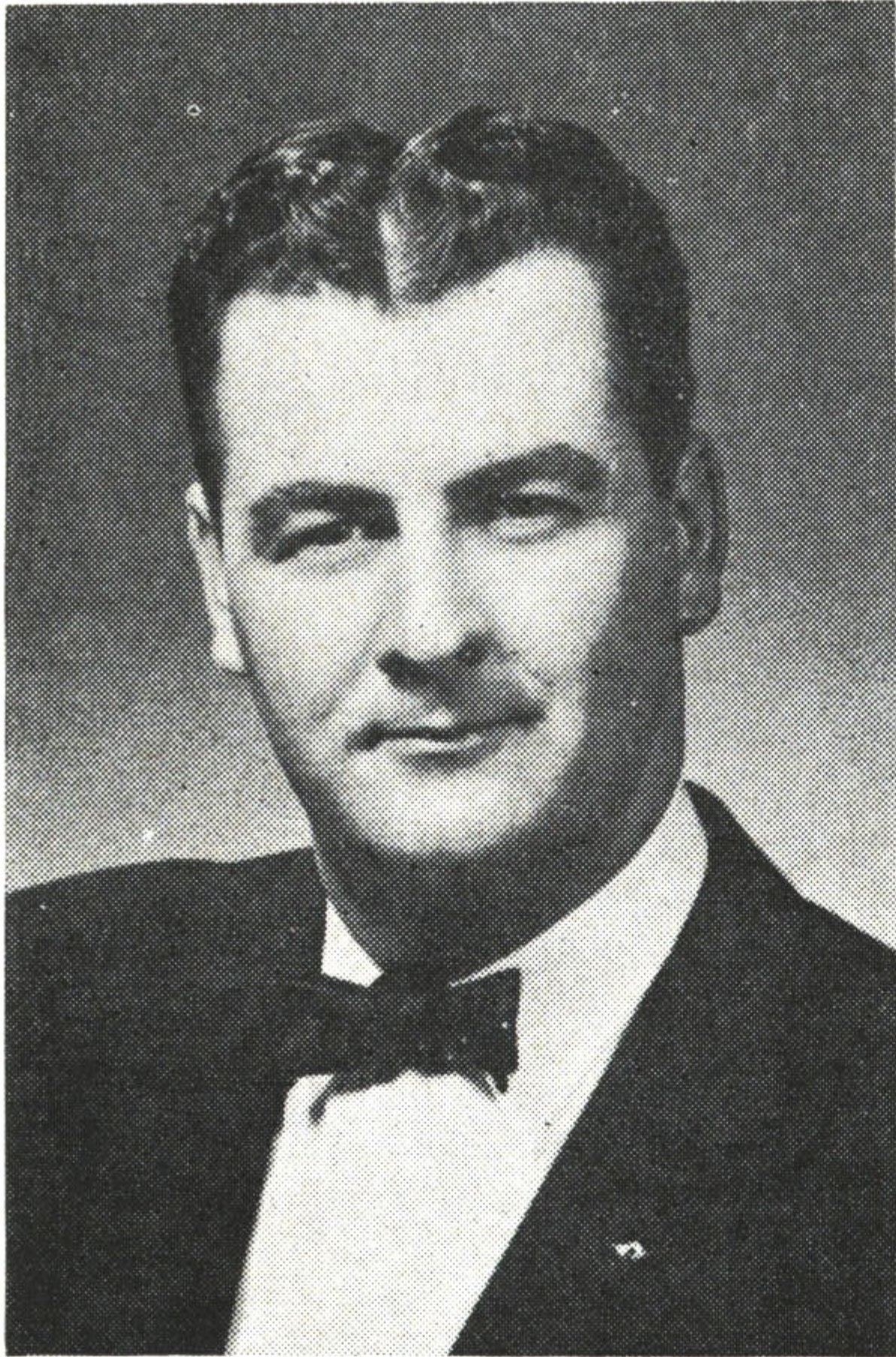
—B. G. Coats

Count Down "4"

By OWEN V. HALL

It's later than you think! Whether you realize it or not you should be making your plans now to attend the 1963 National Auctioneers Association Convention.

For the benefit of new members who



have not received recent issues of the "Auctioneer" it might be well to review some of the high lights of the forth-coming convention to be held in Cincinnati, Ohio, July 17-20.

Something new? Yes, we will start the convention Wednesday evening with the "Early Bird Party" which will feature entertainment by the "Elmer Hinkle Variety Show." You can rest assured that this will be top-notch entertainment. The first evening will be sponsored by the Ohio Auctioneers Association.

This year the convention will offer an additional half day of programs since it officially opens on Thursday morning. This means you will be able to absorb more information regarding your profession at no extra cost.

In addition to the many well known auctioneers who will appear on the program, we have been very fortunate in securing Rep. Robert Taft, well known political figure from Ohio; Dr. James C. Downs,

nationally known economist; Dr. Tennyson Guyer, now serving in the Ohio Senate and known as "Ohio's Ambassador of Goodwill"; Mr. Charles Hilt, Pet Milk Co., St. Louis, Mo., and Perle Whitehead, nationally known Boy Scout leader.

We have others who will be mentioned in later issues of the publication. Where else would you have the opportunity to hear so many outstanding speakers?

Seminars on real estate, furniture, livestock, etc., will be included in the action-packed program. With so much helpful information you cannot afford to miss the 1963 convention.

If you have never had the opportunity to visit Cincinnati you are in store for a real treat. It is recognized throughout the entire country as an excellent convention city. Cincinnati will have something to offer for each member of the family.

NEWS FROM THE DAKOTAS

By BOB PENFIELD

Just got the February "AUCTIONEER." I read it from cover to cover in about 2 sittin's. Winona is reading it now. It still is the greatest publication available to anyone with any connection in the auction business.

Visited with Irvin Reitan at Bismarck last week. He does an able job of representing his home area in the North Dakota Legislature. We have at least three North Dakota auctioneers in the Legislature this year. Irvin is also president of our State Association.

While in Rapid City a while back we took in the merchandise auction there owned by Lyndel Petersen. They had a good sale that night, and report that they have been good all winter.

Willis Hanson of Mound City, S.D., was out this way. Says he is negotiating for an interest in the Mobridge Livestock Auction, which has recently changed ownership. He reports that the Charolais auction that he conducted at Aberdeen, S.D., recently was a very successful event.

"Willie" was also one of the auctioneers that figured in two sales that received national publicity this winter. First was the

300 head of horses trailed from Wetonka into Aberdeen to be sold at auction and then on January 26th he helped sell the herd of 550 Angus cattle that Bethel Frei trailed into Highmore, South Dakota.

The NoDak Auctioneers Association will be holding a week long seminar for their members in March. Tentative dates at this writing are for the week of March 11th-16th. Minot, Fargo and Bismarck are the towns they will be conducted in. All North Dakota members are urged to attend. A \$10.00 fee will be charged to defray costs.

Colonel Dan Fuller, Albion, Nebraska, nationally known real estate and general auctioneer, has been retained by our state association as the instructor for our winter real-estate auction Seminar.

Why We Should Attend Conventions

By J. MEREDITH DARBYSHIRE

The exchange of ideas between experienced people in the trade is one of the basic reasons for attending a convention. By isolationism in one's own office or town, the same mistake in advertising, policy, office procedure or sales technique can be repeated over and over and over like a broken record. The various sales clinics and meetings that one attends can give the vast experience of hundreds of others who are doing the same routine, but perhaps, with a different perspective that is successful and would change your own thinking from negative to positive.

The broadening of one's scope through new ideas, new fields, new approaches, to the same problem can be accomplished by speeches, and the absorption thereof, by masters of the trade who are brought in from outside our own trade circles to discourse on their successes, their ideas, their failures.

The camaraderie and good fun that go with convention is of vast importance because as the earlier reasons refresh the mind, so does the good spirit of fellowship refresh the soul. This is good, too, because it is essential that the professional rest himself and then go on his way again refreshed and refurbished for the next fray into the battle.



Convention should be a market place of ideas wherein you buy what you want and sell your successful products. It is a place in which exchanges can be made. It is a form of thought and of action.

