

the AUCTIONEER





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Site of the

National Auctioneers Convention

July 16 - 17 - 18, 1959

Shirley - Savoy Hotel

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803 S. Columbia St. Frankfort
Indiana

Rush to the Rockies

By COL. B. G. COATS

Colorado's centennial year 1959 and their slogan "RUSH TO THE ROCKIES" will inevitably attract many thousands of visitors in addition to the multitudes that visit Colorado every summer. Once you have visited this scenic state a return visit is always in order.

The thought came to me of how fortunate the Auctioneers are to have such an opportunity to meet in national convention in Denver, July 16-17-18. Fortunate for many reasons, a few of which are:

First, we all should be most grateful to the Colorado Auctioneers Association, for inviting us and for their ceaseless efforts to stage for our benefit a national convention which they hope will surpass all previous conventions in attendance — entertainment and a convention program in which every Auctioneer will be fascinated. Opportunity beckons this year as never before. Second: The convention has two major functions. To provide educational opportunities for all those who attend and enjoy the experiences of others, their fellowship and exchange of ideas. At the convention you will visit with and hear Auctioneers specialized in every phase of the Auctioneering profession, visit with neighbors from near and far, usually learning something as you do, thrill to the competition which not infrequently stirs your imagination to greater accomplishments, mingle with Auctioneers who make a national convention an educational Mecca, and otherwise replenish soul and spirit for renewed efforts when you return to the four corners of the country to resume your daily work. Third, to be entertained is pleasant, but to learn is imperative for the Auctioneer who aims to make the most of his trip. There is opportunity for all to make their national convention more useful tools for their profession.

One could go on and on and recite many more reasons but enough has been said. The above reasons and a great deal more, is in store for all who attend. Hundreds of Auctioneers who have

their eyes open will "Rush to the Rockies." What a thrill it will be to visit with Auctioneers from all the states and Canada. All men seek profit in their chosen field of work, educational and otherwise. However, they are even more fascinated when they learn that there are other pleasing experiences to be gained due to the kind of people that they will be associated with. There are none equal to the Auctioneers. The rich auctioneering heritage belongs to us. It is ours to cherish, to strengthen and to still further develop. Let's keep it that way by "Rushing to the Rockies" July 16-17-18.

First Anniversary For Tennessee Group

June 8 has been set as the date for the First Annual Meeting of the Tennessee Auctioneers Association. Meeting will be held at the beautiful Mountain View Hotel, Gatlinburg, Tenn.

There will be an election of officers as well as informed entertainment. An enjoyable time is promised all who attend.

Gatlinburg affords various types of entertainment and everyone is urged to attend who is interested in the progress of the Auction profession and the Tennessee Auctioneers Association.

June 14 Is Meeting Date for Ohioans

Members of the Ohio Auctioneers Association will meet in their Annual Summer Convention at the Southern Hotel in Columbus, on Sunday, June 14.

All Ohio auctioneers and their wives are cordially invited to attend. A full day's program has been planned with a business meeting scheduled for 10:00 A. M. There will be a Banquet at Noon followed by Max Sauer, noted lecturer and humorist.

Afternoon session will consist of a

IN UNITY THERE IS STRENGTH

panel discussion on the Packers and Stockyards Act and other topics of vital interest to auctioneers.

All members are requested to bring a representative of their local Bar Association or their local newspaper as a guest.

Meeting at the same time will be the Ladies Auxiliary who will have a Brunch

and business meeting in the forenoon. They will join their husbands for the noon meal and then reconvene in the afternoon. Mrs. Donald Jones will address them on "Life and Customs of Philippino Women."

A large participation of Ohio auctioneers is expected.

The President's Letter

The time is rapidly approaching for the 1959 National Convention at Denver held at the time of the year when everyone would like to visit the Mile High City.

Every Auctioneer and his family should be making plans to attend—this is not just a vacation but a very important part of your business. As we get older and look back at the times we thought we were too busy to do the things that were as important as attending a National Convention, we realize that we were the losers and the people who support their own business are not only better off financially but the physical and mental effect of mingling with your fellow Auctioneers and their families will last throughout the year.

It is my privilege to work with many different Auctioneers in many states throughout the year and almost every one I work with has the same goal in mind—improving himself and promoting his auction business. I know of no better way to accomplish this than to attend the National Convention, meet and talk with his fellow Auctioneer, listen to men of experience in every field and go home better able to cope with any problem that might arise.

The dairy cattle market is continuing to rise and it looks as though this condition would last for at least another year. With the price of cattle sold for beef the best in years, most of the better dairymen are culling their herds very closely. Many of the outstanding young men are changing over to registered cattle to have an income from their breeding stock as well as milk. Most dairymen are in the same position as the Auctioneer—by careful planning, hard work, and being honest with yourself, they cannot help but succeed.

There has never been a time in history when a profession was increasing faster than the auction business. The young man who specializes, who is willing to work hard, who will put ethics and the interest of his client above a quick dollar, has not only the greatest opportunity every offered Auctioneers—but also as great an opportunity as offered any line of endeavor.

I will be looking forward to seeing each and everyone of you at Denver. Let's make this the most outstanding Convention of all time.

C. B. SMITH—PRESIDENT

Rush to the Rockies

By BERNARD HART

Have you made your reservations for the National Auctioneers Convention at Denver, July 16-17-18?

If you have not, we urge you to do so without delay because we know that those who do not attend will certainly be the losers. Members of the Colorado Auctioneers Association have been holding regular meetings and have been in contact by telephone with the National office many times and we can promise you a very outstanding program from every angle.



Col. E. T. Sherlock

Col. E. T. Sherlock, NAA President in 1956-57, has been designated as Convention Chairman by NAA President, Col. C. B. Smith. Many of you will remember that it was Ernie Sherlock who served so capably in this same position of responsibility at the Omaha Convention in 1954. Few men have given so unselfishly of their time and talents toward the progress of the NAA than has Ernie. Although a resident of Kansas, he became a member of the Nebraska

Auctioneers Association before there was a State organization in his own state. He has served as President of the Nebraska group, has been an active official of the Kansas Auctioneers Association from the day it was first organized and later has been active in the relatively new Colorado Auctioneers Association. The National Auctioneers Association membership growth was the greatest during the year that Ernie served as its President. We feel that there is no one more capable to head our 1959 Convention at Denver.

Secured as speaker for the Grand Banquet to be held the closing night of the convention is Mr. Millard Bennett. We have been told by some of our own members who have heard him that he will outperform the previous good speakers we have engaged at past conventions. Mr. Bennett is President and Editor of SALESCIENCE, described as the new letter on human relations in selling. Mr. Bennett's address alone will be worth your trip to Denver.

Remember that nothing is being spared in bringing our members an outstanding convention. We have saved a chair at the table for you. Please don't disappoint us by staying home.

Five-Figure Price Expected for Bellini

A hitherto unknown drawing by the fifteenth century Venetian master, Giovanni Bellini (1430-1516) is to be sold at Christie's in June. A five-figure price is expected as there are only about 10 generally accepted Bellini drawings in existence, one of which was sold last November at Christie's for £15,750.

The drawing is "Three Studies For An Apostle" in light brown ink on pink tinted paper. Measuring 6 inches by 7 inches, its value was discovered by Mr. A. E. Popham, Keeper of Prints and Drawings at the British Museum from 1945-54. Its owner, who wishes to remain anonymous, took it to Mr. Popham to

be identified but had no idea that he owned such a masterpiece.

Mr. Popham described the drawing as similar in style to the "Studies of Christ At The Column" in the Skippe collection which was sold at Christie's last November. "This hitherto unknown and unpublished drawing is undoubtedly one of Bellini's," he said. "It is connected with the drawing of four apostles from the Boehler and Koenigs collections—subsequently in the Boymans Museum, Rotterdam, but which disappeared during the last war. It is also associated with a drawing in the British Museum of a Saint reading. The connection be-

tween the latter, also on pink tinted paper, and the apostle on the right of the drawing to be sold is particularly close."

In the same sale there is a fine Rubens drawing of "Cain Cursed By The Lord" and about 33 drawings by the French Revolutionary painter, Jacques Louis David, which are coming from America. Another Lot of unusual interest is a sketch-book full of drawings by Domenico Beccafumi (1485-1551) one of Raphael's contemporaries. This and the David collection are being sold anonymously.

Convention Committees

Following are the committee appointments for the 1959 National Convention. These committees will meet the first forenoon of the convention and as many times thereafter as is necessary.

The first man listed on each committee will serve as Committee Chairman.

AUDITING

Carman Y. Potter, Illinois
William O. Coats, Michigan
James W. Martin, Nebraska
Hugh McGuire, Iowa
Orville R. Moore, Kentucky
Jim Kirkemine, Kansas
Chas. O. Rainwater, Tennessee
Gene Slagle, Ohio

RESOLUTIONS

Harris Wilcox, New York
E. T. Sherlock, Kansas
Charles Kinsey, Michigan
B. G. Coats, New Jersey
R. A. Waldrep, Georgia
Ralph Rosen, New York
Wayne Cook, Texas
F. E. Fitzgerald, North Dakota

1960 CONVENTION SITE

Ernest Freund, Wisconsin
John W. Maloney, Kentucky
W. J. Wendelin, Texas
Henry F. Wilber, Michigan
John L. Cummins, Kentucky
Charles Backus, New York
Tony Thornton, Missouri
C. B. Drake, Indiana

GRIEVANCE

Tom D. Berry, Pennsylvania

Owen V. Hall, Ohio
C. E. Cunningham, South Carolina
Lyle D. Woodward, Colorado
Bill McCracken, Missouri
Guy L. Pettit, Iowa
George Michael, New Hampshire
Elmer Bunker, New Mexico

PUBLIC RELATIONS

(This is a permanent standing committee).

Earl J. Steiner, Maryland
Foster Sheets, Virginia
George W. Skinner, Indiana
W. J. Hagen, Montana

NOTE: A fifth member will be added to this committee to fill the vacancy caused by the death of R. E. Fortna, Colorado.

NATIONAL AUCTION WEEK

Tim Anspach, New York
Harris Wilcox, New York
B. G. Coats, New Jersey

Members of the Program, Entertainment, Reception and Publicity Committees are to be named by the Host State and will be published in the July issue of THE AUCTIONEER.



Ohio's Governor, Michael V. DiSalle signs document proclaiming May 4-9, 1959 as NATIONAL AUCTION WEEK. Looking on are: Don E. Fisher, Secretary-Treasurer of the Ohio Auctioneers Association; Owen V. Hall, past President of the Ohio Auctioneers Association and member of Board of Directors of National Auctioneers Association; and James Patterson, President of the Ohio Auctioneers Association.

Americans Fail To Take Art Seriously

Art is not taken seriously enough by Americans and Canadians, in the opinion of a Latvian artist who opened a one-man exhibition at the International Institute, Detroit.

He is Janis Tidemanis, whose works have been shown with those of Degas, Cezanne, Bonheur, Utrillo, Picasso, Toulouse-Lautrec and other masters.

"There is too much dilettantism in the United States and Canada," said Tidemanis, now a resident of Toronto.

"The reason is that there is so little tradition of art in the two countries. It

is like music; it is not taken seriously enough.

"However, there are many artists in New York who are really struggling. Many of them are good, but it will take a little while to build up an artistic tradition.

"It will take a long time to develop a Cezanne who can sell a painting for \$600,000."

Tidemanis predicted it will take another 100 years before the United States will build an artistic tradition that will put it on a par with European countries.

"In the United States an artist lacks the appreciation or applause his European counterpart enjoys," he said. "Instead here the people would rather watch Teddy bears on television."

