

the AUCTIONEER



VOL. XIV
NOVEMBER

No. 11
1963

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GOING!

GONE!!



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How May I Become A Successful Auctioneer

By Walter S. Britten

While at the National Auctioneers Association Convention in Cincinnati a young auctioneer came to me and asked what I thought of the chances of a young auctioneer today as compared with a few years ago. He mentioned there were not as many opportunities today and that he had much difficulty in getting started. I



cannot agree with this viewpoint. I believe the opportunities are greater today than in any time in history, but these opportunities will demand greater qualities, qualities than can be acquired only through study, discipline and a determination to master the principles of the profession.

We, as auctioneers, need stimulants to do a better job of selling and I am not referring to the kind that some like to use. We need power and vitality. Sometime ago, I heard a speaker discuss qualities in a man's work. He stated, "Do it now, do it better than the last time and hur-

riedly do the next thing and do it at once and well and by doing it your best you will have no reason to complain or fail." We need a guiding light to induce us to do our very best. The habit of doing our best will bring success and influence our character and mold our future. An auction worth selling, regardless of kind, is worth selling well.

A successful auctioneer should think what an important part his associates make in his life. Your success can depend on your associates and friends; and, it is well for you to associate with those of a high level as this will become your standard. Unless we are able to gain knowledge from knowing people, it has not been worthwhile to know them. Living in a space age and our life being short, we cannot afford to waste the little time that has been allotted to us. Associate with those who have superior qualities and you will be able to keep your mind active. If your acquaintances are among those who continually waste their time and have no intellect and no character, you will not benefit your intelligence and therefore instead of strengthening yourself, you may weaken.

Quite often we are able to judge a man by the friends he keeps. Great men have always associated with men of high ideals and intelligence. You must be your own judge.

There is a saying — in knowledge there is power — one can have a lot of knowledge but very little wisdom. Wisdom is refined knowledge and is an important factor in human relations. No longer is there a step which we must climb to attain knowledge. The opportunities for acquiring knowledge are many and really there is no excuse for ignorance. It has been said that experience is a great university but the successful man is the one who is always prepared to avail himself of the experience of others.

I would like to relate a little success

story. This man started at the very bottom of the ladder and in five years became the manager of a multi-million dollar business. As he told me the story he said there was no use just trying to do the same work as other people. He wanted to do more. He organized a system and planned his work ahead. He was able to do his own work in a shorter time and then helped others do their work. He developed capacity and in so doing he discovered many possibilities that would increase efficiency and quality of the work. There is room for these men in all professions and businesses.

We have great opportunities today, but we must develop our abilities and put them to work. Take an interest in your work and do it faithfully and do all you can and you will succeed. Your experiences will develop your knowledge and this will give you wisdom and this wisdom can fulfill your ambitions.

Pop Hess Completes 14th Year On Radio

October 1 marked the beginning of the 15th year for Pop Hess and his auction announcement program at WRFD, Worthington, Ohio. During the past 14 years, "Pop" has averaged some 400 sales per year in his program. His customers are auctioneers and sales managers in the top brackets of success.

"Pop" retired from auctioneering in 1949 but his affiliation with Radio Station WRFD has made it a semi-retirement as he is still very close to the field he followed for 50 years. The first two years with WRFD allowed him to cry a few local sales to round out his half century as an auctioneer, but the program soon grew until it was sufficient to occupy his time.

WRFD is the only radio station in Ohio that carries a program of this type, broadcast at a definite time, Monday through Saturday. They cover the entire state of Ohio and reach into the adjoining states. Customers are chiefly Ohioans although feeder cattle auctions and purebred livestock auctions in other states are sometimes included in the program.

Glasgow, Kentucky
October 9, 1963

Dear Bernie:

I would like to take this means to let everyone know how I made out.

I am the man who fell in the dining room on Friday night at the convention in Cincinnati and was taken to Jewish Hospital that night. They couldn't stop me from hemorrhaging. Sunday noon I went to surgery. I had a total gastrectomy operation, two-thirds of my stomach removed. I stayed in the Hospital 17 days and took 15 pints of blood.

I have been back to work ever since the 19th of August and feel like a new person. I have been busy since I returned to work. I have sold \$57,000 of property at auction in September.

I wish to thank the auctioneers for their help: The past president, Col. J. Meredith Darbyshire, Col. Owen Hall, Ohio, Dr. Roland Reppert, Col. Herman Strakis, Indiana, Col. Frank H. Gates, Michigan. And the ones who gave me blood are: Col. James C. Morse, Illinois, Col. H. C. Thomas, West Virginia, Col. Fred Ramsey, Col. G. S. Gordon, Col. Harold Stewart, Tennessee. Also I wouldn't want to forget the Kentucky boys who were so much help to me and my family. They are Col. Johnny Taylor from my home town and Col. Wayne Kessler, Campbellsville, Kentucky.

I am sorry I missed the best part of the convention. I know everyone must have had a good time and learned a lot. I hope I am not so much trouble next year. It sure is nice to be a member of the best organization I know, the National Auctioneers Association.

Sincerely yours,
Lexie L. Wyatt

"Pop" says, "As it is now, I have no miles to travel, no average to make, just tell 'em over the Air what is cooking in auction sales in Ohio."

Farm Equipment Auctions - Whom Do They Serve

Reprinted by permission from IMPLEMENT AND TRACTOR. "The Business Magazine of the Farm Equipment Industry", Kansas City, Mo.

Maxwell E. (Max) Jones of Dothan, Ala., is completing 11 years of farm equipment auctioneering this fall, and sees greater stability and service for his business in the future.

"I won't make a wild prediction of my business's great expansion," he told I & T, "because the number of auctions may increase, but I am convinced that they provide the most practical, economical, efficient and satisfactory method yet devised for distribution of used equipment."

And Max speaks with authority. Several dealers from a widespread area were present at a recent auction to nod complete agreement with his views.

He made it plain that he was speaking only for his business ("I don't know what the other fellows do"), but many of his observations had general application. He acknowledged that his row hasn't been easy.

"When I went from a dealership into an auction I had opposition on all sides," he explained. "The factories, the dealers, the associations could see nothing but chaos coming from an auction. But they realize now the benefits and service it gives them. Auctions have added a new dimension to their business. We're all working together."

What is the secret or key, to that reversal?

"Co-operation with dealers," said Max. "I convinced them I was on their side, not fighting them. I proved I could give them additional buying and selling channels that they needed badly."

"When the dealers saw what was happening, the associations and some of the factories joined them. Now, working together, we are doing a good job of promotion and education, holding regular driving and maintenance clinics, helping youth groups like 4-H Clubs and Future

Farmers, and generally popularizing farm equipment.

"Naturally, we cater almost exclusively to dealers who trade 98 per cent of our dollar volume and 95 per cent of our units. Farmers are not excluded, but you might call this a strictly professional auction. It's a cash deal, and too fast for most farmers, anyway. But now and then, some farmers bring in equipment to sell, not to buy, and that's where some dealers get their best buys."

Max said the quality of equipment being traded had improved greatly during the past few years and likely would improve further.

"When we started, dealers were bringing us only obsolete stuff," he elaborated, "but more and more, we're getting young tractors. To protect our dealers, we do not accept new tractors, but recent ones (within the last five years) now make up — a rough guess — about 35 per cent of our units. The main reasons are two: One, owners are taking better care of their equipment. Two, they are trading and upgrading faster. It's the same trend as in the automobile business."

But despite the increase in recent models, Max said some small tractors retain their popularity after 15 years or more for the simple reason that their parts and service are still available. While manufacturers have turned their attention more to larger units, there is still a good market for one-row tractors, particularly in the Carolinas, for example.

Max has noted no great change in the makeup of crowds who attend his 18 auctions each year (held semi-monthly, except only one in May and December and none in June or July). Dealers come from greater distances in winter because it is a slack sales period, and they buy for spring sale. Those closer by come more often, and some show up regularly at nearly every sale.

"But it isn't the crowds that count,"

IN UNITY THERE IS STRENGTH

Max emphasized. "We draw anywhere from 300 to 1,000 people," he said, "but always the majority are lookers, not buyers. The crowd provides a good business to the good ladies of the First Methodist Church at the snack bar, but contributes little to the auction except a fast tempo and excitement. I can take from 35 to 50 dealers with check books and have a sale just as hot."

Since the Dothan auction is mostly for dealers, few, if any, bother with reconditioning or painting their equipment for sale. The units are clean, but dealers are suspect of new paint, believing it may hide a defect. They'd rather do reconditioning and add rubber or new parts themselves to raise their own shop volume.

J. H. (Fuzzy) Furrow, an equipment manufacturer and dealer of Sweetwater, Tenn., explained that most dealers are guided in their consignments to auction by their needs. If the distance is far, they'll wait for an accumulation of seven or more units to make the haul convenient. They'll have in mind a minimum price for a unit, but they usually accept the highest bid, hoping to offset it on something they buy. Most times they'll leave an unsold unit for a future sale. They rarely ever haul one of their units back home. At a recent typical Jones auction (not the largest or the smallest) 205 tractors were offered, and 180 were sold. None of the unsold 25 remained after the next three sales.

Other auctioneers often attend the Dothan sales, especially if they want a specific swap. For example, Joe Bellenfant of College Grove, Tenn., was at the auction attended by I & T. He had, among other things a Deere model to sell and wanted a Farmall. He got it.

Fred Smith, Glasgow, Ky., dealer, said he was at the auction mostly to buy.

"At one time my factory didn't like it," he said, "but now they see how auctions can help a dealer. I bought 16 tractors here at one sale, dressed them up, put them out on my lot, and, believe it or not, they helped to sell new equipment. They attracted attention, and some prospects who looked at them were upgraded to buying new units."

Dealers at one sale last spring came

Albion, Nebraska
October 11, 1963

Col. Bernard Hart
803 S. Columbia St.
Frankfort, Indiana
Dear Bernie:

Have been so busy since the National Convention that I have neglected to write. Col. Darbyshire and assistants certainly delivered a very fine educational and entertaining program which was very much appreciated by all those in attendance. Those who were unable to attend were the ones who lost.

Again I want to express my thanks and sincere appreciation for the beautiful plaque presented to me at the convention. It hangs in my office and is greatly admired by those who view it. I will always cherish this wonderful gift.

With Col. Walter S. Britten at the helm we will have the greatest convention ever held at Des Moines, Iowa, in 1964. Let each of us put our shoulder to the wheel and assist Col. Britten to greatly enlarge our attendance at Des Moines. With united effort we could double it.

Sincerely,
Dan J. Fuller

from Colorado, 1,760 miles away, Wisconsin, Michigan, Delaware, and a dozen southern states from Texas to Virginia. Among them were Jack Hendrix of Montgomery, Ala., and W. F. Meigs of Selma, Ala., both past presidents of the Alabama Farm Equipments Assn. They brought lists of tractors and equipment requested by individual customers, and found most of the items they wanted at satisfactory prices.

A casual visitor was impressed by the pleasant picnic atmosphere of the sale, with friendly, jovial dealers bent on pleasure as well as profit. Good humor and confidence were apparent.

And Max likes to keep it that way. He has rigid rules and enforces them. For instance, ownership of an auctioned unit is known only to him and the owner, unless the owner wants to announce it himself.

IN UNITY THERE IS STRENGTH

Any defect in a tractor or equipment must be announced, and the buyer accepts it "as is." If a defect is not announced and discovered later, the buyer can reject the item or work out a price adjustment.

Buyers of tractors selling for \$375 or over get a chance to check the transmission, block and rear end, and run the unit before accepting it.

"We rarely have any trouble with rejects," Max said. "Men who trade here know their business. They know the best way to detect a cracked block is to look for water in the oil, but nobody tries for any funny business. Everybody has a reputation to uphold, and one wrong deal, believe, me, can catch up with you pretty fast."

Seventy per cent of the sales items come from a radius of 250 miles. An average auction, lasting from six to 10 hours, will embrace the sale of 200 tractors and 800 pieces or lots of equipment. Unit volume of Jones's auction has ranged from 700 to 1,700 items sold.

Sales start precisely at 10 a.m., with two auctioneers in action inside the main building which is equipped with a grandstand seating several hundred. Here they dispose of odds and ends that accumulate around a shop or dealership. After an hour of this, the auctioneers move outside to equipment, taking lot by lot as they move along two lines two blocks long. By 2 p.m. the sale returns inside, with a parade of tractors moving through, one by one, the remainder of the afternoon.

"You can see we have to work fast," said Max. "In late afternoon people begin to get tired. Once a sale is started, you have to keep it going — and fast. If it lags, you're lost. It can lose its momentum in two minutes."

The day after a sale is just as busy, but less frantic, of course. Buyers and sellers crowd the office with their payments and receipts. All appear happy, but Max is ready with a quick adjustment in any case of dissatisfaction.

His part of the deal comes from the sellers. They pay 10 per cent of the first \$100, plus 3 per cent of the remainder on each tagged item. There is no other charge.

For a free show, it's wonderful especially if you know or use farm equipment.

Auctions of Note

Monthly

Days of Sale*

Colquitt Tractor Co. 2nd Monday
Moultrie, Ga.

Godley Twine & Supply Co. 4th Friday
Charlotte, N. C.