For forward looking, progressive pros in today's economy, convention is a state of mind in which one is receptive to new ideas and is generous in giving of his or her own time and means. If convention was strictly a play toy, or if that is what conventioners go to seek, then they should stay home or do their pleasure seeking in other climes. Convention is a time of business. The gleanings from its harvest should be carefully stored and sparingly used in the months subsequent to the meeting. Wise use, not abuse, is the hallmark of our National Auctioneers. Thus has it always been and this it will always be.

WANTED—A Sales Force of Enthusiastic and Conscientious Auctioneers to sell the National Auctioneers Association. Reply by obtaining a new member. —B. G. Coats

The greatest field for young Auctioneers is Real Estate, for it is the only security on earth; all other things perish with age; the land will always be there unless an act of God destroys it. —B. G. Coats

Let's Meet The Challenge

By COL. B. G. COATS

Never before in the history of the National Auctioneers Association have the officers and directors been confronted with such a unique opportunity to establish an enviable record in progress and membership growth. Not only do you have the opportunity but the obligation.

The N.A.A. is indeed fortunate in having as its President one who gets out front and leads, as he is expected to do. And how the members love it. We did not elect him to be an errand boy — we elected him to be President. He got the bit in his teeth, took the initiative and has constantly forged ahead. Absolutely nothing in his conduct, appearance or speech has cheapened the Association which has thus honored him. He is proud of this honor, the same as you and I would be, and is devoting his best efforts and precious time in appreciation of that honor. He is not the moderator of a debating society.

It is his job to rule the Association and that is exactly what he is doing. We the members expect to observe his will and pleasure. He exercises leadership out in front, not tagging along behind. He has a head and uses it. He is giving to our Association the stimulating leadership it craves and needs. He avoids the dull

monotony and the deadly mediocrity that could drag our Association into a period of apathy.

If the officers and directors will catch up with our President and hold on to his coat tail there is no reason why they can't shake we, the members, loose from our easy chairs, awaken us and we will thank you for it always. Don't be a weakling—apologetic, indecisive or afraid. Be a go-getter.

Our Association this year is indeed fortunate in having such a splendid calibre of men who have been elected to serve and we the members are awaiting your leadership. Stand up and be counted. A challenge has been laid in your lap. Meet the challenge and when July 1963 comes upon us you will be proud to say that you had a part in making it the most outstanding and constructive year in the history of the National Auctioneers Association.

Our greatest challenge lies ahead. Thousands of Auctioneers have yet to be reached and if they are to be reached you, the officers and directors, must accept the responsibility of leadership and spread the gospel of the N.A.A. more aggressively than ever before.

4th District Michigan Auctioneers Meet

By CHARLES DE LISO, Jr.

On the 12th day of February, the 4th District of the Michigan Auctioneers held a meeting, which was attended by several State Association members.

License and laws are now being discussed. Something in the near future is definite. Both the State and the 4th District will have committees to check other states and attempt to come up with something concrete for the State of Michigan.

We in this state are not organized. Our ranks are thin and this is bad. To have absolute strength you must have absolute unity. The National is growing as it should, but so must the State. Our

state group is small and spread thin by the non-participating and the non-member.

Look alive, Auctioneers! The inevitable is bound to happen. If any laws are made concerning auctioneers and auction houses, they must be good laws. We must be organized to discuss and prepare these articles with all fields and branches of auctioneers in mind. To do this we must be organized and work together with any and all groups throughout the state.

The N.A.A. recommended laws as well as the Kentucky laws show that many laws may be made that are just and fair to all concerned. But there are some states

Bernard Hart Hospitalized

Yes, it finally happened. Bernard Hart, Secretary of the National Auctioneers Association and Editor of THE AUCTIONEER was stricken with an illness demanding hospitalization on February 17. He was re-

who's laws and licensing are not completely fair and just and probably so because they were not up to date on what was happening or they were not organized. The wrong laws or the wrong people could have disastrous effect on your ability and rights to work and continue in your chosen occupation.

The State Association is a non-profit organization and if the wrong laws are made you may be a non-profit making organization. We need you. You need us. If you can't afford a membership, attend the meetings anyway. This concerns all auctioneers in the state of Michigan. Get on the mailing list. Let's get organized!

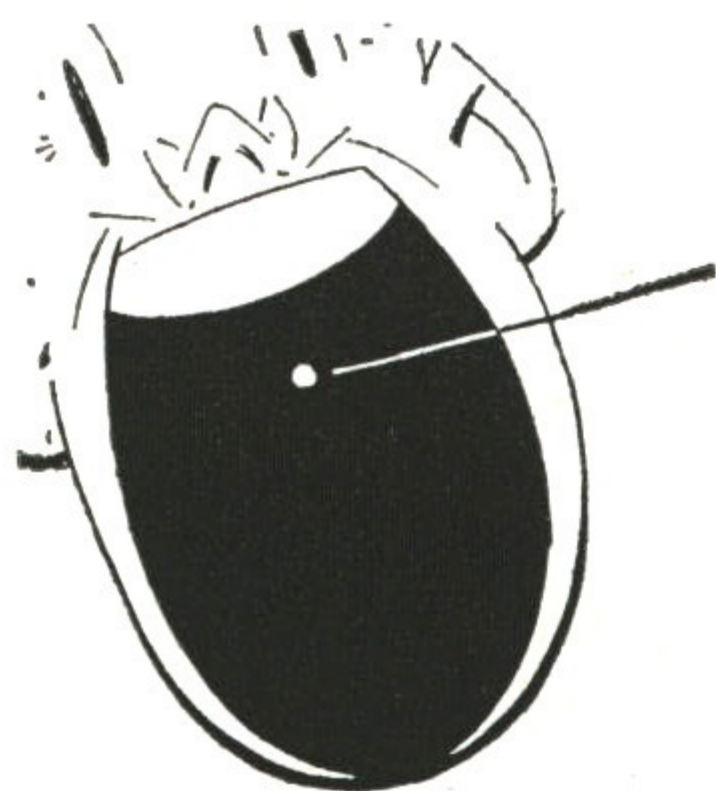
leased temporarily on February 26, but those days we was away were the ones that he normally would have devoted to the March issue of THE AUCTIONEER.

Please pardon the delay in getting this issue in the mails as well as for errors and omissions. There seems to be no substitute for the "personal" touch.

As we are already late we will not be bringing the Booster Page and Directory Page up to date. We are trusting that Bernie will be able to give this his personal attention so that all will be in order again for the April issue.

Mr. Hart's illness has been diagnosed as parasitic-type pneumonia, aggravated by a gall bladder attack. He is slowly recovering from the pneumonia as we go to press and will probably undergo surgery for the gall bladder when the lung condition has completely cleared.

Thanks again for your patience.



1963 AUCTIONEER'S INFORMATION GUIDE

Consisting of over a fourteen year collection of Auctioneers information pertaining to detailed Real Estate and Chattel Auction Contracts, office policy, disputed bid quips, hundreds of fiddle words, ad lib descriptions of Real Estate and chattels, noise stoppers, auction chants, jokes, pictured descriptions of how to get sales and conducting them right, etc. This is a must for the layman or professional auctioneer, offered on a ten day money back guarantee if not satisfied. Investment \$3.50 ea.

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Dayton 5, Ohio

BOOSTERS FOR "THE AUCTIONEER"

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

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Col. W. J. White—Birmingham

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Col. Bill Kimmons—Anchorage

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Joy & Johnson Auction Co.—Ames

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Missouri Auction School—Kansas City
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Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. John W. Moler—Dayton
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Col. George Roman—Canfield
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Texas Auction Co. (J. O. Lawlis & Son)
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Col. W. J. Wendelin—Henderson

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Col. Bob Berger—Pasco
Col. Elmer L. Burnham—Thornton
Col. Hank Dunn—Kennewick
Col. Bill Johnson—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla

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Col. David H. Gladstone—Norfolk
Col. J. E. Sutphin—Newport

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Col. Joseph W. Donahoe—Darlington
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan

WYOMING

Col. Paul Brownfield—Riverton

CANADA

Col. Harold P. Higgins—Huntingdon, Que.

