

the AUCTIONEER



"YOU'D BETTER COME WITH ME, MITCH.
YOU'LL BE A LOT SAFER IN CUBA."

It's
CIN CINNATI
In
1963
Our National Convention
July 18-19-20
In The
Queen City

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

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EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

New Administration Accepts Challenges of Coming Year

By J. MEREDITH DARBYSHIRE, PRESIDENT

At the threshold of my term as National Auctioneers Association president, I want to first relate to all NAA members my profound appreciation for the honor of leading this great organization for the forthcoming year. To follow such an outstanding president as Charles Corkle is a sobering and solemn assignment. I wish to accept this responsibility with the comforting knowledge that I can draw upon the vast experience and cooperation of our retiring president as well as that available from the combined membership. It is my hope that we shall be able to make this NAA year one that will maintain the steady forward progress of the past.

By formal resolution we have expressed our appreciation to the Nebraska Auctioneers Association for a splendid and memorable convention. I wish to add to this my personal heartfelt thanks to those men responsible for handling the many details which resulted in our enjoyable visit to Lincoln. The new friends we made and the old friends we met again certainly justified the extra effort needed to make the trip.

Looking forward to the forthcoming year there are three broad goals which I hope we as an organization may attempt to attain. It is my expectation that great progress be made this year to increase the stature of our profession in the eyes of the public and under the letter of the law.

My second objective is to foster increased cooperation within the membership — to spread understanding of our common problems and eliminate professional jealousy.

My third goal, one that is always constant, is to add new dedicated members and to retain the untiring efforts and interest of our present dedicated members. While these goals are not unattainable, they are elusive, and each one of us must accept our responsibility to make tangible steps of progress toward them. One of the ways we can accomplish progress toward this end is to build our various state



organizations into strong units within our own communities.

I hope that during the coming year each one of you will strive to broaden the range of your personal services. Because our profession is one that deals with people, our greatest opportunity comes through offering these people our enthusiasm, ability and continuing desire to be of personal service. I hope to be of personal service to you during the coming year. Should you have suggestions, criticisms or inquiries, I would deem it a personal privilege to have those submitted. An extra effort will be made on my part to contact as many of you as possible in the coming year either by written communications or in person. Please accept a personal invitation if you are passing through Ohio to stop in and see me.

Plans have already been formulated regarding next year's convention which will be in Cincinnati — we, here in Ohio, hope that it will be on the same level as those we have attended in the past.

St. Francis, Kansas
September 11, 1962

Col. Bernard Hart, Secretary
National Auctioneers Association
Frankfort, Ind.

Dear Bernie and all members of the
National Auctioneers Association:

I wish to acknowledge with gratitude the high honor you bestowed upon me at the 1962 National Convention and express my appreciation for the many cards, letters, and flowers I received while hospitalized at the time of the convention.

Your sentiments were warm indeed and the significance of the beautiful gold plaque you presented to me is overwhelming, as I recall, if ever, my small participation in the affairs of the National Auctioneers Association has contributed anything to make me deserving of such high honor. I thank you sincerely with best wishes to all.

Congratulations to Col. Charles Corkle and his staff upon an impressive convention and a successful administration which obviously has added strength to our organization. We look forward with confidence to the continuance of cooperative effort and mutual respect for the officials whom we are fortunate to have now administering the affairs of our organization.

Sincerely yours,
E. T. (Ernie Sherlock)

B. G. Coats Finds Valued Gainsborough

The bust portrait of the eminent British Naturalist, Dr. Gilbert White (1720-1793) by Thomas Gainsborough (1727-1788), acquired from the collection of the Earl of Lytton, is one of the earliest known examples of the artist's Ipswich or Clochester period which commenced in 1746 and ended in 1759, when he moved to Bath, was found among the offerings of Mr. Fred Pinkney, of Rumson, N. J., who consigned them to the Coats Galleries, in preparation of moving to Florida.

In examining the offerings, Col. Coats

said, he at once recognized the portrait as an excellent painting not realizing that it was a Gainsborough, but upon further examination and research he was convinced that it was an original Gainsborough.

Like many of such Gainsborough canvases, it was long unknown because in 1747, when it was probably done, he was then only 20, and had just started his career. In 1912 it was first brought to public notice by the Earl and photographed with his permission the following year. It may be numbered among the lost Gainsborough portraits referred to by William T. Whitley, in his "Thomas Gainsborough," he states: Many of the numerous landscapes and portraits produced by Gainsborough have unfortunately disappeared."

In 1926 it was examined by Thomas Agnew & Sons, the prominent London Art Dealers and recognized authorities who instantly pronounced it a rare example of Gainsborough's earliest period. Like practically all of his canvases it is unsigned. Allan Cunningham, (Lives of the most Eminent British Painters, 1829), the earliest and most frequently quoted authority, states: "One of Gainsborough's peculiarities was that he never put his name to any of his compositions and very seldom the date." Further examination disclosed on the reverse side of the canvas frame and pasted to it is a faded paper inscription of which is written in ink (the writer using twice the 18th Century form of the small "s" in the words "history" and "Gainsborough" the sentence: "Dr. White, Author of the History of Selborne Gainsborough."

Col. Coats said, that after being positive that he had found a Gainsborough, he immediately notified the Consignor, who instructed him to proceed with the sale of it. The portrait is now on display under glass at the Coats Galleries, Deal, N. J. where it may be seen daily between the hours of 10:00 A.M. and 5:00 P.M.

Outside of its historical value as a rare portrait of this noted Eighteenth Century English Naturalist, the canvas possesses unusual interest in that it is probably the earliest known portrait done by Gainsborough.

Trouble is a thought which men have to entertain, from time to time.

Membership Shows Slight Increase Over Last Year

A count of the active memberships on September 15 indicated that we had gained 108 members in the past 30 days but our gain for the past year is only 48. We had 1576 members on the aforementioned date as compared to 1528 the same date a year ago.

The breakdown by states shows the membership a year ago and a month ago as well as at present in order that one may make a comparison. Pennsylvania is still out in front with 151 members with Illinois second, trailing the leaders by 21 members. The next five states in order of members are: Ohio 115, Nebraska 107, Indiana 96, Wisconsin 76 and Kentucky 73.

Failure to renew on time is still our greatest hindrance in increasing membership. If you will follow the list of memberships received which we publish each month you will find that we are adding a good number of new members. However, it seems that for every ten new members we have nine old members who neglect their renewals.

Following is a table of membership by states:

STATE	Members Sept. 15 1961	Members Aug. 15 1962	Members Sept. 15 1962
Alabama	6	5	6
Alaska	1	1	1
Arizona	5	3	3
Arkansas	21	14	15
California	40	45	47
Colorado	39	32	32
Connecticut	6	3	3
Delaware	3	3	3
Dist. of Col.	1	1	1
Florida	16	17	17
Georgia	17	17	17
Hawaii	1	2	2
Idaho	9	10	10
Illinois	123	125	130
Indiana	94	90	96
Iowa	55	54	57
Kansas	72	42	48
Kentucky	65	72	73
Louisiana	8	7	7
Maine	3	3	3
Maryland	17	17	18

Massachusetts	24	21	21
Michigan	47	45	47
Minnesota	16	16	18
Mississippi	1	1	1
Missouri	47	37	41
Montana	41	26	38
Nebraska	103	91	107
Nevada	1	3	3
New Hampshire	4	3	4
New Jersey	35	35	34
New Mexico	10	8	10
New York	50	55	59
North Carolina	18	22	22
North Dakota	12	18	19
Ohio	111	104	115
Oklahoma	29	24	26
Oregon	16	10	10
Pennsylvania	85	146	151
Rhode Island	4	4	4
South Carolina	5	5	5
South Dakota	9	10	11
Tennessee	47	23	38
Texas	50	40	39
Utah	1	2	2
Vermont	6	5	5
Virginia	27	28	30
Washington	13	9	10
West Virginia	10	12	12
Wisconsin	81	75	76
Wyoming	9	11	11
Canada	12	15	17
Germany	1	0	0
Australia	1	1	1
TOTALS	1528	1468	1576

Kansas Market Sales Up Quarter Million

KANSAS CITY, MO. — Total livestock transactions through Kansas livestock markets in fiscal 1961-62, leaped one quarter million head over fiscal 1960-61. The state's 141 livestock markets, selling by auction, sold 3,599,425 head from July 1, 1961, to June 30, 1962. In the previous fiscal year, a total of 3,302,154 head were sold for an increase of 257,271 head or 7.2 per cent. This marks the

fourth year in a row that a new record has been set for total livestock sales through Kansas markets.

These figures were released by the Livestock Markt Foundation based on a statistical survey conducted by A. G. Pickett, Kansas Livestock Sanitary Commissioner. The Foundation is the statistical research branch of the Livestock Auction Markets Association.

Interesting enough, there were four fewer auction markets in 1961-62, than the previous year. Also, there were 6,205 days of livestock sales in 1960-61, and 6,119 in 1961-62.

The total livestock sales for the fiscal year just ended were made up of transactions of a record 2,633,191 head of cattle, 868,516 head of hogs, 50,322 head of sheep and goats and 7,396 head of horses and mules.

Cattle transactions for 1961-62, increased 5.2 per cent over 1960-61, hogs increased 13.1 per cent, sheep and goats were up 12.7 per cent and horses and mules increased 12.3 per cent.

A comparison of total Kansas market sales in 1961-62, and 1956-57, reveals a 30 per cent increase over the last five years. The Foundation noted that Certified Markets in Kansas, those subscribing to the policies of the Livestock Auction Markets Association, showed a 41 per cent increase in sales transactions over the same five-year period.

English Painter John's Art Sold

LONDON—The contents of the studio of Augustus John, the English painter who died last October at 83, were sold at auction for 99,540 pounds (\$278,712).

One of the biggest crowds in years was at Christies Salesroom to witness the sale of 70 pictures and 115 drawings executed by John between 1900 and 1956.

A self portrait of the artist fetched \$24,990, the highest price ever paid for a John painting. A full length portrait of John's wife, Dorelia, painted in 1911, sold for \$23,520. Both were bought by London dealers.

South Dakotans Form State Organization

Thirty-one auctioneers, including a number who were accompanied by their wives, assembled at the St. Charles Hotel in Pierre, S. D., on Sunday, September 16 for the purpose of organizing a South Dakota Auctioneers Association. Interest and enthusiasm in this venture was tremendous for a first meeting and led to the success of the venture.

Reginald Oakley, Silver City, served as temporary chairman for the procedures. Bernard Hart, Secretary of the National Association, showed the 1956 National Convention film and followed this with a talk on the importance of organization.

Vernell Johnson, Hartford, was elected as the first President of the newly formed organization. Willis Hanson, Mound City, was elected Vice-President and Reginald Oakley was the choice for Secretary-Treasurer.

Six directors were chosen, each one from a different area of the state. These were: Fred Hallburg, Clark; Bill Barnes, Ft. Pierre; Joe Schmidt, Aberdeen; Dale McPherson, Sturgis; Lester Goeman, Beresford; and Leo Neilan, Bonesteel.

Indiana Auctioneers Set Meeting Place

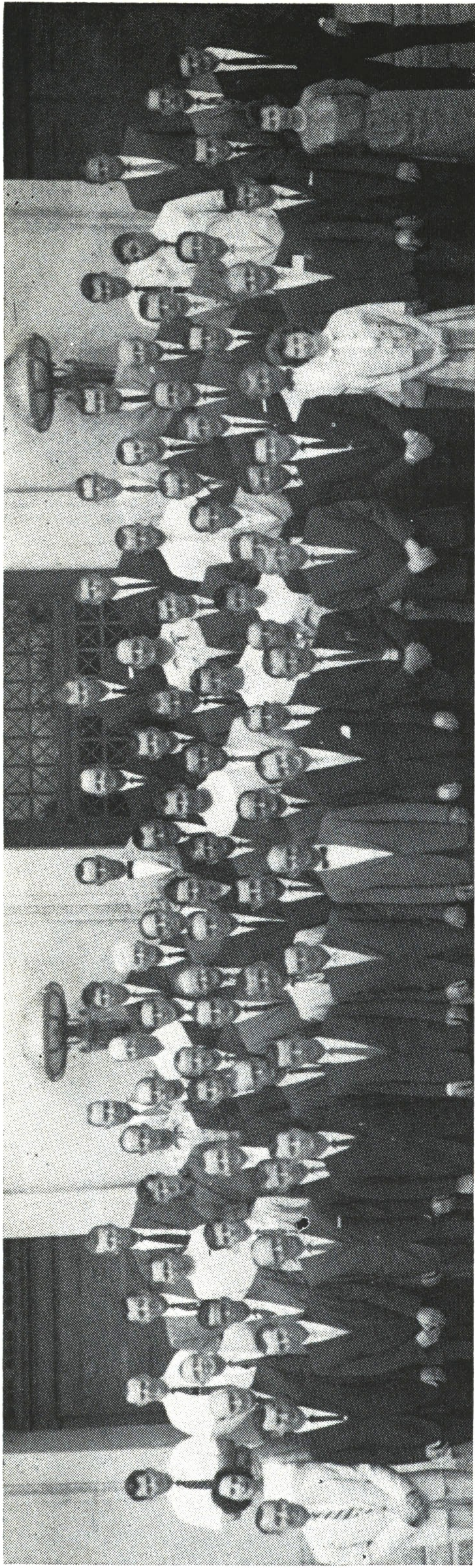
By Maynard Lehman, Secretary
Indiana Auctioneers Association

Indianapolis, Indiana, and the Marott Hotel have been selected as the site of the Annual Convention of the Indiana Auctioneers Association. The dates are November 18 and 19.

A good turnout is expected as the membership stands at an all-time high of 204. The format of the program will be different this year. The committee in charge is stressing talks on salesmanship and advertising.

Special guest speakers include Col. J. Meredith Darbyshire, President of the National Auctioneers Association, and Hon. Matthew Welsh, Governor of Indiana.

MAKE THIS YOUR YEAR TO SECURE NEW MEMBERS.



MISSOURI AUCTION SCHOOL, KANSAS CITY, MISSOURI, CLASS OF AUGUST, 1962

FRONT ROW, LEFT TO RIGHT: Mike Sheehan, Class Secretary, Fla.; Col. O. R. Ireland, Instructor, Mo.; Col. Jim Humphreys, Instructor, Ind.; Col. Boyd Michael, Registrar, Mo.; Richard Dewees, President, Mo.; Col. Dean Cates, Instructor, Mo.; Col. Conrad Burns, Instructor, Mo.; Daryl Ball, Class President, Mo.; and Col. Martha Dewees, Mo.

