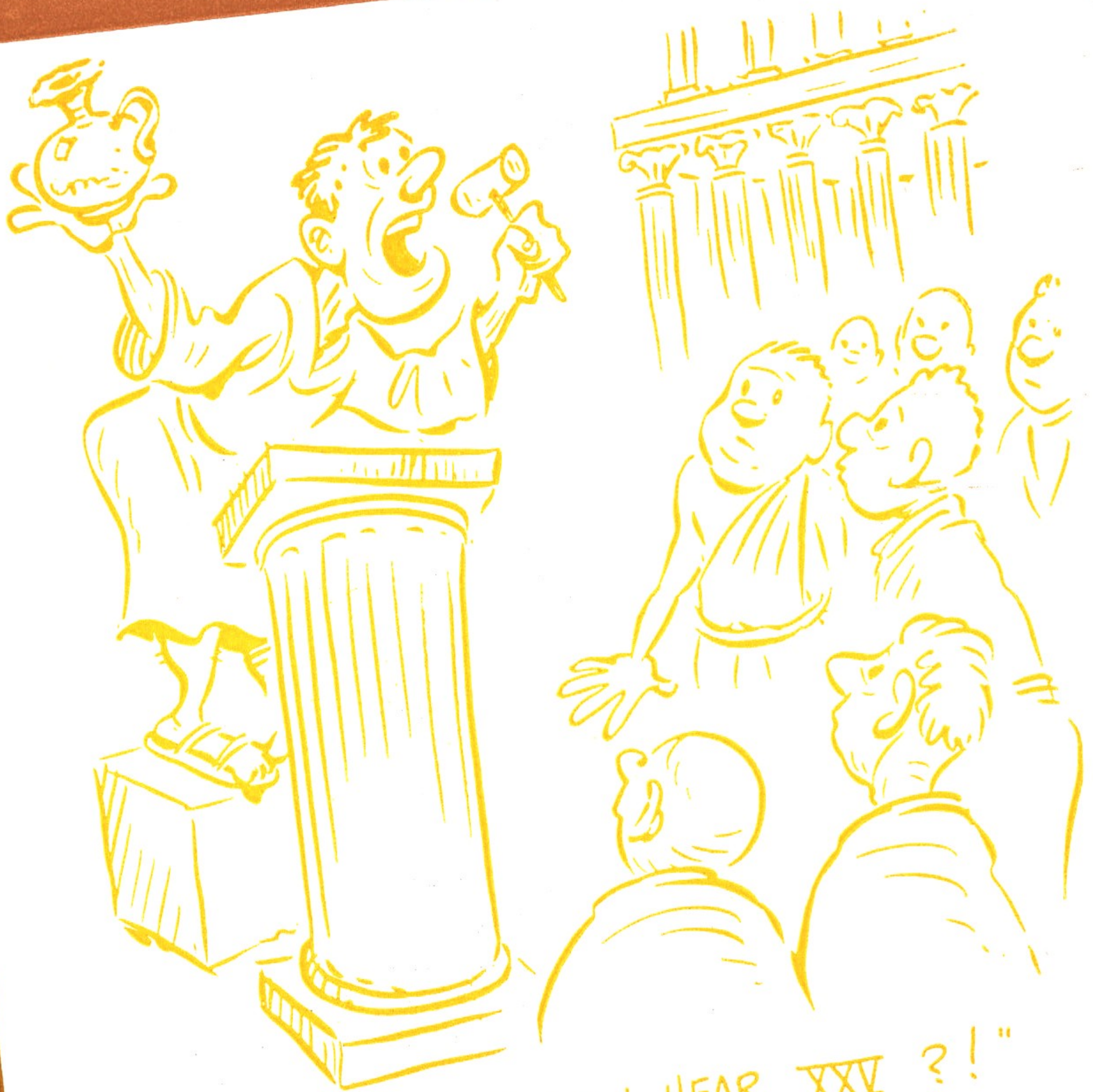


the AUCTIONEER



"XX ! NOW DO I HEAR XXV ? !"

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“I want to say, in extending our Texas hospitality, that it’s pretty hard to get above Kentucky hospitality. They really did a bang-up job this year. “It is really an honor for the State of Texas for the National Auctioneers Association to hold it’s next Convention there. “I want to invite every one of you down — and bring someone with you.”

**— Earl White, President
Texas Auctioneers Association**

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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Contributing Editors
Col. "Pop" Hess, Worthington, Ohio;
Walter Carlson, Triumph, Minn., and
every member of the National Auctioneers
Association.

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

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

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EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

Is The Membership Drive Destined For Failure?

Only a few days remain for members to enroll new members into the National Auctioneers Association in the current membership campaign. Remember that the deadline is November 15. By now you have had time to think about and consider candidates for membership in the N.A.A. The membership application form is being re-run in this issue for your convenience in signing up new members.

A month has gone by since the beginning of the concentrated drive to increase membership in the N.A.A. The return has been very poor and we are beginning to feel that the effort was wasted. We hope this is not true. However, as we go to press for the November issue, our tabulation includes one new member sent in by an N.A.A. member.