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

The National Auctioneers Association is continually growing in size and importance. Are you helping it to grow by getting new members?

THE MEMBERS SAY . . .

Dear Col. Bernard Hart:

I was glad to get your most welcome letter. Keep "The Auctioneer" coming.

I sold at a nice coin auction for Ottumwa, Iowa, Coin Club in December. I sold at auction an 1895 gold dollar for \$82.50.

I'm sorry I didn't get over to the Iowa meeting this fall, but I was busy. I was a guard at the Iowa Numismatic Convention September 22, at Ottumwa. Some of the rarer coins presented were: An 1804 silver dollar, and a 1913 liberty head nickel. There was around \$300,000 dollars worth of old coins.

The feeder calf sale is still going strong and stock cows are in demand here. I had the pleasure of selling heifers over the block at \$28.25 a lb. They weighed around 400 lbs.

I went to Decatur, Illinois to Col. Hugh James' Auction School for a few days. I sure hope those fellows lots of luck. They have an outstanding school going.

It's been below zero around here for the last week, but we've had nice weather until now.

Enclosed is a check for dues in the Iowa Auctioneers Association and the National Auctioneers Association. Please send some bumper strips and applications for new members.

Sincerely yours,
Maurice M. De Vore
Plano, Iowa

* * * *

Dear Bernie:

Enclosed find check for \$10.00 for my 1963 dues.

It is always a pleasure for me to pay my dues, and on time, for such a wonderful organization and magazine.

Yours truly,
Milton M. Koptula
Mt. Lakes, New Jersey

* * * *

Dear Sir:

Enjoy reading "The Auctioneer" every month. Most of the articles are very well written and informative. Even your joke page is refreshingly new.

Yours truly,
Mike Fahnders
Pekin, Illinois

Friend Bernie:

We have had a fair run of sales of late, two and three a week. There is a good demand for good machinery. Cattle and hogs are selling fair. The market breaks have hurt. Good real estate is still in demand at a high figure, though.

I enjoy reading "The Auctioneer." There is a lot of good advice in it.

I am mailing you a check for dues, also a clipping. You may want to use some of its wording, etc.

Hope to see you all at the N.A.A. Convention at Cincinnati.

Yours truly,
Arthur R. Billiter
Harvel, Illinois

* * * *

Dear Bernard:

I guess I had better get a check in the mail for my dues. I certainly enjoy "The Auctioneer."

I was going through my desk the other day and found the minutes of the first meeting after you took over as Secretary, in August, 1954. I think you are doing a very good job. The magazine should make any auctioneer proud of his profession. I certainly don't regret the money I spent helping the old timers build "The Auctioneer."

I told you about our Feeder Pig Sales in Benton and Albion, Illinois. In those two places we sold about 34,600 pigs last year.

It is below zero here this A.M., weather for Eskimos!

Very truly yours,
Walter Holford
Edwardsville, Illinois

* * * *

Dear Bernie:

Enclosed find payment for 1963 National dues. Sorry to be late but still realize a profession as great and respected as ours needs **all** to survive the struggle to serve our fellow man today.

Fraternally,
Paul W. Faulkner
Columbia City, Ind.

Dear Bernie:

Enclosed please find my check for ten dollars (\$10.00), for my annual dues.

May I congratulate you upon the fine job you are doing in the management and publication of "The Auctioneer." I enjoy it so much and I can't see why every forward looking auctioneer isn't a member of the association. They should all get in the habit of looking forward to receiving the inspiration they can receive from reading "The Auctioneer."

I am enjoying the California sunshine this winter.

Sincerely,
Art Thomson
La Jolla, Calif.

* * * *

Dear Mr. Hart:

The enclosed check is for my membership in the N.A.A. I just graduated from Reppert School of Auctioneering this last summer. I am 19 years old and have two big farm sales booked for February and March. I have been helping at local sales and I really like the auctioneering profession. I got to help at a farm sale last Saturday and the barn caught on fire to make an exciting sale. The sale was stopped for half an hour while the fire was put out. We resumed the sale in the damaged barn. I guess this shows the fortitude of the auctioneer.

Yours truly,
Dan Baker
Bucyrus, Ohio

Try A Smile Once In A While

By COL. B. G. COATS

A letter arrived at our Gallery during Xmas week from a consignor commending the Secretary was received with heartfelt thanks in this day and age when it seems so much easier to ridicule than compliment, to complain rather than smile.

How wonderful it would be if the spirit of the holiday season remained with us throughout every day of the year. It would become each of us to think a moment of the importance of a sincere handshake, a "well done" or a smile of approval.

After all, a frown is only a smile upside-down.

\$9.7 Million Worth of Fruits and Vegetables

New Jersey farmers sold \$9,766,470 worth of fruits and vegetables through their co-operative auction markets the past year. Sales of eggs and poultry through the same outlets amounted to \$8,782,652.

The above figures were revealed in a report presented by Vinton H. Thompson, director of Division of Markets, N. J. Dept. of Agriculture, at the annual meeting of The Cooperative Marketing Associations in New Jersey, Inc.

An increase in contract and negotiated sales by the co-ops resulted in slightly higher total value of fruit and vegetable sales during the previous year. Sales by the auction method declined in both volume and value. Average price per package sold at auction was \$1.95, compared with \$2.10 the year before.

The value of eggs sold at New Jersey auction markets for the 12 months ended October 31 totaled \$8,677,377, compared with \$8,157,774 the previous year. An increase in volume of eggs sold accounted for the higher value. Average price for a 30-dozen case of eggs was \$11.19 this year, compared with \$12.34 for the year ended October 31, 1961.

Poultry sales declined in volume, total value and average price per pound. Only 835,315 pounds of poultry, valued at \$105,414 and bringing an average price of 12.6 cents a pound, were sold at the auctions this year. Comparable figures for last year were 1,077,567 pounds, \$159,632, and 14.8 cents.

Sitter Named to Post In Illinois Ag. Dept.

SPRINGFIELD—L. Card Sitter of Anna, assistant Illinois state treasurer for the past four years, has been named to a post in the Agriculture Department.

He was appointed as an assistant to the superintendent of markets. Sitter was assistant treasurer under Democrats Joseph Lohman and Francis Lorenz. Republican William Scott took over the post in the wake of the November elections.

Col. Sitter is a veteran auctioneer and a member of the NAA.

Two Records Set By Colorado Auctioneers

By LYLE D. WOODWARD

Colorado Auctioneers set two records. The smallest attendance of any State Convention on the coldest day in the history of Colorado for January 12th. Yes, this is true. On January 12, the Colorado Auctioneers Association held their annual State Convention in the Albany Hotel, Denver, Colorado. The weather for several days previous to this date had been hovering between 8 below and 18 below zero with snow flurries each day. So is it any wonder that on this day on my way to the meeting I wondered if I would be the only one there, with the temperature 20 below when I left home and still falling. By the time I reached the hotel which was 10 a.m. the temperature dropped to 25 below, and I was beginning to wonder why I went. By 11 a.m. there were five of us and we had a jolly good time sipping coffee and swapping stories. Since there was not enough in attendance to conduct a business meeting it was decided that the present officers retain their positions for another year. Since there was no one present except officers, this met with no objections.

As the day wore on some of the boys from the Livestock Auction Markets drifted in and and by midafternoon there was about 15 present. It was beginning to look like we might have enough to go ahead with our evening program. The hotel was very considerate since we had guaranteed them at least 60 for the Banquet, they released us from this contract and cut it back to 25. As the dinner started we had 31 present and before it was over we had a total of 40.

May I say, considering all the elements, I was most pleased with the turn out, and can honestly say we had one of the finest speaker programs I have ever attended, of which all thanks and credit should go to Bud VanBerg from Sterling Colo., and Lee Sears of Ft. Lupton, Colo. They were in charge of securing these speakers: namely Francis Dresser of the Western Farm Life, speaking on his experiences as ring man, and Ted Brown of the Security

State Bank of Sterling, Colo., who spoke on Bank Images, Credit and the Prospects of the Future.

Warren Cook, Mayor of Norfolk, Nebr., was outstanding in his talk on Auctioneers and Our Responsibility to Our Government.