SECOND ROW, LEFT TO RIGHT: Jack Reedy, Md.; John A. Booth, Kans.; Gerald Sowers, Mo.; Harold McDermid, Ind.; Robert Dieseroth, Jr., Pa.; Glen Campbell, Okla.; Junior McFee, Mo.; Lawrence Crawford, Mich.; Charles Nash, Mo.; Jerry Woodham, Ala.; Billy Foster, Okla.; Wayne Helderman, Mo.; Troy Hash, Okla.; Noble Stokes, Jr., Ind.; Joseph Showers, Ind.; Jim Hiett, Mo.; and Sally Connors, School Secretary.

THIRD ROW, LEFT TO RIGHT: Mary Neer, Nev.; G. W. Croddy, Ind.; Merton Deyette, Vt.; LeRoy Deyette, Vt.; Homer Snyder, Md.; Frank Stoffer, Ohio; Fred Brown, Tex.; N. J. Steidinger, Ill.; Cecil B. Arnold, Ky.; Scottie Smith, Ky.; Lanny Ireland, Mo.; Steve Beever, Mo.; Charles Smith, Ill.; Walter Karr, Ala.; Frank Reed, Okla.; Creighton Carr, Ont, Canada; C. L. Turner, Tex.; Larry M. Verkley, Ark.

FOURTH ROW, LEFT TO RIGHT: George Irwin, Pa.; Lawrence Wright, Ohio; Jim Compton, Mo.; Maxine Esslinger, Okla.; Daryl Esslinger, Okla.; Bill Bell, Alaska; Charles Louk, Ohio; Norman Smith, Mo.; Gene Palmer, Mo.; Jim Goodbred, Mo.; Vernard F. Zufall.

FIFTH ROW, LEFT TO RIGHT: Robert Boyers, Mo.; Robert Polly, Ind.; John West, Ky.; Delbert Holtzen, Mo.; Dallas Campbell, Mo.; Duane Gugler, Kans.; Tom McRae, Ill, N.C.; Chester A. Coleman, N.M.; Tom Newton, Okla.; Marvin Wilson, Okla.; Ed Meyer.

SIXTH ROW, LEFT TO RIGHT: Arthur Porter, Pa.; Ernest Newman, Mo.; Kenneth Gibeaut, Ohio; John Sagner, Mo.; Eugene Smith, Kans.; Thomas Baker, Wis.

SEVENTH ROW, LEFT TO RIGHT: Floyd Mustion, Ill.; Arthur Pilant, Mo.; Fred Pratt, Kans.; Guy Schwartz, Kis.; H. O. Carter, N.C.; Joe Kraatz, Ill.; Al Becker, Jr., Kans.; Charles Anderson, Neb.; Daryl Alban, Ohio, Jerry Dicken, Mo.; Jack Seevers.

INSTRUCTORS NOT PICTURES: Col. Carman Potter, Ill.; Col. Leroy Moss, Ill.; Paul B. McClure, Mo.; Edward Yearbury, Kans.; Dr. Robert Hertzog, DVM, Mo.; John D. O'Flaherty, Mo.; Col. Ralph Stark, Mo. Student not pictured: Jerry Hiett, Kans.

Col. Harold Parker Suffers Fatal Stroke

Funeral services were held Wednesday, August 15, 1962, for Col. Harold D. Parker, Nationally-famed Shetland breeder and auctioneer, who died Sunday evening, August 12, in St. Joseph's hospital, South Bend, Indiana, after a four day illness.



Col. Harold D. Parker

Parker, a real estate broker as well as operator of Maple City Pony Farm, at LaPorte, was involved in a two-car collision near there on the Monday night preceding his death. Apparently un-injured, he obtained another car and continued on his way to the Reppert School of Auctioneering at Decatur, Indiana, where he taught classes for two days as scheduled.

Thursday morning a blood clot completely blocked the main artery at the base of the brain paralyzing the left side. He was immediately hospitalized, first in the Holy Family Hospital at LaPorte and that night transferred to the St. Joseph's Hospital at South Bend where specialists were obtained.

Rev. Daniel Slaybaugh, a lifelong friend, officiated at the 1:00 P.M. rites from the Haverstock Chapel, with interment at the I.O.O.F. cemetery in Akron, Indiana. The

floral tribute from his friends throughout the nation taxed the capacity of the establishment.

Parker, who at one time was in charge of the horses for Ringling Brothers Circus, had been dealing in horses and ponies for 30 years, and quickly rose to prominence and became known in 1952 as the "Red Sorrel King." He was elected to the board of directors of the American Shetland Pony Club in November, 1952, and served through 1955. He was a member of the National Auctioneers Association.

Throughout the decade, he was one of the most-active breeders and dealers, and he owned most of the famed sorrel ponies at one time or another, some of them several times. Two of the most prepotent sorrel ponies which passed through his farm several times were Fire Chief B and Patton's Flaming Gold. The colorful mare, Crescent's Copper Lady was another, and to list them all would fill pages.

In 1957 Parker, always a spark-plug at auction sales, decided to become an auctioneer, and after attending Reppert's School of Auctioneering at Decatur, Indiana, he rose rapidly into the top echelon in that profession because of his previous sale experience, ring "savvy" and knowledge of the Shetland breed.

As an auctioneer, his travels gained him an even wider circle of friends than had his activities purely as a breeder, and he became one of the key figures in the Shetland industry.

Parker was born July 14, 1911, in Kosciusko County, Indiana, a son of Elmer and Nellie Bryant Parker. He was married February 7, 1942 in Hammond, Indiana, to Helen E. Bemenderfer, and she survives, together with three children, Bette and Harold LeRoy, both at home, and Mrs. Polly Warfel of LaPorte and two grandchildren. Also surviving are a sister, Mrs. Fern Hager of Indianapolis, two half-brothers, Junior L. Ball of Kalamazoo, Mich., and Rev. Glen S. Ball of Amsterdam, Ohio, and a half-sister, Mrs. Mildred McFarren of Princeton, Indiana.

From the first Hoover report: "No king ever wielded a scepter more powerful than a 5c pencil in the hands of an American citizen when he sits down to write his Congressman or Senator."

Sheets' Conduct Auction Of Huge Weapon Collection

By. COL. B. G. COATS

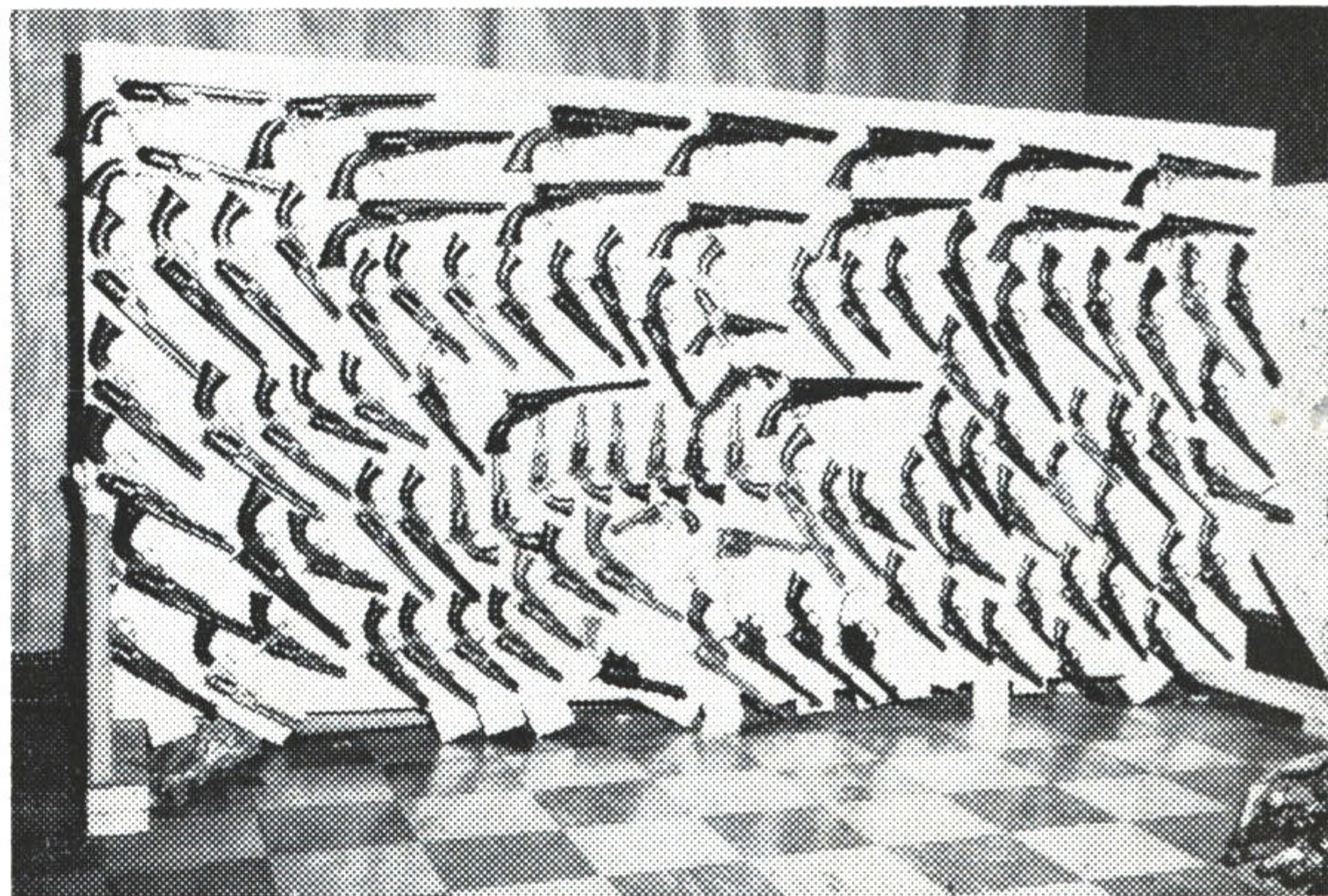
An arsenal of weapons collected during the life time of George O. Walton, of Roanoke, Virginia, who was killed in an automobile accident in North Carolina, March 9th, was disposed of at public auction July 24, 25, 26 and 27, by Foster and Garland Sheets, prominent Auctioneers of Roanoke, trading as J. G. Sheets & Sons.

Believed to be the largest individual gun collection in the United States it contained 2,400 pieces of fine old antique guns, 500 swords, 100,000 rounds of ammunition, powder flasks, hunting knives, gun books, sword canes, music boxes, etc. The thirty year collection included some guns said to be 400 years old. The collection of bladed weapons comprising presentation swords sold from \$40.00 to \$150.00 each. A Henry rifle sold for \$925.00. A three gun set of Colt Dragoons brought \$1,800.00.

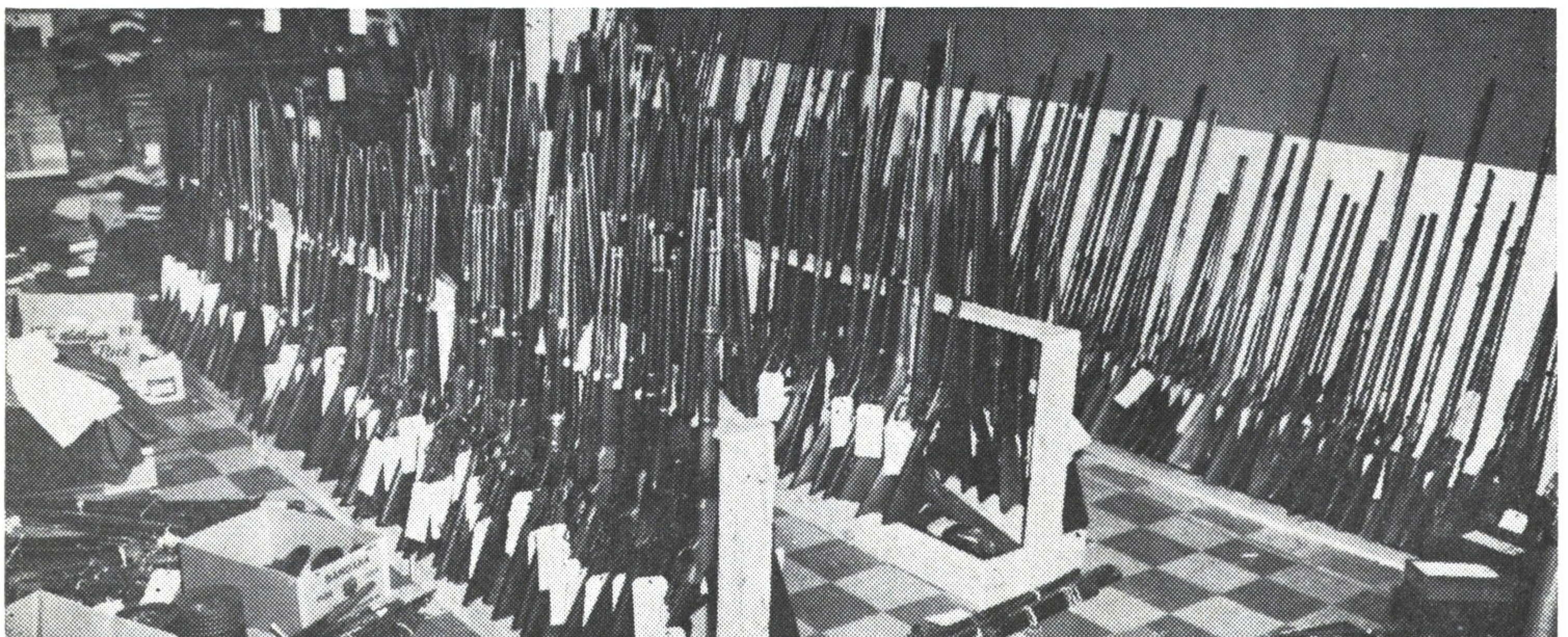
The sale was extensively and nationally advertised and attracted buyers from 38 states. The sorting and cataloguing required the services of ten men for three weeks working eighteen hours daily. The sale started each day at 10:30 A.M. and continued until 11:00 P.M. each evening except on the final day when the last item was sold at 12:30 A.M. Despite the long

and tedious hours for the Auctioneers the bidding was spirited throughout the entire sale. It has been said that the sale of the collection grossed \$140,000.00.

It was my pleasure to visit this sale, a busman's holiday, and see the Sheets boys in action. In my opinion they did a superb job of selling and obtained every dollar possible for their client. The way and man-



Some of the more than 500 small fire-arms of the Walton collection.