Hale Auction Co. 1st, 3rd Wednesday
Sikeston, Mo.

Jones-Farm Equipment Co.
Dothan, Ala. 2nd, 4th Tuesday

Koch Tractor, Inc. 2nd, 4th Friday
Richland Center, Wis.

Mixon Auction Co. 1st, 3rd Friday
Swainsboro, Ga.

Montgomery Tractor Co. 1st Thursday
Seymour, Tex.

Snell Auction Co. 1st Friday
Mexico, Mo.

Stilesville Impl. Auction
Stilesville, Ind. 1st, 3rd, Wednesday
Yoder & Frey, Inc. ... 2nd, 4th Tuesday
Archbold, Ohio

*Some auctions suspend or reduce activity for two or three months in the summer. Yoder and Frey has sales on 2nd and 4th Mondays as well as Tuesdays, January through April.

Virginia Group Has Meeting In Roanoke

By FRANK D. SALE, Secretary

The Virginia Auctioneers' Association met in Roanoke on Friday, July 12, at Bradfords' Restaurant. There were twenty-six of our fifty-seven members present. Ten members made plans, at this meeting, to attend the National Convention in Cincinnati during July.

An auction on a lot was conducted before the meeting with eighteen Auctioneers taking part in the sale. The auction was a great success and plans for having a sale at each meeting was discussed.

Our annual meeting will be in Lynchburg the first week in December. The License Law was discussed and our members decided it would upgrade and improve the Auctioneers' profession. A Committee was appointed to study this matter further and make a report at the annual meeting to be held in Lynchburg.

Status Of Members By States

Undergoes Several Changes

A count of members by states on October 15 revealed some startling facts as well as several changes in rank among the leading states. On this date we counted 1748 active members, better than the 1685 on the same day a year ago but far below our high mark of 1862, last June 30.

Reason for drastic change in figures is that a large number of membership expirations occur on July 1 of each year with a smaller group expiring on October 1. Renewals have been much slower than usual and on October 15, approximately 300 July expirees had failed to renew.

Ohio now leads all other states in members with 150. Illinois follows with 128 while the former leader, Pennsylvania, dropped to third spot with 125. Indiana with 111 completes those states in the three figure bracket.

Nebraska has suffered one of the greatest losses, dropping to 93 members, the first time in several years they have been below the 100 mark. All Nebraska memberships expire on July 1 and renewals have been slow. The same is true with Pennsylvania, Kansas and Tennessee while Wisconsin, another state with all July expirations, has almost maintained its level.

Kentucky is in fifth spot with 98 followed by Nebraska, Wisconsin, Kansas and Iowa in the order named. Of the states normally below the 50 mark, Texas has made a significant gain with 62 members on October 15. The over-all picture shows 24 states and Canada have slipped since June 30, 18 states show gains while eight remain the same. Following is a comparative table by states:

State	Mem- bers Oct. 15 1962	Mem- bers June 30 1963	Mem- bers Oct. 15 1963
Alabama	6	8	8
Alaska	1	1	1
Arizona	3	7	8

Arkansas	16	10	20
California	49	49	42
Colorado	32	30	36
Connecticut	4	5	4
Delaware	3	3	3
Dist. of Columbia	1	1	1
Florida	18	20	22
Georgia	18	18	19
Hawaii	2	3	2
Idaho	10	11	7
Illinois	132	130	128
Indiana	105	113	111
Iowa	61	62	67
Kansas	65	97	75
Kentucky	73	97	98
Louisiana	7	6	10
Maine	3	4	4
Maryland	18	19	20
Massachusetts	24	28	23
Michigan	50	52	49
Minnesota	18	21	22
Mississippi	1	1	3
Missouri	45	46	52
Montana	29	29	21
Nebroska	113	132	93
Nevada	3	2	1
New Hampshire	5	4	4
New Jersey	35	33	30
New Mexico	10	14	18
New York	61	63	57
North Carolina	25	26	25
North Dakota	19	20	18
Ohio	125	148	150
Oklahoma	28	24	21
Oregon	12	14	16
Pennsylvania	156	165	125
Rhode Island	4	5	5

Hawaii Calls!!

Made your Hawaii plans for 1965? It isn't too late. Turn to page 2 of the October issue of "The Auctioneer" and read the details again. To make this trip possible we must know your wishes and desires.

Don't delay, write today!

IN UNITY THERE IS STRENGTH

South Carolina	9	11	8
South Dakota	20	30	25
Tennessee	55	78	59
Texas	40	43	62
Utah	2	2	1
Vermont	4	4	4
Virginia	31	31	30
Washington	11	10	12
West Virginia	12	16	18
Wisconsin	77	79	78
Wyoming	14	16	16
Canada	17	18	15
Australia	1	1	1
India	2	2	0
Totals	1685	1862	1748

3,967 Auctioneers???

The latest edition of the "Statistical Abstract of the United States" says there are 3,967 auctioneers in the United States of which 85 are women. We don't know where this book, containing 1,263 tables, obtained these figures but we believe they would be more accurate if multiplied by ten.

Available from the Superintendent of Documents, United States Government Printing Office, Washington, D. C., the book sells for \$3.75. It contains such in-

formation as our aspirin intake which has doubled in the past 15 years from 10 million pounds a year to 20 million. While we have tried to slow down with aspirin we have also attempted to get more zip with vitamins. Our vitamin-swallowing rate has soared from 3 million pounds a year to 12 million.

Los Angeles, geographically, is called our largest city with 484.8 square miles. Houston and Oklahoma City follow in that order although Oklahoma City now claims it has 631.48 square miles within its city limits.

The District of Columbia, with scarcely any open space left, has 12,584 inhabitants per square mile. Many of these are lawyers. There is one lawyer for every 61 persons.

We trust the other 1,262 tables in the book are more nearly accurate than the one regarding auctioneers.

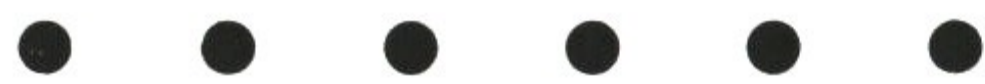
The world is full of willing people. Some are willing to work; others are willing to let them.

Could it be possible that the countries we have helped and the countries that are mad at us are on the same list?



Interior view of "The Ox Yoke", Early American and Antique store, a new venture of Margaret Berry, past President of the Ladies Auxiliary to the NAA. Flowers were complimentary of local merchants in Mrs. Berry's home town of West Newton, Pa.

THE LADIES AUXILIARY



Teamwork

Suppose you reached the intersection on a freeway — sometimes called a clover leaf — if you did not know which one to take, how would you know to take the right one? We all can obtain instructions and guidances; but, do we take advantage of these so that we will take the right path?

We are instructed at home by our parents or guardians, our churches, at schools and colleges, and then we must penetrate more deeply our knowledge with our fellowmen so we will know how to determine where and when we are making the right turn. In this present day of fast pace of progress we must continue to be on the alert or else our correctly chosen turn can be easily misconstructed. When we share and work in harmony with our co-workers, we will receive a satisfied reward. When we are happy in our work, whether it be auctioneering, an auctioneer's wife, or any other type of business or profession, anyone will accomplish the aim we all desire to achieve — happiness and success. Once we obtain this desire we must continue consideration, respect, harmony and honesty with ourselves as well as with our fellowmen and our country. No individual can be the "Chief" and expect to carry on alone. We are all given opportunities and by working together, we will accomplish success.

The Latin term auxiliaris means helpful. Ladies, let all of us work toward building a stronger and more influential Auxiliary; by doing so we will help take the right turn for ourselves, our auctioneering husbands and our families.

Pearl Britten
College Station, Texas

What would happen if this nation turned her microscopes away from studying the selfish, the lazy, the crafty and the confused — and focused them instead on the industrious, the able, the honest and the morally strong?



New York Auxiliary Elects New Officers

The Auxiliary of the New York State Auctioneers Association met at the Hotel Syracuse in Syracuse, N. Y., on September 29. A business meeting was conducted with 14 members present. We decided to have a silent auction at our meeting next year to fatten the treasury a little.

Election of Officers was held and the results were as follows:

President—Mrs. Russ Hurlburt, Bergen

Vice President: Mrs. William Kent, Franklinville

Secretary-Treasurer: Mrs. Victor Kent, Cuba

Historian: Mrs. William Emerson, Canandaigua

3 yr. Director: Mrs. David Tracy, Pavilion

2 yr. Director: Mrs. Harold Spoor, Baldwinsville

1 yr. Director: Mrs. Irwin Murray, Ballston Lake

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Lewis Marks, Abingdon, Ill.

1st Vice President

Mrs. Albert Rankin, Alger, O.

2nd Vice President

Mrs. Walter Britten, College Station,
Texas

Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

Historian

Mrs. Ken Burrows, New Wilmington,
Pennsylvania

Directors

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. James Buckley, Shelbyville, Ind.

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Ky.

Mrs. Margaret Berry, West Newton, Pa.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. David Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Ia.

Mrs. Ernest Freund, Fond du Lac, Wis.

After our meeting was adjourned we joined our husbands for a Buffet Lunch. At this time we met our only lady auctioneer in New York, Mrs. Mildred Sivers, of Oswego, a recent graduate of Reisch Auction School. We all had a very enjoyable time. See you in Iowa.

Mrs. David Tracy

Parents Of Friends Both Taken By Death

At the last National Convention many will recall that the Friends (Ernie and John and families) of Wisconsin, arrived a little later than usual due to the death of their mother. The elder Mrs. Freund passed away on July 12 and was buried on her 80th birthday.

Early Sunday morning, following the convention, the Friends received an emergency call to the effect that their father had fallen and was in serious condition. Both families hurried to his bedside where he rallied for a time but passed away on September 24. He was 82 years old.

Ernest and John Freund as well as their wives have been hardworking members of the NAA. Ernie is a past President, Mora (Mrs. Ernie) is immediate past President of the Auxiliary, and John, who holds a Life Membership, along with his wife have been loyal supporters of our organization. Their many friends throughout the membership and the Auxiliary join in extending their sympathy.

Parke-Bernet Sales

November auctions at Parke-Bernet Galleries, New York City, contain many interesting and expensive items. A portion of the month's schedule follows:

November 14-15—Rare Chinese Bronzes and Jades, being sold by order of the Holmes Foundation.

November 16—Royal Worcester Porcelain Birds and Flowers, property of Lloyd L. Ward, Jr., and others.

November 16—English Furniture and Decorations, collected by Arthur S. T. O'Keefe.

November 19—Western Americana and

other Historical items, from the collection of Peter Decker.

November 20—Modern French and American Paintings and Drawings, from various owners.

November 22-23—French Furniture and Decorations, Renaissance Art, including Old Master Paintings from the estate of Mrs. George Newell.

November 26—French and American Manuscripts and Books, from the Library of the late Dr. Ellsworth Eliot.

Charity Auction Brings In \$1195

The Lakeland Memorial Hospital Women's Auxiliary, Woodruff, Wisc., staged a most successful Charity Ball and Auction at the Minocqua Country Club, August 21. The auction which followed the buffet dinner was the highlight of the occasion.

After devoting six months in preparation, the Auxiliary had secured items for sale from many celebrities from all over the country. Only 21 items were offered for sale but they brought in \$1195 in 55 minutes of selling by Col. John Fishdick, Eagle River, Wisc.

Items included a manicure set from Mrs. Kathy Crosby, Mamie Eisenhower's hat she wore at the White House, Crazy Leg's Hirsch's sweatshirt, a steel engraving of the White House from Mrs. John Kennedy, a football from the Green Bay Packers, a baseball from the Chicago White Sox, a scarf from Margaret Whiting, etc.

Col. Fishdick, who donated his services, is a member of the Association of Wisconsin Auctioneers and of the National Auctioneers Association.

"I hope everyone has recovered from the Convention and are very busy. Lots of luck to our new Officers and Directors — Welcome to all new members in the Auxiliary. "Ladies from Iowa, just call or write if you need any help." Margaret Berry.

The best way to keep children home is to make the home atmosphere pleasant — and let the air out of the tires.

Sixty - Two Years Ago - My First Auction Sale

By COL. POP HESS



Ohio is clear, mild and very dry as I write this on October 10, quite a contrast to what I mentioned in my September column as on September 12 we were having a small cloudburst with hail. Well, there has been no rain since. We in this section of Ohio are about as dry as Pat O'Reilly was one year after Prohibition took over, only he was "Liquor" dry.

The October issue has been on my desk for a few days and I was happy to see many comments and interesting words from out over the land regarding auctioneers and auction sales. Just what a fellow can write in a dry, hot October that will fit into November reading and approaching Thanksgiving is making me do some fumbling and misjudging.

Auction sales in general farm and livestock have been numerous in September and October and on our Farm and Livestock Program we have carried some 40 sales for October and already three for November. Os editor of this program and the main "pusher". I have been more than busy keeping all words and times in line. We have a few auctioneers who are doing double duty — selling day sales and night sales, making two jobs per day. I was concerned about them but as I have had the chance to look some of them over, each one is getting much fatter, and to hear them tell it, poorer in dollar value in the bank. So I guess them to be big eaters, wild spenders and road sleepers. However, as I know them all, they are real auctioneers doing a great job and I don't believe everything they tell me. In fact they are so robust in stature and convincing in arguments and I am too old and frail to call them what I think they are. Besides, they have been some of my best customers here at WRFD.