We also were honored by the presence of everyone's friend and past president of the NAA, Col. Charles Corkle who addressed the Convention on Selling Our Services.

Warren Cook in his address to the Convention brought out the fact that we live in a country where we have the right to sit and criticize our government; but instead of just criticizing, if we don't like it why don't we do something about it by becoming more active in our neighborhood activities and state affairs. I am glad to say that Colorado has at least one auctioneer who not only believes in this, but puts it to practice, Col. Howard Shults of Grand Junction. Col. Shults is a former State Senator, and has been recently appointed by the Governor to the State Land Board. While in the Senate, Col. Shults was Chairman of the Senate Finance Committee. He headed a legislative group to investigate policies of the State Game and Fish Dept., and the withdrawal of land from tax rolls.

We cannot all be Senators, but we can help our Senators and have better government and consequently help ourselves if we as auctioneers would become more active in community affairs.

This same thought can be applied to the NAA instead of staying home and criticizing, let's all attend the next NAA Convention and speak our piece there, for it is you and your vote that will elect the officers for the coming year. The NAA was organized for the benefit of auctioneers and the auction profession. So it is up to you and to me collectively as auctioneers to decide the policies that are best suited to serve the majority. The place is Cincinnati, Ohio next July. See you there.



MISSOURI AUCTION SCHOOL GRADUATION BANQUET, CLASS OF DECEMBER, 1962

191 Memberships Received

During Last 30 Day Period

One hundred ninety-one auctioneers paid membership dues during the period of January 16 through February 15. This is a continuation of the activity reported in last month's "The Auctioneer."

There still are a number of January 1 expirees who have failed to renew and they will be removed from the mailing list if their renewals aren't received in the next few weeks.

The following is the names of those whose memberships were received during the above named period. The asterisk indicates a new member.

R. E. Guiss, Ohio
 Ben M. Rodman, New York
 Arthur A. Long, Illinois
 Elwood Collier, Illinois
 Fred W. Howarth, New Jersey
 Harry Berg, North Dakota
 Tom Sapp, Illinois
 Ray O. Holloway, Jr., California
 Lester L. Wenternitz, Illinois
 Wayne A. Coffee, Illinois
 *William Lee Holton, Ohio
 *Robert Ruggles, Ohio
 *Roger Wilson, Ohio
 *Carl C. Brink, Indiana
 *William E. Hanzel, Illinois
 Harold Spoor, New York
 William L. Gaule, Illinois
 Joe Madden, Wyoming
 Henry W. Howes, New York
 George R. Mayfield, Wyoming
 E. LeRoy Cox, Massachusetts
 Albert O. Maas, Minnesota
 Cecil M. Ward, Texas
 James Gibson, California
 *Tim Greiner, Iowa
 Kenneth Richardson, Texas
 Leo Grindley, Indiana
 Albert A. Kodner, Illinois
 Milton M. Koptula, New Jersey
 Bill Massey, Arkansas
 *Margaret Berry, Pennsylvania
 *Harold K. Keller, Pennsylvania
 *Walter W. Pryse, Pennsylvania
 Keith Cullum, California
 Raymond W. Henley, New York

James Thompson, Illinois
 *L. F. Wessell, Iowa
 *Marvin Van Syoc, Iowa
 Clinton A. Peterson, Iowa
 Don Phillips, Iowa
 Edward J. Arnold, Iowa
 Arthur D. Blevins, California
 H. C. Staats, West Virginia
 Vernon I. Cole, Michigan
 Bill Porter, Indiana
 Mary J. Cole, Michigan
 Earl Hardeman, Wyoming
 *Roger D. Rumbaugh, Ohio
 Frank Bennett, Ontario
 Duane Campbell, Ohio
 Guy L. Pettit, Iowa
 William C. McDonald, Michigan
 Paul Strieter, Indiana
 *Edward H. Roth, Colorado
 Fred Ramaker, Colorado
 H. W. Hauschildt, Colorado
 Lee Sears, Colorado
 *Reuben J. Stroh, Colorado
 Lyle Woodward, Colorado
 Edward Gibson, Colorado
 Gail D. Kats, Colorado
 *Daleard L. Pettijohn, Colorado
 Louis E. Smith, Indiana
 Stan Perkins, Michigan
 Gordon Clingan, Illinois
 Jack C. Minter, Louisiana
 Ralph S. Day, New Jersey
 A. R. McGowen, Illinois
 Clarence Foss, New York
 Everett Killian, Illinois
 Russell deCordova, Texas
 W. P. Emmons, Arizona
 Harry D. Francis, Virginia
 Tom Chunn, Tennessee
 Bill Shackelford, Tennessee
 *Ray W. Cox, Tennessee
 *J. R. Rutledge, Tennessee
 *R. A. Smetzor, Ohio
 Fred T. Moore, South Carolina
 Maurice M. DeVore, Iowa
 Arnold Obendorf, Indiana
 E. V. Wing, California
 James D. Bayman, Indiana
 Charles H. Riley, Nebraska

IN UNITY THERE IS STRENGTH

C. B. Charles, New York
 John H. Paffel, Wisconsin
 *Elmer Covey, Texas
 Dan Dimock, Texas
 Andy Little, Missouri
 *Willie Little, Missouri
 Jim Messersmith, Idaho
 Pierce P. Wall, New Jersey
 Maurice Merrigan, Missouri
 *J. T. Albritton, Kentucky
 Paul Herron, Jr., Kentucky
 Harold Richmond, Kentucky
 A. T. Rose, Kentucky
 Harold E. Cox, Kentucky
 *Hamilton Blandford, Kentucky
 Art Roberts, Kentucky
 O. L. "Bud" Hamilton, Kentucky
 David W. Bailey, Kentucky
 *H. H. Lacy, Kentucky
 Howard Staton, Kentucky
 Arthur Everman, Kentucky
 *George W. Madacis, Kentucky
 *Aleck Gribbins, Kentucky
 *Preston R. Myers, Kentucky
 Carroll N. Hoover, Kentucky
 *Cecil Johnson, Kentucky
 John Patton, Jr., Kentucky
 *Arthur J. Allen, Ohio
 Russell Kruse, Indiana
 W. Virge Meador, Illinois
 Bernard J. Wehinger, California
 Leslie L. Lucas, Georgia
 Kenneth F. Kepner, Ohio
 Kenneth W. White, Ohio
 Furman Tinon, Ohio
 L. L. Stambler, Hawaii
 *Jim Parks, Texas
 Arnold J. Johnson, Virginia
 Roy N. Trotter, Ohio
 Milo Beck, Arkansas
 Charles D. Garrison, New York
 Willie T. Catlett, Virginia
 *George R. Rogers, New Mexico
 T. C. Welton, Colorado
 Walter Holford, Illinois
 Larry Cap, South Dakota
 George Jacobs, Missouri
 Wilbur R. Swearingen, Missouri
 James V. Lewis, West Virginia
 Willard Olson, Wisconsin
 *Byrd L. Rich, Illinois
 *Harry D. Berry, South Carolina
 *Al Tirelli, Connecticut
 Virgil Munion, Oregon
 *Charles R. Headrich, Tennessee
 *Robert D. Shaw, Illinois
 Orville Sherlock, Washington

Henry Paffel, Wisconsin
 A. W. Thompson, Nebraska
 Stanley Solon, New York
 Joseph Finn, Massachusetts
 Harry A. Chrisco, Illinois
 *Tom M. Dunlevy, Indiana
 *Donald R. Florea, Ohio
 *Raymond E. McConnell, Kentucky
 Donald V. Cady, Kentucky
 George M. Kurtz, Kentucky
 *Malcolm Gibson, Kentucky
 *Otto Hibbs, Kentucky
 *Rex Proffitt, Kentucky
 James N. Farris, Kentucky
 *Jack S. Gray, Kentucky
 *Wallace I. McCord, Kentucky
 *Billy Kachler, Kentucky
 Albert L. Frauhiger, Ohio
 *Ray E. Knight, Indiana
 Riley T. Jefferson, Delaware
 *Merle Witthamer, Iowa
 *C. James Sutton, Tennessee
 *Joseph H. Miller, Tennessee
 *Max Feld, Missouri
 Morton M. Goldberg, Louisiana
 *Dan Baker, Ohio
 Richard Gonzales, Texas
 *Jon K. Jenkins, Michigan
 Gilbert A. Morgan, Michigan
 Paul W. Faulkner, Indiana
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 Sam A. Parker, North Carolina
 *R. Dale Washburn, Ohio
 *Carl W. Busby, Illinois
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 *Sanford A. Alderfer, Pennsylvania
 Emil H. Goff, Colorado
 Jesse A. McIntyre, Jr., Iowa
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 *Fred H. Rosner, Virginia
 *M. William Tobin, Massachusetts
 *W. B. Tobin, New Hampshire
 *Ruth B. Tobin, Massachusetts
 Morris Schwartz, California
 *Leo Gerdes, Illinois
 *Marvin W. Haycraft, Illinois
 Paul M. Van Houten, California
 A. R. Billiter, Illinois

Ever have an auction sale when just about everything seemed to go wrong. The next time it happens, when you get home look in the mirror and see what's causing 90% of the trouble.