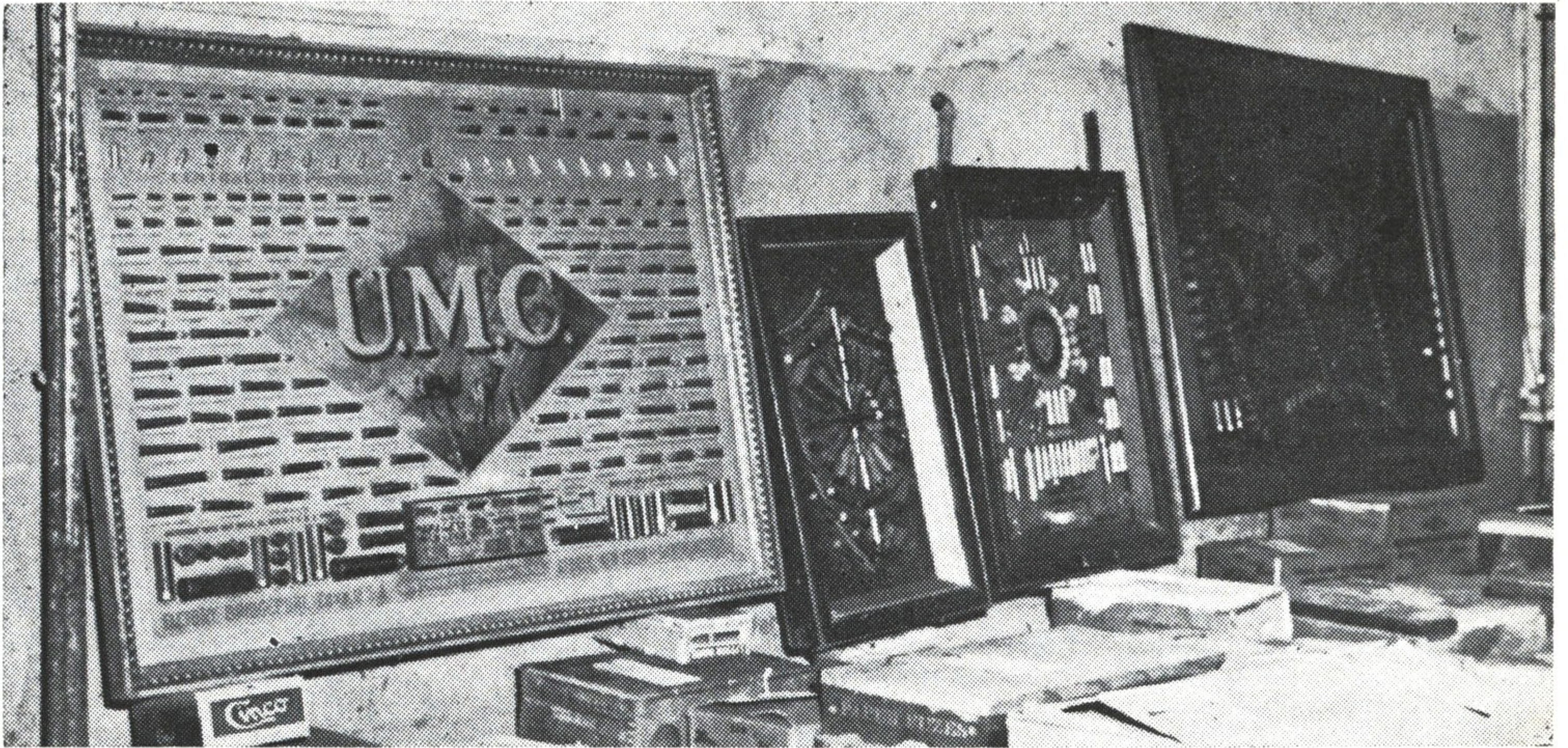
Pictured above are some of the rifles in the Walton collection that were sold at public auction by Foster and Garland Sheets.

IN UNITY THERE IS STRENGTH

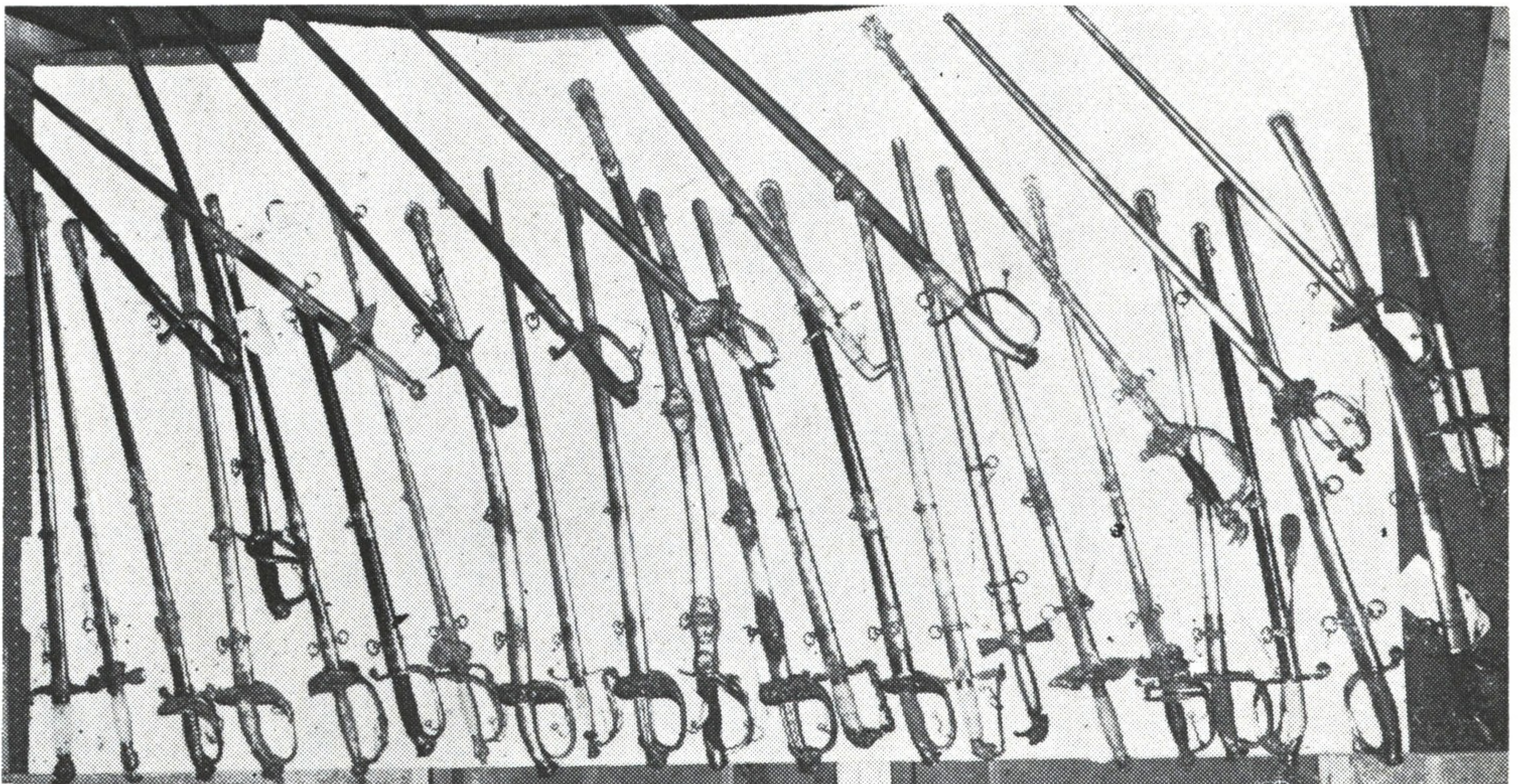
ner in which the sale was conducted and the two days of exhibition prior to the sale was the zenith in perfection.

Col. Foster Sheets is a Past President

of the N.A.A. and Col. Garland Sheets was secretary for one year. Both are life members of the N.A.A.



Ammunition boards and boxes of ammunition in the Walton collection.



Some of the Presentation Swords of the Walton collection.

The Editor is always happy to have newspaper accounts of Auctioneers and any and all activities of auctioneering. Secretaries of all State Associations are respectfully requested to give full account of their state meetings. If it is necessary to write Longhand, use only one side of the paper. But, most importantly, please write something!

The Little Old High-Chair

Written by an Unknown Poet

Published in

"Hutchinsons Recitations and Dialogues,"
1907

Way down in Kansas City, not many
months ago,
From an underground apartment of a
dingy, shabby row,
The red flag of an auctioneer was streaming
on the wind,
With letters bold and showy, just of the
taking kind.
And as the time was heavy on both our
hands that day,
Walking up and down the street, like chil-
dren out at play,
I said, "Old Pard, let's take a peep into
the auction room,
Just by way of killing time until the
afternoon.
My partner whispered something low of
fools that go it blind,
And wouldn't budge an inch; and then—
I left my pard behind.
I stood within that auction-room, as big as
life that day,
Though musty as a sepulchre, with groan-
ing shelves of clay.
The lamps gave sufficient light to show
the hoary head
Of the aged, shrivelled auctioneer, who
perched himself o'er head.
He looked at me, I looked at him with bold,
unflinching eye.
He said, "Don't block the doorway, please!
Look round; you'll surely buy."
I noted well the things I saw, from floor
to grimy ceiling,
And swept my gaze from face to face
until my head seemed reeling.
At length, down in his little box, the old
man took his station,
And hawked his wares in such a voice,
you'd think, for all the nation.
Utensils, knives, forks, and spoons, furni-
ture, mats, and pictures,
Went with a crash, one and all, down from
the flimsy fixtures.
At last from out a corner, 'mong rubbish
worse for wear,
The auctioneer drew quickly forth a little
old high-chair.

'Twas musty, battered, worn with age, not
worth a picayune,
Yet full of meaning, boys, I guess that
ain't forgotten soon.
He held it to the feeble light. "A baby's
chair," he said.
His voice was choked, he put it down, and
then turned away his head.
I thought him cold and formal, a man of
sordid mind,
With gold and silver for his god, distrust
for all mankind;
But since I'd seen a tear-drop a-shining in
his eye,
I knew the man was human, and not afraid
to cry.
It took me back to childhood's days, back
to the old gray farm
Among New England's quiet hills, that held
life's sweetest charm;
For well I knew there was a place where
I had played so oft,
A chair like that was stored above, way
up in mother's loft.
The auctioneer turned round at length, and
grasped the chair once more.
This time he was in earnest, if he never
was before.
"My friends," said he, "you'll think it
strange that worldly men like I,
That at a moment such as this a tear
should dim the eye.
But facts are stubborn things, my friends,
and tears a gift of God—
They teach in life of better things, some-
times a chast'ning rod.
"For just then to my mind there came a
cherub form of old,
With eyes of heaven's purest blue, and hair
of shining gold.
I seemed to see a baby form perched in
the old high-chair,
A loving mother at his side, with all a
mother's care.
It told of rattles, rings, and things that
children love so well,
Of joys forever hidden, no tongue or pen
shall tell.
The winter comes, our flower is dead,
we've parted with our treasure,
Though Nature smiles for us once more,
we find in her no pleasure.
A thousand things unfold the past remem-
brance everywhere,
But none shall reach the heart like this—
the little old high-chair."

He said no more; a wail was heard, and
straight from out the crowd
A woman rushed with frantic mien, and
cried in accents loud:
“Oh, kind sir, as you loved your child,
have mercy now on me!
I cannot part with baby’s chair, though
steeped in penury!
Take all I have, my worldly goods—For
none of them I care—
But give me back my precious gift—my
little old high-chair!”
“I cannot, ma’am. You plead in vain,” he
quickly made reply,
“For I am in honor bound to sell, or all
our laws defy.”

The sale went on, and dollar bids at once
were quickly given,
A price unheard for such a thing, until
they reached to seven.
The auctioneer, his mallet raised, prepared
to strike the blow.
“Quick, or you lose it now!” he said. “Who
will a dollar go?”
“I will” I cried. “The chair is mine, by
all there is in heaven!”
The mallet crashed with sudden force upon
the little stand,
And at the counter soon I stood, the chair
within my hand.

And to the wretched creature in tattered
garments clad,
With features pinched with hunger, and
face so wan and sad,
I went with quickened footsteps, and said
in kindly voice:
“Here, madam, is your treasure; your
heart with mine rejoice.”
The woman failed to make reply; both grief
and joy were there,
And in her arms she bore away the little
old high-chair.

Auctioneer Does Sudsy Business

NAIROBI, Kenya—“Going, going, gone,”
said the auctioneer. And with a crash and
a splash he went.

Gordon Leslie was auctioning surplus
Army stores at Kahawa military base near
Nairobi while standing on a drum of
detergent.

Suddenly the top collapsed. Mr. Leslie
disappeared in a lather of foam, his hat
floating on top.

After he had been rinsed and dried, he
returned, telling bidders he was the clean-
est auctioneer for miles around.

What Will It Be In '63?

By COL. B. G. COATS

It seems only a year or so ago (al-
though it’s actually been much longer) that
“THE AUCTIONEER” consisted of 32
pages; what a splendid reaction one gets
when perusing the pages of this issue,
what with many more pages devoted to Na-
tional Auctioneers Association activities.
It’s so refreshing to realize that as our
Association grows our publication grows
apace, not only in N.A.A. news (which
by itself would be ineffectual) but in the
varied contents concerning many facets
of our endeavor.

Every year we the members elect of-
ficers and directors to lead us and to ad-
minister the affairs of our Association.
Our only contact with the fifteen directors
and four officers for the current year is
through the medium of “THE AUC-
TIONEER.”

In appreciation of the honor which we the
members have bestowed upon you to lead
us and by your leadership the N.A.A. will
have the greatest increase in membership
and the fulfillment of constructive objec-
tives to make your tenure of office the best
year in the history of the N.A.A. you have
the opportunity and obligation of visiting
with the membership and expressing your
leadership.

If the nineteen officers and directors
make periodic contributions to “THE AUC-
TIONEER” not only will our publication
keep apace of the growth of our Associ-
ation, it will rapidly develop into a bigger
and better publication.

What will it be in '63? You the leaders
have the answer. Where you lead us we
the members will follow.



1962-63 officers of the Ladies Auxiliary, seated, left to right: Norma Niemeyer, Historian; Mora Freund, President; Laura Tracy, Secretary-Treasurer. Standing: Kathleen Anspach, 1st Vice President; Ruth Marks, 2nd Vice Prseident.

Auctions and Women

By Roy Thompson, Staff Reporter
Winston-Salem (S.C.) Journal-Sentinel

If a woman has any sense in the first place, she's inclined to leave it home when she goes to an auction.