We had planned to wait until the end of the drive on November 15 to report the success or failure of this venture but, since the N.A.A. is your organization, perhaps it is wiser to indicate an impending failure now while there is still time to make a success of it.

We find it difficult to believe that the lack of response is indicative of the attitude of our members. We know too many of them and therefore we know that an interest in the growth of the organization exists in spite of the present evidence to the contrary. We hope that many of you are considering potential members. Possibly some membership applications are on the way now.

We ask you to accept this as a reminder that the N.A.A. needs to grow and progress. We ask that you take this opportunity to indicate your interest in an organization of which you are a member.

The following is an excerpt from a letter, dated October 13, 1960, from Art Thompson, Lincoln, Nebr.:

“What surprises me is that so many auctioneers are so self satisfied with themselves that they fail to subscribe to their official magazine. “Surely no one is so far advanced in his profession that he is beyond the reach of the official publication of his profession.”

IN UNITY THERE IS STRENGTH

HELP THE NATIONAL AUCTIONEERS ASSOCIATION GROW



SEND A NEW MEMBER BY NOVEMBER 15, 1960 TO:

NATIONAL AUCTIONEERS ASSOCIATION
803 SOUTH COLUMBIA
FRANKFORT, INDIANA

Enclosed _____ is to cover National Auctioneers Association fee and subscription to "The Auctioneer", for the following Auctioneer..

(COLORADO, KANSAS, KENTUCKY, NEBRASKA, PENNSYLVANIA,

TENNESSEE, AND TEXAS Auctioneers fill out following). Enclosed _____ is to cover N.A.A. membership fee, subscription to "The Auctioneer", and

_____ Auctioneers Association dues for the following
(state)

Auctioneer:

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

MEMBER ENROLLED BY

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

ADDITIONAL PROSPECTS

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

Attention

**COLORADO, KANSAS, KENTUCKY, NEBRASKA,
PENNSYLVANIA, TENNESSEE, TEXAS
AUCTIONEERS**

**KANSAS, KENTUCKY, NEBRASKA, TENNESSEE AND TEXAS
AUCTIONEERS ASSOCIATIONS** require STATE membership as
a requisite to N. A. A. membership. The STATE membership dues
payment per year in these states is \$5.00, making a total of \$15.00.

COLORADO AUCTIONEERS ASSOCIATION state dues are \$10.00
per year making a total of \$20.00 for Colorado members.

PENNSYLVANIA AUCTIONEERS ASSOCIATION members must
be processed through the State Society. Send membership drive
applications to:

**Kenyon B. Brown, Secretary
Pennsylvania Auctioneers Association
Box 388
Doylestown, Pa.**

**The Pennsylvania office will cooperate in getting your applications
to us before November 15.**

**All state dues payments will be forwarded to the individual state
offices when received at the National Auctioneers Association
headquarters.**

Land Auctions Successful In Central And Eastern Nebraska

By **DAN J. FULLER**, Auctioneer and
Realtor, Albion, Nebraska

(The following article was written in the form of a letter to the Editor of "The Auctioneer." Since we feel it is of interest to all readers, we are publishing it.)

Perhaps it might be of interest to you to know that sales are going very good in our section of the State. Personal property sales have sold at very satisfactory prices. At a farm sale we conducted October 3, feeder pigs, weighing from 90 to 100 lbs., sold for \$27.25 per head. There were 69 head in the pen that sold at that price. The machinery sold very well at this sale also.



The land sales we have conducted recently have sold at very satisfactory prices. Each seller was well pleased with the results.

Among our recent sales we sold an 80-acre tract in Platte County for \$166.00 per acre. In Boone County 480 acres of very rough pasture sold for \$42.50. Also in Boone county 160 acres with very poor

improvements and no electricity and 40 acres of creek sold for \$135.00 per acre. In Greeley County 160 acres with very poor improvements sold for \$175.00 per acre. A 160 acre tract in Boone County with about 120 acres irrigated and the balance in Creek pasture sold for \$225.00 per acre.

A sale that attracted attention throughout this section of the state was the Kolden Estate two day Auction held October 10 and 11 at Petersburg. We sold 698 acres of land in 8 different tracts. The land sale attracted bidders from five different counties. The highest price was \$144.50 for a 160 acre tract. The lowest price was for 98 acres about half of which was in pasture which brought \$75.00 per acre. The average price was \$98.50 per acre. There was a very large attendance. I opened the sale at 1:30 p.m. We had all eight tracts sold and settled for at 4:30 p.m.

You have often heard me express the necessity of a real job of advertising if you expect to have a successful sale. I invested \$717.94 in advertising the Kolden Estate Sale and it really paid. Mr. Ray H. Knapp, widely known breeder of Hereford Cattle of Ord, Nebraska was the Administrator for this estate. Mr. Knapp is an alert businessman and it was a great pleasure to work with him.