My picture appeared in some of the Ohio newspapers the first of October

when I had completed 14 years here as head of this program. Now in my 15th year things are rolling along as usual. Quite a few visitors dropped in, many letters came and many questions were asked. Many of them I may not be able to answer as yet.

They tell me we do have an Ohio Auctioneers' License Law coming into effect January 1, 1964. The original copy we must live by is not yet available to me nor to anyone I have contacted. I have watched our Columbus (Ohio) newspapers for some comment and have seen nothing. I did read in a Logan County newspaper the Governor has appointed the Auctioneer Commission who will preside in some manner. It makes one wonder if the thing has gotten behind the Iron Curtain and can't find its way out.

Ed. Note: Copies of the License Law have been distributed since this was written and a copy appears in this issue of "The Auctioneer."

After reading it we may be somewhat like the young Irishman, Patrick, when he viewed his first-born. He said, "Begorra, they say he is ours, begorry, we hope we can live with him if he grows up." Now I have been doing a lot of kidding about this new law and to some it may not be something to kid about, but until I once get to read the real article, sleep over it and digest it I will be kidding.

After that one can write with authority with comments.

As I view my mail rolling in, many young auctioneers are coming out for a new beginning and are asking where we stand and what do we do to be ready for 1964. We hope some one will come to the rescue and turn the law loose so we can look at it.

The month of October brings to me

many recollections. It was in the month of October when yours truly was 21 years old, the year was 1901. I made my first appearance on the auction block to sell my first sale, a small general farm sale. While I had for some years back done a lot of rehearsing behind closed doors or behind the old homestead barn as a boy growing up, this was my first time to look straight into the eyes of some 100 men, each with two eyes and two ears who were to dig down into their pockets and bid actual dollars.

I well knew that was the day I had to stand or fall as I had heard through gossip such statements as, "The boy will never make it," and at that opening moment the boy himself was wondering. I still recall my thinking as I stepped up on the farm wagon to kick off, "Boy, you talked yourself into this one, now it is up to you to talk your way out and make good." That was 62 years ago this October and I believe about October 18, 1901. Here I am still talking Auction Sales and in the 50 active years of auctioneering I had behind me some 5,000 general farm and livestock sales executed in addition to other types sales and sales management. However, to this day I find I don't know all the answers and as of this present modern world with all its "Do's" and "Don'ts" to comply with to be an auctioneer, it was a good thing I started in 1901.

While it is true I received my education to be an auctioneer from the many I sold for and sold to I do not recall any of my clients going bankrupt from the effects of the auctions I conducted for them. At the end of 50 years I went into semi-retirement and I was not overly rich nor overly poor. However, I did see some years in building my castle. I found myself a little like a young man tried to explain to me about his father who had seen better days and had suffered some back-sets and needed some credit. He explained it by saying, "Now Dad is and has been reasonably hard up for some time." That same statement I could have truthfully made back through the years of getting both feet on the ground and to be an auctioneer in demand. But I did then and do now enjoy the many recollections I can think of down through the

years and am quite certain if I were young again I would go the same route. But what I know now compared with what I knew then would make a book worth reading.

I note quite a few letters are here that need some comments and I will try and have them ready for our December issue. Perhaps we can have some interesting thinking and seeing as this year of 1963 passes into history.

NAA Member, Marion Heads Parke-Bernet

NEW YORK CITY — The directors of Parke-Bernet Galleries, Inc. have announced the election of Louis J. Marion as president and Mary Vandegrift as executive vice-president. Mr. Marion,



LOUIS J. MARION

formerly executive vice-president, succeeds Leslie A. Hyam, who died September 10.

Both Mr. Marion and Miss Vandegrift were among the group of executives of the American Art Association-Anderson Galleries who joined Hiram H. Parke and Otto Bernet in the formation of Parke-Bernet in 1937.

IN UNITY THERE IS STRENGTH

Since 1953, Mr. Marion, Miss Vandegrift and the late Mr. Hyam, who assumed the presidency of the galleries in that year, were an executive team of three which guided Parke-Bernet through its most prosperous period and established it as America's foremost auction house. Internationally it is ranked among the top three in the world based on gross annual business.

As chief auctioneer, Mr. Marion has reached the height of his profession and has sold virtually all the major paintings, furniture, objects of art and jewelry to be offered here at public sale during the past 15 years. In 1961 he knocked down Rembrandt's "Aristotle Contemplating the Bust of Homer" to the Metropolitan Museum of Art for 2.3 million, the world's record price for a painting. It capped a colorful career in the rostrum and a tenure in the art field which started at the American Art Association in 1924 while he was still in his teens. He was elected

a director of Parke-Bernet in 1946, and executive vice-president in 1957.

In addition to his auction room activities, Mr. Marion is a noted art appraiser and an expert on precious stones. He is also president of Parke-Bernet, Inc. a real estate and industrial sales subsidiary of the Galleries, a position he has held since it was organized in 1953.

The father of two sons, Mr. Marion is married to the former Florence Winter and has homes in Bronxville and Gardiner, New York. He is chairman of the Art and Antiques Dealers Division of the Arthritis and Rheumatism Foundation, American Red Cross and Greater New York Fund; a member and director of the 1964 New York World's Fair and an Honorary Fire Chief of the City of New York. He is also a director of the Central State Bank, the Lotos Club and Harvest Helpers of the Holy Souls, the National Cultural Center, Fine Arts Gifts Committee, and a member of the National Auctioneers Association.



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Flight To National Convention Proves To Be More Than Routine

BY PETE MURRAY,
BALLSTON LAKE, N. Y.

Early last Spring, I decided that if it were at all possible, I was going to fly my business airplane to the National Auctioneers Association 1963 Convention at Cincinnati, Ohio. As it was only a little over 600 air miles from my home in Ballston Lake, New York, the whole thing seemed like a real practical idea.

If there was a shortage of New York auctioneers at this years convention, it was partially my fault. I asked a few other members of the profession if they wanted to go to the convention with me, and they were real enthused until they found out that my intentions were to make the trip by light aircraft with myself at the controls. One by one, they began to find excuses for not going at all. I probably should have gotten the hint from their reactions and taken the airlines, but I had the feeling for adventure and went right ahead planning the flight.

The morning of July 17 dawned bright and clear, and after a briefing with the meteorologists at the Albany weather bureau, I departed from Schenectady for Warehouse Point, Connecticut, where I sell regularly at Larry Tribble's Southern Auto Auction. The trip to Connecticut was uneventful, and I had the owner of Skylark's Airport fill the gas tanks and prepare my 1957 Piper Tri Pacer for the long voyage to Cincinnati.

Southern Auto Sales is a two lane auto auction, and as the sale was nearly over by 3 P. M., Mr. Tribble provided me with a ride over to the airport from where I was to depart for the convention. I called the Federal Aviation Flight Service prior to departure, in order to file my "visual flight rules" flight plan, and was informed that I would have to have a complete weather briefing for my entire route. This procedure took nearly fifteen minutes, and was the beginning of my difficulties with time, thunderstorms, hunger, darkness, confusion and



COL. PETE MURRAY

the general perils of light plane flying.

My original plans had been for the flight to take 6½ hours, which would take into account 6 hours flying time and ½ hour in which to stop for fuel and lunch enroute. This planning would have had me on the ground at Cincinnati at 8:30 central daylight time which would be only shortly after dark. However, my original planning had taken into account 10 to 15 knot head winds, and actually the winds which I encountered were from 25 to 30 knots. Near Lock Haven, Pennsylvania (the home of Piper Aircraft), I had to circumnavigate a thunder storm which cost me nearly 15 minutes. The airport at which I was supposed to refuel was a grass strip, and as it was extremely hazy, my fear of not finding it, made me decide to deviate from my original course and refuel at Johnstown, Pennsylvania. At this stop, I had hoped to eat lunch, but the luncheonette was closed and the candy machines held

nothing but peanuts. Needless to say, I left Johnstown with an empty stomach.

By the time that I reached Pittsburgh, it was beginning to get dark, and as I had not eaten since breakfast, I searched through the airplane for something to eat. The only thing on board that resembled food was a nice full pound box of prunes. I started eating the prunes as I passed Pittsburgh and simultaneously, my radio began to read erroneous headings.

I passed the Zanesville, Ohio reporting station at 9:06 P.M. eastern daylight time in haze and darkness with 146 more air miles to go. I was tempted to land for the night and continue the flight in the morning, but the weather bureau was predicting bad weather for late that night and early the next morning, and I was really quite anxious to continue on and at least catch the end of the "early bird party." At the half way point between Zanesville and Cincinnati, I attempted to change radio stations and the confusion really began. The more than 5½ hours of running was beginning to tell on my one lonely radio, and I just couldn't seem to get the Cincinnati VOR on the air. To make matters worse, the dial light bulb in the radio had burned out and I had to hold a flashlight in my mouth while I flew with my left hand and operated the radio dial with my right. I was just beginning to get the impression that I was lost.

I accidentally contacted Dayton radio, and they tried their level best to get my cooperation in order for them to tell me where I was, but by now I had acquired one more handicap; the pound of prunes was beginning to give me cramps in my stomach. After several unsuccessful tries with Dayton radio in locating myself, I finally made a successful contact with Cincinnati. They had me fly onto different headings in order that they might identify my aircraft on radar, and then, they told me exactly where I was.

The radar team gave me a precise heading to take to Lunken airport, and a fellow pilot in a Cessna 310 who happened to be in the vicinity was helping to guide me in. I finally saw the welcome sight of the flashing runway lights

(flashing for my benefit), and it sure didn't take me long to get Tri Pacer 7598 Delta onto the ground. I sure had a lot of help at the eleventh hour, in order that I might attend the 1963 NAA convention. A good share of the next day was spent in a doctor's office getting relief from the effects of the prunes, but I, at least, got to attend one more auctioneers' convention.

When I look back at all of the unnecessary problems which I involved myself with in order to attend the convention, I bear no regrets. Every last one of us that makes a living in the auction business, owes it to ourselves and to the advancement of the profession to make every reasonable effort to attend these annual three day meetings.

Hotel Fixtures Sold

After 12 hours of non-stop chanting the furniture and fixtures of the Ben Pay Hotel, Mankato, Minn., was turned into cash. The largest auction of its type in the area for some time, one local reporter termed it the "Auction Season's World Series."

Kelsey Johnson, executive vice president and manager of the hotel said at the close of the auction he was very pleased with the results. Some 2500 items were sold including television sets, ceramic floor ash trays, a gas fireplace, out of service cigaret machines and framed pictures, all stacked in the lobby. Other articles, such as beds, desks, chairs, etc. were sold in the Hotel's parking lot.

Col Arthur G. Porter, NAA member of Minneapolis, Minn., had charge of the auction. He was assisted by Roy Havisto, Virginia, Minn.

Tribe Is Building Livestock Sale Barn

EAGLE BUTTE, S. D. — The Cheyenne River Sioux Tribal Council is building and will operate a livestock sale barn.

Cost of the structure located one-half mile east of here is estimated at \$50,000. Seating capacity will be about 600. Robert ring, will also manage the facility.



MISSOURI AUCTION SCHOOL BANQUET
KANSAS CITY, MO.
AUGUST, 1963

Auto Official Urges Women To Lead Highway Safety Drive

WASHINGTON, D. C. — A leading automobile executive has called on women to provide the civic leadership required to make driving safer and to reduce accidents.

Byron J. Nichols, general manager of Chrysler Corporation's Dodge Division, pointed out that the woman has always been the proper guardian of our safety, both inside and outside the home. And he challenged the fairer sex to "accept the leadership that will improve the highway and byway safety in your own community."

He spoke at a dinner given by the Automotive Safety Foundation honoring the Board of Directors of the General Federation of Women's Clubs. Nichols congratulated the organization for its campaign to convince the people they should install seat belts in their cars.

He said the dynamic leadership shown in that endeavor demonstrates that women have "developed organization, greater ambition, and have had more time to devote to solving some of the problems of society before they occur—or at least before they become worse."

Nichols said women should take the initiative in campaigns to teach people how to drive, and encourage them to use the knowledge and skills they have acquired.

He urged that adequate driver education programs, taught by capable teachers with ample cars at their command, be established in all communities.

But he stressed that such instruction should be encouraged for both youths and adults and should cover all types of driving under varying conditions on all kinds of roads and byways.

"Let's get rid of the superstitions and deal with facts," Nichols said. "Instead of making jokes about women drivers, let's point out that they are involved in less than half as many fatal accidents as men drivers."

"Instead of joking about the razzle-

dazzle driving of a cab driver, let's remember that cabs are involved in less than half of one per cent of the fatal accidents."

Nichols termed periodic driver re-examination an important adjunct of any traffic safety program and urged such examinations including adequate road tests, for drivers renewing their licenses.

"Many people believe that a driver's license is a right, not a privilege," he said. "They also fail to understand the responsibilities that a driver must assume."

"This is why, in many cases, the driver examinations are inadequate. A strict test would be unpopular and unpolitic. And in some cases the votes come easiest for the man who is most lenient. In some areas this is a severe problem."