—B. G. Coats

Experience Is The Best Teacher

By BRAD WOOLEY

It was raining, cold, stormy, and buck fever was beginning to mount as I was preparing to offer a whiskey store at public auction. The store was to be offered in its entirety, then by units of two gallon lots. The crowd was very light, only a handful of people, but they were prosperous looking and that made me feel just a little better.

About five minutes before we were to begin, an uncouth looking vagabond staggered in and weaved straight to the wine side of the store looking as if he might take it. This fellow was wet, dirty, bedraggled, wild-looking, ragged, and most interested in the wine rack. He reached quickly for a bottle and I just as quickly told him hands off. This was a federal sale and was not open to regular retail business. He put the jug back and staggered out into the downpouring, cold rain in front of the store and very sadly looked in at us in the warm, dry atmosphere of the store.

The hour of the sale came quickly and I began with the opening. My friend from the outside staggered back in and bid two hundred dollars! A far from fair bidding on stock and fixtures. I stopped, re-read the sale notice order and sent my attorney to visit our friend and put him straight. My attorney stayed and stayed.

I heard an occasional, "Yes sir . . . We didn't know . . . Ohhh . . . Mnnn . . . Excuse me sir," from my attorney. He finally came back quietly but excitedly and announced to me that this man had been in an automobile accident, been to your sale before, knew you started your sale on time, is injured, dizzy, sick, shook, but wants to bid on the store and his credit is unlimited and he doesn't drink the stuff, he sells it.

No need to go further, he bought the store in the first offering, whiskey, fixtures, and all rights which amounted to several thousand dollars. After apologizing, we took him to the doctor. He was injured but proud of his buy and all ended well that did not start well.

Have you ever been selling and everything is going just right? Your crowd is good, your price is fair, and you're sitting just about where you want to be. You are running in high gear and some one hands you a note that you hardly have time to glance at and read it to the crowd. Perhaps, the note contains a statement that "so and so's" car is blocking somebody in that wants to go home and you have to stop selling and make the announcement or at least break your gait between lots, or to read that someone left their headlights on, or some such trivial matter.

At a small community auction, this happened several times so instead of stopping completely I worked the reading into my bid-calling. This worked fine and the matters at hand were expediated in good fashion until one day I read the wrong note in the same manner.

I was standing on the block selling and well pleased until another one of those confounded notes was handed to me to read. As soon as a break came through, I, without proof-reading the note, expedited it in the same manner. In an instant I knew that I should have proofed that note. As the crowd smiled and giggled, I re-read the note to myself. It read: "Auctioneer, sit down, your zipper is becoming more and more unzipped as you sell." P.S: "Don't read this note aloud." I sat flushed and blushed and called for the next item to auction.

* * * *

Several years ago, I worked myself into the habit of saying, "I can get it for you wholesale" or "I'll fix you up with that," without knowing how much of a habit it was until it happened at an auction I was selling.

A bidder at this sale, who bought a table, asked me about chairs. I told him I could get them wholesale. I'll fix you up with them. Then my bidder bought a bed room suite with no mattress and springs, same question, same answer. Then my bidder was checking over a baby bed that had no mattress. I anticipated and said that I

could get it for her wholesale. Very quickly she stated that she had no baby. Before the message got from brain to mouth, to hush, I'd already said, "I can fix you up with that, too." The auction stoped for a second (a long second) . . . I flushed and blushed and called for the next item to be sold.

☆ ☆ ☆ ☆
Then there was the time, a practical joker drug two live, half grown cats (alley by variety) to the sale. He slipped them to the ringman and said this is your next lot. I went along with them to back fire the surprise of cats at a furniture auction. I gave them a short try and then asked my ringman to put them back in the alley where they belonged, when a little girl bid twenty-five cents. I sold out immediately. Her mother almost fainted. When the mother said no, the little girl started to cry. Everybody started to laugh, and mama jerked up the little gal, flipped a quarter to the ringman, took her two cats and took off. Everybody enjoyed the short mirth, then forgot about it.

We closed early that Saturday, still laughing about the two cats. Then Monday morning came and we returned to the office. As we opened the door, much to our dismay, two full grown, alley cats came purring up to greet us. They had spent the week-end there. Their being scared and hungry was not our only problem.

This just goes to show that "he who laughs last, laughs best"

Charities Receive Auction Proceeds

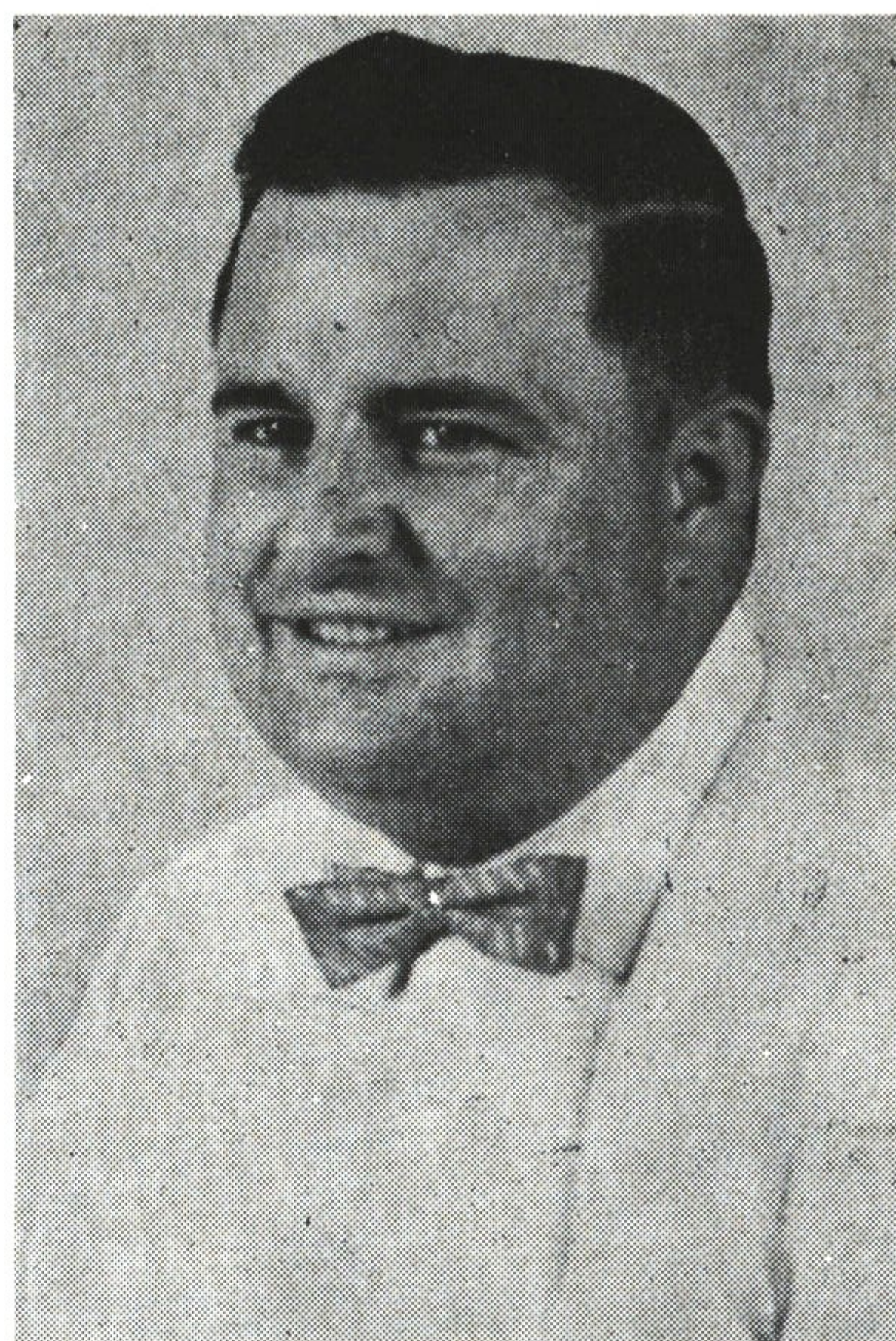
NEW YORK—Three charities designated by an anonymous art collector will receive the \$100,000 paid for Pierre-Auguste Renoir's "La Fete de Pan."