Mr. E. L. Vogeltanz, prominent Attorney of Ord, Nebraska, was the Attorney for this estate. He is a very fine gentleman and congenial to work with.

Col. M. B. Cummins and his son, Col. C. D. Cummins of Ord, Nebraska assisted my associates, Leon S. Nelson, Albion, Ray Flanagan, Albion, and myself in conducting this sale. The Cols. Cummins are very fine gentlemen, are very efficient and courteous and it was indeed a pleasure to work with them.

We have six sales this week and six sales next week. All crops are good in this part of the state.

I have been so very busy that I have not taken time to write about the Great Convention held in Louisville. Those Kentuckians are surely long on hospitality and they surely had a wonderful convention. Those Auctioneers who didn't attend will never know how much they missed that would really be beneficial to them in their chosen profession.

Texas does things big so let us all pull together and bring to Houston the largest number ever attending the National Auctioneers Association Convention. I am expecting a great Convention and I am sure that I will not be disappointed.

Tennessee Writer Sells Smokies

By **FRED MATTHEWS,**
Sevierville, Tennessee

I was deeply impressed with the National Auctioneers Convention that I attended in Denver, Colorado in 1959. I have attended the Tennessee State Conventions for the past two years here. I enjoy these conventions and I plan to be at the National meeting in Houston, Texas in 1961.

I assume that I am an Auctioneer in my own right but unlike most of our modern Auctioneers, my job at present is selling the Smoky Mountains National Park and my home county, Sevier County, to the world. I have written a book entitled, "History of Sevier County," and one entitled, "Them Smoky Hills is Hypoed." The latter is a history of the Smokies and Gatlinburg, which is called the capital of the Smokies down here in the South. In these books I have placed facts historywise and I have given a small part of my books to the description of the beautiful hills and mountains of East Tennessee. I have traveled extensively but you will please pardon me when I say that I, personally, have never found anything that surpasses the beauty of our Smokies.

I often steal away into the depths of the mountains and spend hours just dreaming and meditating. To me, our section can be classed as God's great out-of-doors. When I view the lofty peaks of our Smokies and the Blue Misty Hills

that make up the ranges, somehow I am lifted, as it were, into a cloud and there sit in on God's Creation of the Universe and particularly of our mountains.

I have seen the wide open spaces and I have watched a Texas sunset but to me, nothing I have ever seen equals the beauty and splendor of a sunset in the Smokies especially in the autumn when the trees are arrayed with so many gorgeous colors. Nothing I have ever seen surpasses a mountainside covered with blooming rhododendrons. Just to bask in the sunlight on the summit of lofty peaks is the nearest thing to Heaven to me. I like the murmur of the brooks, creeks, and rivers; the songs of birds, the barking of the squirrels and the chirping of the insects. If I am blue, despondent, down and out, then a journey to the hills or mountains is a healing recipe.

We are fond of our fishing facilities in and around the Smokies. We rejoice in our environment and heritage. We welcome visitors from all over to share with us and help us enjoy what is next to Paradise and Utopia in our surroundings.

This is where property including real estate, is climbing in leaps and bounds to higher prices. It is an Auctioneer's sanctuary and our local auctioneers are having it good. I hope all members of the N.A.A. can some day pay our beautiful hills and mountains an extended visit. We are equipped with the best of facilities, good fresh water and air, and wholesome foods. Anyone who wishes to know more about the Smokies can do so by getting in touch with me or the Chamber of Commerce in Sevierville or Gatlinburg, Tennessee.

EDITOR'S NOTE — Fred Matthews, author of the foregoing article, may be remembered by many of our readers as the gentleman who attended the Denver convention as a guest of the C. B. McCarter family. He had the misfortune of losing his eyesight several years ago.

Terse Verse

This bit of truth
do not forget:
No one has ever drowned
in sweat.

Col. Niemeyer Opens Livestock Sale Barn

Ernie Niemeyer, Crown Point, Ind., auctioneer, officially opened his new livestock sale barn at Lowell, Ind., Wednesday, September 28. Consignors placed their approval on the new facilities as well as their confidence in Col. Niemeyer by filling the pavilion to overflowing.

A representative of the Packers and Stockyards division of the U. S. Department of Agriculture gave a short address at the opening of the sale. He commended Mr. Niemeyer on his fine facilities for selling livestock and pointed out the growth of Livestock Auction Markets throughout the nation and the important role they are now playing in livestock marketing.

Col. Niemeyer is a Director of the National Auctioneers Association and Vice President of the Indiana Auctioneers Association. Through his attendance at activities sponsored by auction groups, both he and Mrs. Niemeyer enjoy a wide acquaintance throughout the auction industry.

Col. Otto Seng Dies Suddenly

The National Auctioneers Association regretfully reports the death of Col. Otto Seng of Whippany, New Jersey, on September 18, 1960. Col. Seng, a long time member of the N.A.A. was affiliated with J. C. Seng and Son, specializing in Early American antiques at Whippany.