The auto executive also called for more attention to pedestrian safety, suggested a review of jaywalking regulations, the teaching of pedestrian safety in schools, and proper time setting on easy-to-understand signal lights.

Nichols also recommended the elimination of local driving hazards such as traffic lights and signs which are not uniform, the improvement of streets and highways, and the establishment of adequate parking facilities.

Then he termed required inspection of motor vehicles one of the most important aspects of safety.

"Remember that the safest driver, on the safest road, patrolled by the most safety-conscious police cannot drive safely in an unsafe vehicle," Nichols said.

He said seat belts are vital to automotive safety and pointed out that car manufacturers have announced their intention to put seat belts in all new cars.

Driver apathy and impoliteness also were listed by Nichols as among the leading causes of accidents.

"At the same time that one-third of the drivers are being inattentive and

careless, there is another third who have decided they are indeed kings and queens of the road," Nichols said.

"They are the ones who assume that the right way is always theirs, and that no one else has a right to anything. It is their competitively selfish and impolite attitude that forces accidents to occur."

Nichols titled his speech "Safety Is A Home Town Job" and charged his audience, "I am not merely suggesting that these are worthwhile things which might be done. Rather I say quite firmly that these are campaigns which you must create — and which you must lead — if your Home Town is to become a safer and more pleasant place to live."

Idaho Auctioneers Elect Alexander

Delbert Alexander was elected president of the Idaho Auctioneers Association at the organization's annual picnic held September 12 at Hammett. A large crowd attended the session which was under the leadership of Lyle Masters of Buhl, outgoing president of the group.

Other officers elected in addition to Alexander included Al Decker, Boise, vice president, and Irwin Eiler, Kimberly, secretary-treasurer.

Jim Messersmith reported on the National Auctioneer's Convention held in Cincinnati in July.

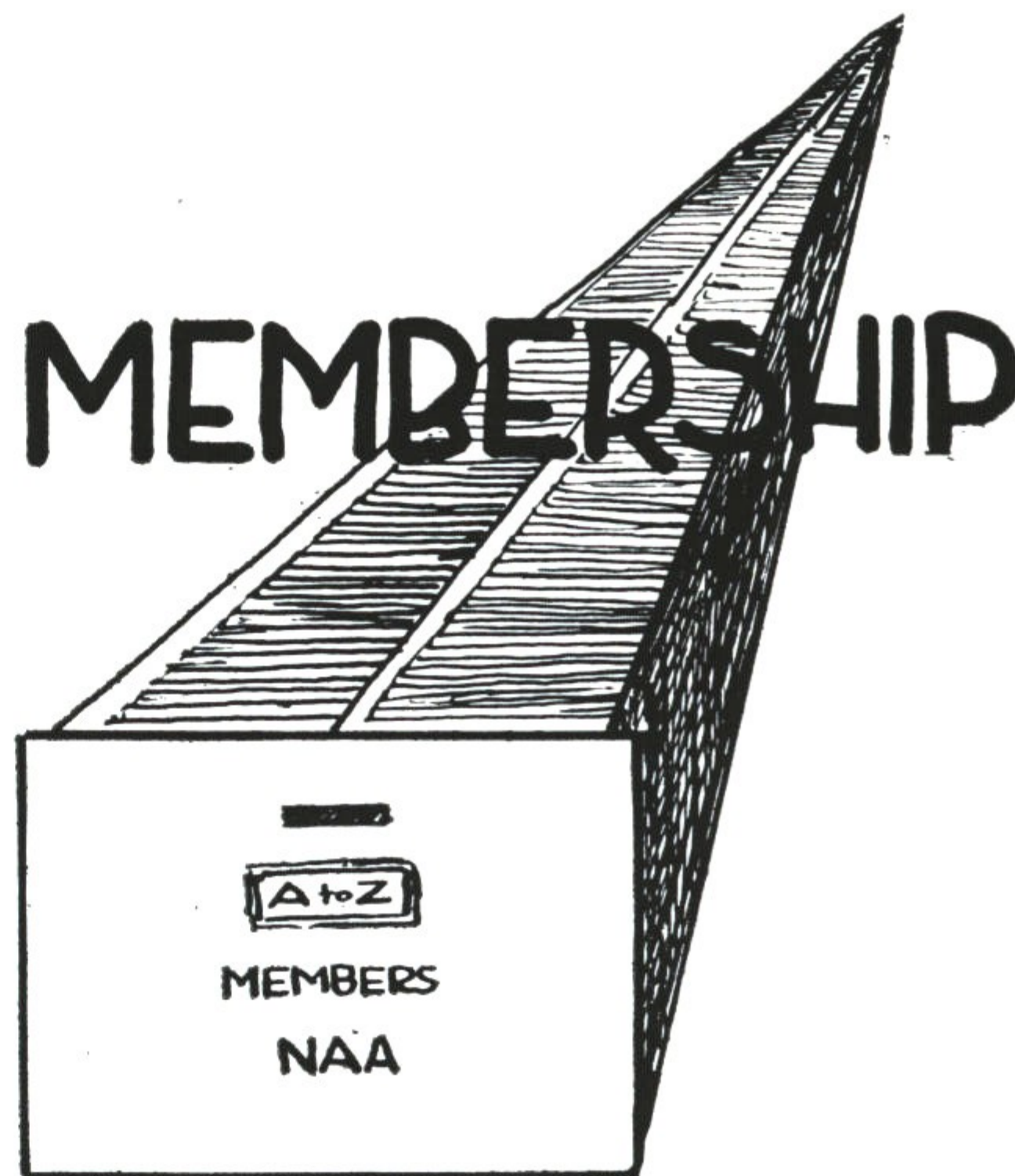
Auctioneers and their families were present at the picnic from all parts of Idaho.

Historic Crown Will Go On Auction Block

LONDON — Sotheby's Auction House will put the famed Peruvian Crown of the Andes on sale Nov. 21, a spokesman for the firm reported.

The gold and emerald crown was part of the statue of the Virgin Mary in Popayan, Peru, for centuries. The statue was made in 1950 in gratitude for deliverance from a plague.

You can completely eliminate your enemies—by making them your friends.



Memberships Processed Sept. 16, 1963 Thru Oct. 15, 1963

*NEW MEMBER

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Argel McDowell, Indiana

Willis Groen, Washington

*Bill McNamee, Ohio

*Mike J. Waide, Illinois

Lewis C. Dell, Florida

Thomas A. Scarane, Florida

Robert Kiko, Ohio

Dick Shelburne, Virginia

Frank Mountain, New Jersey

H. Willard Arnaman, Missouri

Tommy Graves, Kansas

*Ed Carley, Wisconsin

*Pat Eagan, Wisconsin

W. B. Rose, Missouri

Russell Feedback, Missouri

*C. R. LaRue, Missouri

John Wigemyr, Alberta

Harry Kirman, Illinois

Leland Dudley, Iowa

Cecil Bradley, New Mexico

C. G. Skiles, Kansas

*Hayes Branscome, Mississippi

*John D. Bowles, Florida

Irvin Schultis, Nebraska

Tom Dutton, Ohio

William E. Berry, Indiana

Richard Sears, Iowa

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Howard Brown, California
Victor W. Nash, California
John C. Stanley, Indiana
Jack Churchill, South Dakota
James C. Cox, North Carolina
Vincent J. DiGiacobbe, Ohio
A. L. Tremblay, Massachusetts
Frank Onischuk, Massachusetts
Kenneth Younglund, Montana
Elwood G. Heller, New Jersey
Marley E. Neal, Indiana
Roger A. Hollrah, Missouri
J. Gordon Hannagan, Illinois
Harold Kirk, Kansas
Vic C. Schoenberger, Kansas
Frank N. Wine, West Virginia
S. J. Frey, Oregon
David H. Maxson, Ohio
C. W. "Pete" Slater, Illinois
Morris Weinstein, New York
Ralph A. Weschler, Dist. of Col.
Robert Mendenhall, North Carolina
W. G. Barnes, South Dakota
Johnny Midgette, Virginia
George A. Shults, Oklahoma
Delbert Winchester, Oklahoma
Herman Boress, New York
George R. Morse, Kansas
*Fred Sayre, Tennessee
*Wayne C. Dean, Tennessee
David H. Gladstone, Virginia
Hubert L. Jones, Indiana
*Donald C. Jenkins, Michigan
Thomas K. Carpenter, Minnesota
Glen E. Leney, California
M. M. Mobley, Illinois
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*Ed M. Meacham, Texas
*Maurice Britten, Texas
*William Ciez, Pennsylvania
*Sam Glassburn, Pennsylvania
Cecil B. Blair, Pennsylvania
H. L. Quinter, Pennsylvania
Homer H. Sparks, Pennsylvania
Edgar M. Wright, Nebraska
Henry T. Niles, South Carolina
Joe Bellenfant, Tennessee
Fred W. Radde, Minnesota
Charles J. Fischer, South Dakota
B. F. Hayes, New York
Wayne Stewart, Iowa
Al Warner, Kansas
Joe Hawkins, Tennessee
Thomas L. Robbins, Ohio
C. R. Thomas, Montana
R. J. Thomas, Montana

O. D. Ellis, Montana
Frank Bass, Montana
W. J. Hagen, Montana
Paul W. Bergman, Nebraska
Gordon Reid, Massachusetts
John Hicks, Tennessee
Henry A. Berman, Massachusetts
Miller T. Hunter, Hawaii
B. Everett Johnson, Minnesota
Donnas Warner, Florida
Vernell Johnson, South Dakota
Loy C. Tillotson, South Dakota
Wm. J. Wagner, Pennsylvania
Leonard F. Willinger, New Jersey
Harold P. Entsminger, Jr., Virginia
J. A. Garnett, Alabama
Ray G. Houle, New Hampshire
Hank Dunn, Washington
Dale McPherson, South Dakota
Kenneth W. Teague, North Carolina
*Herb Barnett, Illinois
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*Edward L. Hopkins, Massachusetts
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Robert J. Goss, Oklahoma
J. L. Todd, Georgia
*Wilbert Smucker, Ohio
*Gerald Shaffer, Indiana
*A. A. Bentz, North Dakota
*Arvin Utter, North Dakota

GOOD ADVICE FOR BUYERS —

It is unwise to pay too much, but it's worse to pay too little. When you pay too much, you lost a little money — that is all. When you pay too little, you sometimes lose everything, because the thing you bought may be incapable of doing the thing it was bought to do. The common law of business balance prohibits paying a little and getting a lot. It can't be done. If you deal with the lowest bidder, it is well to add something for the risk you run. And if you do that, you will have enough to pay for something better.

The best way to kill time is to work it to death.



Members of the South Dakota Auctioneers Association shared the responsibilities of conducting the livestock auction connected with the Western Junior Livestock Show at Rapid City. In the stand are: Francis Haley, Whitewood; and C. C. Rinehart, Rapid City. Standing in front of the box, from left are: Boyd Larson, Spearfish; Darrell Martin, Rapid City; Fred McFarland, Sturgis; Ralph Tysdal, Spearfish; Billy White, New Underwood; W. J. Kirkpatrick, Belle Fourche; Dale McPherson, Sturgis; Reginald R. Oakley, Silver City; and Jack Churchill, Hermosa.

Some Management Tips For Beef Cattle Auction Sales

BY ED F. STOUT

From a talk at the ninth annual American Angus Conference on June 16-17-18, 1963 at Ohio State University, Columbus, Ohio.

Sales are money. The accumulation of breeding knowledge, feeding, and labor is on public trial at an auction sale. Eighty-five per cent of the reasons people buy anything is because of general appearance and environment. To a considerable extent, people buy those things that are presented to them in an attractive way and in a pleasant environment. The question is, "How well can we collect?"

I shall confine my remarks to purebred Angus sales without the aid of a professional sales manager. Missouri has about 80 purebred Angus sales each year, and much of what I will have to say will be observations and experiences that come from these sales. My short talk will pertain to Association sales, and private production or dispersion sales.

If it is an Association sale, a sales manager and a sales committee should first be appointed by the Association. Their appointment by the President and/or the Board of Directors is preferred. The committee should be small in number: usually three members are enough. Some thought should be given to their geographic location.

To be a member of a sales committee is to assume responsibility. The manager and committee should determine the sale location, auctioneer, advertising, the consignments, the show order, the sale order and all the things that are necessary for a successful sale. They should avoid conflicts with other sales within their state or territory, and if possible schedule the sale at a convenient time for auctioneer, fieldmen, and other sales help.

A letter to prospective consignors should be mailed a few months ahead of the sale. An enclosure that is easy to complete and return to the sales man-

ager is important. A mimeographed slip that merely says—"I will consign ... head of cattle to the Such and Such sale," which is to be signed and address given by the prospective consignor is all that is needed at this particular time.

Let us keep in mind that cattlemen hesitate to write letters and quite often do not answer their correspondence promptly. This should not be interpreted as a complete lack of interest. We need to understand the guy. The letter should be specific and positive. By explaining when the sale will be held, the time, the place, and the approximate per head sale expense, we give the prospective consignor confidence in the management. Too many letters take the slant that we are thinking about having a sale, and IF we get enough consignments, and IF this, and IF that and IF something else. Such an approach usually results in everybody not thinking, weak leadership, and no sale.