A woman at an auction will pay \$15.45 for a basketfull of Chinese chiggers before she'll let some other woman "steal" them for \$15.40.

The bank account of a husband with an auction-going wife should be declared a disaster area by Congress, and he should have the nation's sympathy and financial support.

A husband with an auction-going wife is as helpless as a kite in a whirlwind 999,999 times out of a million. This is about a husband in a million.

His wife was at an auction, and she was cleverly out-bidding the competition on all kinds of things that would later gather dust around the house.

Then something happened. She kept on bidding, but the auctioneer couldn't seem to hear her. She tried to buy all kinds of things, but she couldn't get the auctioneer's attention.

The wife: Mrs. Neil Bolton.

The Auctioneer: Neil Bolton, NAA member.

Regardless of location it is an established fact that public auctions establish basic price trends. We have all listened to hearsay of private transactions and while there are exceptions the prices reached through open bidding are accepted as the main basis for evaluating market value.

—B. G. Coats

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Dear Members of the Ladies Auxiliary:

To those of our auxiliary who did not attend the N.A.A. convention at Lincoln, Nebraska, we missed you. It is needless to say we had a very interesting time and were nicely entertained.

My husband, son and I flew in from New York to Omaha by jet so fast that I did not have time to kick off my shoes. We arrived in Lincoln from Omaha by a shuttle plane to spend three wonderful days with folks that are our kind of people. I wish to extend a vote of thanks to the Nebraska State Auctioneers and their wives for their wonderful genuine Midwest hospitality.

A few of our acquaintances and auxiliary members were missing. We are looking forward to seeing them in Ohio next year.

We all appreciated Col. and Mrs. Stambler's gesture in presenting the lovely orchids to all of the Ladies at the Grand Banquet. It was so nice to meet the parents and children coming from the many different states. I'm sure they enjoyed the entertainment afforded them.

We all arrived home safe and were thankful for having the opportunity of meeting with you folks again at the Lincoln Convention.

Sincerely yours,
Kathleen A. Anspach

Information About Officers, Directors

On Saturday, July 21st at 8:00 A.M. a group of new officers and directors of the Auxiliary assembled in the dining room of the Cornhusker Hotel (Lincoln, Nebr.) for the Annual Brunch. The group, 15 in number, found none of the members missing.

Seated at the head of the table, the place reserved for the President, I felt very proud to be working with this fine group.

Most of us are familiar with the duties of the officers but many will wonder why and how the directors are

chosen. First of all, the directors are ten in number, each one chosen for a period of three years. Each retiring President, by the nature of her office, becomes a director for three years. The balance of the directors are chosen to represent as many states as possible.

We stressed at the meeting that we want this to be a working group. We ask that they send in suggestions for future meetings and be regular contributors to the Auxiliary Page in "The Auctioneer." We're really going to try and surprise Bernie this year.

It has been very gratifying to receive many wonderful suggestions, even at this early date, from this fine group. And weren't you happy to see the lovely bride's picture on our page. This is just the beginning—let's keep the ball rolling.

So to my wonderful gals—keep on writing. We love to hear of your local activities.

Mora E. Freund, President
Ladies Auxilray to the NAA

"If equality of the sexes is ever achieved, it'll take men some time to get accustomed to their new rights." —Quote

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Ernest Freund, Fond du Lac,
Wisconsin

1st Vice President

Mrs. Timothy Anspach, Albany, N.Y.

2nd Vice President

Mrs. Lewis Marks, Abingdon, Ill.

Secretary-Treasurer

Mrs. David Tracy, Pavilion, N. Y.

Historian-Parliamentarian

Mrs. Ernest Niemeyer, Lowell, Ind.

DIRECTORS:

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Mrs. John L. Cummins, Cynthia, Kentucky

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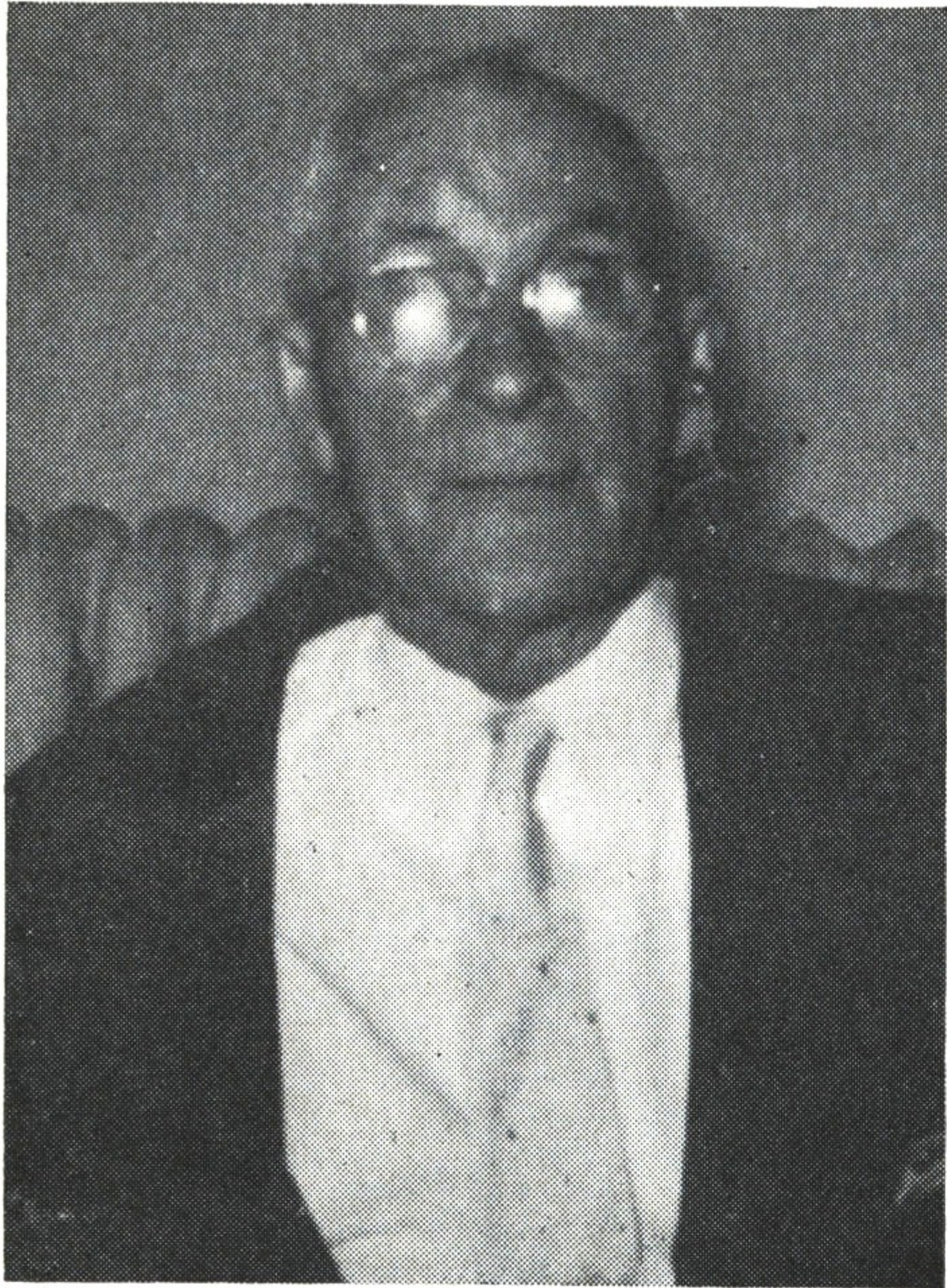
Mrs. Owen Hall, Celina, Ohio

Mrs. Walter Britten, College Station, Texas

Mrs. Charles Corkle, Norfolk, Nebr.

Veteran Auctioneer Recalls Early Days

While celebrating their 60th wedding anniversary this past summer, Mr. and Mrs. W. S. Clough, Boyceville, Wis., recalled some of their earlier experiences when Mr. Clough was a prominent auctioneer.



Mr. Clough, now retired, graduated from the Jones School of Auctioneering, Chicago, Ill., in 1908. During his most active years he sold in the neighborhood of 200 farm sales annually. His territory included several counties in west central Wisconsin.

Much of his travel from sale to sale was by train and livery rig and in many cases it was necessary to spend most of the

night in travelling. Bad weather and roads added to travel hardships and Mr. Clough recalls one time when he travelled all night and most of the next day, arriving at the place of the sale at 4:00 p.m. The crowd was waiting and he conducted the auction.

In sending this report NAA member R. C. Riek adds that it gives the present day auctioneers something to think about.

Auctions Benefit Dakota 4-H Members

In two recent auctions in North Dakota, 41 boys and girls left their county fairgrounds richer by \$12,143.80.

On September 1st at Mott, at the Hettinger county fairgrounds, 24 steers and one breeding heifer were sold. The Champion steer weighed in at 1015 lbs. and sold for \$40.00 per cwt., totalling \$406.00. He was owned and shown by Jay Rutherford of Regent, and purchased by the Mott Super Valu Store.

A week later, in a snowstorm, at the Bowman county fairgrounds, the Champion steer weighed 1090 lbs. and brought \$37.00 per cwt. Slope county boys and girls are always guest consignors at Bowman, and their Champion steer weighed 900 lbs. and also brought \$37.00 per cwt. They were consigned by Denzil Fraynd of Haley, and Tom Lambourn of Amidon, respectively.

The 22 blue ribbon steers in the two sales averaged \$334.23 per head and 33½¢ per pound. Auctioneering services for both sales were courtesy of Bob Penfield of Bowman, N. D. Col. Penfield is a member of the NAA Board of Directors.

Getting the baby to sleep is the hardest when she is about eighteen years old.

HAVE YOU DONE YOUR PART?

By Col. B. G. Coats

What has The National Auctioneers Association gained by your membership? Have you been permitted to enjoy its privileges and to drink at the fountain of knowledge and fellowship it has provided for you? What have you contributed in return? Is there a member happier today because of some good deed you have done in the name of the National Auctioneers Association? Only YOU can answer.

General Observations Of Today's Happenings

By COL. POP HESS



As the date of this writing is September 13, the thought of October makes one stop and wonder if there was anything left from last year's supply of fall and winter clothing and if there is sufficient cash around to stock up. When we reach October it is not long until old man winter comes around. In fact he gave us a few thrills last week by getting down as far as 38 degrees in some spots in Ohio. However, it has warmed up since.

In checking up, I have not received one piece of fan mail from auctioneers since the close of the convention in Lincoln. The September issue of this publication has been on my desk for over a week and I have checked it page by page. The convention reports were very attractive and the program looked to have been one every auctioneer should have been there to see and hear. Some good grass root speakers who have been in action in the auction box were listed. My good friend, Art Thompson, was one of them. I have often listened to Art's speeches at sales where we were all at a loss to know if there were any buyers on the seats but Art's opening would seem to thaw them out and the sale went over as hoped.

An auctioneer who can make a sales talk that sticks is gifted with a quality that not every auctioneer enjoys. I note that another long time friend, Jack Halsey, was also on the program. Jack always had a convincing way about him and there were few sales he ever left with the total on the wrong side of the ledger. Not so long ago I was visiting with an old time livestock breeder and buyer who attended many beef cattle auctions. In speaking of auctioneers he said this, "That man Jack Halsey I always liked as an auctioneer for this reason. "While I never knew just what all he was doing I could at all times understand every word he was saying and

could stop bidding before they got too darned high."

Things here in Ohio I believe are about the same as last year. Sales are thick and prices are good and no trouble here on the selling end. Retail prices are very high. Since August 1st through this date Mom Hess has been in and out of the hospital with a back injury and I am no kind of a cook so have been eating out and sleeping at home. This has given me some idea as to what it costs to go into a restaurant and eat. It has been my rule for years to eat some beefsteak at least twice a week. Well, on this eating out score, a steak dinner in \$3.50 to \$4.50. I took on the \$3.50 because I only had about five bucks on me. It was a nice dinner, all the trimmings were fine but I kept looking for the steak. Finally I found it in the center of the plate but for sometime I had noticed something there and thought it was just a crack in the plate. But it was there, a steak, \$3.50 per crack. It tasted like beef steak but the taste was not lasting. I am wondering who got the bulk of the \$3.50. Was it the farmer, the butcher or the restaurant?

Getting back to no mail and the last convention, I note that the total membership as of August 15 was just like my bank account, many ups and downs and with most of it on the down side. This membership as it stands on August 15 needs a shot in the arm, or someplace down on the body where it hurts and gets action. I hope this October issue will have a better total of figures. In stating that I have received no mail, I take it that the boys are all busy and coming along, or could have been they thought I had quit. At any rate, when no one writes you, you can rest assured that no one hates you.

I had mailed a taped speech out to the

IN UNITY THERE IS STRENGTH

convention but it was not too hot a recording and I got a letter from Bernie Hart saying it got delayed in the mail and did not arrive until the last day of the convention and there was no place to push it in. I was very much relieved because many who would have heard it would not have agreed with me. Also, with so many top speakers it would have been a little flat. The recording is back with me and it has been erased and out of any history it might have created. One of the best ways to make a speech and know how it will go over is to record it on tape, stick it away for a few weeks, then get it out and play it back. You will be amazed at how rotten a speaker one can be. I use this plan often and if I keep doing it I will soon become a non-speaker. When a fellow does not like his own speeches he should quit.

We here in Ohio enjoyed our own State Fair the last full week in August. It has been my pleasure to be in attendance at this great Fair for many years. Our radio station, WFRD, has a large tent on the grounds where we meet our old and new friends and make many broadcasts. Some way or other, I was asked how many years I attended this Fair. I looked back and found my first time to attend was in the year of 1900 when I was 20 years old. With this information, they gave me a rough time in the interview. One of the many questions was, "How do the people look as compared with 62 years ago?" I presumed he was driving at how they dressed in comparison to now. My answer was that 62 years ago everybody wore in clothing what they had that was the best and that the body was completely covered from head to foot as well as on top of the head. As I see them here today in the female sex, about 25% are fully dressed, 50% are half dressed and the remaining 25% are not dressed at all. After I got that kick over I took after the men on about the same line. While sitting around the tent each day I saw men well dressed, men with most any old thing they could get on and get to the Fair in a hurry and then men with no kind of a shirt, imitation shorts, long hairy legs, short legs, pot bellied and skinny. I never knew so many men were bow-legged as they show up in some of their summer attire.