The President's Letter

Dear Friends:

The past month has been a very busy and pleasant one for me. During a circuit of auctions in Indiana and Ohio, it was my pleasure to visit with Owen Hall, Director of the N. A. A. and his wife, Madonna, President of the Ladies Auxiliary. They have a wonderful family and a lovely country home near Celina, Ohio. While visiting the Halls I certainly enjoyed witnessing Owen in action selling a farm. He did a very credible job of it.

So it is with many hundreds of other Auctioneers and their families throughout the country.

I am thrilled every time I think that I have the opportunity to join with the many fine and capable Auctioneers of this great fraternity, called the National Auctioneers Association.

To promote the Auction method of selling, to improve our profession, and to cultivate a greater spirit of cooperation—these should always be among our greatest objectives.

But today we must call upon the thousands of Auctioneers who are not members of the N.A.A. We must tell them about this fine organization and what it means to the Auction Profession and what it will mean to them.

Will you do your part?

Sincerely,
Carman Y. Potter
President of N. A. A.

Concern For Organization Growth Indicates Qualities Of Leadership

The National Auctioneers Association is dependent upon its members for its existence and for its growth. At the present time the existence of the N.A.A. is assured. However, the efforts of a few members are not enough to assure the growth of which they are capable. The last issue of "The Auctioneer" indicates concern from many quarters as to the growth of the N.A.A. It would seem that the editorials and the articles contributed by columnists were compiled especially for an issue slanted toward a membership campaign.

Our President, Col. Carman Y. Potter, is asking for 2000 members by July. He asks in the October issue that each member sign up a new member. Col. B. G. Coats, who has been working toward membership increase and for the N.A.A. for as many years as it has been an organization makes an identical request. Col. Pop Hess, our regular columnist, whose interest in the auctioneer and the auctioneering profession has never failed during his 80 years asks for 3000 members which is a little over one new member for each existing member.

None of these men had compared notes for a specific membership campaign. When the copy was compiled the underlying theme turned out to be membership growth. We hope that this is indicative of a national concern by members toward strengthening and stabilizing the N.A.A.

The N.A.A. is an organization which belongs to its members. As in any professional organization the group is as strong as its constituents. The leadership is drawn from its membership and, as is typical of America, "Anyone can be President."

Each N.A.A. member who becomes a supporter for the organization adds to his stature as an auctioneer if only because he has put into practice what he necessarily believes in. No tangible rewards can be offered for the man who brings in the most members but if you,

as a member, believe in the value of the N.A.A. either as an instrument of individual prestige or as a collective concern for fellow professionals, working toward the improvement of the profession and the organization which represents it should be reward enough.

Here, in the editorial offices where membership records are kept, we see at all times that each member has equal opportunity to advance professionally and organization-wise. It is no accident that the officers and directors of State and National Associations attain their status to a large degree because their interest in the N.A.A. is not altogether a personal one. The prestige afforded by such leadership is not undeserved. Many of our leaders started out by being merely interested in the profession. The interest grew into a genuine desire to become part of and supporter of the goals sought by the professional organization. The support is necessarily remembered by those who continually work in state and national organizations.

Those who are interested in the N.A.A. for instance, become familiar to the Officers and Directors. Nominating committees do not choose prospective leaders for national groups on the basis of their personal success alone. Included in their consideration must be an awareness of the prospective leaders genuine desire to promote and assist the group, an interest in its future, and a continued awareness of the value of the organization to its members and the value of each member to the total membership.

This can be expressed in one way by the promotion of membership. Each year the list we keep of members who bring in new members is very much the same. It is our sincere hope to add to that list each year for the sake of those who continue to promote membership as well as for the sake of those who, as yet, have not become participating members.

During the year 1956-60, W. J. Hagen, Billings, Montana, brought 23 new mem-

IN UNITY THERE IS STRENGTH

bers into the N.A.A.; Carman Y. Potter, Jacksonville, Illinois, was responsible for 15 new members. Joseph Donahoe, Darlington, Wisconsin, brought in 12 members and Clyde Wilson, Marion, Ohio, signed up 10. Q. R. Chaffee, Towanda, Pennsylvania, enrolled 7 members and Orville Moore, Louisville, Kentucky, brought in 4 members. Three members each were signed by Clem Long, Dayton, Ohio; Bob Penfield, Lemmon, South Dakota; and A. L. Tremblay, North Attleboro, Massachusetts.

These names are familiar because each of these men has a record of leadership in the Auction Profession and, consequently, in their state and national associations.

So far this year W. J. Hagen has enrolled 11 members; Joseph Donahoe, 5; and Carman Y. Potter, Q. R. Chaffee, and A. L. Tremblay have signed up three members each. Russell Kiko, Canton, Ohio, has brought in two members.