Many hundreds of sales have been cancelled because there were not enough cattle consigned. Most of these sales could have been an actuality if the sales committee had adopted a "can do" attitude. A sifting committee that actually makes contacts in the country will in many instances insure cattle numbers. Just as important, of course, is to have the right kind of consignment. Actually, the "sifting committee" name is a misnomer. They, in most instances are an "acquisition committee."

Many times, the sifting committee says, "We have nothing to do, because there are not enough cattle offered to sift." Actually, if this committee would make some contacts with breeders they could acquire more consignments. Prospective consignors appreciate the judgment of the committee. If this committee will tell him that his proposed consignment would do better some place else, but that they would like to have some cattle out of the lot that he had

IN UNITY THERE IS STRENGTH

intended to put back in the breeding herd, in most cases the prospective consignor will respond with a better sale consignment. A diplomatic approach is needed and is appreciated by the consignor.

Getting catalog information in on time poses a problem for every sale manager. Be sure that the consignors are informed by either letter or personal contact of the deadline date. In many instances, the sifting committee can pick up the information at the time of their personal contact.

Most of the time, a reminder letter is needed. A couple of our secretary sale managers started the practice a few years ago of making collect phone calls to those that were late. They report to me that this is a very satisfactory technique, and they have little or no trouble in receiving the information on time. Mailing a tabulation form to the consignor is helpful. This form will help secure all of the information as to tattoos, birth dates, etc, which are so many times easy to omit.

Mailing a letter to each consignor and asking them to furnish names and addresses of prospective buyers or folks that they would like to have receive a sale catalog helps build interest in the sale. The letter also should give detailed instructions relative to arrival time at the sale, feed and straw provisions, and the time of the sale and/or show will answer many of the consignors' questions well in advance.

The advisability of asking for consignment fees to accompany the consignment can best be determined on the basis of whether this is the first sale of the organization and the consignors with which they are dealing. Only two of our 28 local Angus Associations ask for advance fees. I believe that these two soon will discontinue the practice. Angus breeders are reputable. Any consignor unwilling to pay justifiable bills to his local association is not going to be a long time Angus breeder.

The catalog information should be mailed to the printing firm at least two months prior to the sale. If this is the first sale for the sale manager or Association, there is a definite advantage in

using an experienced Angus cataloging firm.

The sales terms and conditions should be decided by the committee and the terms used by other similar sales can be used as a source of information. The suggested sales terms and conditions available from the American Angus Association are used by most of our sales. Keep in mind that these are suggested terms and should be adapted to the particular local sale.

Every female should have a footnote, even though it only includes breeding service and/or status and health. It is helpful to the new breeder if information is given relative to the breeding or show record of cattle within the tabulation, for both bulls and females.

The number of catalogs ordered will depend upon the mailing list and estimated catalog requests, plus the number needed for sale day. In our local sales, the average number of requests is approximately 50. The average number needed on sale day is 250. Mailing of the sale catalog to rather a large list is a good form of sales promotion. Catalogs should be in the hands of the buying public two weeks in advance.

The extent of sale advertising is one of the toughest problems the sale committee has to decide. The sale committee should contact other Association officers for their experience. The Association fieldman also can give invaluable assistance. They should have a knowledge of the circulation of the publications within the area where expected prospective buyers live. The amount of money spent in advertising largely determines the sale expense, but it also, to a degree, determines the sale income.

Trying to save a couple of dollars a head in sale expense by failing to advertise a sale properly is an extremely unwise economy. There isn't any specific figure that can be uniformly applied to sale expense, but we try to keep such expense between 6 and 10 per cent.

The sale manager should make a list of his chores. This list can be divided into four divisions. 1, Securing the consignment; 2. Pre-Sale jobs; 3. Sale and/or show day items; 4. After-sale details.

It will be helpful if consignors are ask-

IN UNITY THERE IS STRENGTH

ed to have their veterinarians make duplicate individual health certificates and that the consignor mail one of the copies to the sale manager prior to the sale. The sale manager can place such health certificates in envelopes much easier before the sale and he can use the time saved to good advantage contacting prospective buyers, and the inevitable last minute jobs. We tried this for several years, but without the proper response. Three years ago, we informed the consignors that we were going to charge them \$1.00 per head in all cases where registration certificates, signed transfers, and health certificates were not in the hands of the sale manager before sale day. It works.

If the preparation has been thorough and fore-sighted, sale day can be a rewarding experience for the sale manager. His main job is to check with the sale committee to determine if the assigned jobs are completed. He should keep his check list with him at all times, so that nothing will be overlooked. We don't have enough time today to list all of the do's and don'ts so I advise you to ask for a copy entitled "Management of the Purebred Cattle Sales," which is

available from the American Angus Association office. It was prepared by William Terry, field representative of the American Angus Association. Also, I can furnish you with a rather comprehensive list at your request.

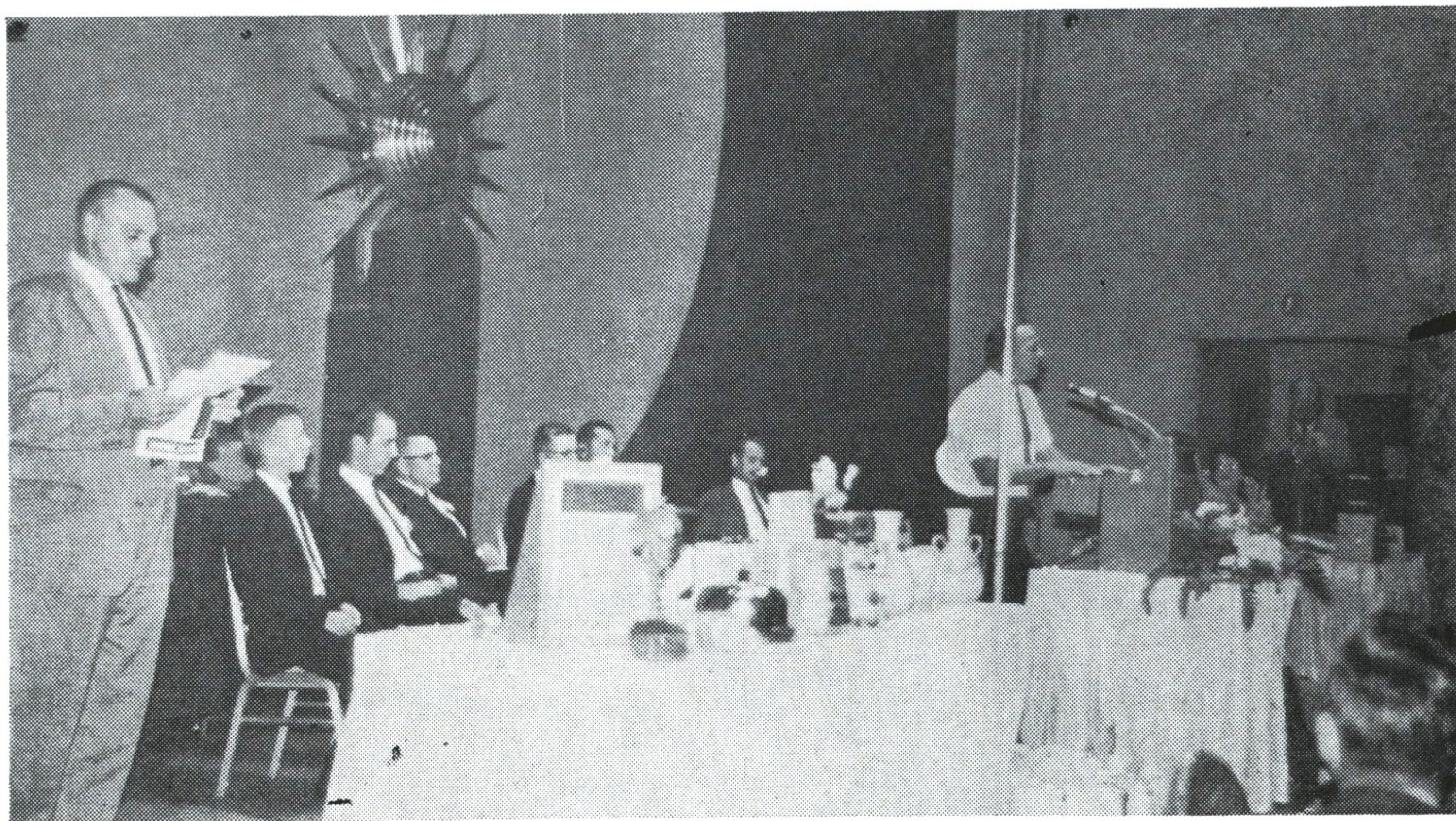
After the sale is over, mail a sale report to all fieldmen, officers, directors, and consignors. Promptly transfer the cattle to the buyers, and when such transferred certificates are mailed to them, write a letter thanking each buyer. Checks to the consignor should be mailed as soon as all of the checks have cleared.

A successful sale generates enthusiasm on the part of the consignor, and attracts new breeders, who know that they can rely upon your association to help them sell their Angus cattle in the future.

GROWS IN VALUE

LONDON — An 1860 gold penny was bought for \$3,360 by an anonymous bidder at a coin sale at Glendining and Co.

About the only thing that will now give you more for your money than 10 years ago is the penny scale at the drug store.



Fun Auctions at State and National Conventions are exactly what the name implies. A variety of auctioneers sell a variety of items, providing fun for all and a few extra dollars to defray convention expenses. Here we see the opening of the Fun Auction at the 1963 Cincinnati convention. Col. R. E. Featheringham, Fun Auction Chairman is at the extreme left while Emerson Marting is at the microphone. Photo by Bilbruck.

Indianans Schedule Meeting Nov. 10-11

November 10 and 11 are the dates of the Annual Convention and Business Meeting of the Indiana Auctioneers Association. The Marrott Hotel in Indianapolis,



COL. JOHN L. CUMMINS

will be the location. Activities will get under way at 2:00 P.M., Sunday, November 10, and again at 8:00 A.M., Monday, November 11.

Col. John L. Cummins, Cynthiana, Ky., 2nd Vice President of the National Auctioneers Association, heads a list of talented speakers. The Acappella Choir of Berne, Ind., will provide entertainment. This group was first place winner at the International Rotary Convention.

A Banquet on Sunday evening, and a Luncheon Monday noon and a Fun Auction, round out the program of education and entertainment.

State Police Hold Annual Auction Sale

EAST LANSING, Mich. — Bargain hunters will have a lot to look over when State Police hold their annual sale of unclaimed and confiscated merchandise

at the East Lansing headquarters.

More than 1,500 items will be auctioned off. A similar auction netted \$2,052 for the State treasury last year.

Major items will include 33 bicycles, two aluminum boats, two outboard motors, television sets, record players, a vacuum cleaner, a typewriter and an adding machine.

Other articles will include rings, watches, cameras, radios, car accessories, clothing, tools and hunting and sporting equipment.

Theater Auctioned In Nations Capitol

September 11, 1963, marked the date of a very unusual auction in the Nations Capitol when the interior decor of Loew's Capitol Theater was sold, piece by piece. Conducted by the firm of Adam A. Weschler and Son, the auction attracted a crowd estimated at 450 persons who came to bid on and buy some 300 items.

For the first time in her history, the DuBarry Room went co-educational as auction hunters crowded to bid for vanity mirrors and marble tables.

Items ranged from a mid-18th Century clock and Sevres vases — eyes by horn-rimmed antique dealers from New York — to a seedy-looking smoking lamp from the men's smoker that went for \$11.

The coveted mid-18th century clock went for \$1,000 to Judge and Mrs. Lester Kraft, of Chevy Chase, Md. Asked if he got a bargain on the clock, the most expensive item in the auction, Mr. Kraft, who is the president of the National Art Academy at 1763 R street N. W. shrugged his shoulders and said, "I don't know. My wife and I collect French period pieces and I think the prices today are very high. For example, that French table with the pictures of either Louis XV or XVI on it is cracked, and that went for \$635."

Film star Ilona Massey, whose movies were once viewed on the now empty stage, inspected the theater with the scrutiny of a veteran auction buyer.

When she asked how she could bid she was told "you have to get a paddle," with which the buyer signals his bid. With a sigh she went downstairs to get

her paddle and wait out the bidding for the French clock.

Although a \$5 deposit had been made by all entering the theater, to bar the mere non-buying curious, the rich mingled with the poor. A bewildered gray-haired lady who had bought the wrought iron lights in the men's smoker seemed astonished when the auctioneer told her the buyer would have to remove them.

Col. Ralph A. Weschler of the selling firm is a member of the National Auctioneers Association.

Club House Auction Arouses Reminders

Benjamin F. Hayes, NAA member from Forest Hills, Long Island, sold the Oakland Golf Links and Club House in nearby, Bayside, Queens, on September 10.

Some reminders of the past auctioned off with all the equipment of the golf links and the club house included an antique tobaggan sled and park benches.

A few of the rules of the club in early 1900 were: "A charge of 25c shall be made for feeding a horse and a like charge for stabling a horse when taken out of harness. The Club Stage will meet trains on Saturdays, Sundays and Holidays. A charge of 15c a trip shall be made."