I was then convinced that women now-

adays do not marry these men as I saw them for their good looks, and from what I noted about some of the forms and shapes of the fair sex, men are not looking for just beauty or form either. At least, everyone looked comfortable and happy, I think. Mom Hess was in the hospital, tuned in by radio, and heard the interview. She called in to our tent and told me it was best I go home and forget about being at the Fair. She thought the heat that was clicking better than 90 degrees was affecting me, so I did go home and the Fair is over for me.

The daily mail just arrived and I will have to back up on the statement about not getting any auctioneer fan mail. One has arrived. For many years you may have noticed that I make mention in my column of an old buddy auctioneer of many years standing and in all our hey-days we each claimed the other the worst and rottenest competitor any auctioneer, living or dead, ever had. Yet we stayed friends without saying much good about one another. Every so often we have a little mail back and forth still seeing if we can find something to complain about. This letter is much over due as I had ribbed him with one some weeks back. You see this auctioneer is not only a has-been auctioneer but a hide-bound Democrat and he claims he stays one due to the fact I am a hide-bound Republican.

About a month back some one left on my desk here at the office an auto sticker reading thus, "Gee I miss Ike — Yes I even miss Harry." This spurred me to ship it to my hated friend and here (in part) is his reply received today. "Hello you old Goat. Just received the September issue of "The Auctioneer" and was vexed to read that you will be back another year with your rotten column. My old woman asked me just the other day how much longer it would be before that Old Goat will start acting old. And that sticker—the one I would write and stick on your car in words to fit your faith in Republicans would be unprintable for the U.S. Mails to carry."

Yes, we are friendly haters. However, either of us would fight at the drop of the hat for each other if someone tried to step on us, that is for sure.

We are now living in a Modern World and when one does not have very much to do

IN UNITY THERE IS STRENGTH

but read, look and listen, one becomes confused. We seem to have good business in a way, money comes not too hard and goes twice as easy. We have strikes of all kinds, right now it looks like we have a farmers union trying to strike, holding their production off the markets and strikes seem to be popular. As I look over the back fence about the only two outfits that would not dare to strike would be auctioneers and undertakers. The reason they can't strike is because they have so little trust in their competitors. In place of striking on the public they quietly strike at each other.

In speaking of farmers trying to strike, they say we have too much foodstuffs now and want to curtail production and make prices high. Then they tell us we have millions of folks in the world starving for lack of food. Instead of sending them our surplus we send them money. We pay taxes on storage of surplus, we pay taxes to raise the money we send away. There should be a Moses that could untangle that

mess. Now, again, they are asking billions to send men of our country to the moon. Again one wonders why the moon. We have more trouble than we can handle here on earth.

It appears in trying to keep up with the Jones, so to speak, we must put a man on the moon before the Jones do. Well, to make the story short, from what I read and hear about the Jones I would rather have them on the moon than in Cuba. Are the Jones really going to the moon or are they, with Jones propaganda, laughing up their sleeves at the billions they are causing us to spend in trying to show them how it can be done?

Getting back to auctioneers and auction business I note we have a new Auction School coming into the limelight out in Illinois. Congratulations. They have picked a strong staff. If I were 25 years younger I might take a course with them as they have one instructor I did my share in trying to steer him into action and he is today one busy auctioneer. I would like to hear



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from him what he knows about the auction business that I failed to tell him. All these years I have known there were many things an auctioneer should know and do but I was unable to find the answer. Of course this is more of rib than a fact. The staffs of all Auction Schools are qualified auctioneers who know what it is all about and as a whole our Auction Schools have helped many a young man to be an auctioneer in demand. We all know that today John Q. Public demands the auctioneer who knows and practices his training in handling his auction through to success.

A \$70.00 Surprise

GRANDVILLE, Mich. — A 113-year-old copy of a Chicago newspaper was sold for \$70 yesterday, to the surprise of auctioneer William E. Nagy.

"I put it up for a joke — just to see what it would bring," Nagy said.

After spirited bidding, the April 23, 1849, issue of the Chicago Daily Tribune was knocked down to John H. Crowell, a Muskegon auto dealer. The paper had been given to Nagy for auctioning by Les Ballard of Grand Rapids, another auto dealer. He found it inside a car he took in trade.

Youth Auction Helps Finance Athletics



The successful "Youth Auction Days" in Eagle River, Wis., on August 10th and 11th netted over \$2,000, which will be used by the Eagle River Recreation Association for the many sports activities it sponsors. The ERRA sponsors, Little League and Babe Ruth baseball, men's volleyball, city soft ball, Senior and Pee Wee Hockey and figure skating.

Big sellers at the auction were outboard motors, boats, antiques, silver and household items all donated by residents and business men of the area. Vilas county being the Muskie capital of the world, demonstrated just that, when a local guide

brought in a 21 lb. muskie, caught in the largest chain of lakes in the world just twenty minutes before the start of the auction. The bidding was fast and enjoyed by all the tourists and summer vacationers.

Auctioneer for the event was NAA member Col. John R. Fishdick, Eagle River, who was ring master under the "big top" and did an outstanding job and can well be called the most talented auctioneer in northern Wisconsin. The entire auction was carried over radio station WERL. The ERRA are now preparing committees to arrange for their second annual auction next year.

Reisch School Has 147 Class Members

Pictured on the next two pages are the following members of the August 1962 Class of the Reisch American School of Auctioneering:

Mac Abrahams, Arizona; David C. Alcorn, Iowa; James R. Arrasmith, Illinois; Morris Atkinson, Minnesota; Friend R. Barnes, Jr., Ohio; Carl M. Bean, Illinois; O. D. Beaty, Kentucky; Terrell W. Blackmon, Mississippi; Richard E. Boies, Iowa; Morris Boswell, Iowa;; Lester E. Brown, Iowa; Lloyd Bruce, Missouri; Wisner Buckbee, New York;; Robert Bullard, New Mexico; Gary Cantrell, Nebraska; Edgar Carignan, New Hampshire; Leoleon Carpenter, Idaho; Thomas Carraway, Mississippi; Thomas Chamberlin, Missouri;

Eugene H. Clark, Missouri; C. C. Clarke, Washington; Frank Coates, Virginia; Clinton Coburn, Wisconsin; Gary Cockran, South Dakota; C. R. Cockrum, Illinois; Russell Colvin, Missouri; Benny Davis, Pennsylvania; Alfred Deal, Texas; Ronald DeVries, Iowa; Fay Dodds, Missouri; Peter Deuck, Arizona; Daniel W. Durfey, California; Raymond Earnest, Illinois; Henry Eastman, Ohio; Richard Elderkin, New York; Johnny Esry, Missouri; James Farmer, California; Delbert M. Fisher, Texas; L. R. Frady, Texas; Jerry Franks, Illinois;

Richard Frerichs, Iowa; Wendell Gambill, Texas; William H. Gates, Kansas; Gary Lee Gavle, Iowa; Dale George, Colorado; Joseph George, Nebraska; George B. Germany, Missouri; Wayne O. Gooding, Illinois; Ron Goodrich, Oklahoma; Lowell Goodson, Tennessee; Thomas Gouge, Pennsylvania; Arnold Gresham, Virginia; Norman L. Hall, Iowa; A. L. Hallenbeck, Jr., New York; M. H. Hanna, Wyoming; Lyle Hansen, South Dakota; Tommy Hanson, Missouri; Richard J. Heath, Iowa; LeRoy W. Hellwig, South Dakota; Cordell Herbert, Wisconsin;

Steven Herrman, Illinois; Melvin D. Heupel, North Dakota; Rowland D. Hobson, Pennsylvania; Jackie D. Hollis, Michigan; John E. Hopkins, Kentucky; W. J. C. Hunter, Canada; Orville Irvine, California; Douglas Jacque, Wisconsin; John Jacks, Florida; Ralph Jenkins, Iowa; Roy John-

son, Kansas; Bernard F. Joul, South Dakota; James L. King, Kentucky; Judy J. King, Wisconsin; W. L. Kinsey, Indiana; John G. Klass, Jr., Maryland; Edward Knaust, Missouri; Jon G. Koshell, California; John Kruger, Iowa.

Jean Lancin, Wisconsin; Edmond R. Lutz, Nebraska; Jim McConnell, Canada; Russell Walter McDowell, Iowa; Jim McKinney, Missouri; Mike Macon, California; Clyde Maddocks, Iowa; Richard Madsen, South Dakota; Edmund L. Maloney II, Massachusetts; Jimmy Marshall, Oklahoma; Gerald Lee Marso, Missouri; H. J. Mennenga, Iowa; Larry H. Meyer, Missouri; Kenneth L. Miller, Michigan; Michael Miller, Wisconsin; R. P. Miller, Wisconsin; Herbert Moos, North Dakota; Gary E. Morris, Indiana; J. D. Morrison, Kansas; Denver Musgrave, Illinois.

Robert Myers, Michigan; Dan Needham, Minnesota; Merle H. Nehman, Iowa; Carl R. Nelson, Nebraska; Harry G. Newman, New York; Leonard Olson, New York; Jack Parsons, Canada; Harvey Payne, Idaho; Ken Peister, Canada; Ronald O. Petersen, Illinois; Gary Pettis, Wisconsin; Ray B. Prentice, Wisconsin; Dean Richards, Kansas; Bud Romick, Iowa; Randall Rozell, Iowa;; Mrs. George Schneider, Michigan; William C. Shine, Connecticut; Ronald Shirkey, Canada; Harley H. Simmelink, Wisconsin; D. W. Slade, New Zealand;

James Slick, Illinois; Walter A. Smith, Jr., Pennsylvania; Gerald Sneft, Minnesota; Robert Spang, Jr., Wisconsin; Dick Stemper, South Dakota; Robert Stockalper, California; Velere Stromer, Iowa; Alan Derek Thomas, Canada; Robert Thompson, Nebraska; Robert Tice, Michigan; Arnold E. Tillberg, Kansas; L. S. Tody, Michigan; Leroy Toth, Minnesota; Aubrey Van Meter, Missouri; Arthur Van Ry, New York; Milo Wacker, Minnesota; Ralph Wade, Missouri; Henry T. Wagner, Pennsylvania; L. A. Weidman, Kansas; June Wellnitz, Minnesota; Michael West, Iowa; Leonard Whaley, New York; Max Winters, Oklahoma; Roy Witt, California; C. E. Witts, Jr., Illinois; Rallond Wohler, Kansas; Kirk Bradley Wright, Iowa; Zigmond Yobbagy, Pennsylvania.

"If the grass is greener on the other side of the fence, you can bet the water bill is higher."





AUCTIONS

(Reprinted from the
Toledo (Ohio) Daily Blade)

By ROBIN GROSS
Blade Staff Writer

Auctions are a kind of bloodless, economic Russian roulette.

The customer may walk off with a tremendously underbid treasure. Or, she may succumb to the hypnotic harangue of the auctioneer and carry home an expensive white elephant.

But chances are, if she's a veteran auction fan, she'll get a bargain. One of the few qualities most auction addicts have in common, according to auctioneer Lou Winters, is that they "know value when they see it and are willing to pay cash."

"People who buy on time are not auction customers," Mr. Winters said.

There are at least 18 auctions firms within a 20-mile radius of the city.

Some, like Mr. Winters' firm, specialize in household sales. The sale is held at a home and all the contents go on the auction block. If the auctioneer is licensed to sell real estate, the house itself may be auctioned off.

Other firms, like AAA Auction Co., lump individual consignments in an auction "barn" and sell everything there at regularly scheduled sales. These sales are popular with people who have only a few items to dispose of.

ON-THE-PREMISES SALES USUALLY PROMPTED BY CIRCUMSTANCES

The on-the-premises sale usually is prompted by death, bankruptcy or divorce. Location is an important factor in this kind of sale, Mr. Winters said. Most household items will bring more money if sold at an expensive address.

But no matter how humble a home may be, auction lovers know it is apt to yield at least a few valuable handed-down items. For example, a recent sale in a very low income neighborhood boasted a hand-made striped glass vase and a federal period mirror, both of which were recognized by experts in the crowd.

Many of the people at this kind of sale will be friends of the former owners of the home. There also will be antique deal-

ers, specialized collectors and a fairly regular collection of auction lovers. Some of these are expert judges of quality. But a few are just "hooked" by auctions and "will buy anything," one auctioneer said.

Sometimes the best price for a used stove, a box of old clothes or other individual items will come from an auction barn sale.

These are fast-paced crowded affairs. Several hundred people may be packed into one sale, said Carl Stahl of AAA Auction Co.

The auctioneer has to keep his eyes open in this kind of sale, since items are sold so quickly. The problem is compounded by the "modest bidder" who doesn't want the others to know he is after an item.

AUCTIONEERS MUST KNOW ALL THE TRICKS OF TRADE

Some barely raise their hands. Others wink at the auctioneer. And only an expert could catch the on-and-off smile one man uses to show he's in the bidding.

Women, according to the auctioneer, are fussier buyers than men. They hunt for cracks in breakable items and hand them back if they find them. But men are more thorough about checking electrical appliances.

Most china can be checked on the back for value. The connoisseur can tell by the markings when and by what company the piece was made.

But milkglass, according to one auction lover, is the hardest of all materials to judge in terms of value. Antique milkglass is almost indistinguishable from the modern variety to any but the most expert judge.

Some auction firms buy goods for auctioning. Mr. Stahl's firm, for example, just purchased a truck load of car heaters from a drive-in movie theater. There will be refurbished and sold next fall as bathroom heaters.

Small items, particularly china and glass, are most popular at an on-the-premises sale, Mr. Winters said.

Furniture and appliances are the most sought after at the "everything but the kitchen sink" kind of sale at an auction barn, Mr. Stahl said.

TWO BIDDERS SOMETIMES BID GOODS WAY OUT OF PROPORTION

Sometimes bidding is skyrocketed by competition between two bidders. The tone becomes almost hateful, and someone usually winds up owning something worth much less than she paid for it.

And there are some bidders who are enraged at being over bid. A woman who bids \$2 for a used television set may be terribly annoyed when someone tops what she considers a suitable price.

Unpredictability is what makes it so exciting for the auction fan.

The seller may not get what she counted on for Grandma's Haviland china. But she may get much more than she hoped for for the living room rug.

No one knows what will happen. But those who love them agree with Mr. Winters that auctions are "the greatest show on earth."

EDITOR'S NOTE—Col. Lou Winters and Col. Carl Stahl, featured in the foregoing article are members of the Ohio and National Auctioneers Associations.

A New York City stamp dealer recently sold at auction a copy of the 1901 Pan-American 2-cent stamp with inverted center. It brought \$5,200 although catalogued at \$3,750.

Shaker Wood

By Earl G. Talbott

That curious sect known as the Shakers, who fled to this country late in the 18th Century to escape religious persecution in England, is now nearly extinct—there are only 25 still living in the entire world—but they left behind a heritage that is much sought-after by collectors: Shaker furniture.