IN UNITY THERE IS STRENGTH

STATE OF OHIO
EXECUTIVE DEPARTMENT
Office of the Governor
COLUMBUS

PROCLAMATION
NATIONAL AUCTION WEEK
MAY 4-9, 1959

WHEREAS, the time honored auction method of selling is an important medium through which commerce is carried out, and one which contributes to the prosperity and stability of this State and Nation; and

WHEREAS, the auction is the forerunner of the great commercial centers we know today; and

WHEREAS, the auctioneer plays a leading role in serving the public through the auction;

NOW, THEREFORE, I, Michael V. DiSalle, Governor of the State of Ohio, do hereby proclaim the week of May 4-9, 1959 as NATIONAL AUCTION WEEK in Ohio, and urge the citizens of this state to join in honoring the Auctioneer and to take note of the contributions of Auctioneers to our commercial life.

IN WITNESS WHEREOF, I have hereunto subscribed my name and caused the Great Seal of the State of Ohio to be affixed at Columbus, this 29th day of April, in the Year of Our Lord One Thousand Nine Hundred and Fifty-Nine.

Michael V. DiSalle,
Governor

Nevertheless, Tidemanis said, things are better now than they were 10 years ago.

This he attributes to an increasing European cultural influence on the United States.

Who remembers the good old days when a man could kiss a girl and taste nothing but girl?

THAT'S LIFE FOR YOU

After years of saving, a wife got her mink stole. Clapping on a cute little \$5 hat, she went proudly to a hen party. But in a half-hour she was back home. Glaring at her husband, she snorted: "Women! The only thing any of them said was, 'What a pretty new hat you have'."

The Value of Humor in Auctioneering

By BILL RILEY

When we, as auctioneers, stand up before a crowd of prospective bidders and start our sale with a long face and an ill-humored mood we are borrowing trouble. The auctioneer knows that he is pitted against a formidable adversary, the public, whose only reason for being at the sale is to acquire the article the auctioneer is selling and to possess it at the lowest possible price it will bring. The finest way to overcome this antagonism, and it will never be completely dispelled, is by injecting a bit of mild humor into the sale to "loosen" up the buying public. The results are often surprising and the auctioneer finds that he too will loosen up and the sale will proceed on a friendlier tone.

In proposing humor I am not advocating that the auctioneer become a clown, or a master-of-ceremonies type of person, as that would defeat his prime purpose in conducting his sale. As a matter of fact, I have seen some auctioneers who were so carried away by their own laughs that they lost control of the sale and it degenerated into a profitless party and nobody made a dime.

Any auctioneer with enough brains to conduct an auction sale should have the judgment and good taste to use the proper type of humor at the precise moment it is needed. Above all else, the auctioneer should refrain from any humor that smacks of vulgarity, or jokes about the different races, religions, and political affiliations as it is very easy to alienate the buyers and you need them more than they need you. The best jokes and humorous references are usually about the item the auctioneer happens to be selling at the moment as long as the joke does not detract from the value of the article offered for auction. One other very important type of humor that is always well received is the auctioneer's ability to laugh at himself or turn the joke on himself. The entertainment world's finest funny men are those who turn the laugh on themselves and it would be good practice for the auctioneer to do the same.

It should be remembered that lots of different trades have their little trade jokes and the auctioneer would do well to acquaint himself with them and use them in the right place and the right time and watch the results. Use machinery when selling machinery, hardware humor with hardware but never, never use these trade gags in the wrong places and wrong time as improperly placed humor is lost to those who do not understand it. For example, it would never do to tell a hardware joke while selling out a jewelry store or to tell something laughable to farmers while selling restaurant equipment. Learn to call your shots in the use of laugh lines and you and your client will profit by it. Doctors tell us that laughter eases up our tensions and tenseness and causes us to act kinder to our fellow man so just remember the same laughter that eases the facial muscles can ease the muscles that grip that wallet or purse with a death grip.

Never sacrifice the speed of your sale to tell a story as you are not paid as a comedian but commissioned as an auctioneer and as such your first duty is to your principal and your job is to handle the liquidation with the fastest dispatch and for top dollar. The time for humor will manifest itself as you proceed with your sale and it should not take too long to recognize the exact moment to inject the story where it will do the most good.

So, just in case you are one of those few stony-faced individuals who stand up on the block glowering at the bidders and wondering why your grosses are not higher, try a bit of mild humor at the right time and the results may amaze you. There is a strong social appeal to buying at auction and the auctioneer that caters to this appeal will profit by it.

TRAVELER

At 88, a Tennessee farmer has journeyed to Knoxville, forty-one miles away, for the first time in his life. It must be the gypsy in him.

N. Y. U. Gets Gift Of 15,000 Books

**FALES COLLECTION, INCLUDING
MANY RARE VOLUMES
VALUED AT \$200,000**

New York University acquired a new library yesterday.

It consists of nearly 15,000 volumes valued at more than \$200,000. The collection was said to be one of the finest in the country of novels, pertinent letters and biographical, historical and manuscript material from English and American authors of the eighteenth century to the present.

The library, known as the Fales Library Collection, was dedicated in ceremonies at its temporary quarters on the third floor of the Hafner Building, 31 East Tenth Street.

There, amid brown leather clad volumes more than a century old and banks of more recent books still in their colored dust jackets, Dr. Carroll V. Newsom, president, accepted the collection.

The man who donated the volumes was DeCoursey Fales, retired chairman of the board of the Bank for Savings. He presented the collection he had built up over the last forty years in honor of his father, Haliburton Fales.

The collector, who said that he had not ceased his quest for rare volumes—"I only had about 70 or 80 per cent of Ainsworth, and I'd like to complete him"—explained that book collecting with him was like stamp collecting with other persons.

Mrs. Fales, who attended the ceremonies along with other members of the family, acknowledged being a little "waspyish at times" about her husband's collection.

"Until a little while ago, all of these books were piled up in my attic," she said. She added however, that it was all worth it now that the collection would become the nucleus of New York University's rare book library.

Edward J. Lazare will supervise the collection as the university's rare book librarian. He was delighted with the acquisition, even though cataloguing and arranging all the books, many first editions, has been a "killer of a job."

"And there are still sixty cartons to go," he said.

Almost in the same breath, however, he marveled at the great depth of the collection.

"There are not just eight or ten volumes of Masfield," he said, "there are fourteen feet of them."

He said that Mr. Fales' collections of Dickens and Thackeray were also outstanding, and among the best in the country.

\$255,000 Paid For Renoir By Chrysler

NEW YORK—A painting by the French master Renoir was sold at public auction for \$255,000 as 17 French art works brought a record total of \$1,166,400.

The \$255,000 top bid was made by auto heir Walter P. Chrysler Jr. The paintings, pastels and drawings of French impressionists were from the estate of Chrysler's late sister, Thelma Chrysler Foy, who died in 1957.

The Renoir was a 32 by 25¾-inch portrait of the two daughters of Durand-Ruel, Renoir's Paris art dealer. Charles Durand-Ruel, of Paris, nephew of the daughters, failed to match Chrysler's bid at the Parke-Bernet galleries.

A Degas ballet scene and a Toulouse-Lautrec portrait of a woman in a garden were sold to New York dealer E. J. Rousuck at record prices of \$180,000 each.

The interior scene of a secondary painter, Vuillard, went for \$27,500. Dance studio owner Arthur Murray paid \$16,000 for a Renoir nude.

With such a star-studded collection and a celebrity-packed audience, auctioneer Louis Marion wasted no time in low-rate bidding. He began the bidding for some items at \$100,000, an unprecedented figure.

The celebrities on hand included movie stars Henry Fonda and Paulette Goddard, cosmetic queen Helena Rubinstein, jewelers Claude Cartier and Louis Appels, Cuban singer Julio Lobo, Philadelphia Inquirer publisher Walter H. Annenberg and Anthony Drexel Biddle.

IN UNITY THERE IS STRENGTH

NOTICE OF PROPOSED CONSTITUTIONAL AMENDMENT LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

The Board of Directors of the Ladies Auxiliary to the National Auctioneers Association recommends that ARTICLE IV, SECTION 1 of the CONSTITUTION and BY-LAWS be amended to read as follows:

OFFICERS

The officers of this Auxiliary shall be President, first Vice President, second Vice President and Secretary-Treasurer. They shall be elected annually for terms of one year. There shall be nine directors. The terms of the Directors shall be three years and they shall be so elected that the terms of three shall expire each year.

The Board of Directors further recommends that ARTICLE V, Section 5 read as follows:

The Board of Directors shall consist of all duly elected officers and nine Directors.

The above recommendations were properly approved by the Board of Directors in its regular meeting at Buffalo, New York, July 18, 1958, and shall be submitted to the membership for adoption at the regular meeting to be held in Denver, Colorado, July 17, 1959. Two-thirds majority of all members present and voting shall be necessary for adoption.

Fortune May Await You in the Attic

CODY, Wyoming—if you are a woman, chances are 4-to-1 you will find a treasure in your attic—if one is to be found, according to Dr. Harold McCracken, director of The Whitney Gallery of Western Art here.

He says women find most of the lost objects of art hidden away, but he adds they could find much more, if they would only look a little harder.

The art expert says millions of dollars worth of missing art treasures, antiques, old letters, and rare books are waiting to be found.

“As a matter of fact,” says Dr. McCracken, “there are more valuable treasures of this type hidden away in American attics and cellars than are exhibited in all our museums put together.”

“Unfortunately,” Dr. McCracken points out, “too many Americans are still Europe-oriented where art is concerned and mistakenly feel that only European art can command large sums of money.”

Cites Example

He cites as an example the \$25,000 reward offered by the Old Sunny Brook

Distillery for a missing painting by Frederic Remington, the master artist of the Old West.

Measuring an estimated 10 feet-by-6 feet, the painting depicts a U.S. Calvary charge.

Here are Dr. McCracken's pointers on determining whether you have a treasure:

Check the artist's signature. Most sign their work in the lower right hand corner.

Make sure you have an original painting and not a skillful color print.

Valuable American paintings are not likely to be more than 250 years old and thus will probably be in better condition than their old world counterparts.

Bring the painting to an art authority in your community or have him visit your home. If none is available, take a good, clear photograph of the painting and send it with the painting's measurements to an expert. Your librarian can give you the name of a reputable one.

TOO MUCH

Visiting Professor — “Do you believe in the transfiguration of souls?”

Film Star Hostess — “No, not very. I like them fried in the usual way.”

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Convention Time

Ladies:

Conventoin time is drawing near and I know many of you are making plans to attend.

Those of you who are not members may wish to join the Auxiliary. You may become a member if your husband, father, son or brother is an auctioneer in good standing. The fee is \$5 per year or \$25 for life.

If you plan to bring the children there will be baby sitters available so that you are free to enjoy the programs.

The Colorado Ladies have been busy making some interesting plans for the Convention.

Hope to see you in Denver.

Edith A. Smith, Pres.
Williamston, Mich.

Colorful Colorado

By Mrs. Bud Hubbard

Every day throughout the Centennial Year of 1959, visitors to Colorado will find some event of special interest to make a family visit a memorable, fun-filled experience.

Are you planning now to spend your vacation at The Top of the Nation and attend the National Auctioneer's Convention? Colorado is designated the Top of the Nation because it is the highest of the 49 states, except Alaska. You may travel America's highest Auto road, visit the top of Pikes Peak, drive the famed Trail Ridge Road, and see the Rocky Mountain National Park.

Colorado's Mountain Region includes 12 National Forests containing 13,728,564 acres.

The climate in Colorado is delightful, dry, exhilarating and healthful. Come prepared as the summer nights are cool.