Because of the continued efforts of these and other members the N.A.A. membership has continued to grow. However, each year we are concerned with members who fail to renew their memberships at the time of expiration. Adequate notices are given and reminders are sent at stated times in an effort to retain each member who is a part of the National group. In spite of all efforts some members are lost each year. A few become reinstated as much as two or three years later but not enough to make up for the loss. In an effort to have a closer estimate of members who must be gained in order to reach a membership of 2000, we made a count of unrenewed memberships for the past year. A tabulation follows of unrenewed members at the expiration dates through the year 1959-60.

October	1959	9	unrenewed
January	1960	135	unrenewed
April	1960	21	unrenewed
July	1960	143	unrenewed
September	1960	8	unrenewed
October	1960	27	unrenewed

Total unrenewed 343

Our first thought was that the majority of those unrenewed were those who became members after graduation from auction school and possibly were forced

to change their profession for economic reasons. However, 212 or almost 62% of the expired members had been members for two or more years.

We wonder about the reason for this. A certain percentage of members are bound to be lost each year because they abandon the auction profession but it seems unlikely that so many would change professions. There is a possibility that the N.A.A. does not live up to the expectations of the non-renewing members. Still the auction profession by its nature requires men with aggression and leadership ability and such men must realize that a national group of auctioneers is dependent upon its constituents. That is, in order to be of greatest value to a member, the member must participate.

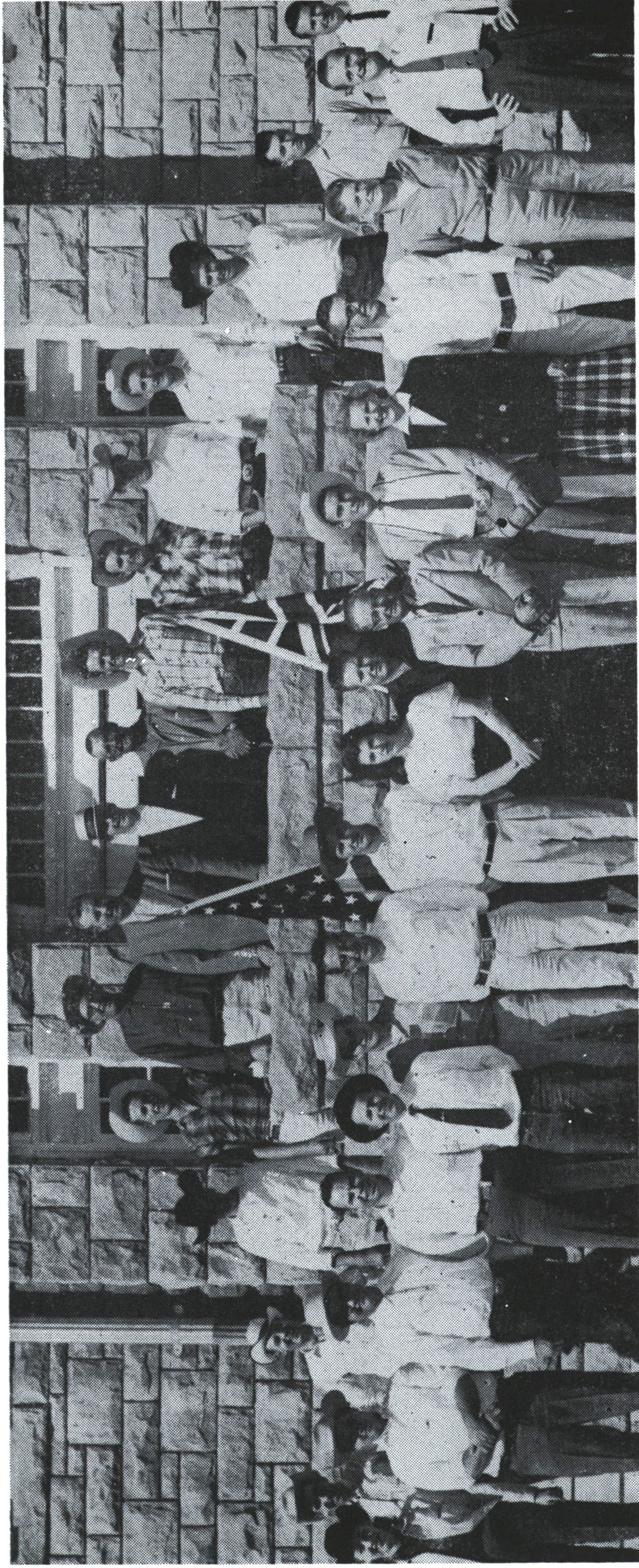
We sincerely hope that the statistics made available to each of you, as members, will cause you to take time out to reflect upon the value of National Auctioneers Association as an extension of the individual auctioneer.

As such an extension each auctioneer in striving toward a better national organization is working for himself, his profession, and his future since the N. A.A. is a collective spokesman for the auctioneer.

Will Present Awards At Texas Convention

At the National Auctioneers Convention in Denver in July, 1959, a resolution was passed that two members who have contributed greatly to the profession and the N.A.A. would be selected each year. Candidates for this honor, which is based upon meritorious service can be nominated by any state organization or any member of the N.A.A. The final selection is to be made by the Board of Directors each year at the National Convention and the awards will be presented the following year.