The winning bid for one of Renoir's major works came from Mrs. Robert Gurney, wife of a New York industrialist, at the Parke-Bernet Galleries.

The charities sharing the money are the Fresh Air Fund of the New York Herald Tribune, the United Jewish Appeal, and the Colonies de Vacances, a vacation philanthropy in Geneva, Switzerland.

The collector, now dead, had specified that his executor donate the proceeds from the sale to the three charities.

Ohio Auctioneer Is Honored



Don E. Fisher, Delaware, Ohio Auctioneer, was a recent recipient of the Delaware Junior Chamber of Commerce's "Distinguished Service Award" for his contributions during the past year to Community, Civic, Church, Business and Political activities. Fisher served as secretary-treasurer of the Ohio Auctioneers Association from 1959 through 1961 and is presently a member of the O.A.A. Advisory Committee.

Col. Fisher is associated with the Disbennett Real Estate Company in Delaware, Ohio. He resides with his wife, Pauline and three children at their rural home near Powell, Ohio. Fisher has been a member and strong supporter of both the N.A.A. and O.A.A. since 1957.

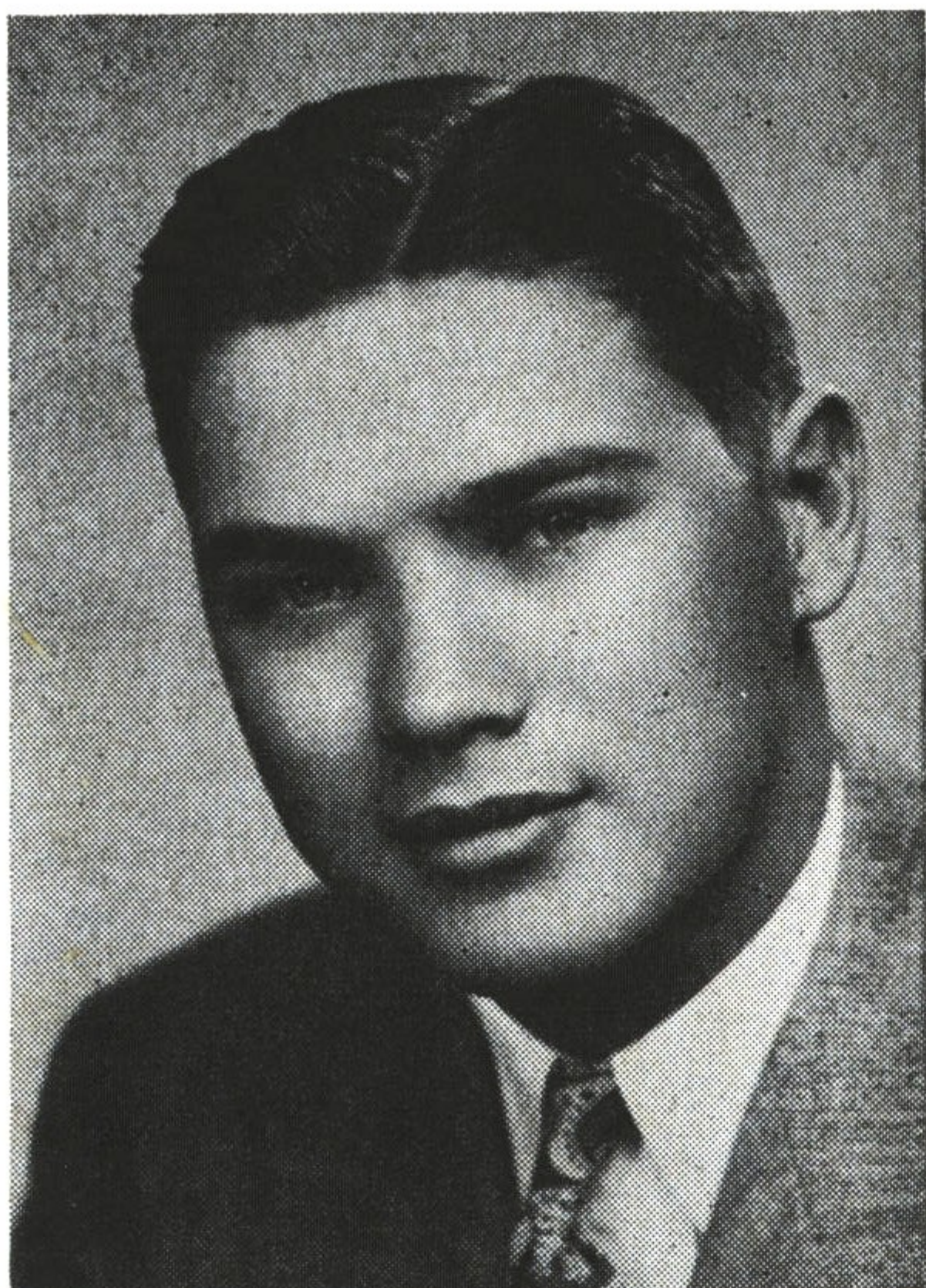
When things go against you at an auction sale remember, that the people are not against you, they are for themselves. Every Auctioneer needs a warm personal enemy or two to keep him free of rust in the movable parts of his mind. Dislike few people and hate no one.

—B. G. Coats

Tough Optimists

By RAY SIMS 10101 Pawnee Lane, Leawood, Kans.

An Auctioneer must be optimistic. At many sales he may be the only one at the auction who is. When you always feel like the world and everything in it is going your way, it is much easier to make others assume that same attitude.



During the many years I have been going to purebred livestock sales, I have seen almost every kind of situation one can imagine. A few times we have had to start sales when there were twice as many empty seats as there were people on them. There is no place for a pessimist in that situation.

It might be well to point out to those who are there how fortunate they are to be the only people with the opportunity to bid on and purchase such excellent cattle. "This may be the only chance in your lifetime that you will have such an opportunity," so you declare. When four or five of those who are there begin to believe it, the auction is on and your job becomes much easier.

It is better to maintain the same attitude if there is standing room only in the sale arena. In the opening speech, it would be better to be realistic, but very optimistic. Many people have come many,

many miles to make the selections they wanted and certainly not to be disappointed after seeing them. If we as auctioneers are optimistic before the sale is over, it might rub off.

Sometime ago we were at a sale when very few people showed up the day before. It was election day and the people of that state elected a governor of a different political party than the owner. That was the straw that broke the camel's back. The world was against him. The man having the sale was already sick — he thought his sale couldn't possibly bring more than commercial prices. He made everyone who was there the night before feel like they couldn't. But the next morning, trucks, automobiles and airplanes came bringing people from throughout the midwest to his sale. (Maybe because they couldn't vote in that state). The auctioneers had refused to assume his attitude. The sale was a great success.

Never go to an auction thinking it won't be a good one — or it might not.