Auction Method Wins Over Sealed Bid Way

After two unsuccessful attempts with the sealed bid method, officials of Winona County, Minn., learned like so many others that the auction method of selling was far more superior.

Twice, bids had been invited for a garage building, which had been classified by the county as surplus, along with a metal shed and some fencing. Highest offer on the garage building was \$16,000 in the sealed bid attempts. Best bid on the steel building and fencing was \$511.

Col. Alvin Kohner, NAA member of Winona, sold the same property at auction with the garage building bringing \$26,000 and the other two items brought

\$1725. In addition, miscellaneous, tools, parts and other equipment realized a figure of \$2,419.

This group will not have to waste any time in the future in deciding the best manner to liquidate surplus and it should serve as a lesson to others faced with similar problems.

New Rules Drawn For Real Estate Auction

NEW YORK — Webb and Knapp Inc., laid down some novel ground rules for a second auction of properties set for Oct. 3.

Some \$20 million in real estate went on the block in a new attempt to raise cash by the land and buildings empire headed by William Zeckendorf Jr.

The first such auction, yielded only \$2,622,000 on property valued at \$7.5 million.

Zeckendorf said that at the forthcoming sale there will be no minimum or "upset" prices. Webb and Knapp will reserve the right to reject all bids.

In cases where there are at least three separate independent bids on a property, with all rejected, the company will pay 5% of the best offer to the higher bidder in compensation for his time and trouble.

Zeckendorf said the October sale will be a "buyers only" affair, with admission limited to holders of cards signifying intention to bid on one or more specific properties. The first auction drew more spectators than buyers.

FOR SALE

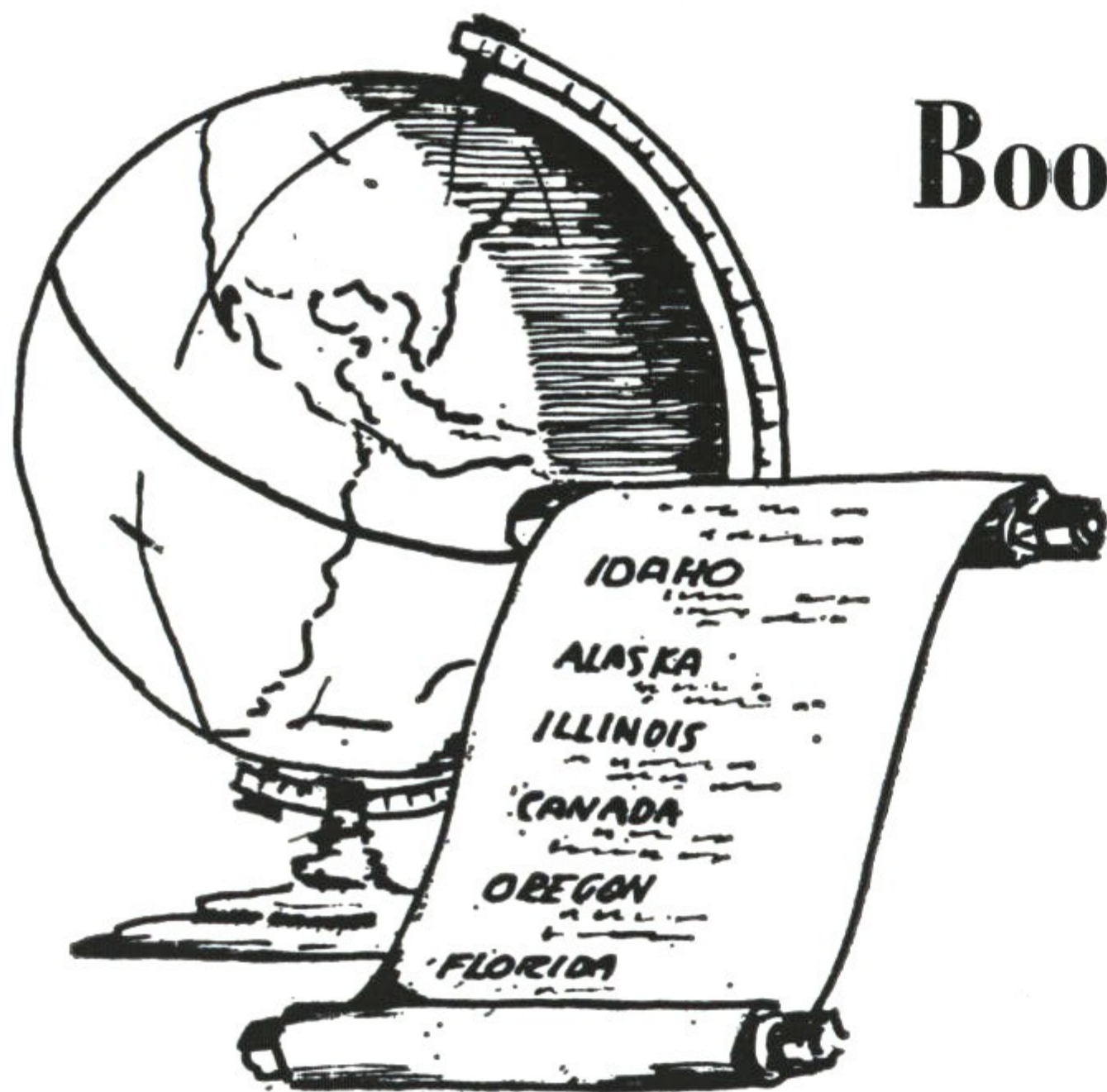
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Modern Home Included.
Will show books to interested prospects

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Frank Morgan, Realtor
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Boosters for 'The Auctioneer'

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

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Col. Eugene C. Waldrep—Birmingham
Col. W. J. White—Birmingham

ARIZONA

Col. Leroy Longberry—Phoenix

ARKANSAS

Col. William J. Massey—Jonesboro
Col. Herman P. Peacock—Winchester
Col. Brady L. Wooley—Little Rock

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ELSEWHERE
The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

How time flies. It seems only last week I was applying for N.A.A. membership and here it is renewal time.

It has been a very busy year and belonging to the N.A.A. has been a very important part professionally as well as at home for the entire family enjoys "The Auctioneer."

It is with pleasure I am enclosing this check for the coming year's dues, also for four Decals and four Bumper Strips.

Thank you,
Wm. E. Berry
East Gary, Ind.

* * * *

Dear Bernie:

Enclosed are a few items from the Los Angeles Times that might be of interest to fellow members. I was sorry to hear of the death of Col. R. C. Foland. Although I didn't know him personally, I had written to him several years ago for some information about real estate auctions and he was kind enough to send me much information. His help, I find, is typical of NAA members in everyplace but California. I wish we could establish a state association here instead of "lock-out" area associations with \$600.00 yearly dues, etc.

Last September, it was my pleasure to visit Denver, Colorado, and I was most pleased with the genuine friendship of members of the Colorado Auctioneers Association. If we here in California could follow their example the auction business here could really get off the "launching pad".

Your article about R. C. Foland mentioned a book he wrote in 1929. I tried to

locate it but could not. Would you please send me details of his book and where I can purchase a copy? Perhaps you could publish it in your next issue so any one else interested in good real estate auctions might obtain a copy. Also could you send me, or reprint for everyone, his contribution to "The Encyclopedia of Real Estate?"

Yours truly,
Tom Long
Torrance, California

* * * *

Dear Sir:

Enclosed you will find my dues for 1964. Sorry I had to miss the convention, I so much wanted to attend but circumstances prevented me from attending. I enjoy reading the magazine "The Auctioneer". I keep every issue for reference and often pick up back issues and re-read them from cover to cover. In my estimation there is no better magazine printed for the apprentice and the learned auctioneer.

Hoping to seeing you at the convention I remain.

Truly yours,
Carmine Idore
Newhall, California

* * * *

Dear Bernie:

Enclosed you will find several candid shots taken during various activities at our recent national convention in Cincinnati. Perhaps you can use several of them in one of the forthcoming editions of "The Auctioneer." Will send you a five by seven of the Illinois members in attendance in the very near future.

I believe all the members attending the

convention are to be congratulated on their selection of officers for the forthcoming term. No doubt the entire slate is one of the most highly qualified ever to hold office. Too, they have much to offer all of the members, if only the members will take advantage of it. Not only are these gentlemen among the best in their specialized branches of the profession, they have the outstanding knack of being able to communicate with any member in an easy to understand, uncomplicated manner. I'm sure you will agree when I say that each one of them adds much to the dignity of our chosen profession. I guess the best way to express my sentiments is that I'm a much better person by having met them and being associated with them over these past few years.

I profited greatly from President Britten's contribution to the unforgettable convention in Houston three short years ago. I found John Cummins just as enlightening, interesting, informative, and entertaining as I did when I first heard him in Houston. I believe John's great performance should become a permanent feature of all future national conventions.

Our host state, Iowa, can be assured of one of the finest, if not the finest, national conventions, especially if they seek and rely upon the advice of these two wonderful men.

I'm sending you a copy of an article on Buddy Walker's horse sales in Fort Smith, Oklahoma. One interesting point not brought out in the article is Walker's organization buys and sells a considerable amount of Rodeo stock. I have Walker's permission to reprint the article in "The Auctioneer." I believe many of the readers will be delightfully surprised to learn horse auctions are not a page out of the past, but are very much alive and an important part of our nation's economy.

Looking forward to seeing you at the Indiana Convention.

Regards,
Ed Bilbruck
Chicago 10, Illinois

* * * *

Dear Bernie:

Enclosed is \$15.00 for my 1963-64 National Auctioneers Association and Kan-

sas Auctioneers Association dues. The auction business has been very good to me this past year. Much better than I ever hoped for after just two years in the business.

I now have two sale barn jobs each week and have also conducted several other sales. I had the privilege of helping conduct Livestock Auctions at two county 4-H fairs this summer.

The drought condition in this part of the country was serious until late summer rains in August, usually our dry month. Some farmers were forced to sell livestock in July. Wheat yield was lighter than usual in Kansas this year. We were hard hit by a May 29th freeze. After a generous amount of rain in September and Indian summer days in October, we certainly have the beginning of a good wheat crop for next year.

It is always a pleasure to receive and read "The Auctioneer". Keep up on the good work.

Sincerely,
Col. Bob L. Jessup
Phillipsburg, Kansas

State Land Auction Exceeds Appraisal

LANSING, Mich. — The State Highway Department sold 12 of 18 parcels of freeway land for a total of \$92,300 at an auction at the Courthouse here.

J. H. Holfca, property representative for the Saginaw district of the State Highway Department, called the sale "very successful." The land parcels auctioned were all adjacent to freeway rights of way.

The largest single successful bid was for seven acres of land one mile east of Birch Run at I-75 and East Birch Run Road. This parcel was sold for \$42,000 to Arthur and Bess Hurland and Peter and Ann Swirtz all of Flint. The State Highway Department minimum bid for one parcel was \$22,000.

According to Holfca, the total appraised value of the parcels sold yesterday was \$63,525. Sales amounting to \$92,300 were \$28,775 over State Highway Department minimum prices.

OHIO LICENSE LAW

(Amended House Bill No. 474)

AN ACT

To amend sections 4707.01 to 4707.04, inclusive, and to enact sections 2703.28, 4707.05 to 4707.19, inclusive, and section 4707.99 of the Revised Code to establish a state auctioneers commission for the purpose of licensing auctioneers.

Be it enacted by the General Assembly of the State of Ohio:

SECTION 1. That section 4707.01 to 4707.04, inclusive, be amended and sections 2703.28, 4707.05 to 4707.19, inclusive, and section 4707.99 of the Revised Code be enacted to read as follows:

Sec. 2703.28. Any nonresident of this state who obtains permission from the department of commerce to engage in the auction business within this state pursuant to sections 4707.01 to 4707.19, inclusive, of the Revised Code, makes the secretary of state his agent for the service of process in any civil suit or proceeding instituted in the courts of this state against such nonresident auctioneer, arising out of any such auction business conducted within this state. Such appointment shall be irrevocable and binding upon the executor or administrator of such nonresident auctioneer.

Such summons shall be served by the officer to whom the same is directed or by the sheriff of Franklin County, who may be deputized for such purposes by the officer to whom the service is directed, upon the secretary of state by leaving at the office of the secretary of state, at least fifteen days before the return day of such process, a true and attested copy thereof, and by sending to the defendant, by registered or certified mail, return receipt requested, postage prepaid, a true and attested copy with an endorsement thereon of the service upon said secretary of state, addressed to the defendant at his last known address. The registered or certified mail return of such defendant shall be attached to and made a part of the return of service of such summons. The return day shall be the third Monday after the day of such summons.

Where the nonresident auctioneer dies prior to the commencement of an action brought pursuant to this section, service of summons shall be made on the executor or administrator of such nonresident auctioneer in the same manner and by the same notice as it is provided in the case of a nonresident auctioneer. Where an action has been commenced under the provisions of this section by service on a defendant who dies thereafter, the court must allow the action to be continued against his executor or administrator upon motion with such notice as the court considers proper.