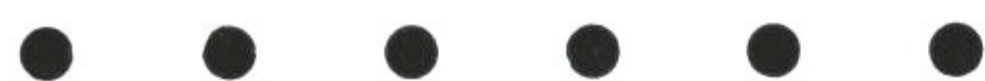
The first presentation of plaques to two outstanding auctioneers who have earned this national recognition will be made at the 1961 Convention in Houston, Texas.



September, 1960, Graduates of the Western College of Auctioneering, Billings, Montana are, Front Row; left to right: Marion Reynolds, Hugoton, Kansas; Ernie Stephens, Mason, Texas; Ted Goehl, Moffat, Colorado; Frank Coombs, The Delles, Oregon; George Bagby, Lar- amie, Wyoming; Wayne Shaver, Billings, Montana. Donald D. Britain, Kennewick, Washington; Art Goehl, Cooper, Colorado; Lauretta Dogterom, Lethbridge, Alberta, Canada; Erngarde Fenske, Medicine Hat, Alberta, Canada; Ron Granmoe, Instructor, Lindsay, Montana; E. G. Tipp, Hillsborough, Oregon; R. J. "Bob" Thomas, Instructor, Billings, Montana.

Second Row: Ken Truesdale, Powell Butte, Oregon; Roy Green, Cheyenne, Wyoming; Bill Howitt, Alix, Alberta, Canada; Bob Somshor, Camrose, Alberta, Canada; Matt Matthews, Pine Bluff, Arkansas; Dale She'ton, Instructor, Sheridan, Wyoming; Bob Hunter, Amarillo, Texas; John Carpenter, Lewiston, Idaho; Denny Manzonie, Ely, Nevada; Dick Morrell, Evanston, Wyoming; Curtis Ray Ball, Colorado Springs, Colorado; Don Van Leire, Brookings, South Dakota; Jesse Scott, Jr., Garden City, Kansas.

THE LADIES AUXILIARY



Hello Ladies of the Auxiliary:

Just a line to let you good Ladies know that I have not forgotten that I am to write a few lines for this issue of "The Auctioneer."

I want to say that I really enjoyed the Convention in Louisville. Every year these meetings are getting bigger and better. You who have not been coming are really missing a treat.

I would like to express my appreciation for the wonderful cooperation of all the members in helping us to bring the next convention to Texas. We wish to extend to each and every one a special "Texas" invitation to the 1961 Convention which is going to be held in the Shamrock-Hilton Hotel, Houston, Texas.

We are going to work hard to make this the largest Convention and one of the best, if not the best that the National Association has ever had.

Mrs. J. O. Lawlis

Learn To Succeed

The spirit that wins was recently manifested by a small boy who was learning to skate with a number of older playmates. The frequent mishaps of the little fellow awakened the pity of a tender-hearted woman.

"Why, Sonny, you are getting all bumped up," she said. "I wouldn't stay on the ice and keep falling down; just come up here and watch the others skate."

The tears of the last downfall were still rolling down his glowing cheeks, but he looked from his adviser to the shining steel of his feet, and answered: "I didn't get some new skates to give up with; I got 'em to learn how with!"

Thomas A. Edison was a great American and only the cynic would regard his well-known insistence that four hours of sleep each night is enough as merely a plot to sell more electric lights.

DARE

Dare to be honest, good, and sincere;
Dare to be upright and you need never fear.

Dare to be brave in the cause of the right,

Dare with the enemy ever to fight.

Dare to be loving and patient each day;

Dare to speak the truth, whatever you say.

Dare to be gentle and orderly, too;

Dare to shun evil, whatever you do.

Dare to speak kindly, and ever be true;

Dare to do right, and you'll find your way through.

WOMEN ARE SMARTER THAN THAT!

Man may criticize woman, but we know at least three things in her favor: (1) She never wastes \$2 worth of shotgun shells trying to shoot a 25-cent rabbit. (2) You never heard of her giving a waiter a four-bit tip because he smiled at her. (3) No one ever heard of a woman who would pay \$25 to hire a boat to go where fish are not.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. Tom Berry, West Newton, Pa.

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Love Rules Sale Of Baboon And Chimp

"One chimpanzee—how much for it?" bellowed the auctioneer, sitting high at the bankrupt Wing and Fin Pet Center.

"Three hundred and fifty dollars," said a man puffing a cigar.

"Three seventy-five," said a stout lady.

"Three eighty," said the cigar-smoker again.

"Four twenty-five," said a sun-tanned man in a camel's hair coat.

Suddenly 100 bargain-hunters were silent.

Mr. Carl Remstrom of Omaha, Neb., the high bidder, moved forward and embraced the four-year-old chimp named Impy. And a half-dozen photographers started yelling,

"Smile, Impy; com'n, smile."

Impy flinched at the flashes. She put her fingers in Mr. Remstrom's eyes and nose. Mr. Remstrom, owner of a concern that produces bobby pins, combs and curlers, said he first plans to take his hairy pet to his 180-acre Omaha estate; then he hopes she will help him sell products.