Pays Record Price For Angus Bull in Perth, Scotland, Sale

PERTH, Scotland — A record price of 60,000 guineas (\$176,400) was paid Tuesday for the 13-month-old Angus bull Lindertis Evulse, lot 328, at the annual Perth cattle show and sale. Clint Thomson, of Harding & Harding, Geneva, Ill., made the purchase for Black Watch Farm, Wappinger Falls, N. Y. The bull was shown by Lindertis Co., Kirriemuir, Scotland.

The same buyer got the junior and supreme champion, lot 742, Escort of Manorhill, bred by Thomas Todd, for 7,500 guineas, Edw. Manning of Model Farms, Mundelin, Ill., got lot 377, Electo of Haymount, Walbridge Farm and Rally Farm, Millbrook, N. Y., bought lot 283, Jemal of Incheoch and Thomas Staley of Kansas City took lot 331, Watchman of Haymount.

Sale of Valuable Personal Estate

By Order of Orphans Court,
By Richard Wright, Auctioneer

By virtue of order from the Orphans Court of Washington County I shall sell at public auction on Monday next 15th, year 1832, commencing at 10 o'clock a.m. at the late dwelling of James Walker, deceased, adjoining the Friends Meeting House. All of the valuable personal estate of said deceased consisting of viz:

Excellent household and kitchen furniture comprised of every variety and which is in very good order.

195 shares Bank Metropolis stock.

110 do Franklin Insurance Company

5 do Chesapeake & Louisiana Canal Stock.

2 do Baltimore Steam Packet Company

1 Valuable Negro Boy, age 15 years, slave for life.

1 Gig, 2 Carts, 2 Good Horses, Saddles, Bridles, Stoves.

1 Cow, 4 Steers, 22 Sheep, 33 bbs. about 10000 wt. of Rendered Tallow.

Large Lot of Beef Tongues and Dried Beef Sausages.

A Lot of Salt Tubs, Meat Choppers and -c.

Lot of Lumber.

Stalls in West and Cutre Markets with a great variety of other articles.

The stock to be sold at 1 o'clock p.m.

The terms of sale are:

All sums under \$20.00 cash. Over \$20.00 and not to exceed \$50.00 three months credit. Over \$50.00 and not to exceed \$100.00 six months credit. All sums over \$100.00 nine months credit.

The purchaser giving bonds with approved security bearing on interest from the day of sale.

At the same time will be sold:

1 Negro Woman about 19 years old.

1 Gold Lever and Gold Repeating Watch.

Half Lot 18, in Reservation No. 11, containing 4322 feet.

All of Square 303

Half Lot 7, Square 323, containing 2500 feet.

Part Lot No. 2, Square 373, fronting on First Street.

Lot No. 10, Square 424.

Lot No. 5, Square 480.

Lots Nos. 7 and 15, Square 513.

Lot No. 18, Square 560.

Lots Nos. 5 and 8, Square 525.

Lot No. 22, Square 555.

Terms as above.

Richard Wright, Auctioneer

(Above Sale Bill submitted by Millard F. Morrill, Dayton, Ohio)

Originally published in the **National Intelligencer**, Washington, D.C., October 11, 1832.

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THE LIGHTER SIDE . . .

BLAME THE POOR

The politician had been scoring heavily with his Labor Day speech until he droned stentoriously, "I say that it is the working classes who have made this country what it is today."

"That's right," came an unexpected voice from the crowd, "throw all the blame on the poor."

WHO'S LAZY???

A sailor in a good mood entered the barracks and yelled, "I'll give a dollar to the laziest man here."

Everyone scrambled to his feet and rushed to tell how lazy he was, except one tall Texan who drawled, "Just roll me over and slip it in my pocket."

PAIR DON'T MATCH

Man: "Doctor, I'm afraid you'll have to remove my wife's tonsils one of these days."

Doctor: "I removed your wife's tonsils six years ago and I have never heard of a woman having two sets of tonsils!"

Man: "Maybe not. But have you ever heard of a man having a second wife?"

DON'T STRUGGLE

The chorus girl swept into the dressing room with a mink coat draped casually over her arm.

"Dearie," asked one of the other girls, "how did you ever get such a gorgeous mink? Why, I've been struggling for years to get one."

"Honey," replied the other, "you mustn't struggle . . . ever."

A DEAD DUCK

A father was telling his son what a good shot he was and probably exaggerated the truth somewhat. However, to prove his point, he took the boy out duck hunting with him one day. Ducks were scarce but finally a lone duck flew overhead and the father took careful aim and fired. The duck kept right on going. Turning to the boy he said, "Son, you have just witnessed a miracle. There flies a dead duck."

OOPS! SLIPPED AGAIN!

Tired after a busy day at the office, the business man slumped in a comfortable chair and started to read his evening paper. Feeling that she should comfort him after a hard day, his wife sat on his knee.

"Look, dear," he said rather absent-mindedly, "don't you think I get enough of this at the office?"

DEEP SUBJECT

A gravedigger, thoroughly absorbed in his work, dug a pit so deep one afternoon that he couldn't climb out when he had finished. Came nightfall and his predicament became more uncomfortable. He shouted for help and at last attracted the attention of a drunk staggering by.

"Get me out of here," the digger pleaded. "I'm cold!"

The inebriated passer-by peered into the open grave and finally spotted the shivering digger.

"No wonder you're cold buddy," he said, kicking some of the loose sod back into the hole, "you ain't got no dirt on you."

PAR FOR THE COURSE

Tales of outer space had been too much for one youngster, and he awoke screaming from a nightmare. "It was terrible, Mommy," he said as his mother consoled him. "The Martians came in great ships from the sky. They had green flashing eyes and hands just like a big crab's and they sorta crawled around our house shooting ray guns at you and me . . ."

"Where was Daddy?" the mother asked. "Wasn't he in your dream?"

"Sure," said the little boy. "He was leaning out the window, yelling at them to stay off the lawn."

She went to great pains to buy the best singing canary that could be found. A few days later she discovered that it was crippled. She returned the canary to the pet store with her complaint and received this answer:

"Well, lady, make up your mind; do you want a singer or a dancer?"

The young bride went to the grocery store to do her Christmas marketing. She was determined that the grocer should not take advantage of her youth and inexperience.

"These eggs are dreadfully small," she criticized.

"I know it," he answered. "But that's the kind the farmer brings me. They are just fresh from the country this morning."

"Yes," said the bride, "and that's the trouble with those farmers. They are so anxious to get their eggs sold that they take them off the nest too soon!"

HOMEMAKERS' DILEMMAS

The housewife was still sitting at the breakfast table having her tenth cup of coffee and trying to decide whether to get dressed, wash the dishes, or maybe watch TV, when she heard the garbage man outside. She dashed through the back door, her hair still in curlers, face unmade, and wrinkled old bathrobe askew. "Am I too late for the garbage?" she asked. The garbage man took one look and said, "No, ma'am jump right in."

NO PAYROLL PLEASE!

A shrewd gunman, who suddenly appeared at the paymaster's window of a large plant, demanded: "Never mind the payroll, Bud, just hand over the welfare fund, the group insurance premiums, the pension fund and withholding taxes."

VIEWPOINT

Two men were hotly discussing the merits of a book. Finally one of them, himself an author, said to the other.

"No, John, you can't appreciate it. You never wrote a book yourself."

"No," retorted John, "and I never laid an egg, but I'm a better judge of an omelet than any hen in the state."

AIM NO GOOD

Jimmy's mother, a believer in the be-a-little-gentleman-and-don't-fight school of upbringing, was trying to instill this noble outlook into her pugnacious young son.

"Jimmy, when that naughty boy threw stones at you, why didn't you come and tell me instead of throwing them back?"

"What good would that do?" snorted Jimmy. "You can't hit the side of a barn."

THE BIGGER THE BETTER

Man: "I wonder why a girl can't catch a ball like a man?"

Girl: "Oh, a man is so much bigger and easier to catch."

MOTHER KNOWS BEST

Daughter: "I took Henry into the loving room last night, . . ."

Mother: "That's LIVING, dear."

Daughter: "You're telling me!"

GOOD EXERCISE

On the beach, a genial fat man watched a group of shapely looking young girls in bikini bathing suits doing their morning setting up exercises.

"Do you think this sort of thing is really good for reducing?" a sour faced acquaintance asked.