The first little band settled in New York City in 1774 and two years later established a colony in the woods at Watervliet, not far from Albany. Later communities were founded at Mount Lebanon, New Lebanon and other areas near the state capital, eventually branching out into Massachusetts, Connecticut, Ohio, Kentucky, Indiana and even Florida.

Among other things, the Shakers believed in celibacy and separation from the world. To acquire income, they sold herbs, garden seeds, apple sauce, linens and knitted underwear, eventually branching out into furniture. Their chairs, tables, cupboards, secretaries, desks and tables became famous for their beautiful proportions, purity of line and eminent practicality. In them were embodied the Shaker creed of "hands to work" and "hearts to God."

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

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Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan

WYOMING

Col. Richard A. Mader—Gillette

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

We are all settled back into the usual routine following the very fine National Convention in Lincoln. My wife and I had a wonderful time there, as I think most everyone else did.

We are having our busiest August ever with lots of real estate auctions and lots of all other sales. Leon (Joy) and Howard (Johnson) sold an 80 acre farm today for \$38,000, so you can see prices are still steady here. The farmers are looking forward to another very good corn crop.

Enclosed is a check for \$10.00 for National dues for the year.

Sincerely,
Earl Thies
Ames, Iowa

* * * *

Dear Bernie:

Well another year another educational and profitable convention, and if anyone says they cannot afford to go, I can testify that they cannot afford to miss it!

When we got home from the convention there was a telephone call to see about

IN UNITY THERE IS STRENGTH

an auction. After booking the auction, I asked him who had referred us to him. He said that no one had, that in his particular business, he thought his association work was the best source of information and assistance and he felt since I had attended our National Association convention we would be his "best bet" in conducting an auction. Since this one will have over \$1,000.00 in commission—attending the convention did not cost — it paid!

We who go and enjoy the conventions each year owe a great debt of gratitude to those who work so industriously so that we can enjoy ourselves. Each year one thinks "well, they will have to go some to top this one, "and each year it's more educational and enjoyable than before.

We have no more prospects to work in New Mexico, so I am enclosing membership payment for a good auctioneer, a good clerk, and a good friend — from Ohio. I think I was about as instrumental as anyone in inducing him to go to Auction School and believe me, there is no one I'd rather have at my right hand when the going is a little rough!

We visited them in Bucyrus, Ohio for a few hours, arriving 10:30 P.M. and leaving 10:30 A.M., so we enjoyed hot apple pie and ice cream with the Boyds, Gebhardts, and Smiths at midnight and we had a lot of fun talking about the days when we three worked together, me the auctioneer, Gebhardt as clerk, and George Boyd (a C.P.A.) as cashier. We had a lot of fun and made a little money now and then — in the old days.

I'll try to get another member as soon as I can — I could use some application forms, too.

Sincerely yours
John A. Overton
Albuquerque, New Mexico

* * * *

Dear Sir:

Find enclosed \$5.00 for the Booster Page. For my money there are none (magazines) better. Keep them coming.

Truly yours,
Ray Roberson
Grover City, Calif.

* * * *

Dear Sir:

I am sending in my membership dues for July 1962 to July 1963. Please send me a Gold Lapel Button.

We got our first freeze last night (Sept. 9), pretty early for us. It hurt lots of corn and milo. We had a fair wheat crop and lots of feed, grass is the best for many years.

I have been in Nebraska for 57 years and have been selling sales for 54 years. Have had a wonderful business with more than 8,000 sales and trying to get to 9,000 and if my health holds out I will make it.

Cattle prices are good, perhaps too high.

Yours truly,
Grant R. Phillips
Wallace, Nebraska

* * * *

Dear Bernie:

Please find enclosed a short story on our annual 4-H auctions which have been held in the southwestern part of the state.

Had a real good sale today over in the eastern end of the county. It was a real nice day and a good line of machinery. Prices were stronger than they have been in this area. Feed supplies are real good and the cash crops were good, so along with good livestock prices, our local economy is in a strong position.

Not much livestock moving yet but with all the feed we have we are expecting a rather slow fall run.

Expect to see you in a few days at the South Dakota organizational meeting.

Respectfully yours,
Bob Penfield
Bowman, North Dakota

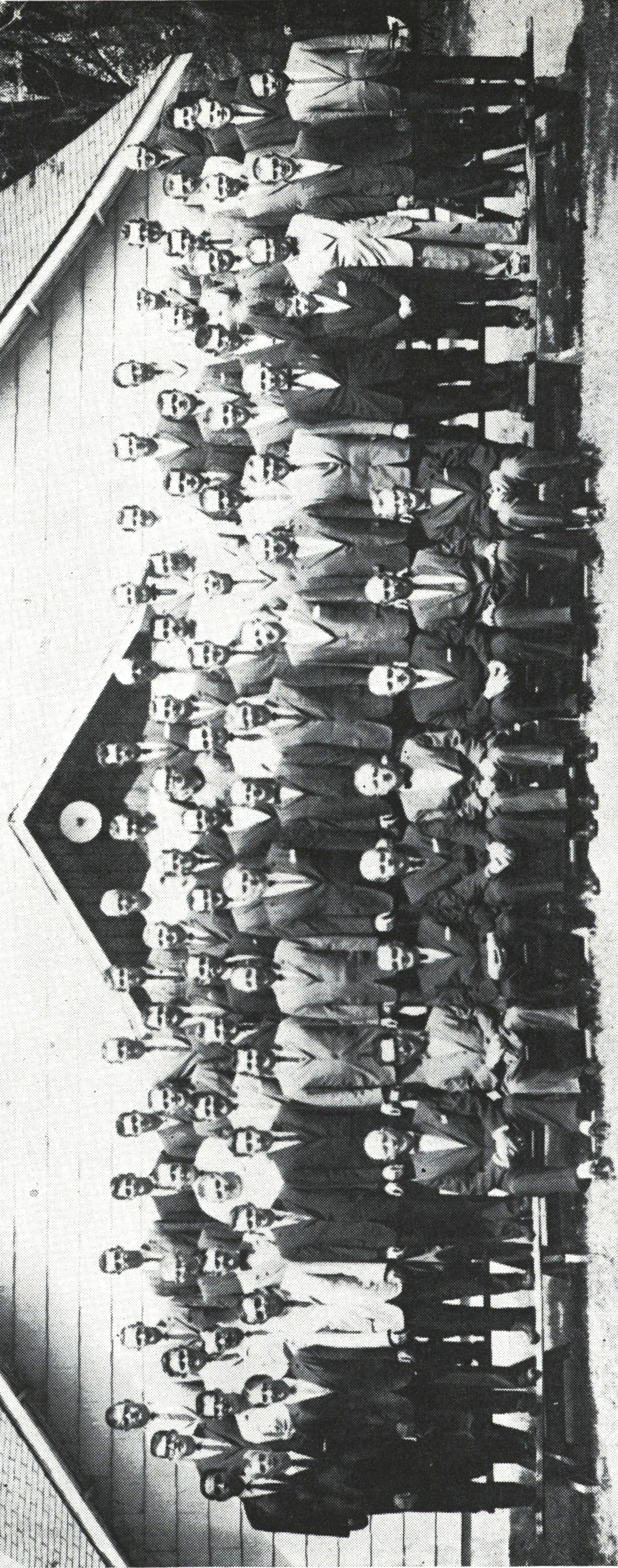
Marketmen Appoint West Coast Director

KANSAS CITY, MO. — B. I. "Bev" Palmer has been named Executive Director of the Washington, Oregon and California Livestock Markets Associations.

The announcement was issued from the Kansas City, Mo., offices of the Livestock Auction Markets after the three state associations met and decided upon Palmer for the position. He will act as trade association executive for the Certified Livestock Markets in the three state area.

Palmer has served as Executive Secretary of the Montana Livestock Markets Association. He assumes his new duties immediately and plans to set up an office in central California.

• REPPERT AUCTION SCHOOL •



Reppert School Of Auctioneering

Pictured on the opposite page are the members of the class of July 30, 1962 to August 17, 1962 at the Reppert School of Auctioneering, Decatur, Ind. Identification follows, reading from left to right in each instance.

TOP ROW: Donald L. Wilson, London, Ohio; Ray Conley, Fairborn, Ohio; Jimmy G. Atkins, Farmville, Virginia; Michael E. Marks, Galesburg, Illinois; C. James Sutton, Shelbyville, Tennessee; George O. Granger, Easton, Maryland; Gary Hammond, Van Wert, Ohio; John L. Meyer, Detroit, Michigan; Tom C. Marlar, Detroit, Michigan; Hubert F. Lawson, Duffield, Virginia; Lee E. Brown, Brazil, Indiana; David E. "Gene" Marsh, Zionsville, Indiana; Jon K. Harkrider, Crawfordsville, Indiana; Duane R. Hanchett, Corunna, Michigan; Leo Sullivan, Reidsville, Wisconsin; Charles R. Walker, Stow, Ohio; Wilbur H. Kearns, Bentleyville, Pennsylvania; Harold Kemp, Lafayette, Tennessee.

THIRD ROW: Charles Koenig, Manhattan, Florida; John Howell, Jr., St. Mary's, Ohio; Paul Parrish, Springfield, Illinois; Paul Litmer, Woodburn, Indiana; Edward Hiltibram, Mechanicsburg, Pennsylvania; John Neiswander, Columbus, Ohio; James O. Matthews, Jr., Cowan, Tennessee; Larry Harrod, Lewisburg, Ohio; John Dierkes, Decatur, Indiana; H. E. "Denny" Dennis, Toledo, Ohio; Robert G. Askew, Houston, Texas; J. William Green, Cambridge Springs, Pennsylvania; A. Devoy Hopkins, Burlington, North Carolina; Jim Bond, Versailles, Kentucky; Samuel Slade Gross, San Diego, California; Ted Wilson Hinson, Marshville, North Carolina; Billy Sims, Camden, Ohio; Michael Modica, Chicago, Illinois.

SECOND ROW: On Parkish Tejpal, New Delhi, India; Richard Mast, Union City, Indiana; Carl C. Brink, Gary, Indiana; Clayton D. Winebark, Rochester Mills, Pennsylvania; Raymond Booms, Harbor Beach, Michigan; George W. Gartner, Mount Sidney, Virginia; Dan Baker, Bucyrus, Ohio; Kenneth E. Light, Pennington Gap, Virginia; John M. Lindley, Dunn's Station, Pennsylvania; James C. "Bill" Cox, High Point, North Carolina;

John M. Yonts, Peterson, Minnesota; Kenneth W. Morris, Hopkinsville, Ky.; Ken Morris, Hopkinsville, Kentucky; Curtis L. Rager, Henderson, Kentucky; John Kireta, Beliot, Ohio; Marvin F. Humphrey, Charlotte, Michigan; Kirby Bollinger, Wolcottville, Indiana; Edward Oberkiser, Fort Wayne, Indiana; Harold P. Entsminger, Jr., Roanoke, Virginia; Jerry W. Kemp, Orlando, Florida.

FIRST ROW: Chester R. Drake, Indianapolis, Indiana; Norman B. Thompson, Burbank, California; William B. Kurtz, Sturgis, Kentucky; Scott M. Wiggers, Columbus, Georgia; Dennis R. Troyan, Westlake, Ohio; William G. Watkins, Liberty, South Carolina; James B. Taylor, Greensboro, North Carolina; Thomas L. Robbins, Celina, Ohio; Dale V. Curry, Madison, Indiana; Harold Bissantz, Amelia, Ohio; Lewis C. Dell, Youngstown, Ohio; Peter J. Faith, Franksville, Wisconsin; Owen Baker, Sturgis, Michigan; William Preston, Trussville, Alabama; James Quick, Aurora, Illinois; Louis Brown, Bedford, Indiana; Harold Wehr, Liberty, Indiana; Vidya Nand Sharma, New Delhi, India.

INSTRUCTORS (seated): Guy Pettit, Bloomfield, Iowa; Clyde Wilson, Marion, Ohio; Harold D. Parker, LaPorte, Indiana; Roland Reppert, M.D. (Owner), Decatur, Indiana; Q. R. Chaffee, Dean, Towanda, Pennsylvania; Homer Pollock, Delphos, Ohio; H. D. Darnell, Cynthiana, Kentucky; H. Earl Wright, Mt. Gilead, Ohio. The other seven instructors were not present for picture.

There were 73 graduates — 19 states represented, and 2 from India.

Ten Years Ago In "The Auctioneer"

The October, 1952 issue of "The Auctioneer" contained 24 pages including cover. The center section was used in reproducing pictures taken at the 1952 National Convention held in Minneapolis. One of these was President-elect, Clyde Wilson and Mrs. Wilson in their "hard-time costume" that won them second prize.

* * * *

Mrs. Emma Bailey, Brattleboro, Vermont, became the first lady member of the National Auctioneers Association. Her pic-

ture and a feature article were published ten years ago.

* * * *

Another feature article was a reprint from "The Hereford Journal" by Col. A. W. Thompson, Lincoln, Nebr., regarding sale day planning. Col. Thompson was elected a Director of the NAA at the Minneapolis meeting and had already added the names of many of those prominent in the purebred livestock field to the NAA membership roster.

* * * *

From Coats' Notes we find the following: "Successful auction sales must have two essential features. It is not only necessary to acquaint the public with the merits of your sales, but the auctioneer must stimulate the visitors whose enthusiastic support is needed for any successful auction sale. We must build good will with the public so that they are familiar with buying at auction. This makes them eventual prospects for whatever you have to sell."

* * * *

Walter Carlson was scheduled to give a speech on advertising at the Minneapolis Convention, but time ran out so the speech was published in "The Auctioneer." The speech closed with the following thought: "A plain bar of iron is worth \$5.00. This same bar of iron when made into horse-shoes is worth \$10.50. If made into needles it is worth \$3,285, and if turned into balance springs for watches it becomes worth \$250,000, a quarter of a million. The same is true of another kind of material — YOU — YOUR VALUE IS DETERMINED BY WHAT YOU MAKE OF YOURSELF!!

* * * *

From 'Clippings' by E. T. Nelson, we find, "A mind in neutral and a jaw in gear will never made a good auctioneer."

DIFFERENT VIEWS

Some people regard private enterprise as a predatory tiger to be shot. Others look on it as a cow they can milk. Not enough people see it as a healthy horse, pulling a sturdy wagon.—Winston Churchill, in Rotograph.

"Who Said That" . . . If you don't have a good reason for doing anything for your Association, it might pay to look around for a reason for not doing it . . .