The Capitol of Colorado is Denver; the Mile High City. The Shirley-Savoy Hotel is in the heart of downtown Denver, and it will host Auctioneers from all over the United States in July. You

can't afford to miss being right in the middle of this one. A real western welcome is being planned for you!

The Mile High City is world-famed for its magnificent parks and Boulevards — gold-domed state capitol — impressive Civic Center — lovely residential districts — government buildings — U. S. Mint—busy Lowry Air Force Base (with the new Air Force Academy just 60 miles from Denver) and glittering skyscrapers in the booming Downtown Business District.

There are also many breath-taking and picturesque vistas in the area surrounding Denver, such as Bear Canyon, Swiss Village of Evergreens, Buffalo Bill's Grave and Museum, Estes Park, Echo Lake, Colorado Springs, Pikes Peak and the Garden of the Gods.

Plan your vacation around the National Convention and be in Colorado for fun and fellowship with your fellow auctioneers.

NO HORSE

Vegetable Peddler — "Any horseradish, madam?"

Young Bride — "No, thank you. We have a car."

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. C. B. Smith, Williamston, Mich.

1st Vice-President

Mrs. John Overton, Albuquerque, N.M.

2nd Vice-President

Mrs. Owen Hall, Celina, Ohio

Secretary-Treasurer

Mrs. James McGulre, Holstein, Iowa

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Mrs. Tom Berry, West Newton, Pa.

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Mrs. B. G. Coats, Long Branch, N. J.

Mrs. Harris Wilcox, Bergen, N. Y.

Two-Year Directors

Mrs. R. A. Waldrep, Atlanta, Ga.

Mrs. R. E. Featheringham,
Ashville, O.

One-Year Director

Mrs. Arnold Ford, Constableville, N.Y.

Christie's Publish Book on Auctions

"Christie's Since The War" is the title of a new publication coming off the press in May, reviewing the most important sales during the last 14 years by the famous London auction establishment.

Auctioneers selling art and antiques will find this not only enjoyable but useful for reference purposes. Copies may be obtained by writing directly to: Christie, Manson & Woods, Ltd., S. W. 1, London, England.

Mr. Ivan Chance, Vice President of the firm, is a member of the National Auctioneers Association.

The 'Perfect' Violin

A wanderer among London auction rooms has come upon a collection of violins. This is an experience that nearly wakes the philosopher in a man, and the philosopher usually mumbles the same question that he asked last time he woke up: "Why has no one ever produced a new-type violin to supersede the classic model as it appeared in the sixteenth century?"

The answer is invariably; the violin was born, like a certain goddess, need-

ing no improvements. But this is usually a view of those who admire from afar. The man with a fiddle under his chin sometimes has more original ideas, and his own brand of expressions therefor, on the supposed perfection of the instrument.

Like beauty in the eye of the beholder, the violin's perfection is frequently in the hands of the player. But even the most adroit manipulator may find his artistic efforts hindered by pegs that slip, fingerboards that change position as the weather changes, strings that stretch or snap. Some violins have screechy high registers or wolfish low ones.

That is why names like Stradivarius, or his teacher Amati, or Guarnerius lead all the rest. The perfection of the violin is a thing rarely achieved either by maker or player. And as a matter of fact a good many violin makers have brooded on the need for change.

It is only when their new-fangled notions take form in pulsating wood that the ancient violins really command their due. Even many of them are far from perfect. But all attempts to improve on them only remind one of the horse in the fable that offered his own specifications for self-improvement and became a camel—on which the playing of a sonata would be a pleasure to next to nobody.



THANKS - - -

to all those who helped toward making "C. B. Drake Day" a success. The telegrams, cards, your letters and personal good wishes will always be remembered.

C. B. DRAKE

Greater Terre Haute Auto Auction

P. O. Box 247
Terre Haute, Indiana

Make Your Plans To Rush to the Rockies

BY COL. POP HESS



It is just a few short weeks until we write the July issue and head for the Convention at Denver. And speaking of Denver and the convention, I just picked up by the grapevine that a fieldman for the railroads is checking possibilities on chartering special cars from the various states. What could be better to have rolling into Denver for the National Convention than carloads of auctioneers and their families. So you, Mr. State Association Managers, get lined up, get your carload ready. Somehow I had faith in this venture from the time it was first suggested and would like to see it put over with a slogan, "Car load of Auctioneers from each state—landing in Denver, July 16th."

I understand there would be no weight restrictions on car load lots. This reminds me of a few days ago when waiting for Mom Hess in the Doctor's office. The office was filled with people waiting to see the Doctor and as each one advanced to the reception desk for their turn the girl would take their name and weigh them on the scales. A little boy sitting near me with his mother was taking this all in and finally he said to his mother, "Gosh, Mom, they must take them by weight and charge by the pound."

In getting back to the coming convention, our readers will find much written within the pages of this issue, you will find suggestions and many views of thought. All such things come up in all conventions of all kinds and as the meeting gets underway many suggestions will be talked about and from it will arise thought and often action. While I will leave all such subjects to the boys who will be writing them as presented in this and other issues I will make one statement regarding this and

all such conventions—it is worthwhile to take time out and attend IF you are a live operator who is making auctioneering and the auction sale business his source of income.

While one may hear things at a convention that is not of interest to him, he can pick up points, pro and con, and from it all one can get an insight as to how the business in general is pulling as each year brings up new problems as well as progress. July 16-17-18 is the slackest time in the auction business, so you, Mr. Busy Auctioneer, lay the old gavel aside, polish up your nose, take the wife to Denver, Colorado, attend this convention, meet the auctioneers from all sections of the country, make new friends, new contacts and have more respect for yourself and your business when you get back home.

Evry busy auctioneer should take at least one vacation a year and this could certainly be a wonderful one.

May in Ohio finds the general run of livestock and general farm sales slowing down although our regular weekly livestock and farm equipment sales are going strong with all prices holding strong. There seems to be plenty of buyers with money and I am quite sure our busy Ohio auctioneers have all had a record run to date for 1959.

Often I am amused by being approached by folks who for some reason think that to be an auctioneer is some sort of a hobby rather than a business. It is interesting for me to take time to unfold to such folks that the auctioneer and the auction way of selling is really big business and far from hobby or pastime. Then we have those who make passing remarks that auctioneers and everything in way of an auction is crooked and a racket. Yet all they know

about is what they heard some person say or hint. I always love to dig deeply into such remarks and bring out the real facts. However, in both categories mentioned they are less in this day and age than ever in the history of the business.

I feel the credit is all due to the many honorable auctioneers and sales managers who have down through the years paved the straight hard road to make auction sales the most respected way of selling, regardless of what it is to sell or to be sold. As in all businesses there were and are a few operators who are looking for a shortcut, their slogan being get them today and forget them tomorrow, but that gap is well closed and we can look up to our State and National Auctioneers Associations who have done much to clear these short-cutters from the ranks. It is those from the short-cut group that have caused many of our city and town governing boards to ask for high-powered license fees before an auction can be held.

Much of this trouble is in the large cities and industrial county seats. In the general farm and livestock sales there has been much less evidence of interference — or wrong kind of auctions held. Many letters have come to me on State and National License laws for auctioneers permitting an auctioneer to go into any state. For sure no state can get across a National Law governing states. In many places city ordinances require a license even though a state license is also required. The answer is beyond me.

Many states do not require licenses but Ohio has one. If you can pay \$10 and post bond for \$1000 you are allowed to be an auctioneer. However, the John Q. Public who hires auctioneers keeps posted on quality of performance of auctioneers and would hire him regardless of bond or license. I feel, though, that this Ohio License Law is better than none. In case of mis-conduct the bond is there to back it up and mis-conduct can cover many things. No doubt, again this year a State and National License Law will be on the docket for suggestions. But there is still a 'Moses in the wilderness' to be found who could give birth to a correct answer on who

and what can produce the right answer that would be workable.

My personal feeling, after years of study and thought and many pages written on the subject I come up with this outstanding fact that is undisputable: The auctioneer and the auction way of selling has for some hundreds of years operated under less restricted controls than any other business and now stands out as one of the big business methods in way of converting real and personal property into cash with the best folks in America serving as auctioneers.

So it should not be hard to write a license to take care of them if so needed. As in all walks of life and in business, skunks will come into view and leave a bad odor but in due time the natives eliminate him and smelling and breathing is improved. So after looking back for better than 50 years in auction sales it is a business that warrants any auctioneer to take time out and attend the National Auctioneers Convention—and from that list may come the Moses we have for years been looking for to tell us what is best for our auctioneers and their profession in this year of 1959 and on into the future.

Hawk, Mace, Allgyer Head Ohio Marketme

COLUMBUS, Ohio—The record attendance 14th annual convention of the Independent Livestock Marketing Association was concluded here April 4th with the election and installation of officers to head Ohio's livestock markets trade association.

Harry Hawk, Creston, was elected to a second term as president. Three vice presidents, representing all segments of independent livestock marketing services, named were: Fred Gills, Marietta; Don Stewart, Payne and Leonard Woods, Galesburg, Ill. B. H. Anderson, Zanesville, was elected treasurer. William Mace, Washington Court House, was selected chairman, for the second year, of the Executive Committee. J. Roy Allgyer, Columbus, was voted to the chief administrative position, as Executive Secretary.

More than 180 market owners, wives

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and guests attended the closing banquet to hear Rev. Charles L. Harrison, Columbus, deliver an inspirational address, "Today and Tomorrow's Challenge." Alex Short, Ohio Department of Natural Resources, was toastmaster.

State Representative Vernon G. Hisrich explained the provisions of H.B. 288 at the closing convention sessions. The bill now before the Ohio legislature, is a revision of Ohio's marketing law and designed to coordinate Ohio market laws with the federal Packers and Stockyards Act now applicable to all market agencies, packers and dealers in interstate commerce. It also brings Ohio law into harmony with federal livestock sanitary requirements on the movement of livestock interstate. A new basis of licensing livestock markets, calling for proof of higher standards of responsibility and qualification, is also set forth. The Independent Association gave unanimous approval to the legislation.

The two-day convention program was given over to a schedule of discussions by market leaders, Ohio State economists and Ohio Department of Agriculture officials, of current matters and developments in the livestock marketing industry. Optimism prevailed in respect to 1959 livestock prices favorable to their customers, as obtained through the marketing services offered by the state's public markets.

To stabilize and strengthen the independent market firms in keeping with increased surety bonds to be filed under the Packers and Stockyards Act, the trade group adopted a clear-cut policy in respect to purchases at their markets. Payment is required promptly without extension of lines of credit to packers and others. This will effect an economy in operations, according to President Hawk, which will encourage plant improvement and expansion, as well as permit additional services to consignors.

C. T. 'Tad' Sanders, Kansas City, Mo., Executive Secretary of the National Association of Livestock Auction Markets, outlined the market promotion program of the national business trade association of the livestock auction market industry and the services rendered participating markets. He emphasized the recently

released "Guide for Livestock Auction Markets" clarifying provisions of the Packers and Stockyards Act as applicable to livestock auction market operations and related market transactions. The "Guide" sets forth the industry's code of business standards and operating principles upon which the status of "Nationally Certified Livestock Auction Markets" is maintained.

Plans were made for participation by the Ohio markets in the National Livestock Marketing Congress in Cedar Rapids, Iowa, June 25, 26, 27, 1959. This event combining the annual convention of the nation's livestock auction markets features a national program on all phases and aspects of livestock marketing. The first Continental Sweepstakes Cattle Sale on June 25, a national sale of carlot consignments of top cattle from throughout the markets, and typical of their trade areas, will highlight this year's Congress.