"Certainly," said the fat man, "I walk three miles every day just to watch it."

WASTED EFFORT

A film actor was disappointed at not being asked to make a speech on the occasion of his retirement from films. As he said to a friend: "What makes it worse, old man, is that I spent three hours in the make-up department having a lump put in my throat."

ALMOST

Reporter—Is the Prince incognito?

Waiter — Not exactly. But he's certainly feeling his drinks.

AIN'T IT THE TRUTH?

"An excuse is the skin of a reason stuffed with the saw-dust of insincerity."

KEEPS THEM MOVING

The reason girls of today are such live wires is because they have so little insulation.

A woman announced to a lawyer that she wanted to get a divorce.

"On what grounds?" he asked.

"I don't think he is faithful to me."

"And what makes you think he isn't faithful?"

"Well," she replied. "I don't think he is the father of my child."

IN UNITY THERE IS STRENGTH

There is a committee badly needed in the N.A.A. "A New Member Committee." Will you join this group to provide the new members that our Association so badly needs? **WILL YOU DO YOUR PART?** As a member you can do your Auctioneer friend no better service than to enlist him under the banners of the National Auctioneers Association. —B. G. Coats

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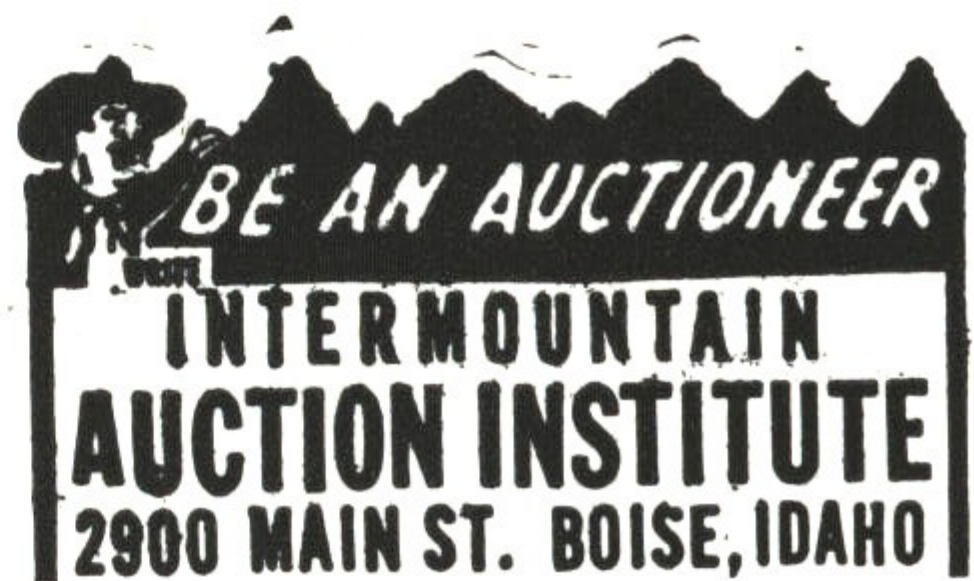
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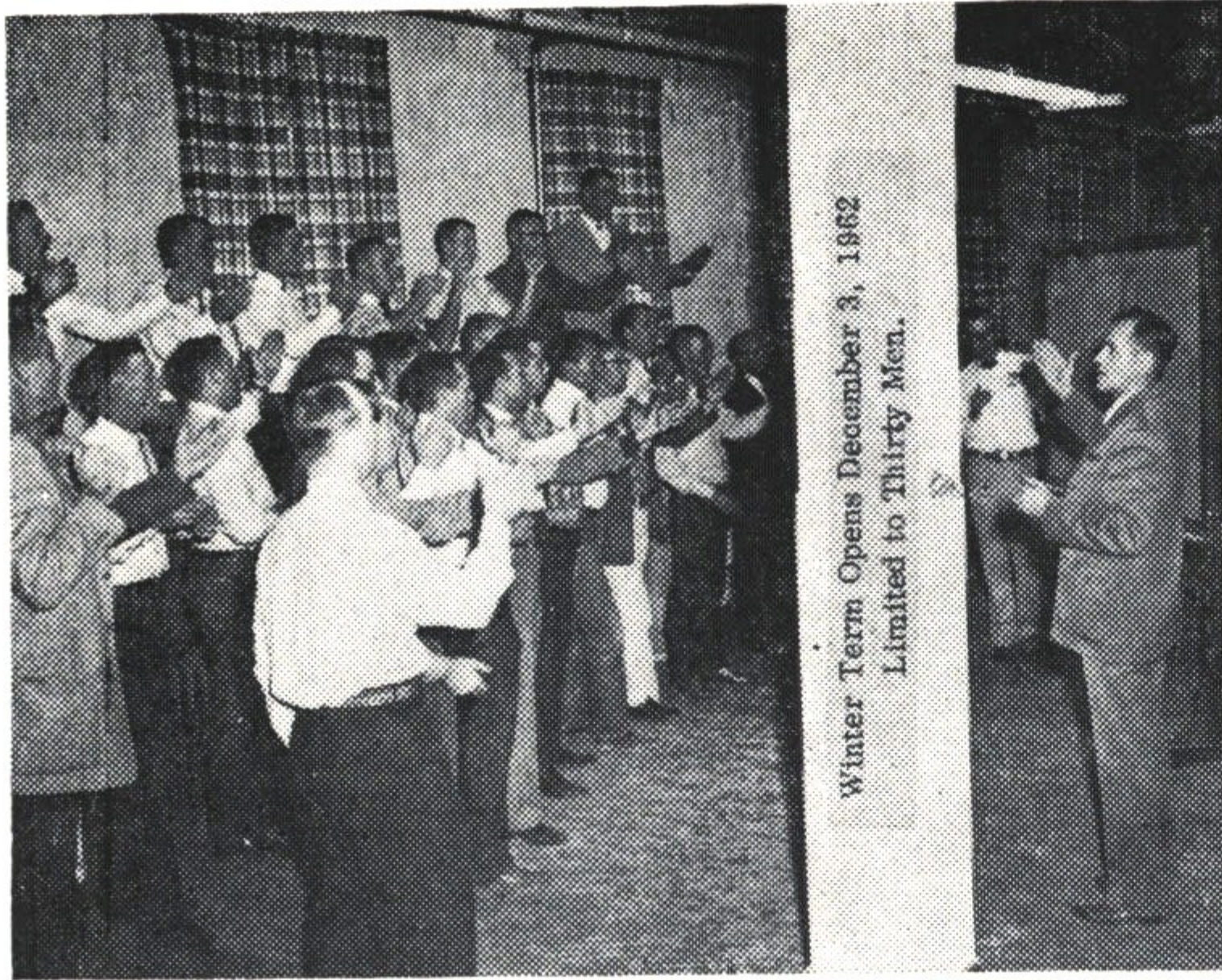
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2. They believe in the association and its objectives.
3. They want to use the services of the organization.
4. They appreciate contacts and companionship.
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Those who do not join evidently do not possess the above desires.

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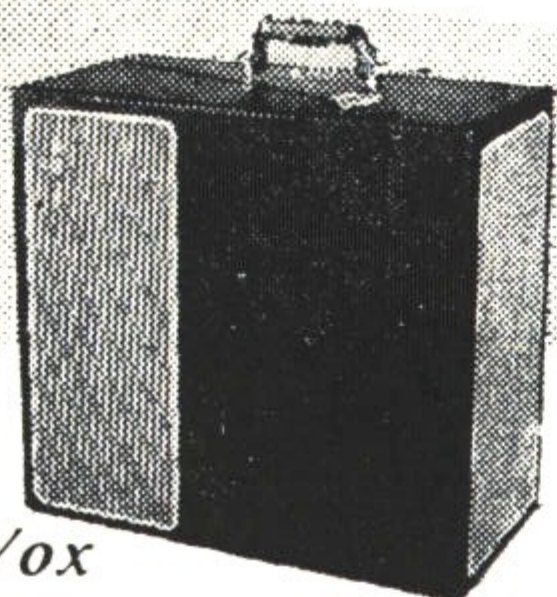
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