"Impy's been on many television shows," said the man with the cigar. "She's been on Steve Allen, and also she was supposed to be on the Jack Paar show but she walked off."

While they fussed over Impy, the auctioneer was back on his high chair tout-ing dog food, catnip, leashes, bird cages, and even a baby baboon. The baboon went for \$25. And the auctioneer was thinking about what to do with a rabbit when a crying woman, her hand on her face, came in the front door and was quickly identified as the owner of the bankrupt pet shop, Mrs. Lee Van Wiseman.

She had loved Impy for four years. She was broken-hearted when the court took possession of everything — including Impy. She did not want to witness the sale of Impy. But she could not stay away. Still weeping, she refused to talk to reporters.

But, through a lawyer, she made one request of Impy's new owner. Would he please buy the baboon, too? Mr. Rem-

strom sought the man who had paid \$25 for the baboon. For \$35 the man resold it.

Mrs. Wiseman was grateful — and relieved. Impy the chimp will not go away without his baboon companion.

Warren Cook Named To Auction Position

KANSAS CITY, MO. . . . Warren R. Cook, Norfolk, Nebraska, will fill an important role as speaker and director of customer relations for the nation's NATIONALLY CERTIFIED livestock auction markets, it has been announced by their trade organization, the National Association of Livestock Auction Markets, from its offices in Kansas City.

Cook has distinguished himself as an outstanding civic and municipal leader as mayor of Norfolk where he is engaged in commercial business as partner-owner of a wholesale and retail sporting goods store. He is a leading advocate, from his many speaking engagements throughout the Midwest, of the economic value and development opportunity to every progressive city, of the full expansion of its local industry, particularly those based on agriculture.

A native of Iowa, Mayor Cook graduated from Cornell College, Mount Vernon, Iowa in 1938. He has been a resident of Nebraska for the past 20 years and was elected mayor of Norfolk in 1957. He is a past president of the Nebraska Junior State Chamber of Commerce and the Norfolk Chamber of Commerce. He is married and the father of two children.

In his capacity, Cook will be available for speaking engagements before trade association conventions, civic and industrial groups throughout the nation, the National Association states. He is expected to devote the major portion of his time with NATIONALLY CERTIFIED market cities to fully acquaint industry and civic leaders with the growth value of their livestock markets.

Did you hear about the chiropodist who graduated at the foot of his class?

Young Auctioneers Must Work Toward Advancement

By COL. POP HESS



The date of this writing is October 12. Here in Ohio we are having fine fall October weather. There has been no frost as yet. Farmers are busy with the corn and bean harvest. Many are buying their feeder cattle this month. Pastures are good, crops are good, and markets are good. Dairy cattle and milk production are both up in price. As the writer sees it, the Poor Farmer we hear so much about in this coming election is not as poor as some would like to have us believe. Public sales are numerous especially dairy cattle, beef cattle, swine and sheep. The bulk of the sales are production sales. Not too many say they are quitting or forced to sell out.

The October issue of this Exclusive Auctioneer publication has been on my desk now for some three days and I have read it from cover to cover — even the jokes. Many letters from the boys out over the land are coming in and I am glad to note in this October issue as well as in letters received that all are becoming interested in the Kick - Off Drive to increase N.A.A. membership. I want to take time out to say that down to earth write-up on pages two to five was a masterpiece. The name of the writer was not mentioned but I am quite sure it was from the pen of our top Secretary and Editor of this Publication and I am quite sure it is a stepping stone to make the goal our President, Col. Carman Potter, asks for by our next convention time in July, 1961, the goal of 2000 members. Also note the application form to work with on pages 3 and 4. Then note the membership table on page 14 to let us know each month just where we stand. The 2000 goal is a must so, boys, let's not let that slip. Of course, Col. Coats and myself are asking for more but, as you know, two old war

horse Auctioneers could not refrain from the tired and worn way of an Auctioneers way of life—do anything but always ask for more than what we may get in our work of asking for bids and that bug is biting both of us right now. So without fail from now on, let's wipe out that goal of 2000 by mid-July, 1961, and if we make it there is bound to be a spillover and what is in the spill will go to Coats' goal of 2600. If we have a lot of spillover my 3000 goal might get at least one good swig. So, boys, let's go! On a basis of a 1200 membership as of today, if each of the 1200 gets three new members it will make a total of 3600. How would that be for a good spillover? Figure, boy. Think and work. It can be done.