Named to the Ohio group's Executive Committee besides Chairman Mace were: Veryl Cisco, St. Mary's; C. K. Elliott, Mt. Victory; John Holland, Kenton; T. L. Murray, Dayton; and Frank B. Teegardin, Columbus.

The full slate of the Board of Directors elected in addition to the officers and executive committee is composed of: Robert Bachrach, Plymouth; Frank Bowling, Circleville; Gwynn Burk, London; Charles Courtris, Jr., Lafayette; Dwight Roudebush, Celina; Hal Everett, Zanesville; George Grosjean, Wooster; Gayle Locke, Catawba; Don Mesnard, Tiffin; Russ Beales, Kidron; Amos Rothschild, Stony Ridge; Vic Ruhe, Findlay; Glenn Shreve, Damascus; Ralph Lugbill, Archbold; C. R. Ward, Fostoria.

An early meeting of the Board was announced by President Hawk to formulate steps in an aggressive trade promotion program of the State's independent livestock markets.

FETCHING!

Mother had bought Father a new tie for Father's Day. "I wonder what would go best with it?" she asked proudly after he'd opened the package.

Father eyed the violet-colored horror and exclaimed, "A beard!"



Truman Kongsle (left) receives gavel and a one year membership to the National Auctioneers Association from W. J. Hagen, Executive Secretary of the Western College of Auctioneering, Billings, Mont., at the March graduating exercises. Jim Schene, Stockton, Calif., receives a similar award from R. J. Thomas, President of the College. Messrs. Kongsle and Schene served as President and Secretary-Treasurer, respectively, during the March term of the College.

AUCTION MARKETS HANDLE RECORD VOLUME IN 1958

KANSAS CITY, Mo.—The nation's livestock markets handled a combined total of more than 108 million head during 1958, according to salable receipt totals compiled by Livestock Market Foundation, independent statistical and industry research agency of the National Association of Livestock Auction Markets.

The Foundation's industry-wide tabulations, based on data from federal and state governmental agencies and additional statistical information from reliable private sources, show that combined total volume of both auctions and private treaty markets was 2.5 per cent over the 106 million head sold by all American markets during the previous year 1957.

The all-markets totals for 1958: 38,122,828 cattle, 17,555,533 calves, 39,599,861 hogs, and 12,704,059 sheep and lambs.

Especially significant in the annual volume tabulations is the continuing gains of the nation's expanding livestock auction market industry. Percentage-wise, the more than 2,300 high bid marts over the nation handled 57 percent of all animals consigned to all markets—a gain of approximately 4 percent over the preceding year. The auction markets during 1958 sold a total of more than 62,500,000 head of cattle, calves, hogs, sheep and lambs compared to a lesser 56,000,000 head for 1957—a substantial increase of 11 percent.

Popularity of the auction method of selling livestock at market was emphasized by dwindling private treaty market volume during the past year. While the auctions registered gains in volume over 1957, private treaty market sales of all species were off from the previous

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year with total volume declining 7 percent during the 12-month span.

Livestock auction markets handled 68 percent of the total cattle and calves consigned to all markets during 1958, a gain of 5 per cent over 1957. Sixty percent of all cattle was sold by auction and 85 per cent of the calves also were handled by the high bid system markets.

During 1958, the auction markets showed a 5 percent increase in cattle, a 7 percent increase in calf receipts, and also scored gains in hogs and sheep.

Private treaty markets, though slipping in volume, continued to hold a percentage edge in hog and sheep receipts. Tabulations show that central markets handled 55 percent of the hogs, 52 percent of the sheep and lambs. These percentages were off, however, from 1957 when they sold 59 percent of the hogs and 54 percent of the sheep consigned to all markets.

Heaviest marketings of cattle, calves

and sheep and lambs were registered during September and October. Swine consignments were largest during October and December.

Lightest runs of cattle, calves, sheep and lambs came during February, and hog receipts were at their lowest monthly total in July.

Pace-setter of the nation's more than 2,300 auction markets was Norfolk Livestock Sales Co., Norfolk, Neb., which handled a new record volume of 415,015 head of livestock for a gain of 27 percent over the previous year. The Norfolk firm is the nation's largest livestock auction market and also is the No. 1 auction market in the country in hog volume. Its salable receipts of swine totaled 260,000 head in 1958, compared to 204,000 for the previous year — a gain of 26 percent. Total dollar volume of the Nebraska market was \$38,500,000 in 1958 —compared to \$31,000,000 for the previous year.

Amarillo Livestock Auction, Amarillo,



Promotional Items

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

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

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

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803 So. Columbia St., Frankfort, Indiana

Tex., the world's largest cattle auction market, sold a total of 266,373 cattle and calves during 1958, compared to 216,075 head in 1957 — a gain of 23 percent. The Amarillo market's dollar volume climbed from \$20,000,000 in 1957 to nearly \$37,000,000 in 1958.

Another national auction market leader, Mills County Commission Co., Goldthwaite, Tex., moved a total of 401,928 head of sheep and goats during 1958 for a gain of approximately 5 percent over their 1957 volume of 383,647 head. The annual dollar volume of the nation's leading sheep auction climbed from \$3,826,446 in 1957 to \$4,119,287 in 1958.

Indian Relics Sold In New York Auction

One of the largest collections of Indian relics ever offered was sold at auction, May 2, near Jamestown, New York. This was the collection of the late Orry Heath which was sold along with some 8,000 other items in liquidating the estate.

The collection was purchased by Mr. and Mrs. Ralph W. Taylor, Lakewood, N. Y., for presentation to the Chautauqua County Historical Center, Westfield, N.Y. Some 3,000 items, including arrow heads, spear heads, tools, various other artifacts, several books and clippings, was sold intact as one lot. Mr. Heath had collected the articles entirely in this country and places where they were found was completely indexed on hand drawn maps made by him.

Four persons bid actively on the collection but two dropped out early. An Irving Indian was main competitor. The latter was said to have been the son of Chief Kennedy of the Senecas. It was said that the collection was of special interest to the Senecas as this was their original home territory and many of the items may well have been used by their forebearers.

Frank O. Seymour, NAA member of Mayville, N. Y., was the auctioneer who conducted this enormous sale.

ACUTE PARENTITIS

We read where a surgeon says it will soon be possible to stop and start a human heart. Kids have been doing that to parents for years.

Nebraskans Hold 11th Annual Convention

Auctioneers from throughout Nebraska, with their wives, started gathering early at the Evans Hotel in Columbus for the Eleventh Annual Convention of the Nebraska Auctioneers Association, May 3rd. In fact several came the night before and all stayed until the close of the activities.

The day was filled with interest—a Board of Directors meeting being the first official act on the program. This was at 10:00 A.M. President Dick Kane called the meeting to order at 10:30 and introduced Milton Wagner, Mayor of Columbus, who welcomed the conventioners to his City. Response was given by Col. Dick Grubaugh, David City, Nebraska.

Following the report of the Secretary and Treasurer by Col. John Thor, all auctioneers and guests introduced themselves and the meeting was adjourned for the noon meal.

The afternoon program got underway with the introduction of the Convention Chairman, Col. W. V. "Bus" Emrich of Norfolk. Col. Henry Buss, Columbus, first President of the organization, reviewed the progress from the time of its inception down to the present date. Col. John Ryan, Greeley, popular and witty bachelor auctioneer, was the next speaker using as his subject, "My Profession." Col. Bernie Hart, Frankfort, Ind., spoke on the importance of the National Auctioneers Association.

Col. Cecil Emrich, Norfolk, described the Packers and Stockyards Act as it applies to Livestock Auction Markets, mentioned vertical integration and pointed out that the Auction Market is the last bulwark of competitive livestock marketing with emphasis on service by the markets and the use of the best auctioneers available even though they may cost more.

A member of the State Department of Roads, Mr. Fred Gardener, spoke regarding Eminent Domain and its effect on real estate prices. Col. Ernie Weller, Atkinson, conducted a brief Memorial Service for those members who had passed away during the year.

Dale Hanna, York, presided over a

panel discussion using the subject, "How can we avoid conflicting dates on farm sales." A Question Box period was also held.

In the business meeting it was voted to subscribe a fund to the National Cowboy Hall of Fame in honor of the late Col. T. D. Preece, a pioneer of the State and an active and successful auctioneer until his death at the age of 90 years.

New President for 1959-60 is Col. Bus Emrich, Norfolk, and Col. Donald D. Zicht of the same address will serve as Secretary-Treasurer.

A banquet was held in the evening with Col. Jim Martin, Chappell, serving as toastmaster. Entertainment was provided by the musical talented Pat McGill family of Wisner, and Everett Conover, Colorado Springs, Colo., gave the address of the evening, entitled, "Stop, Look and Listen."

Rare Americana Sold

LONDON — A sixteenth-century first edition of Jacques Cartier's "Shorte and Briefe Narration" of his first two voyages to Canada was sold at auction here for £ 4,200 (\$11,760).

Printed in London in 1580 from a translation by John Florio, the account of Cartier's explorations of the St. Lawrence

River between 1534 and 1537 brought the top price in a sale of 222 items classified as Americana. It was bought by the old British book firm of Henry Stevens.

The auction was arranged by Sotheby's sales rooms to coincide with the presence of about fifty members of the Grolier Club of New York, an association of book-lovers that is celebrating its seventy-fifth anniversary in London. The sale realized a total of £ 25,980 (\$72,744).

The second highest price of £ 3,400 (\$9,520) was paid for a seven-inch terrestrial globe, made sometime before 1533.

Huge Diamond Fetches \$27,000

STOCKHOLD, Sweden — One of the world's largest diamonds was sold at auction for 139,100 crowns \$(27,100). Experts believe the diamond once was a crown jewel of the Russian Czars.

A Stockholm art firm sold the diamond for Ragnar Aschberg, Swedish businessman who bought it from a Russian noble fugitive after the revolution in 1917.

Modern gadgets are wonderful. In the old days we were always having to pull the burned toast out of the toaster. Now the burned toast pops up automatically.