Sec. 4707.01. *** As used in sections, 4707.01 to 4707.19, inclusive, and section 4707.99 of the Revised Code:

IN UNITY THERE IS STRENGTH

(A) "Auctioneer" means one who sells goods at public auction for another on commission, or for recompense, or one who conducts an auction for another on commission or for recompense.

(B) "Apprentice auctioneer" means any person who for recompense or other valuable consideration is employed by an auctioneer to deal or engage in any activities mentioned in division (A) of this section.

Sec. 4707.02. *** On or after January 1, 1964, no person shall act as an auctioneer within this state without a license issued by the department of commerce.

This section shall not apply to:

(A) Sales at auction conducted by or under the direction of any public authority or pursuant to any judicial order or decree, or to any sale required by law to be at auction;

(C) Any person who qualifies under section 4707.12 of the Revised Code;

(D) Any person licensed to conduct a new merchandise public auction sale, as required by Chapter 1318. of the Revised Code.

Sec. 4707.03 *** A state auctioneers commission shall be created within the department of commerce as follows:

(A) The governor, with the advice and consent of the Senate, shall appoint a commission consisting of three members, each of whom immediately prior to the date of his appointment shall have been a resident of this state for five years, and whose vocation for a period of at least five years shall have been that of an auctioneer. One member of the state auctioneers commission shall be appointed for a term of one year, the second member shall be appointed for a term of two years, and the third member shall be appointed for a term of three years, each appointment to remain effective until their successors are appointed and qualified. Thereafter, the term of the members of the commission shall be for three years, each appointment to remain effective until their successors are appointed and qualified. Appointments made to fill an unexpired term shall be made only for that unexpired term.

(B) At no time shall there be more than two members of the same political party serving on the commission.

Sec. 4707.04. *** (A) The state auctioneers commission shall, upon qualification of the member appointed in each year, select from its members a chairman, and shall serve in an advisory capacity to the department of commerce for the purpose of carrying out sections 4707.01 to 4707.99, inclusive, of the Revised Code. The commission shall meet no more than four times annually.

(B) Each commissioner shall receive his actual and necessary expenses incurred in the discharge of such duties.

Sec. 4707.05. All fees and charges collected by the department of the commerce pursuant to sections 4707.01 to 4707.99, inclusive, of the Revised Code shall be paid to the treasurer of state for credit of the general revenue fund. All expenses incurred by the department in administering sections 4707.01 through 4707.99, inclusive, of the Revised Code shall be paid out of the general fund upon the warrants of the auditor of state as provided in sections 113.06, 113.07, and 115.07 of the Revised Code when vouchers for expenses are accepted

IN UNITY THERE IS STRENGTH

and approved by the department. The total expenses incurred by the department of commerce in the administration of sections 4707.01 to 4707.99, inclusive of the Revised Code, shall not exceed the total fees, charges, fines, and penalties imposed under sections 4707.08, 4707.10, and 4707.99 of the Revised Code and paid to the treasurer of state. The department of commerce may conduct education programs for the enlightenment and benefit of all auctioneers who have paid fees pursuant to sections 4707.08 and 4707.10 of the Revised Code.

Sec. 4707.06. The department of commerce shall publish annually a list of the names and addresses of all auctioneers and apprentice auctioneers licensed by the department. This list shall also contain a list of all persons whose licenses have been suspended or revoked within the preceding year, as well as such other information relative to the enforcement of sections 4707.01 to 4707.19, inclusive, of the Revised Code, as the department may deem of interest to the public.

Sec. 4707.07. The department of commerce shall have the power to grant auctioneers' licenses to those persons deemed qualified by the department. Every applicant for an auctioneer's license shall furnish to the commission, on forms provided by the department, satisfactory proof of the following:

- (A) That such applicant has a good reputation;
- (B) That such applicant is of trustworthy character;
- (C) That such applicant has attained the age of at least twenty-one years;
- (D) That such applicant has served as an apprentice auctioneer for at least one year within this state;
- (E) That such applicant is a citizen of the United States or Canada;
- (F) That such applicant has a general knowledge of the following:
 - (1) The requirements of the Revised Code relative to auctioneers;
 - (2) The auction profession;
 - (3) The principles involved in conducting an auction.

Sec. 4707.08. The department of commerce shall hold written examinations four times each year for the purpose of testing the qualifications required for obtaining a license under section 4707.07 of the Revised Code. An examination shall not be required for the renewal of any license unless such license has been revoked, suspended, or is allowed to expire without renewal, in which case the applicant shall take and pass any written examination offered by the department. All other applicants must pass the examination according to the standards set by the department in order to receive a license.

An examination fee of twenty-five dollars shall be collected from each person taking such examination in order to defray expenses of holding such examinations.

All applications and proofs must be filed by each applicant before the scheduled date of examination, and must be accompanied by a bond and license fee.

All persons who are or have been licensed as auctioneers prior to January 1, 1964, shall be relicensed as such without examination and subject to the requirements in effect prior to that date, by making application for such license on forms provided by the department and paying the required fee.

Sec. 4707.09. The department of commerce shall have the power to grant

IN UNITY THERE IS STRENGTH

apprentice auctioneers' licenses to those persons deemed qualified by the department. Every applicant for an apprentice auctioneer's license shall furnish to the department, on forms provided by the department, satisfactory proof of the following:

- (A) That such applicant has a good reputation;
- (B) That such applicant is of trustworthy character;
- (C) That such applicant has attained the age of at least eighteen years;
- (D) That such applicant is a citizen of the United States or Canada.

When any apprentice auctioneer is discharged or terminates his employment with an auctioneer for any reason, it shall be the duty of the auctioneer to immediately deliver or mail by registered mail to the department the license of such apprentice auctioneer. No apprentice auctioneer shall thereafter perform any acts under authority of his license until such apprentice auctioneer receives a new license bearing the name and address of his new employer. No more than one license shall be issued to any apprentice auctioneer for the same period of time.

Sec. 4707.10. The fee for each auctioneer's or apprentice auctioneer's license issued by the department of commerce shall be twenty-five dollars. All licenses shall expire annually on the date of their issue. In the absence of any reason or condition which might warrant the refusal of the renewing of the license, and upon receipt of the written request of the applicant and the renewal fee therefor, the department shall issue a new license for each ensuing year.

The department shall prepare and deliver to each licensee a license certificate and pocket card. The certificate shall be displayed conspicuously at all times in the office of the licensee.

Notice in writing shall be given to the department by each licensee of any change of principal business location, whereupon the department shall issue a new license for the unexpired period. Any change of business location without notification to the department shall automatically cancel any license previously issued. For each new license issued upon the occasion of a change in business location, the department shall be entitled to collect a fee of five dollars.

Sec. 4707.11. Each application for an auctioneer's license shall be accompanied by a bond in the sum of three thousand dollars, and no license may be issued until such a bond has been filed with the department. The bond may be either a cash bond or a surety bond and, if a surety bond, it shall be executed by a surety company authorized to do business in this state. Such surety bond shall be made to the department and the bond shall be conditioned that the applicant shall conduct his business in accordance with sections 4707.02 to 4707.19, inclusive, of the Revised Code. All bonds shall be in form approved by the department.

Sec. 4707.12. A nonresident may operate as an auctioneer or apprentice auctioneer within the state by conforming to sections 4707.02 to 4707.19, inclusive, of the Revised Code.

The department of commerce may, within its discretion, waive the license requirements for a non-resident, provided he meets all the qualifications required by law in the state in which he is a resident. Nonresidents wishing to

IN UNITY THERE IS STRENGTH

engage in the auction business in this state shall make application in writing to the department stating time, place, and type of auction to be conducted, and furnish the department with proof of their ability to conduct said auction, proof of license and bond if they reside in a state with these requirements, as well as other information which the department may request.

This section shall not apply to nonresident auctioneers or apprentice auctioneers who reside in states under the laws of which similar recognition and courtesies are not extended to licensed auctioneers and apprentice auctioneers of this state.

Sec. 4707.13. Any nonresident who applies for permission to operate as an auctioneer within this state shall file an irrevocable consent with the secretary of the department of commerce that suits and actions may be commenced against such applicant in any court of competent jurisdiction within this state by service of process upon the secretary of state, as provided in section 2703.28 of the Revised Code. Said consent shall agree that the service of such process shall be held in all courts to be valid and binding as if service had been made upon the applicant within this state.

Sec. 4707.14. Every auctioneer licensed under sections 4707.07 to 4707.13, inclusive, of the Revised Code, shall have a definite place of business in this state except if the auctioneer is a nonresident, it is not necessary for him to maintain an active place of business within this state if he maintains such a place of business in the state where he is a resident.

Sec. 4707.15. The department of commerce may suspend or revoke the license of any auctioneer for any of the following causes:

- (A) For obtaining a license through false or fraudulent representation;
- (B) For making any substantial misrepresentation in an application for an auctioneer's license;
- (C) For a continued and flagrant course of misrepresentation or for making false promises through agents, advertising, or otherwise;
- (D) For failing to account for or remit, within a reasonable time, any money belonging to others that comes into his possession, and for commingling funds of others with his own, or failing to keep such funds of others in an escrow or trustee account;
- (E) For paying valuable consideration to any person who has violated any of the provisions of sections 4707.02 to 4707.19, inclusive, of the Revised Code;
- (F) For conviction in a court of competent jurisdiction of this state or any other state of a criminal offense involving moral turpitude or a felony;
- (G) For violation of any rule or regulation of the department;
- (H) For failure to furnish voluntarily at the time of execution, copies of all written instruments prepared by the auctioneer;
- (I) For any conduct of an auctioneer which demonstrates bad faith, dishonesty, incompetency, or untruthfulness;
- (J) For any other conduct that constitutes improper, fraudulent, or dishonest dealings.

Sec. 4707.16. The department of commerce may, upon its own motion, and

IN UNITY THERE IS STRENGTH

shall upon the verified written complaint of any person, investigate the actions of any auctioneer, apprentice auctioneer, any applicant for a auctioneer's or apprentice auctioneer's license, or any person who assumes to act in that capacity, if the complaint, together with other evidence presented in connection with it, makes out a prima-facie case.

If the department determines that any such applicant is not entitled to receive a license, a license shall not be granted to such applicant, and if the department determines that any licensee is guilty of a violation of sections 4707.14 or 4707.15 of the Revised Code, the license shall be suspended or revoked. Any auctioneer or apprentice auctioneer who has had his license revoked shall not be issued another license for a period of two years from the date of revocation.

Sec. 4707.17. The department of commerce may adopt and keep an official seal which shall have engraved thereon the coat of arms of the state as described in section 5.04 of the Revised Code, and shall be surrounded by the proper name of the commission or department by which it shall authenticate its proceedings. Such seal may be affixed to all records and official papers, and to such other instruments as are authorized by law. When so authenticated, any copy of a record, official paper, or other instrument shall be received in evidence in any court in lieu of the original. All records kept in the department of commerce under the authority of sections 4707.01 to 4707.19, inclusive, of the Revised Code, shall be open to the public inspection under such rules and regulations as shall be prescribed by the department.

Sec. 4707.18. No person, partnership, or corporation engaged in the business of or acting in the capacity of an auctioneer shall bring or maintain any action in the courts of this state for the collection of compensation for any services performed as an auctioneer without first alleging and proving that such person, partnership, or corporation was a duly licensed auctioneer at the time the alleged cause of action arose.

Sec. 4707.19. The department of commerce may make reasonable rules and regulations relating to the form and manner of filing applications for licensees, the issuance, suspension, and revocation of licenses, and the conduct of hearings as provided by sections 119.01 to 119.13, inclusive, of the Revised Code. The department may hear testimony in matters relating to the duties imposed on it, and any person authorized by the director of commerce may administer oaths. The department may require other proof of the honesty, truthfulness, and good reputation of any person named in the application for an auctioneer's or apprentice auctioneer's license before admitting the applicant to an examination or issuing a license.

Sec. 4707.99. (A) Whoever acts as an auctioneer as defined in section 4707.01 of the Revised Code, without first obtaining a license and, upon conviction thereof, shall be fined not less than one hundred nor more than one thousand dollars, or imprisoned not more than ninety days, or both.

(B) Whoever violates sections 4707.01 to 4707.19, inclusive, of the Revised Code, or any rule or regulation promulgated by the department of commerce in the administration of these sections, for the violation of which no penalty is provided, shall be fined not less than fifty nor more than two hundred dollars.

IN UNITY THERE IS STRENGTH

Section 2. That existing sections 4707.01, 4707.02, 4707.03, and 4707.04 of the Revised Code are hereby repealed.

ROGER CLOUD,
Speaker of the House of Representatives.
JOHN W. BROWN,
President of the Senate.

Passed June 28, 1963.

Approved July 11, 1963.

JAMES A. RHODES,
Governor.

The sectional numbers herein are in conformity with the Revised Code.
OHIO LEGISLATIVE SERVICE COMMISSION

LAUREN A. GLOSSER, *Director*

Filed in the office of the Secretary of State at Columbus, Ohio, on the 11th day of July, A.D. 1963.

I hereby certify that the foregoing is a true copy of the enrolled bill.
TED W. BROWN,

Secretary of State.

File No. 316.

Effective October 10, 1963.