Looking Backward And Forward

By Bill Hagen, Secretary

Montana Auctioneers Association

Never look backwards, the sages have always said,

Never look backwards, but always look ahead.

I go along with their thinking, some things I should forget

But if I did not think backwards, I would not be there yet.

I am just like others, "some folks thought we were queer,"

When I had the great ambition to be an Auctioneer.

So that I could look forward to the things that I would do,

I had to look backwards, to what other men had been through.

I found they were a worthy lot, men with goals set high,

I thought that I could equal them, if only I did try.

They were men who had a faith, "Be true to your fellow man,"

Give the best you have to every one, and help him if you can.

There were men like Reppert, who's life was so well spent,

That the Auctioneers in America, should build a monument.

To commemorate his teachings, for the things, that he told you,

"That if you worked hard and was honest your dreams would come true."

There is Pettit, and Earl Gartin, Thompson, Sigrist, and the rest,

Who inspired you to look forward, to try to do your best.

So I say, "You must look backward, it is a wonderful sensation,

In order to appreciate the growing National Auctioneers Association."

So look forward, and look backward, into the coming year,

And you'll be mighty happy, That You're an Auctioneer.

TIMING IS IMPORTANT

Prosperity is like parking places. There is plenty of it for the fellow who gets there first.
—Winner London

Auto Auction Men Hold Convention

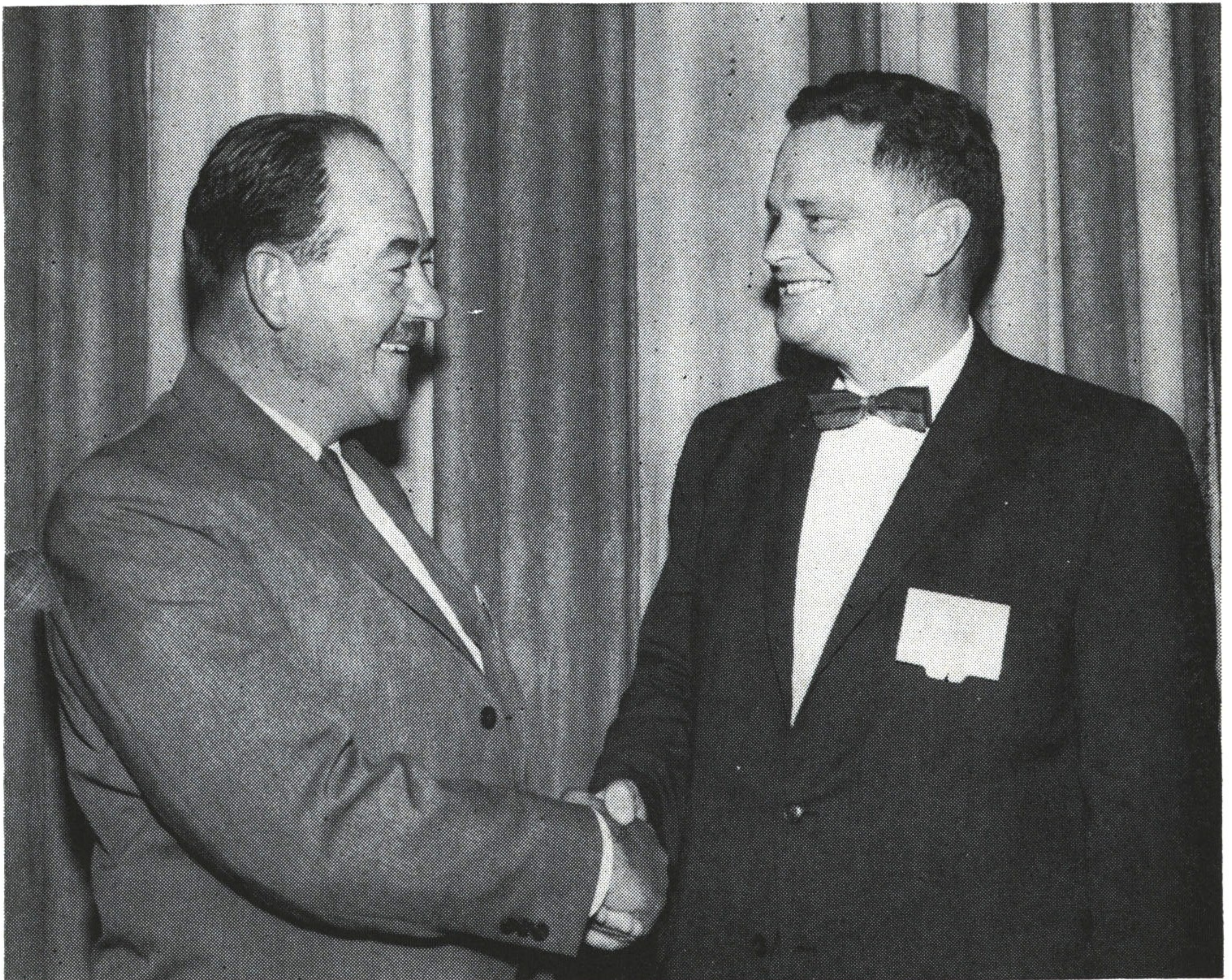
Annual convention and business meeting of the National Auto Auction Association was held at the Riviera Motel, Atlanta, Ga., Aug. 17th and 18th. Auto auction men from all parts of the United States and even one from Australia, were present to hear various industry representatives and to discuss ways and means to further promote the industry.

Members of the NAA were quite prominent in attendance as well as in the important positions. President for the fiscal year that ended at the convention was

Eugene C. Waldrep, Birmingham, Ala., a life member of the NAA. Another NAA member, Jacob H. Ruhl, Manheim, Pa., is the newly elected President.

Tim Anspach, another NAA life member from Albany, N.Y., serves the group in the capacity of President Emeritus while the following NAA members are currently serving on the Board of Directors: W. E. Tinnin, Meridian, Miss.; Harold Henry, Los Angeles, Calif.; Melvin Reid, Springfield, Mo.; and David B. Spielman, New York City, along with retiring President, Eugene Waldrep.

In fact, the Australian representative, John Linacre of Melbourne, is also a member of the NAA.



It is not uncommon for two NAA members to greet each other in the above manner but when one considers their home addresses he must admit that it is a most unusual occasion. On the left is John H. Linacre, Melbourne, Australia, and the smiling gentleman on the right is Eugene Waldrep, Birmingham, Ala. The photo was snapped at the Annual Convention of the National Auto Auction Association in Atlanta, Ga. Col. Waldrep is the immediate past President of this organization and Col. Linacre is in the auto auction industry in Australia.



Auctioneers in Quincy, Ill., conduct auction to raise funds for lighting of Quincy's Memorial Bridge across the Mississippi River. Auctioneers who donated their services were: Col. Ralph Sanders, Col. Troy Kindhart, Col. Al Breitbarthand, and Col. Virgil F. Scarbrough (NAA Member). The proceeds of the sale helped to reach the needed goal of \$12,000. Merchandise donated included household items, clothing and even a diamond ring.

Record Number Of Memberships

Processing of memberships continues to be quite a task in the executive offices as we again received a record number of memberships for the period of August 16 through September 15. Although not as many were received as during the same period of a year ago, we are still ahead of our last year's numbers for the fiscal year beginning July 1.

Following are the names of the 101 members whose memberships were handled during the above period. The asterisk indicates a new member.

*I. R. Romano, California
David Kessler, Ohio
*B. M. Gracey, Tennessee
*James F. Gebhardt, Ohio
William O. Coats, Michigan
Argel McDowell, Indiana
*William M. Preston, Alabama
Earl Thies, Iowa
Jack Audet, California
*Virgil Irwin, Arkansas
*John L. Meyer, Michigan
Francis R. Willey, Indiana
Fred G. Quick, Illinois
*James Matthews, Tennessee
Fulton Beasley, Tennessee
Warren Easter, Tennessee
*Charles Stebbins, Virginia
*Charles W. Fox, Ohio
*Lewis C. Del, Ohio
*F. E. Boone, Jr., Texas
Donald Babbitt, Minnesota
O. W. McCaughey, Missouri
John A. Ayers, Missouri
Edward P. Gillespie, New Jersey
Robert W. Henderson, Ohio
*Jerry E. Brooks, Ontario
Thomas F. Wakefield, Indiana
*Robert E. Sigler, Ohio
Donald L. Henry, Ohio
Harold P. Sheffey, Virginia
*Lowell Goodson, Tennessee
Paul Godshall, Pennsylvania
Ken Burrows, Pennsylvania
Herb S. Walters, Pennsylvania
R. W. Riggs, Pennsylvania
Mark W. Kistler, Pennsylvania
James L. Botch, Montana
*Willis H. O'Connell, Montana
William Podell, Michigan
Everett E. Corn, Indiana

James Heike, Wisconsin
*Wilmer F. Roush, Ohio
*Dennis R. Troyan, Ohio
*Al Taylor, Missouri
Joe L. Horn, Missouri
*Myron Mattern, North Dakota
Orville M. Schroeder, Minnesota
Harvey Stace, New York
*Charles W. Louk, Ohio
Wayne Casteel, Oklahoma
Jason Gardner, Ontario
*James E. Goodbred, Illinois
*Homer W. Snyder, Maryland
*Joseph Showers, Indiana
*G. W. Croddy, Indiana
M. J. Ford, Washington
J. W. Shapley, Indiana
*Joe McGoldrich, New Mexico
Eugene S. Hopper, Illinois
J. Robert Hood, Tennessee
*Eugene R. Smith, Kansas
*James R. Morse, Illinois
L. B. Fuqua, Tennessee
William A. Parks, Tennessee
Ward H. Reesman, Nebraska
Roy Tucker, Nebraska
Donald H. Stafford, Ohio
Bob Winton, Tennessee
H. C. Jessee, Tennessee
Delmus Trent, Tennessee
Marvin Spitsnogle, Nebraska
E. A. Camfield, Nebraska
Billy Hobbs, Tennessee
Harold L. Steggs, Nebraska
Lilliard T. Dickens, Tennessee
Grant R. Phillips, Nebraska
George J. Nichols, New York
L. Clyde White, Tennessee
John W. Heist, Nebraska
H. D. Forke, Nebraska
Herman Ramaker, Kansas
*Jack Churchill, South Dakota
Ray G. Houle, New Hampshire
J. O. Sowers, Kansas
L. R. Ketcharside, Kansas
*Jerry Hiatt, Kansas
*Duane Gugler, Kansas
*M. E. Hilpiper, Iowa
John A. Overton, New Mexico
Harold Hilliard, Illinois
Al Boss, Iowa
Jimmie Welch, New York
E. C. Weller, Nebraska
Ralph P. Masengill, Tennessee
Leon Ruff, Nebraska

(Continued on Page 35)



Col. Clem Long, Dayton, Ohio conducts largest Hotel auction ever held in Dayton. Auction lasted five days with two auctioneers working simultaneously. Story on opposite Page.

Five Day Auction Of Hotel Furnishings

In one of the largest auctions of its kind, Col. Clem Long and Associates of Dayton, Ohio, sold piece by piece the entire furnishings of the 400 room Gibbons Hotel in Dayton. The auction began on Friday, August 10, and continued through Tuesday, Aug. 14.

In order to keep the crowd confined to interested persons, a fee of \$10.00 was collected from every prospective bidder. He (or she) was then assigned a number and the \$10.00 was credited against their subsequent purchases during the five day auction. If no purchase was made the \$10.00 was returned.

First item sold was a painting of George Washington. Souvenir hunters found many items to their liking such as a harpoon from the wall of the Whaler Room, a barber pole from the Barber Shop, a deacon's bench and many, many other things that had adorned the walls or added decoration to the large building.

Seventy TV sets, a like number of window air conditioners, clocks, lamps, 39 black oak Captain's chairs, dinner service for 350 persons, 1,000 pieces of bar and cocktail glasses and the complete 5 chair barbershop equipment gives one a cross section of the many items included in the sale.

Fixtures including the two passenger elevators, 400 steam radiators, 400 pieces of bathroom fixtures and beds, dressers and linens galore added to the volume of the huge auction as did the marble from the lobby and staircases.

The old building is to be razed immediately and will be replaced by a modern Motor Hotel, The Dayton Inn, a plush 12 story structure with swimming pool, sun-deck and parking ramp garage. Expected cost is \$3,500,000.

Col. Long and his proceedings was given excellent publicity by the local press all during and preceding the five day auction.

Auctioneers Buy Livestock Market

Cols. Leonard Waltham,, Ericson, Nebr., and Leo Wolf, Ord, Nebr., have purchased the interest of John Bartusiak in the Burwell Livestock Market, Burwell, Nebr. The management also includes B. W. Wagner who has been connected with the market for 27 years.

The Burwell Market sells from 1500 to 5000 head of native stockers and feeders each week excepting for two summer months when it closes for cleaning, painting and repairing. This is one of the larger modern auction markets in the Midwest.

Both of the new owners are members of the Nebraska and National Auctioneers Associations.

4-H Steer Auction Gets Good Results

CLARE, Mich.—Clare County's 1962 grand champion steer, selected at the county fair here last night, was sold for \$803.25, which local cattlemen expect to be the highest price paid for a steer in Michigan this year.

Proud owner of the top steer was Helen Penrose. The 945-pound steer was sold for 85 cents a pound. It was bought in an auction by the manager of a Clare supermarket.

The reserve champion steer was purchased at 62 cents per pound. It weighed 790 pounds. Only two of the 21 head of cattle auctioned were sold for less than 40 cents. The average price for beef cattle in the area is about 32 cents.

MEMBERSHIPS

(Continued From Page 33)

J. R. Gillespie, Nebraska

Jim Walker, Nebraska

***Joe P. McGill, Nebraska**

Rex Anderson, Nebraska

***Willis Woodring, Nebraska**

***Bernard N. Vrbas, Nebraska**

It's not a bit too early to plan now to attend the National Convention in 1963 - - - In fact it's the wise thing to do.



Col. Joe Donahoe, Secretary of the Association of Wisconsin Auctioneers, receives plaque from Col. Ernie Kueffner honoring the recipient as "The Auctioneer of the Year." This is to be an annual award by the Wisconsin Association and Col. Donahoe was given the honor of being the first to receive this honor.

Dates and Places

October 13-14—Iowa Auctioneers Association Fall Convention, Chieftain Hotel, Council Bluffs, Iowa.

October 28-29—Illinois Auctioneers Association Annual Fall Meeting, Springfield, Illinois.

November 18-19—Indiana Auctioneers Association Annual Convention, Marott Hotel, Indianapolis, Indiana.