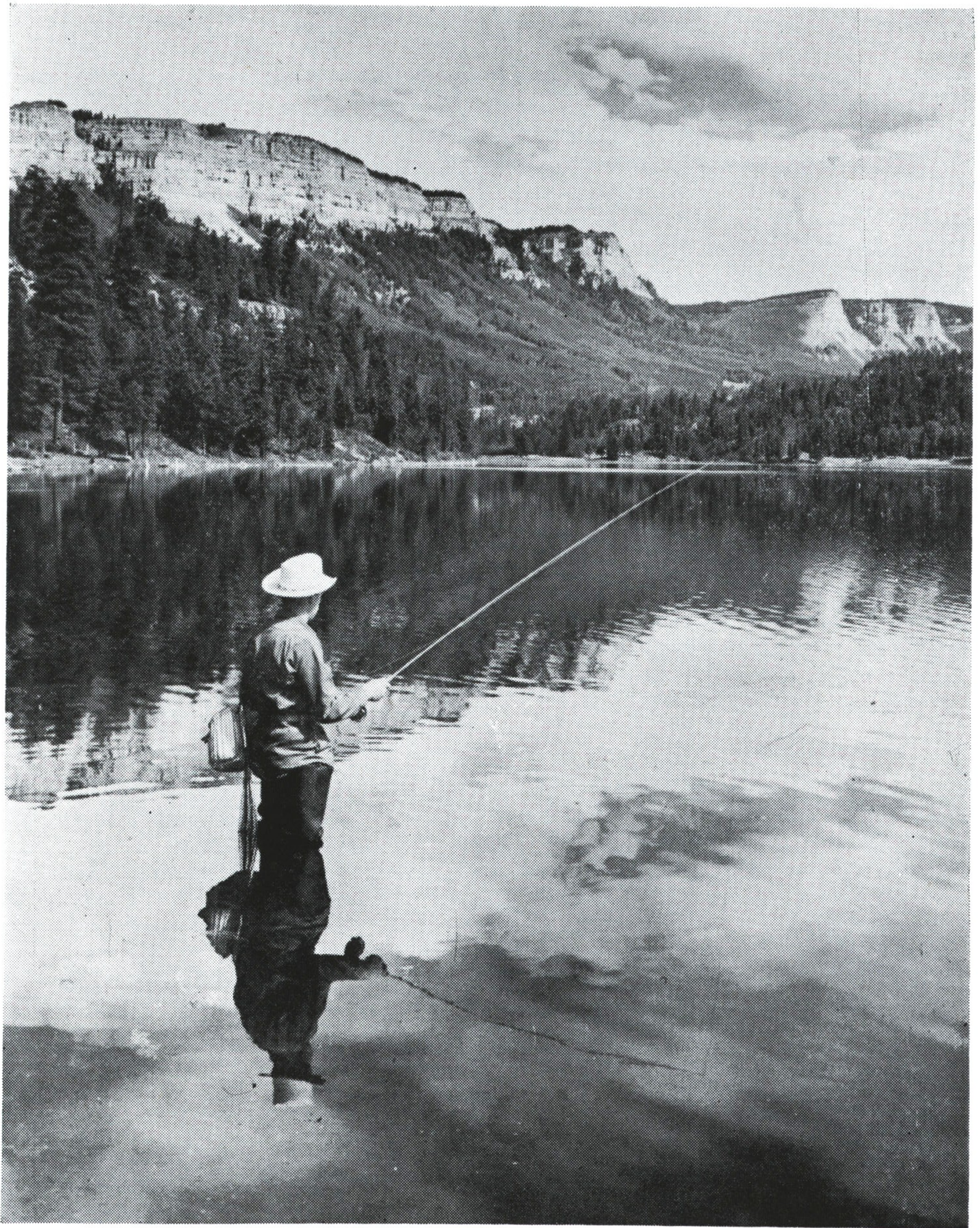
MISSING?

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

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HIGHWAYS TO HEAVEN—Although Colorado is one of the ruggedest of mountain states, broad, paved highways lead across the mountains in every area of the state. This view shows one of the nation's most famous highways, Trail Ridge Road, through Rocky Mountain National Park. Each year, nearly 1½ million visitors travel this route between Estes Park and Grand Lake. It is the nation's highest continuous highway, soaring continuously above 11,000 feet for some 12 miles. Colorado Public Relations Dept. Photo.



HIGH COUNTRY FISHING—Long known for fabulous trout fishing, most Colorado waters are easily accessible to the occasional fisherman as well as the most ardent fly enthusiast. More than 1,000,000 pounds of trout will be planted in the state's 4000 miles of trout streams and hundreds of lakes during 1959. Colorado Game and Fish Dept. photo by George Andrews.

Don't Pity Yourself Help Yourself

By COL. B. G. COATS

Many times it is easier to sit back and let the other fellow do it or let the world roll merrily along. It just seems to be human nature to take the road of least resistance, rather than do something about it.

This is not the attitude that has made for so much progress in recent years in the auctioneering profession. This is not the attitude that makes more and more people liquidate their holdings by way of the public auction sale. Complacency and self pity, when things are not as we would like them is no way to promote our profession and our business.

Every Auctioneer is or should be up in the job he is doing. That is the most important thing. However, in order to do the job a little better there are many things Auctioneers can do to help.

Be sure that you and your fellow Auctioneers are regularly receiving the magazine of your profession. That all are members of their state and national Associations. Help yourself and your profession by doing or trying to do something that will make for better Auctioneers and better auction sales. At the same time it helps focus attention by the public on the Auctioneering profession—it is a means of promotion.

Attend meetings when ever and where ever they are. Be a part of the profession that you have chosen. In the eyes of the public you are a show window and by your initiative you can turn the spotlight and the public on the best of your creative efforts. Most Auctioneers realize all of these things and many more play a very important part in the profession. They are fully aware that if new interest is to be inspired they make it their business to be present at all occasions where their interest is advanced. By so doing they not only help to promote their profession but they will

find that they are opening up new avenues of revenue for themselves.

Every Auctioneer wants to progress. He looks forward to every sale being better and better but he must be prepared to make that sale better. Don't feel sorry for yourself if the other fellow races ahead of you. Examine yourself and you will no doubt find that the fellow who is racing ahead of you always attends his national convention, is an active member of his state association. He is putting into practice what he has learned from others. His education is being constantly improved upon. He is helping himself.

Come July 16, 17 and 18, hundreds of Auctioneers, their wives and families will converge upon Denver, Colorado. There to help themselves in their thirst for knowledge of their profession. Hungry to better themselves and advance their profession. The Auctioneer who stays home and imposes self pity had better start looking some where else if he is dependent upon Auctioneering as a livelihood. The Auctioneers of the United States are on the march as never before and you will see for yourself when you gaze upon the faces of hundreds from all parts of the country assembled in national convention for three days of auctioneering promotion and advancement and a spirit of fellowship found only at a national Auctioneers convention.

If you pity yourself stay home. If you want to help yourself come to the convention early and stay late. There is no mathematical formula or shortcut that will guarantee success of an Auctioneer. It is up to the individual to help himself. The boys in Colorado are expecting a registration of 500 at the convention. May each of us be present and do our part in helping them to make it a reality. Because of the scenic

IN UNITY THERE IS STRENGTH

beauty, the ideal climate and the unexcelled hospitality of the people of Colorado, I would not at all be surprised if the convention registration far exceeded 500. Better write or wire now to the Shirley-Savoy Hotel for reservations.

We've Modernized Our Kitchen

Housewives, including yours and mine,
from Jacksonville to Nome,
Are making over kitchens, bright with
counters trimmed in chrome,
New sinks and stoves and cabinets, air
vents with stainless dome —
In short, transforming sculleries to show-
rooms of the home.

We once enjoyed a coffee smell upon a
chilly day;
Corned beef aromas, bacon, too, were
once allowed to play
About our hungry features till our
kitchens said us nay
By means of rotor fans which blow all
fragrances away.

Before bright-colored coverings adorned
our kitchen floors
We had a place to saw or pound on
pleasant household chores;

Such projects now our better half dis-
courage, deplores,
So if we do not like the basement, we
can work outdoors.

Like other innovations, this has com-
pensations, too:
Men do not have to dry the dishes, as
they used to do;
With kitchens all so streamlined, wives
prefer to work in lieu
Of cluttering up the spotlessness with
husbands, old or new.

—R. Pettis Askue

Killers' Weapons Sold at Auction

LEWIS, England—The late sir Edward Marshall Hall, a leading British lawyer until his death thirty-two years ago, was counsel for the defense in many notorious murder cases. Each time he asked for, and usually got, a souvenir from among the trial exhibits.

He left the lot to his confidential secretary, Ernest Harvey, who this week put it up at auction. It was snapped up in forty seconds by a coin dealer for the equivalent of \$392. It included three daggers, four revolvers, a double-barreled pistol, a Browning automatic pistol and other lethal items.

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Col. Franck Diercks—Hay Springs
Col. W. V. "Bus" Emrich—Norfolk
Col. Ray Flanagan—Albion
Col. Dan Fuller—Albion
Col. Rod Gillespie—North Platte
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Albuquerque

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

ONTARIO

Col. W. D. Atkinson—Stouffville

TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

THE MEMBERS SAY . . .

Friend Bernie:

I am enclosing a photo of the Missouri Slope Livestock Auction, Inc., here at Bismarck, N.D. It was built in 1956.

The yards and pens are all constructed of steel pipe and cable, entire yards are cemented with sewer and water in every consignor's pen. We have pen room for 3500 head of cattle. Our barns are of steel construction with pen room for 435 head of cattle and these pens are also steel pipe and cable. The sale arena, office and cafe are made of molite blocks. The entire operation is considered 97% fire-proof. The sale arena seats 1,000 people and is heated with natural gas. This is one of the most fireproof Auction Markets in the Northwest.

This photo was taken March 19th, the day of our all-breed bull and female sale. We sold 243 bulls, Angus, Short-horns and Herefords, that averaged \$572.00. The 41 females, mostly yearlings, averaged \$296.00. Freddie Chandler and I did the selling, the auction time being 8½ hours.

In the background is North Dakota's Capitol City, Bismarck, population over 27,000. Bismarck is located on U. S. Highway No. 10 and U. S. Highway No. 83. We have rail service on the Northern

Pacific and Soo Line right at the Sales Yard.

Owners of the Missouri Slope Livestock Auction are F. E. Fitzgerald (that's me), President; A. Miller, Vice-President; Matt Frolich, Secretary; Jerry Bowen and R. S. Jackson, Directors.

We need rain here very badly. It has been cold and dry. Most of the small grain is in. (May 13). The pastures and alfalfa need rain right now. The farm sales and real estate sales are all going good.

I must get busy and pick up a couple more members before Convention time. I'll be seeing you in Denver, July 16-17-18.

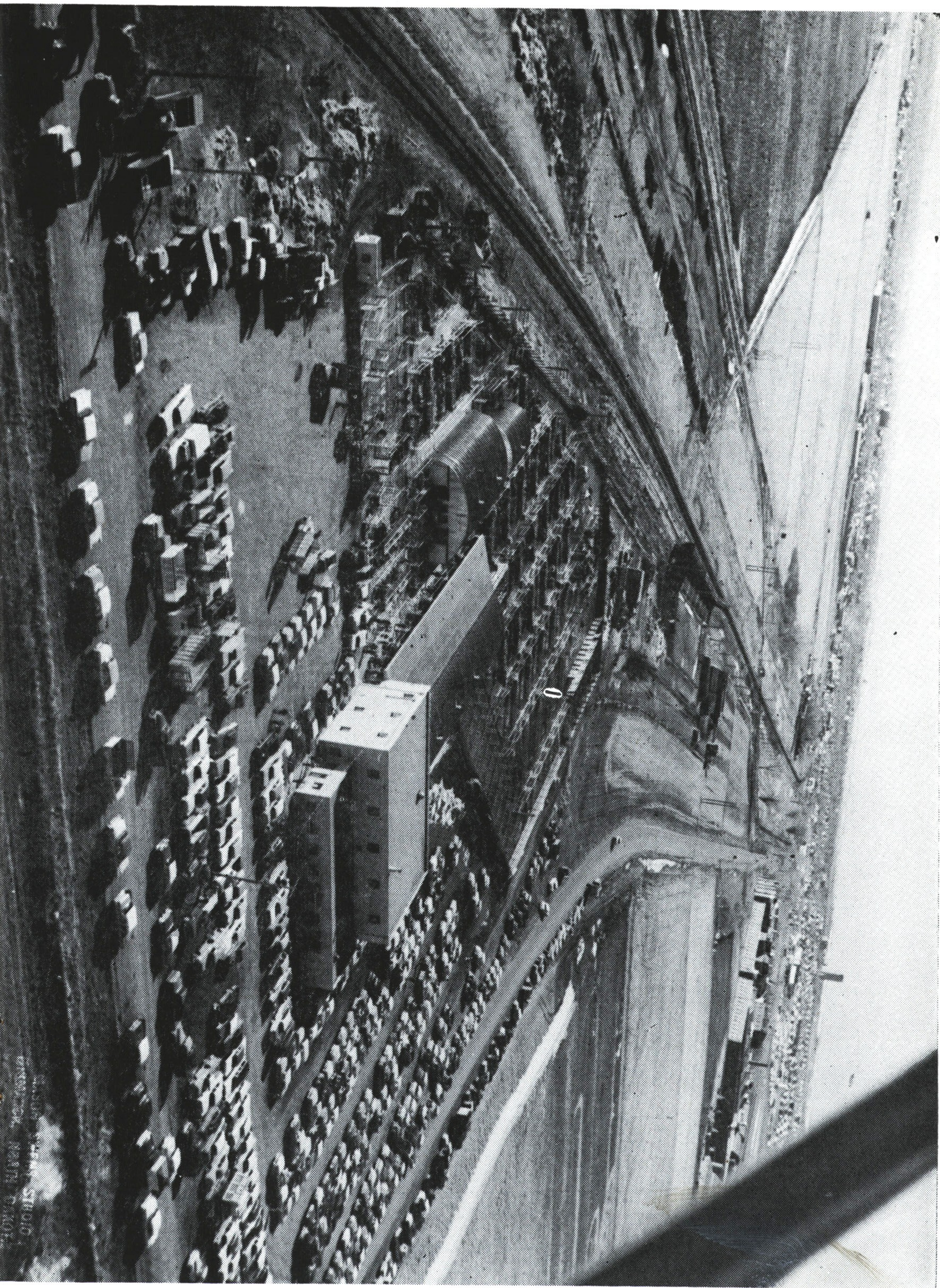
Sincerely,
F. E. Fitzgerald
Bismarck, N.D.