Thomas Buys Clovis Commission Company

CLOVIS, N. M.—Harold Thomas, Plainview, Texas, purchased the Clovis Cattle Commission Co. Better known as the “4-Cs”, it has been operated for many years by Zack Felton and Fred Daughterty.

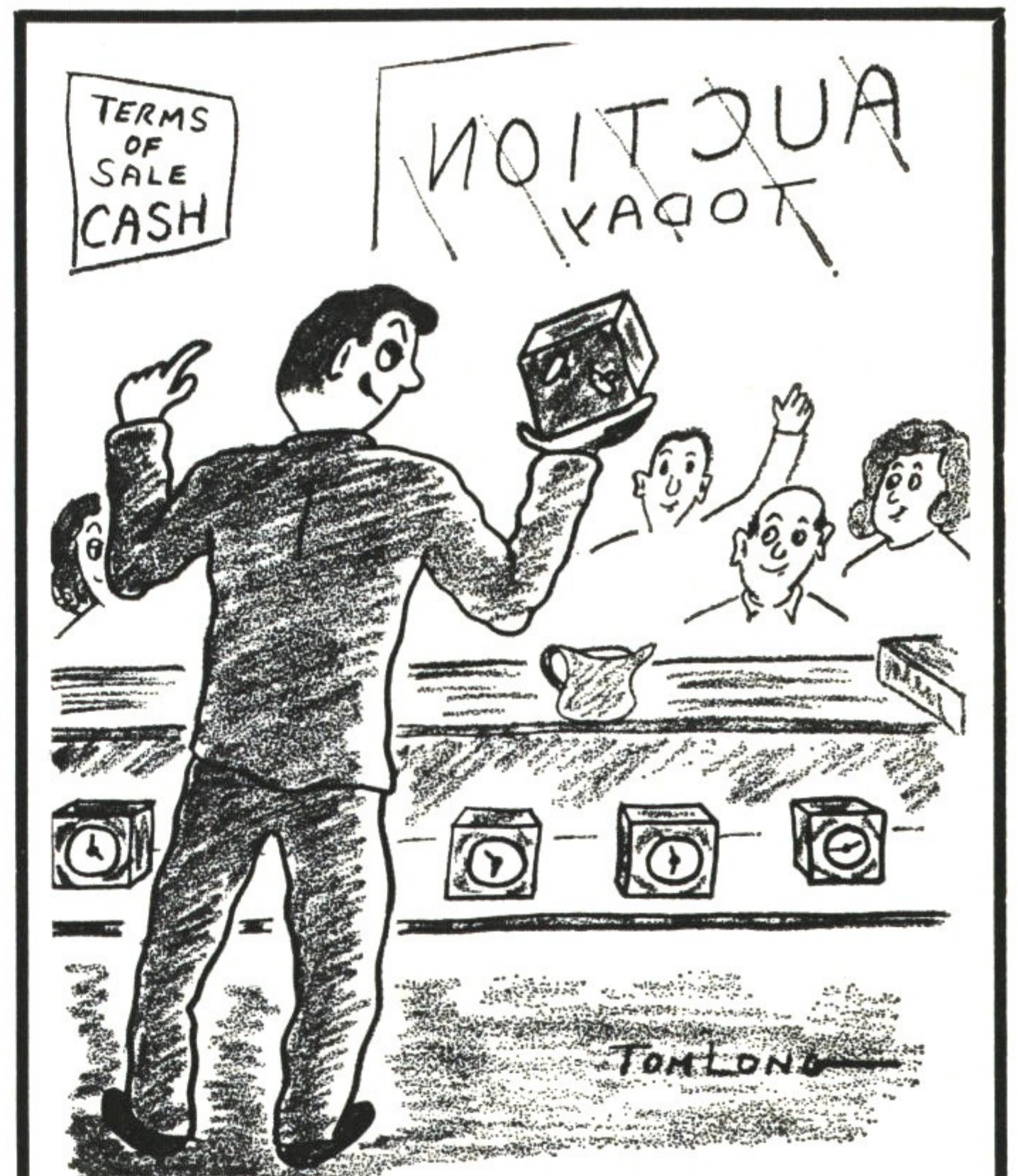
Thomas took control of the operation Oct. 1. His father, J. C. Thomas, owns and operates the New Mexico Livestock Auction in Albuquerque.

Utah Ranch Land Sold In Big Auction

In what may have been the first time land was voluntarily sold at auction in the State of Utah, the John K. Madsen Rambouillet Farms were sold for a figure just a few dollars under \$200,000. The chattels, which included the ranch equipment and feed, were sold for a total of more than \$46,000.

Auction was held at the headquarters ranch near Mt. Pleasant, Utah, on October 1 and 2. Col. H. Earl Wright, NAA member of Mt. Gilead, Ohio, was the auctioneer, assisted by Charles Caywood, Fredericktown, Ohio.

In reporting the sale, Col. Wright says they were well received in the area and many of those in attendance expressed an interest in selling ranch land at auction in the future.



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THE LIGHTER SIDE . . .

PROTECTION

A drunk staggered into the police station and confessed that he had pushed his wife out of a tenth-story window.

"Did you kill her?" asked the sergeant.

"I don't think sho. Thash why I wanna be locked up."

STRAINER NEEDED

A government crop inspector visited a Kentucky farm and began asking questions.

"Do you people around here have trouble with insects getting in your corn?"

"We sure do," said the farmer, "but we jes fishes them out an' drinks it anyhow."

SOCIAL EVENT

He'd never been outside the United States and neither had she, but both were recounting their experiences abroad. "And Asia," she said, "wonderful Asia. Never shall I forget India and most of all, China, the celestial kingdom. How I loved it."

"And the pagodas," he asked, "did you see them?"

"Did I see them! My dear, I had dinner with them."

SIMILARITY

Daughter: "Did you ever hear anything so wonderful?" (As the radio ground out the latest Rock-'N-Roll.)

Father: "Can't say I have, although I once heard a collision between a truck load of milk cans and a car filled with ducks."

INEXPERIENCED

A rooming house landlord received a phone call from the mother of a college freshman. "Please keep an eye on Albert for me," begged the mother. "See that he gets plenty of sleep and doesn't drink or run around too much."

"You see," she added in an apprehensive tone, "This is the first time he's been away from home — except for two years in the Marines."

MOTHER KNOWS BEST

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

Mother: "That's LIVING, dear."

Daughter: "You're telling me!"

KEEPS THEM MOVING

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

FOOTWORN

The weary shoe salesman had pulled out half the stock and still couldn't satisfy the fussy woman customer. Finally, he mopped his brow, sat on the floor, and said, "Mind if I rest a minute, madam? Your feet are killing me."

MODERN SLOGAN

The cannibals stoked up the fire under the pot in which an explorer was being cooked.

The chief came up and asked the victim: "Do you have anything to say!"

"Yes," the explorer said, "I am smoking more now but enjoying it less!"

COUNTER ATTACK

"There is nothing more disagreeable for a speaker," said a gentleman who loved giving public addresses, "than to notice his listeners glancing at their watches."

"There's one thing worse," said another orator. "That is, if having looked at their watches, they hold them up to their ears to make sure they haven't stopped."

IT MAKES A DIFFERENCE

A certain woman with a reputation as a "man hater" announced suddenly that she was about to be married.

"Goodness gracious," responded her friend, "I thought you despised all men."

"Oh, I do," replied the bride-to-be, "but, but, this man asked me to marry him."

IN UNITY THERE IS STRENGTH

SUITABLE PHRASE

Old Ebenezer, a man who had lived in a country town in America, had died. He had never exactly been an outstanding member of the community and the local preacher was hard put to phrase a respectable oration over the coffin.

Eventually he said. "Ebenezer, yo' is gone. We hopes yo' is gone where we suspect yo' ain't."

NOT BAD

"I've spent nearly \$5,000 on that girl's education," complained an aggrieved father. "And here she goes and marries a fellow with an income of only \$500 a year."

"Well," said a friend of the family, "that's ten per cent on your investment. Pretty good going, I should say."

OFF COURSE

A river steamer stopped because of fog. An anxious passenger asked the captain, "What's wrong?"

"Can't see up the river."

"Can't you see the stars overhead perfectly plain?"

Replied the exasperated captain, "Interesting but irrelevant. Unless our boiler busts, we're not headed that way."

JUST CHECKING

After an absence of a week, Adam returned to Paradise to find a sulky and suspicious Eve.

"Darling," he said, "how can you be jealous. Please remember I'm the first and only man and you are the first and only woman. There's no one to be jealous of."

"I know all that jazz," said Eve, "but . . ."

Later that night, when Adam was asleep, Eve got up and carefully counted his ribs.

PROPER PUNISHMENT

A little old lady from the East was visiting in Arizona for the first time, right in the middle of the hunting season. Someone asked her what she thought of the West.

"Well", she said, "I was very surprised to see so many people carrying guns. But I must admit you do have some sensible laws that I didn't expect."

"What law is that?" she was asked.

"This business of making all the drunks wear red hats".

A GIFT TO REMEMBER

"Did your family give you anything for Father's Day?"

"Yup, all the bills for Mother's Day."

TOOTHLESS

A little girl was telling her teacher about losing her baby teeth. One tooth was loose and she'd already lost three. She said, "Pretty soon I'll be running on the rim."

OCCUPATIONAL HAZARD

Daughter — Mom, did you find men trying?

Mamma — Yes, dear, but you must learn to hold them off.

FOOLING THE NEIGHBORS

Sweltering, the Texan staggered from his Cadillac and collapsed at the front door.

"Why don't you roll the windows down?" his wife wanted to know.

"What!" he gasped, "And let everyone know it's not air-conditioned."

DESIRE

Conversation Piece: Mother to sick son, "Well, son, how do you like your new nurse?" Son: "I hate her. I'd like to grab her and bite her on the neck like Daddy does!"

FORM FILLING

Court Clerk: "I'm sorry but I can't issue your marriage license until you have a properly filled out form."

Feminine applicant: "Listen, if my boy friend doesn't care, what business is it of yours?"

HE'S THE ONE

The lady of the house suspected that one of her two sons was paying attention to the pretty maid. Anxious to find out which one, she said to the girl, "Mary, supposing you had the had opportunity of going to the movies with one of my sons, which one would you choose?"

"Well," replied Mary. "It's hard to say, for I've had grand times with both of them. But for a real good time, give me the master".

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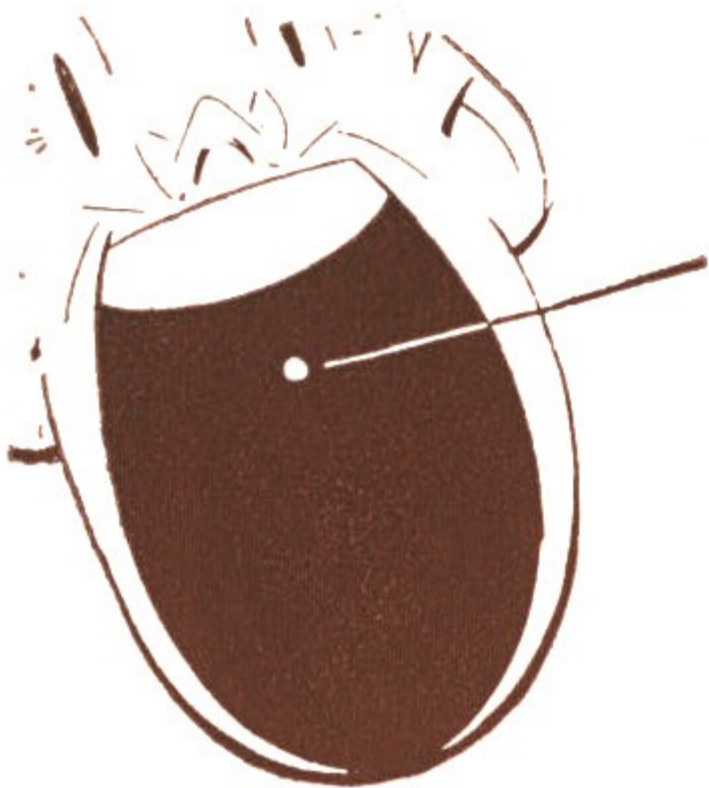
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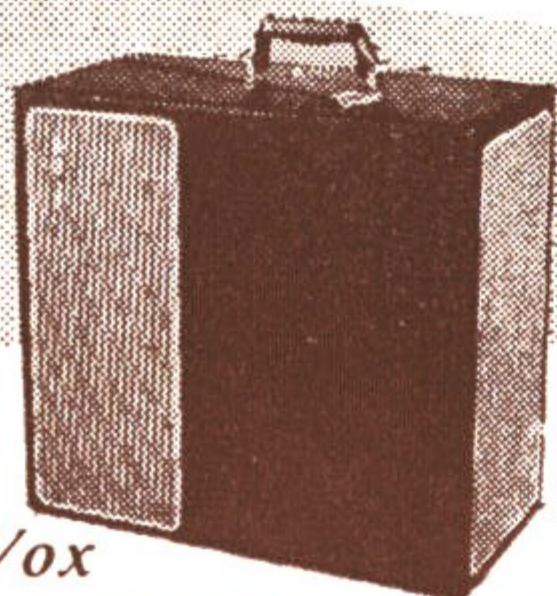
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