January 4-5—Pennsylvania Auctioneers Association Annual Convention, Penn-Harris Hotel, Harrisburg, Pa.

July 18-19-20 — National Auctioneers Convention, Cincinnati, Ohio.

My Fellow Members

By COL. B. G. COATS

Another of our wonderful annual conventions has come and gone. Those of us unable to be present are the losers and to the many who communicated with me subsequent to the convention my sincere thanks as the many reports that have reached me are all glowing and praiseworthy.

Attendance and enthusiasm ran high. Every session was attended far better than anticipated. Happily this gala event, replete with the vaunted Nebraska hospitality. Even though I was unable to be present, THANK YOU, NEBRASKA AUCTIONEERS ASSOCIATION FOR A GRAND CONVENTION.

Membership gains continue. Best of all, this growth is in all parts of the country and has been promoted by many, which is the healthy way it ought to be. Admittedly there are still enough drop-outs to be worrisome. Suggestions as to how to re-

duce them will be welcomed by our President, Col. J. M. Darbyshire, and any that are adopted will gain the sender a year's membership by "yours truly."

Sent your suggestions to the Secretary, Col. Bernard Hart, Frankfort, Indiana, or to our President, Col. J. M. Darbyshire, 360 Virginia Circle, Wilmington, Ohio.

Let's have some letters or postal cards expressing opinions, views and suggestions on this idea.

HOW LONG HAS IT BEEN SINCE YOU HAVE ASKED AN AUCTIONEER TO BECOME A MEMBER OF THE N.A.A.?

So long and will visit you next month in "THE AUCTIONEER."

"Oh, sure people waved at me at every corner, but I wouldn't stop for them. Why should I? They didn't notice me when I was out of work."

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

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Little Rock
Secretary: James W. Arnold,
Box 179, Magnolia

Colorado Auctioneers Association

President: Lyle D. Woodward,
2942 S. Cherry Way, Denver 22
Secretary: H. W. Hauschildt,
2575 S. Broadway, Denver 10

Idaho Auctioneers Association

President: Harvey Iverson, Gooding
Secretary: Paul L. Owens,
2900 Main St., Boise

Illinois State Auctioneers Association

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Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

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Secretary: Maynard Lehman,
406 Center St., Berne

Iowa State Auctioneers Association

President: F. E. "Mike" Bloomer,
R. R. 3, Glenwood
Secretary: Lennis W. Bloomquist,
RFD 2, Pocahontas

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President: George Kurtz, Sturgis
Secretary: Martha Kurtz, Sturgis

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Secretary: Donald W. Maloney,
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Secretary: Jack H. Griswold
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THE LIGHTER SIDE . . .

MAKE SENSE

An iron-worker was nonchalantly walking the beams high above the street on a new skyscraper, while the pneumatic hammers made a nerve-jangling racket and the compressor below shook the whole steel structure. When he came down, a man who'd been watching tapped his shoulder. "I was amazed at your calmness up there, how did you happen to go to work on a job like this?"

"Well," said the other, "I used to drive a school bus, but my nerves gave out."

TROUBLES

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."

MAD AT ALL OF THEM

The manager of the bus company called in his new driver and asked: "How come you drove the bus all day and yet you didn't have a single passenger?"

The driver answered: "I just didn't have any passengers."

"Didn't anyone wave at you?"

"Oh, sure, people waved at me at every corner, but I couldn't stop for them. Why should I? They didn't notice me when I was out of work!"

HOW HE'S DOING

A man shuffled up to the hospital reception desk and asked if it were possible to see John Collins. "I'm afraid not," said the nurse on duty, referring to her chart. "Can you tell me, then" the man asked, "how's Mr. Collins doing?"

"He's doing very well," the nurse replied.

"Boy, am I glad to hear that! I've been lying in that ward for a week and nobody would tell me a darn thing. So I got dressed and came down to find out. I'm John Collins."

ELUSIVE

A drunk was doing his best to spear an olive with a toothpick at a bar. Time after time the olive eluded him. Finally a man nearby became annoyed, took a toothpick and said, "This is the way to do it," and speared the olive on the first try.

"Of course," replied the drunk, "I already had him so tired he couldn't get away!"

UNDER OATH

"You seem to have plenty of intelligence for a man in your position," sneered the lawyer cross examining a witness.

"If I wasn't on oath, I'd return the compliment," replied the witness.

COMPLAINING DEPARTMENT

Two spinsters were talking. One remarked, "Last week I advertised in the paper for a husband."

"You don't mean it!" the other exclaimed. "Get any replies?"

"Hundreds of them. And they all said the same thing. They all said, 'You can have mine'."

SAFE

An aged couple was listening to a broadcast church service. Both sat in deep contemplation. Half an hour went by. Then suddenly the old man burst into a fit of laughter.

"Sandy!" exclaimed his wife in horrified tones, "why this merriment on the Sabbath?"

"Ah," said Sandy, "the parson's just announced the collection, and here I am safe at home!"

TURNABOUT

A wife pointed to her husband stretched out in the hammock and explained to her friend: "Jack's hobby is letting the bees watch him."

PIN MONEY PLUS

Walsh: "If all your wife wants is pin money, why don't you give it to her?"

Welsh: "The pin that she wants has 10 diamonds in it."

IN UNITY THERE IS STRENGTH

THE OFFICIAL TOUCH

The stranger was greeted by the farmer. The visitor produced his card and remarked: "I am a government inspector and am entitled to inspect your farm."

A little later the farmer heard screams from his alfalfa patch, where the inspector was being chased by a bull. Leaning over the gate as the inspector drew near breathlessly, the farmer cried:

"Show him your card mister, show him your card."

ABOUT TIME

One evening the young minister, who had seemed rather attracted by Grace, the oldest daughter, was dining with the family. Mamie, the little sister, was talking rapidly when the visitor was about to ask the blessing. Turning to the child he said pleasantly, "Mamie, I am going to ask grace."

"Well, it's about time," promptly answered the little girl, "we've been expecting it nearly a year and she has too."

DELUDED OR DELERIOUS?

Marriage I thought would be funny,
And filled with a sweetness-like honey;
It proved to be that,
For around our flat,
It's "Honey do this . . . Honey do that."

SUFFICIENT REASON

The zoo's only elephant had just died of old age. All of the staff members were sad, but the elephant's keeper wailed and moaned pitifully. Finally another member of the staff went over to talk to him.

"Now look here, Charlie," he told the elephant's keeper, "you've just got to get hold of yourself. You shouldn't take the death of an animal that hard."

"It's easy for you to say that," said Charlie, "but I'm the one who's going to have to dig the grave."

ADDITIONAL EXPENSE

"Hello, Mr. Brown, this is Harry's garage and I thought I'd better tell you that your wife has just driven in to have the car repaired and . . ."

"All right," interrupted the husband with a sigh, "go ahead and fix the car. I'll pay for it."

"Yeah, that's O.K., but who's going to fix my garage?"

HELPFUL

Judge: "Is your wife wholly dependent on you for her support?"

Shiftless Husband: "She surely is, Your Honor. If I didn't find jobs for her, she would starve."

TRY AGAIN

The doctor looked into the patient's eye, and after careful study said, "I can see that you are suffering from sleeping sickness, gastritis, appendicitis, and diabetes."

"Now," replied the patient, "try the other eye, Doc—that one is glass."

WINTER HAZARD

During a heavy blizzard the foreman of a railroad crew, head bent against the below-zero gale, walked up to a halted locomotive on the main tracks. Seeing only one man beside the engine he yelled, "Hey, George, where's your fireman?"

The engineer turned, hesitated and then bellowed, "Up in the cab. Got knocked down by a piece of flying ice."

"Flying ice?" echoed the foreman.

"Yeah," shouted the engineer, "he tried to spit against the wind!"

DON'T HAGGLE!

A monkey was negotiating for a consignment of coconuts with another monkey who had a reputation as a sharp trader. But they were far apart on price, and the prospective buyer was fuming around in the tree tops wondering whether to increase his offer. "Now look Egmont," said his wife finally, "you go down there, and you stick to your original figure. If he haggles tell him he's wasting his breath. Be firm, Egmont, don't let him make a man of you."

The sales manager eyed his shapely office girl and remarked, "how come a pretty girl like you is single?" She replied: "I know I should get married, but I hate to quit this job and go to work!"

A man came home and saw his children on the front steps and asked what they were doing. "We're playing church," they answered.

The puzzled father inquired further and was told, "Well, we've already sung, prayed and preached, and now we're outside on the steps smoking."

Old Masters Found In Czech Castle

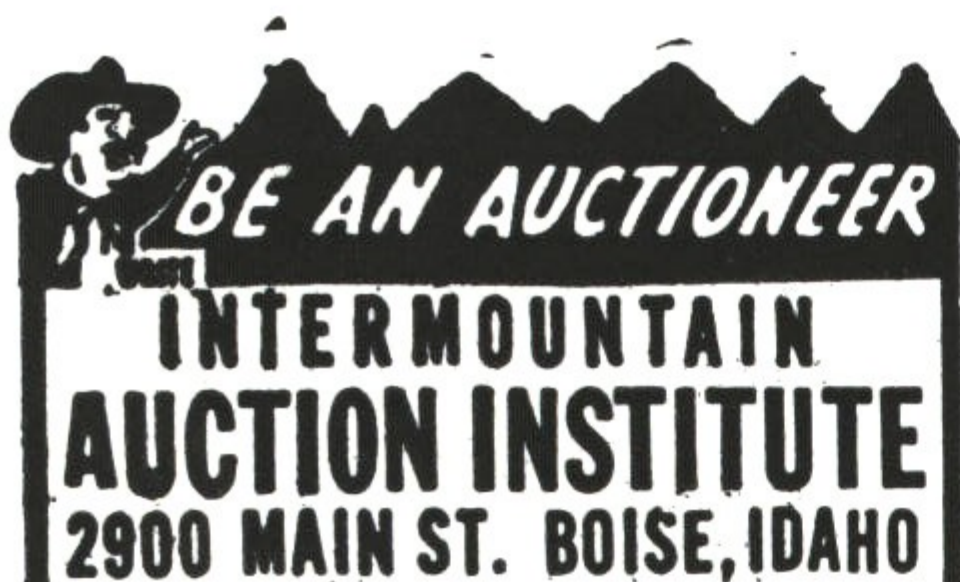
PRAGUE, Czechoslovakia — The official Czech news agency CTK says more than 50 old masters, including works by Rubens and Veronese, have been brought to light after hundreds of years in an ancient castle.

CTK said the priceless works were discovered in the vaults of Prague Castle, 17th century seat of Rudolf II of Bohemia, and had been identified by art experts.

Among the works so far listed are Rubens' "Gathering of the Olympus Gods" and "Worship of the Shepherds."

Another painting was listed by the agency as Tintoretto's "Adulteress Before Christ."

The agency said the collection will be put on public exhibition after restoration has been completed.



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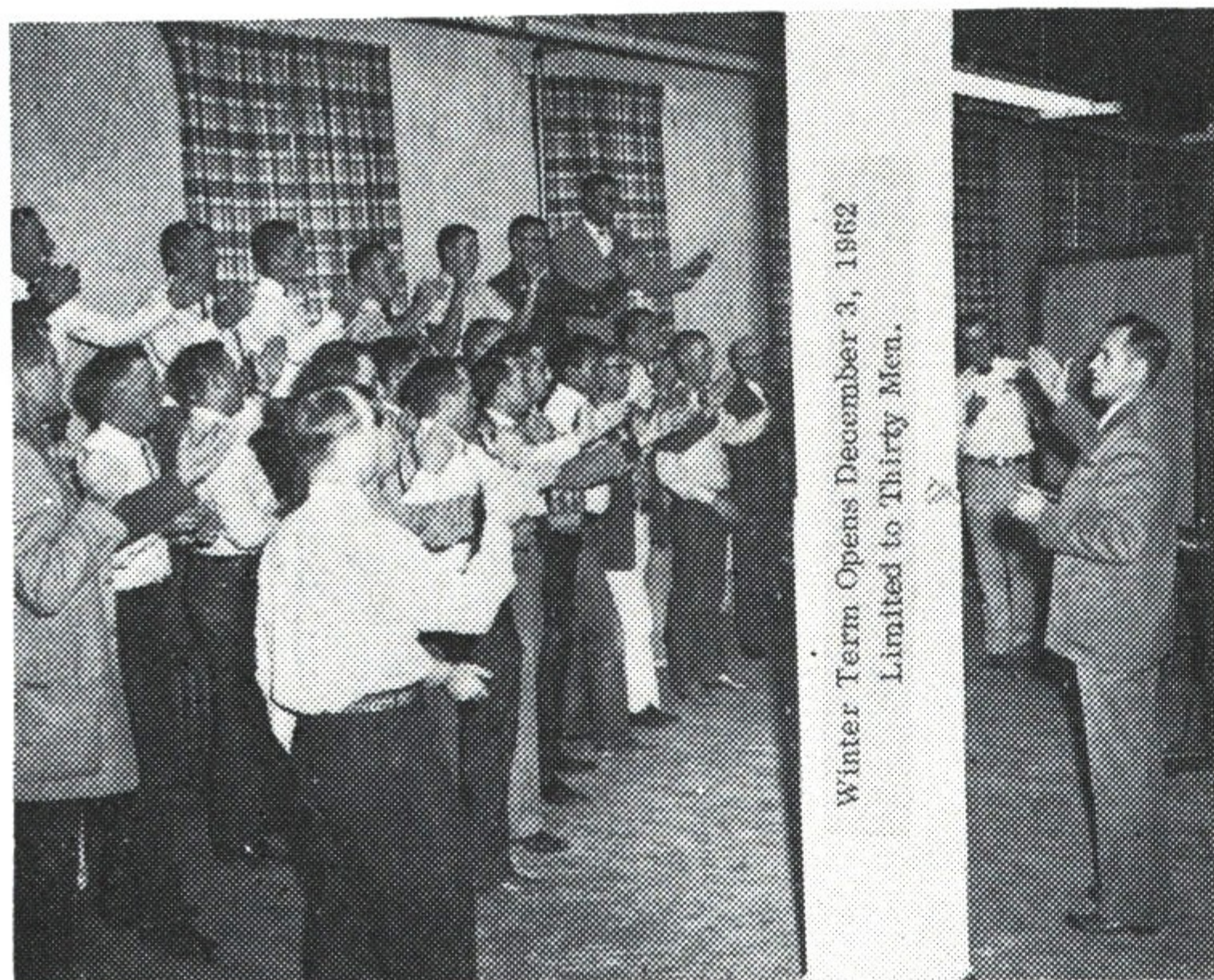
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