* * * *

Dear Mr. Hart:

Just a few lines and a check to keep my name in the Auctioneers List (Booster Page) for the next year.

I arrived home from the Nebraska Auctioneers Convention at Columbus, Monday afternoon, driving in rain. The country looks good and prospects fine for 1959. Enjoyed every minute of the Convention and wish to give Dick Kane and his able assistants a word of praise



IN UNITY THERE IS STRENGTH

for another successful and pleasant day.

I am proud to be an auctioneer and a member of the Nebraska and National Auctioneers Associations. Every auctioneer should feel the same as we have a profession that is not only interesting and profitable, but the many changes and the call for all we can put forth to do our best is a challenge and if one loves to sell it is also fascinating. I wish there was some way we could get all auctioneers to realize that organization of our states and combined with our national association is becoming more important every year.

Was happy you could be with us at Columbus, Nebraska, May 3rd, and look forward to meeting you and the many friends I have made at the National Auctioneers Convention in Denver, Colorado, on July 16-17-18, 1959.

Sincerely,
Stacy McCoy
Arapahoe, Nebr.

* * * *

Dear Col. Hart:

Everytime I receive my copy of THE AUCTIONEER I read it from cover to cover and enjoy it very much as I find a lot of worthwhile material in it. Each time I note on the masthead that all members are contributing editors so I thought I might as well send in a little "blurb" for your consideration. If you have a little spare space or need a filler for the next issue or so you might be able to use it.

Since joining the NAA I have really enjoyed reading the auction news and views of various members and the stories about various sales around the country and I want to commend you for doing a fine job in the publishing end. I know that you must put in many hours to get this little trade journal in shape before you can take it to the printer and "put it to bed."

Our common good and goal is to further ourselves and to make money and I think that the NAA can help any member do just that and through the interest and efforts of the membership auctioneering can be elevated to a high professional status. Along those lines I can't help but think that if all members would subscribe to the Code of Ethics and sell the public on the auctioneering field more auctions would result. But

as long as a few "gypo" artists still offend the public we have a long way to go. Restrictive license laws are a direct result of the actions of these people and in some areas it is getting worse by the day.

One thing about THE AUCTIONEER, if I may say so without being critical, that would greatly enhance the value of the magazine would be more stories on the actual conducting of auctions — the mechanics of the sale itself. I realize that we are presumed to be auctioneers before being admitted to membership but has any one of us ever finished learning? I don't think so. Now as far as I am concerned, I know that I am not. Every sale I attend that is being sold by another auctioneer teaches me something, a new way of lotting merchandise, a new method of expediting certain phases of the sale or perhaps a different check-out system. Now I know that we all attended Auction Schools and have all studied the material available but we need to progress and by me making public a method I use in sales in California, it might help my fellow member in Kentucky, or vice versa. Maybe we could get some of the membership to write a few articles on various phases of the sales they handle. They need not be authors, I'm certainly not, yet I am sending a little article for publication.

Will wind this up and wish you well in all your endeavors and keep up the fine work.

Your fellow member,
William "Bill" Riley
Fresno, Calif.

* * * *

Gentlemen:

I must say it is a real pleasure to be sending my membership dues again. I enjoy your publication and look forward to it each month.

I always enjoy Pop Hess' articles and fully agree on the license issue featured in the magazine just received. (May, 1959).

Auction business in New Hampshire has just started and we are looking forward to a full season. Enclosed is \$5.00 for Booster Page, would sure like to see more names from New Hampshire.

Sincerely,
Ed Dean
Nashua, N. H.

May 7, 1959

Mr. Bernard Hart, Secretary
National Auctioneers Association
Frankfort, Indiana

NATIONAL LIVESTOCK MARKETING CONGRESS
CEDAR RAPIDS, IOWA — JUNE 25, 26, 27, 1959

Sincere greetings to you for National Auction Week. It is a highly appropriate time to extend a cordial invitation to you and the members of your organization to attend and participate in the second National Livestock Marketing Congress, Cedar Rapids, Iowa, June 25, 26, 27, 1959.

The annual convention of the livestock auction markets from throughout the country is combined with the Congress.

A special feature of the 3-day event this year will be the Continental Sweepstakes Cattle Sale, Thursday evening. Markets from throughout the country are consigning carload entries typical of their respective trade areas. Fat cattle entries will be consigned by the Iowa markets. It has been aptly referred to as the "Sale of the Century." We have four of the most outstanding auctioneers specializing in market auction selling to sell this fine lot of cattle.

We think your family would enjoy the event with you. Entertainment is being specially provided for the ladies and any amount of activity for the children.

A hotel reservations request card is enclosed to insure enjoyable accommodations during your stay. More can be supplied for others in your organizations who are interested. We look forward to seeing you.

Very truly yours,
C. T. 'Tad' Sanders
Executive Secretary

CTS: j1

Enc.

Polled Herefords Bring \$18,000

BAD AXE, Mich.—The top-selling bull at the recent Water Wonderland Polled Hereford Breeders sale here was sold by Hugh Monroe, Elkton, for \$925. The buyer was Bickwood Farms, Charlevoix. Highest price for a female was \$475 paid

by Alfred Philp, Bad Axe, for a two-year-old heifer consigned by Earl Gudakunst, Port Hope.

The 48 animals consigned brought a total of more than \$18,000. Most of the bulls went into northern Michigan for use in commercial beef cow herds.

Auctioneers were Bernard Hart, Frankfort, Ind., and Don Moore, Caro, Mich.

Veteran Minnesota Auctioneer Has Sold Nearly Everything

By Bob Norberg, Lake City, Minn.

MILLVILLE, Minn.—For Albert Mass it was a boyhood ambition, ever since he'd visited an auction with his father as a 10-year-old.

Now he's been at the auctioneering game for some 38 years and concludes that "it isn't as easy as I thought it would be."

But in all probability, Albert and his partner, brother Joe of Lake City, have been a bit more successful than they imagined they would be. Both are graduates of the Jones National School of Auctioneering in Chicago—and the career they launched upon graduation includes several thousand sales, hitting a peak pace of 200 per year for the past decade and a half.

They've auctioned when it was shimmering hot (100-plus in the shade) and when it was downright frigid (30-below during a farm sale near St. Charles). They've sold pet cats and excavating machinery—passing just about every kind of an item beneath the mallet.

As many as 2,000 have attended Maas-auction sales. Items have been rattled off at a rate of more than 100 an hour—with a total of 825 separate items being sold two years ago at a Mazeppa auction during a six-hour period.

Does Much Traveling

The Millville auctioneer puts between 45,000 and 50,000 miles a year on his car and he and brother Joe have staged sales in a five-state area, including the Dakotas, Iowa, Wisconsin and Minnesota.

"We could hardly book more sales a year than we now do," Albert explained. "We have to have some time to make sale preparations." For two months of the year, usually from August 20 through Oct. 20, the auctions are booked solid—without a day's break.

What sale stands out among the thousands since 1921?

Albert says it was his longest stand, an 11-day ladies' ready-to-wear auction sale in Park Rapids, Iowa. That was in

July 1929. "I was just a young fellow and the man directing the sale was very critical . . . a rough customer. It made me uneasy and I wanted to do a good job."

And evidently he did.

That "rough customer" later wrote a letter of recommendation for Albert, writing that he had found him "a hard worker, strictly honest and with a strong and pleasing personality."

Beginning as farm sale specialists, the Maas brothers have expanded into other areas—restaurant fixtures, heavy-duty equipment, store merchandise, household furnishings, antiques. A seven shelf steel cabinet is crammed full of the sale bills accumulated over the years.

Enthusiastic Seller

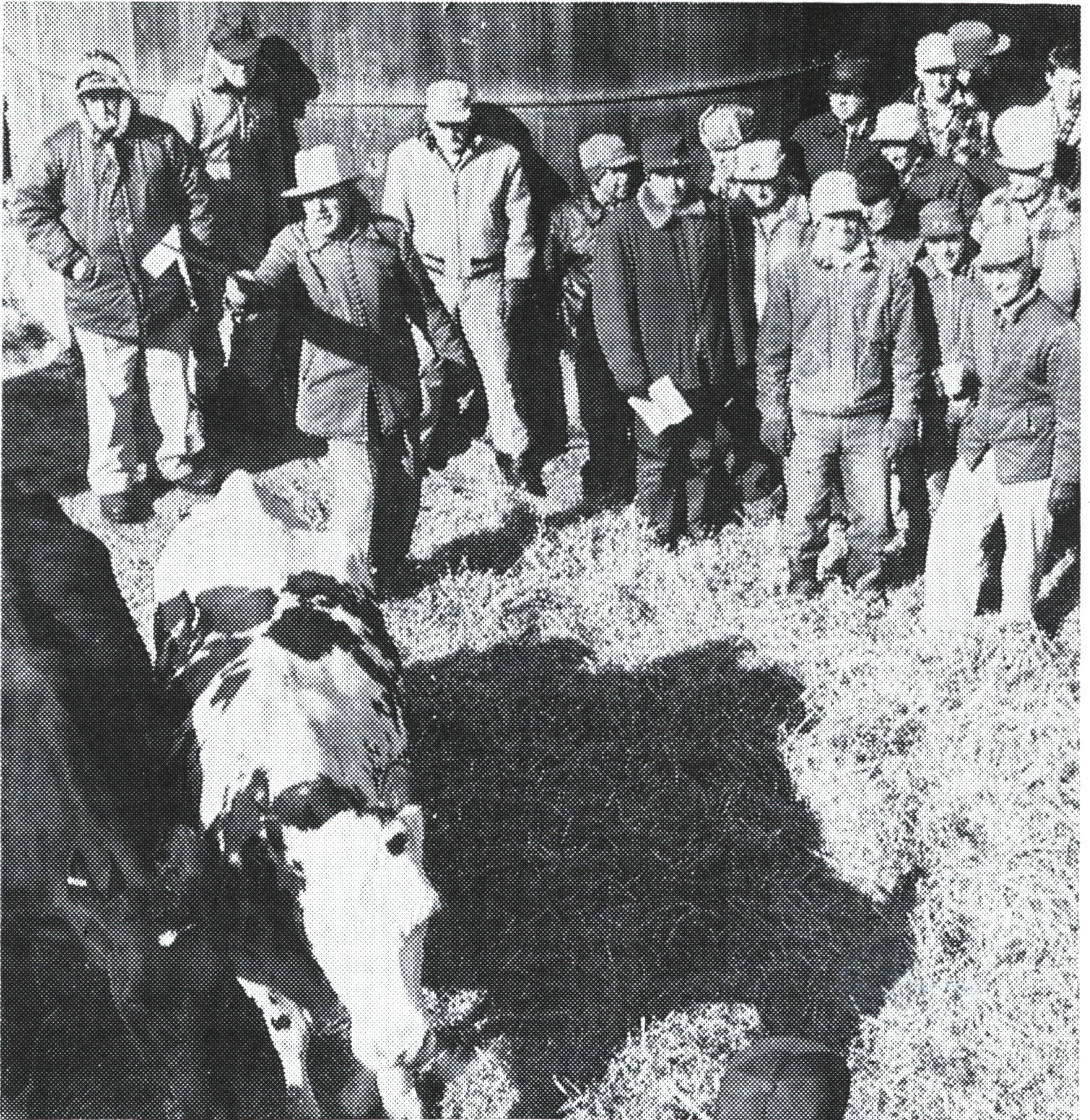
Albert does all the "crying" for sales, while brother Joe helps scan the crowd for bidders, in addition to giving assistance in booking and sale preparation. An enthusiastic seller, Albert goes through a half-dozen canes a year, breaking some of them over farm machinery in his sales exuberance.

Auctioneering, Albert explains is more than "crying" the sale. For every three-hour sale there's two days of work arranging, advertising and winding it up. But the real art comes in knowing values. "You have to know your article—its value new, its worth currently. And this is becoming a more complex problem these days. The public is beginning to become aware of values, too. If the crowd finds out that you don't know your stuff, the word will get around."

Art Expert Files Bankruptcy Plea

Sigmund Rothschild, New York appraiser, filed a voluntary petition in bankruptcy in Federal court. Although the petition listed liabilities of \$367,180 and no assets, Mr. Rothschild said that the actual amount of debt was nearer \$35,000.

The 42-year-old art appraiser, who lives at 336 West End Avenue, said that his losses had developed from an ill-fated venture into an antique business. He said that he had sought to pay off as many creditors as was possible.



VETERAN AUCTIONEER—Albert Maas, Millville, is shown waving his cane at a livestock auction on the Lynn Pheilsticker farm near Wabasha during zero weather. Maas, and his brother, Joe, have been in the auctioneering business 38 years and have presided at sales in five states. Albert frequently breaks canes in his enthusiasm over sales. (Photo by Bob Norberg).

Mr. Rothschild, who once described himself as a frustrated painter and sculptor, for many years has been noted as an art detective. He was credited with uncovering a Titian painting valued at \$30,000, which a woman had bought for \$105.

For several years he was featured

at the National Antiques Show where for \$1 he gave an opinion on any painting, sculpture, relic or curio that was brought in for an appraisal. He was also a television personality, appearing on a program where experts determined the value of art objects.

Pony of the Americas New Breed Planned for Youngsters

PHILIPSBURG, Mont.—The Pony of the Americas Club, Inc., is a non-profit organization founded in 1955 with headquarters in Mason City, Iowa. Its purpose was first and foremost to meet the unfilled demand for larger saddle ponies for youngsters to use for pleasure, to show and for work.

Its aim is to develop a new uniform breed of a Western type saddle pony, a miniature stock horse which must have Appaloosa color and characteristics, yet a separate breed from the Appaloosa horse.

The ideal type shall be a happy medium of a Quarter Horse and an Arabian in miniature; a pony with Appaloosa color and characteristics, having a quiet disposition; a pony of intelligence to be used primarily as a Western saddle pony; a utility pony of substance and style and strong enough to carry a man; a pony the public will recognize and accept as a "using pony."

At the present time the Pony of the Americas Club has approximately 300 members from 33 states and 3 provinces of Canada and there are 245 ponies registered.

The Stud Book is open for foundation stock and any pony within the height limits of 44 to 52 inches with Appaloosa markings is eligible for registration.

There have been quite a number of classes for the Pony of the Americas at various shows throughout the country and because of the ponies' color and style and appearance as a miniature horse, the Pony of the Americas has met with a great deal of public interest and enthusiasm.

We have had these ponies on the ranch for three years to break, ride, drive and show, and have been much impressed with their ready adaptability. They are easy to break and seem eager to please. Since they are really miniature horses, they handle and move like a horse with a horse's reliability and do not have the short choppy gait of the small pony.

They take to cow work like a duck to water and seem to have a combination of the Quarter Horse and Appaloosa disposition — what could be nicer! They are a good driving pony — not the fine harness type — and can pull and stay with it. Our stallions are often exercised in harness. These ponies are winning our hearts with their disposition and intelligence. Though small in size, they are big in spirit and heart — will pack a grownup or a youngster and give them a good ride all day.

For the past two years, the Pony of the Americas Club has held an annual breed promotion sale in October at Mason City, Iowa. Breeders from all over the country consigned ponies to this sale and the sale figures convincingly show the growth of the organization and the members' confidence in its future.

Parke-Bernet Head Dies At Age 85

Hiram Haney Parke, 85, art appraiser and auctioneer who in 1937 co-founded Manhattan's Parke-Bernet Galleries, which became the U.S.'s largest auction house, handling paintings, books, furniture, tapestries, stamps, etc., died in Mt. Airy, Pa.

Parke brought down his hammer on some of the most grandiose sales in art history. Maintaining an air of disinterested opulence, he could up bids hundreds of dollars with a shrewdly timed word, thousands with a sentence.

In 1928 he sold Gainsborough's *The Harvest Wagon* to Lord Duveen for \$360,000, also peddled such miscellaneous treasures as the manuscript of the Gettysburg Address and a lock of George Washington's hair.

OH JOY!

Wouldn't it be fun, if a husband could do all the things his wife suspects he does?

Members Come From All Over America

Continued renewals and new memberships arriving daily in the office of the NAA secretary has brought the number of memberships received for the fiscal year past the thousand mark. The period of April 16 through May 15 has brought members from all sections of the country. Following are the names of those received, the asterisk indicating renewal:

*Henry L. Jones, Kentucky
 Leon S. Gatson, Kentucky
 *Carl R. Maloney, Kentucky
 *Earl E. Cornwell, Indiana
 *Ralph T. Richards, Pennsylvania
 *L. C. Christensen, Wisconsin
 *Bunnie Tyrrell, Kansas
 *F. E. Nissen, Iowa
 *Frederick E. Sherlock, Kansas
 *Fred Barker, Texas
 *Turner Kees, North Carolina
 *Milton J. Dance, Maryland
 *Arthur Gordon, Illinois
 *Joseph Goldberg, Illinois
 Ralph Bristol, Nevada
 *Louis J. Marion, New York
 *L. G. Schloatman, Wyoming
 *Lowell Buck, Illinois
 *Clinton A. Peterson, Iowa
 *Sidney White, New York
 *William T. Barnett, California
 *W. D. Bruce, Indiana
 T. B. McCowan, Kentucky
 Forrest J. Bouse, Indiana
 M. E. Salmons, Florida
 *Ed L. Buckner, Missouri
 *Carl N. McNeil, Virginia
 E. Wayne Gibson, Texas
 *John Breidigan, Pennsylvania
 *Luther Deitch, Pennsylvania
 *Edwin Small, Kansas
 *H. C. Staats, West Virginia
 Dave Matheny, Pennsylvania
 Virgil Means, Colorado
 *Edward H. Ahrens, Illinois
 *Charles D. Garrison, New York
 *Adrain M. Rhyne, Michigan
 L. M. Young, Jr., Virginia
 *George Jacobs, Missouri
 Ray L. Pruett, Utah
 *Everett R. George, Jr., Pennsylvania
 *Bernard Bartiskowsky, Pennsylvania

H. G. Padgett, Illinois
 *Vaughn Lipp, Indiana
 *William D. Longo, Rhode Island
 *Paul L. Good, Ohio
 *Harvey E. Lesh, Indiana
 *B. F. Mick, Oklahoma
 Harry J. Argus, Indiana
 *E. K. Elmes, Minnesota
 Jack Williams, Colorado
 Everett Dennis, Colorado
 John W. Burkhart, Colorado
 *Phil J. Lambert, New Hampshire
 *Kenneth M. Rice, New York
 *Clifford W. King, New York
 *Harold Cohn, Georgia
 *W. J. Altpeter, Florida
 *Phil Sanders, Mississippi
 *Ralph M. Schain, New York
 *C. W. Rosvall, Colorado
 *Richard L. Sarver, Pennsylvania
 *John Flynn, New Jersey
 *James Little, Texas
 William Boes, Pennsylvania
 *Edward G. Dean, New Hampshire

Speculation on Art

The difference between investment and speculation has been given emphasis lately by financial experts. They are concerned mostly about stock market dealings, but their advice is pertinent in other fields also.

Every now and then there is a news story about the sale of a painting—a Cezanne, a Van Gogh, a Picasso—for some tremendous sum. Last fall, for example, Cezanne's Boy in a Red Vest brought \$616,000 in London, and in New York \$152,000 was paid for Mother and Child by Picasso. Some persons naively conclude that a good way to make money is to buy a good painting by a relatively unknown artist and then sit back ready to make a fine profit a few years hence.

Quite aside from the vagaries of personal judgment as to what is a "good" painting, fashions in art change. Ten or 20 years hence, a painting bought for a couple of hundred dollars today may be worth only that—or less. With luck, one might "invest" in paintings that would pay off well on the investment. But that big an element of luck makes the deal speculation rather than investment.

News Of The World Of Stamps

By KENT STILES

Another copy of the rarest United States airmail stamp, the famous 24-cent red and blue "error" issue of 1918, has been discovered. This was announced recently by Henry M. Goodkind of the Collectors Club, who for years has been tracing the units of the defective 100-stamp sheet which eluded the inspectors of the Bureau of Engraving and Printing forty-one years ago and got into the possession of philatelists. So far Mr. Goodkind has accounted for eighty-nine of the 100 stamps in the original sheet.

In the design of the 1918 issue an airplane was pictured in the center of the stamp. On one sheet of stamps, the airplane was inverted, and this sheet in its entirety was later acquired by Col. E. H. R. Green for his famous collection. Before his death, in the early twenties, Colonel Green broke up the sheet into singles and blocks and sold them to other collectors. A single stamp now has a standard catalogue value of \$6,000 if in perfect condition.

The eighty-ninth copy, Mr. Goodkind reported, is not in perfect condition. The building in London in which it was stored was set on fire during a World War II air raid and the stamp's gum was destroyed by water which was poured on the flames. Even without gum, however, it brought \$2,950 from an unidentified collector when it was publicly auctioned in London last month. Up to that time, unknown to American collectors, it had been in the possession of the Marquess of Bute.

Placing the Stamp

Mr. Goodkind identifies the stamp as having been in either the twenty-second or twenty-sixth position in the 100-stamp sheet. If twenty-sixth, as he believes, it was the sixth stamp in the third horizontal row. His experience of philately is such that he is able to identify positions long after a sheet's stamps have been separated. Marginal widths, spacing of the design relative to the stamp's edges, varying characteristics of perforating, locations of straight edges—these are among the factors with which

such a student of philately must familiarize himself.

Of the eighty-nine stamps located by Mr. Goodkind over the years, three have since disappeared again. A block of four owned by Mrs. Ethel B. McCoy, president of R. A. Stewart & Company, a New York City stamp firm, was never retrieved after it was stolen while on exhibition at a philatelic convention.

One stamp, alleged to be one of the four, was discovered in the possession of a Midwestern stamp dealer last year, according to the Federal Bureau of Investigation. However, the dealer denied it had ever been one of the stolen block. Whatever the case, the whereabouts of only eighty-six of the defective stamps are now known.

April Review Of Plaza Art Galleries

NEW YORK CITY—The Auctions in April again proved to be most active. Sales attendance was high and bidding was very enthusiastic, especially for antique pieces.

On April 9th we offered for sale the Davis Estate and items from other owners. Included were a French silver Madonna and Child for \$1,200; a XIX Century wood Madonna for \$550; a Louis XV Style commode for \$385; a kneehole desk for \$330; a French XVIII Century signed commode for \$1,050.

A very interesting collection of jeweled and embroidered costumes and fabrics were offered on April 16th, along with jewelry from P. Kaskel & Sons. In these sales an XVIII Century blue velvet panel brought \$200; small Egyptian seated figure, \$200; Meissen clock set, \$240; a pearl and diamond bracelet, \$3,000.

At the evening sale of West African masks, sculptures, artifacts and European lithographs from the Hastings and Boucher Collections, a large attendance included celebrities from the stage, screen, television and art circles. Outstanding items were: a Bameda Voodoo Mask for \$180; Sino Mask for \$240; an-

tique rare brass Voodoo Divinity Figure for \$200.

We will still offer in our weekly auctions excellent reproductions and upholstered furniture for the modern and traditional apartments and homes as well as porcelains, lamps, table china and glass, rugs, draperies, books, paintings and pictures. Drop in on one of our exhibition days and if you are not able to attend the auction, we will gladly bid for you without any charge.

Old City Market Brings \$550,000

NEW YORK CITY—The property at 1408-10 Second Avenue, corner of Seventy-third Street, formerly operated by the city as a public market, was sold at auction for \$550,000. The buyer was the H. C. Bohack Company, operator of a chain of food markets in Brooklyn and

on Long Island. The upset price was \$290,000.

No announcement as to the buyer's plans for the parcel was made, but it is regarded by realty investors and builders as a good location for a supermarket. Bohack does not now have a store in Manhattan.

The old market site drew about thirty bids, starting at \$300,000. Realty operators and builders vied with representatives of the Bohack chain in bids of \$1,000 each. The parcel is in an area of Second Avenue where sites for apartment houses and stores are in good demand.

One hundred and forty-five city parcels were offered at the sale, which was conducted in the Biltmore Hotel by Stephen A. McDonald, vice president of Joseph P. Day, Inc., auctioneers. About 400 persons attended.

At the morning session seventy-four properties were sold for \$738,425. The upset price total was \$443,050.

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Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

Bulldozers Find Relics of Indians

When spring and the bulldozers come, Dr. Theodore Kazimiroff is never far behind. He is an Indian-relic buff.

These days, traveling at times on all fours in the wake of a bulldozer making a parking lot at the Bronx Zoo, he has turned up artifacts indicating an ancient Indian camp and chowder-making site on the former camel and elm range.

He has found four arrowheads, five "blanks" (or unfinished arrowheads that were in the making) and a collection of oyster and clam shells that showed the Indians enjoyed a change of pace from maize, venison, salmon and upland game, such as quail.

Dr. Kazimiroff, who is a dentist living at 293 East 201st Street, the Bronx, is the official historian of the Bronx and a fellow of the New York Zoological Society. He has been collecting Indian artifacts in New York for nearly fifty years.

"This appears to have been a very ancient Indian settlement," he said. "It might go back to 1300 or 1400 A.D., or perhaps even before that."

Undisturbed Site

He said the significant factor of interest to scholars was that the settlement site of the new parking lot presumably had been undisturbed through the centuries.

"Apparently the Indians went down to the East River by canoe, collected the oysters and clams—which used to abound in the then-unpolluted waters around here—and brought them back to the camp site for a feast," he said. "And when they finished, they used the shells to scrape clean the hides of the game they had killed."

To get to the East River, the Indians could travel by canoe about five to six miles down what is now the Bronx River, paddling back against a slow current. Or they could have made overland trips along trails.

The arrowheads and the "blanks," he said, were made of black flint, quartz, quartzite, argillite and yellow jasper. He said some of these stones were not native to the area, which indicated they

might have been exchanged in trading with Indians from New Jersey or Pennsylvania.

Quite possibly, he said, the munitions makers of the time were members of the Algonquin tribe.

The artifacts were found at a depth of six to eight inches below the surface after a bulldozer had scraped off the topsoil on the range, which is situated off Southern Boulevard.

The parking lot, scheduled to be finished by summer, will accommodate 900 cars. William Bridges, curator of publications at the zoo, said it was necessary to cope with a growing need. He said people were relying more on cars and less on subways when they wanted to visit the zoo.

Act as Husband's Bookie, Wife Told

LONDON—A housewife who wrote to a newspaper complaining that her husband regularly loses all his money betting on horses, has had lots of advice from readers.

The most interesting suggestion was that the wife should act as his bookmaker. Then if, as she complains, her husband never picks a winner, the money would stay right in the home.

When a man starts throwing dirt, you can be sure he is losing ground.

Why worry about growing old? When we stop growing older, we are dead.

They call it middle age, because that's where it shows the most.

When you forget your wife's birthday why not tell her you can't be expected to remember it because she never looks any older.

If you want a job done, give it to a busy man. He'll have his secretary do it.

"I don't often eat a meal as wonderful as this," the guest told the hostess.

"We don't either," said the hostess' small son.

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THE LIGHTER SIDE . . .

ALL MESSED UP

"Grandpa," a farm boy asked, "is it going to rain tomorrow?"

"I just don't know, Sonny," Grandpa mused, gazing toward the setting sun. "Since the gov'ment took over the weather, I can't seem to read the signs at all."

WHEN OPPORTUNITY KNOCKS

A corporal and a private were court martialed for striking a sergeant. At the trial, the corporal explained: "This topkick doubled up his fist . . . close to my nose, you understand, Sir. He musta been trying to emphasize a point, but I'd just returned from leave . . . we'd had a fight with sailors on shore leave, and when I saw that fist . . . it was just reflex action, Sir."

"And you!" the officer addressed the private.

"Oh," retorted the private, "when the corporal belted the sergeant, I naturally assumed the war was over, so I let him have a couple, too!"

OUTLAW-IN-LAW

"What kind of a guy is your brother-in-law?"

"Well, really he's the kind you have to know before you dislike him."

WHY SURE, TOMMY

Little Tommy was about to buy a ticket to the movies.

The cashier looked suspiciously and said: "Why aren't you in school?"

"Oh, it's all right," said Tommy. "I've got the measles."

NICE GUY

A farmer married a young widow with a seven-year-old son. Shortly after the wedding she went to the city to shop. On her return she asked the boy how he got along with his new father.

"Swell. Twice he rowed me out on the lake and let me swim back."

"Heavens, isn't that too far to swim?"

"Oh, no. Only trouble I had was getting out of the bag."

DEFICIT FINANCING

At the annual meeting of a Washington women's club, the treasurer got up to announce the club had a deficit of \$47.

A member arose: "Madam chairman," she said, "I move that we contribute our deficit to the Red Cross."

Instantly another member was on her feet: "Madam chairman, I think the Red Cross is a fine organization, but the Salvation Army also does good work. I move that we give 50 per cent of our deficit to the Red Cross and 75 per cent to the Salvation Army."

MUST BE

Religion has been described as that which which you have if you continue dressing for church after the Sunday paper has been thrown on the porch.

WHAT WE NEED

What this country needs is a permanent wave as permanent as a temporary tax and temporary tax as temporary as a permanent wave.

LET HIM THROUGH

Aviator (explaining crash)—I just happened to get into an airpocket.

Sympathic Old Lady — Oh, dear, And I suppose there was a hole in it.

ABOUT TO BEGIN

First Squabbler — Say! I'll tell you something right now—

Second Ditto — Good! You have not told me anything right, yet.

TRAVEL NOTE

"What is the difference between valor and discretion?"

"Well, to travel on an ocean liner, without tipping would be valor."

"I see."

"And to come back on a different boat would be discretion."

DISPENSABLE

Bulgarian Agriculture minister is reported to be purged and under arrest. Getting ready to plow him under?

IN UNITY THERE IS STRENGTH

NOT SO WONDERFUL

Wife (with newspaper) — I see, dear, that a German scientist has extracted albumin from coal.

Husband — Egg coal, I suppose.

FROM BUS TO WUSS

About all that success in life means is, you quit cussing the bus company and start worrying about plane reservations.

WRONG ORDER

I don't mind so much if the kids have pets, but I do object when the pets have kids.

HE DID

One sweet thing to another: "I like men who make things. Like Mr. Potter. He made \$50,000 last year."

THAT'S RIGHT

Democracy is a system under which a fellow who didn't vote can spend the rest of the year kicking about the candidates the other fellows elected.

A GOOD IDEA

Rocket planes which can go 5,000 miles an hour are talked about; we are making up a list of friends whom we should like to see travel that way.

MANUAL LABOR

For fixing things around the house, nothing beats a man who's handy with a checkbook.

NATURALLY

The Sergeant was taking particulars from a new recruit.

"Are you married?"

"Yes, sir."

"Any children?"

"Yes, sir. Five girls and four boys."

"Nine altogether."

"No, sir—one at a time."

KNOWS HER INSECTS

Mr. J. — "My dear, this book is marvelous! Stupendous! When I read a book like this, it makes me think how lowly, how insignificant is man."

Mrs. J. — "A woman doesn't have to wade through four hundred pages to discover that!"

SCHOOL-ITIS

Mother—I'm worried about my little boy's health. A great part of the time he doesn't feel at all well.

Doctor—When is it he seems to feel the worst?

Mother—When he's in school.

PROMOTION

A department store received the following letter from a couple to whom its billing department had written, requesting payment of a long overdue bill:

"Gentlemen—We have received your letter of the 28th and would like you to know we are dividing our creditors into three groups:

1. Those who will be paid promptly.

2. Those who will be paid sometime.

3. Those who will never be paid.

You will be happy to know that due to the friendly tone of your letter, we have promoted you from Group 3 to Group 2."

PROGRESS

Forty years ago it took only 100 horsepower to keep a combat plane in the air. Today it takes 250 horsepower to carry a 115-pound female to the corner grocery.

HINDRANCE

Recruiting Officer: "Don't you want to join the cavalry?? That's a fine branch of the service."

Recruit: "No, sir. If I have to retreat, I don't want to be bothered dragging along no horse behind me."

JUST CURIOUS

Man: "I've come because of your advertisement for a man to retail canaries."

Proprietor: "Oh, do you want the job?"

Man: "Well, no. But I'm curious—how did the canaries lose their tails?"

A RIDER, PLEASE

"Now that will be a premium of \$15.67 per month on a straight life," said a local insurance salesman. "That's what you want, isn't it?"

"Well," the customer replied, "I would like to play around a little on Saturday nights."

IN UNITY THERE IS STRENGTH

NOT A TEXAN

They say it was a Texas millionaire who threw a Riviera clambake at which champagne gushed from a "miniature oil well," but we wonder. The Texan doesn't bother with miniatures.

If you want your wife to pay attention to what you're saying, tell it to another woman in a low voice.

The advantage of buying rock'n'roll records is that when they wear out you can't tell the difference.

A CAPITAL IDEA

Children would be brought up perfectly if families would swap their kids. Everybody knows what ought to be done with the neighbors' kids.

If you are having trouble keeping up with the Joneses, think how old man Jones feels.

WATCHES AND WATCH SETS

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