Getting back to letters received, most of all are as yet unanswered by me directly. Often I get my letters answered through this column each month. However, the trend this past month has not been one of much trouble. Some would like advice on some matters that were well answered in my October column. I was happy to note in most letters that each was well pleased with the results they have had in the business as an Auctioneer — many for many years, some having passed the first ten-year hurdle, and some from yearlings up to ten years. However, as usual in letters received there are always one to three that stand out in their need of direct answers. It still bothers these boys that the Old Man, who has conducted sales in their communities, still holds on and keeps a young, hustling young man out of sale work. To this letter the answer is simple: The Old Man Auctioneer spent many years building his business in your community and is entitled to reap his harvest as he slides towards

IN UNITY THERE IS STRENGTH

the western hills into retirement. You, young man, if you succeed and become in time in the same established condition you will do just like him and reap the harvest you sowed the seed for. The seed is yours to sow. Use seed that will be true to production and be very sure you fan out all the bad seed and chaff that can fall on rich ground and kick you in the face.

Also this letter came: "I have dropped my State Association and the N.A.A. My competitors who are staunch members shun me, cut prices, and deplore me as a no-good, let alone being an Auctioneer." He follows by saying if that is what they do in these Auctioneers Associations he is ashamed to be listed as a brother member or even to know them. Then he relates one of the times they did him dirty and kept him from getting a sale. His tactics in trying to horn in was the seat of the entire situation. Maybe if he had put some horse sense in this approach it could have been that he would have gotten associated in the sale in question that finally caused the full trouble now brewing.

First this young man must consider that he is a boy from that community who is now grown up. The folks of that section have nothing against him whatsoever as a man or a citizen. In this same community a pair of auctioneers who came up through experience do conduct the bulk of the auctions of that community. Naturally the man holding the sale had attended many of their sales, conducted bidding and sometimes bought from them. Now, to convert his years of toil and management into cash, nothing is more natural than that this man would secure these two tried and tested home Auctioneers to get the job done for him. I judge it was a top auction sale and paid well on the investment he had.

This complaining young man who now wants to forsake all connections in state and national groups and the friendship of all in his community who will hire these two listed established auctioneers, is sure heading for permanent seclusion as far as conducting auction sales and a business as an auctioneer. While his letter is not clear as to how he made his approach to secure this Auction Sale to conduct or to be

associated in the sale as one of the auctioneers, from the tune of his letter his approach was off base no doubt. The path to follow, young man, is to see yourself as this man who did not take on your services as his auctioneer sees you. He no doubt does like you. Bear in mind that not one or two established auctioneers will keep you out of conducting sales as an auctioneer if you have within you what it takes to become an auctioneer. Always when in doubt, remember that if the job could not fully fall into your hands to conduct even if you may be fully able to conduct it, that John Q. Public has not yet been fully sold on your ability to handle the job. Now lets turn about face — you live in this world that all of us live in. When you can not get a full loaf take what they cut off the loaf for you to eat. Chew it well and smile, even if the position is just to open and shut the gate to let the selling stock into the sale ring. Do it with a smile and praise all who helped and when you have a sale in full or part do the job. Put cotton in your ears and pass up what they say about you. All that is said will pay off whether good or bad. Keep your foot on the brakes on any act that might back-fire. Rejoin your State and National Association and keep abreast of the times. The future is ahead of you and as time wears on and you have and display the ability I feel you have, you will in time hit the jackpot and succeed. The worst competitor I ever had in my lifes work as a Auctioneer I never dodged meeting. I refrained from repeating any bad thing I personally knew or heard about him and attended his funeral when he passed on. Many of his customers he sold for never secured my services until after he was gone and passed into the world beyond, yet through it all I had good business and we both prospered throughout the years.

Your State and National Auctioneers Associations can not help you get sales or keep your competitors from taking them away from you. The set up is not for that. The membership of our Associations strives more to promote better auctions and to provide more personal contact in the business of the State and United States and keep a wide open eye on the hawks that can bring damage to

the business of auctions and auctioneers. Community troubles in competition is a local matter for you to help cure.

It has been said that Auctioneers are born Auctioneers. I do not concur with that statement. My version is that Auctioneers are made through ability, know-how, and being able to put skill into action for positive proof.

To all Auctioneers of the land. The N.A.A. goal for total membership is 2000 and the deadline is July 20, 1961. Work hard and the membership can run over 2000.

(Please note: Many who write me and address your letters to Pop Hess, Worthington, Ohio, be sure and mark in care of Radio Station WRFD for sure delivery.)

Failure is the only thing that can be achieved without much effort.

Tennessee To Hold Meeting In November

By **E. B. FULKERSON**, Sec'y.- Treas.
Tennessee Auctioneers Association

The Tennessee Auctioneers Association will hold a fall meeting November 21, at the Noel Hotel in Nashville, Tennessee.

Col. Burford Evans, Lawrenceburg, will be the guest speaker. Mr. J. T. Lammons, Representative for Mutual of Omaha, will give details of the disability Group Insurance Plan. Col. Fred S. Ramsay, Madison, will report on the National Auctioneers Convention held in Louisville, Kentucky. Col. E. B. Fulkerson, Jonesboro, will show movies of the State and National Conventions.

All Auctioneers, their wives and families are cordially invited. A special invitation is offered to Auctioneers from adjoining states. We welcome all who wish to attend.



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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Auction Field Remains An Example Of Free Enterprise

Free enterprise has been greatly responsible for making America the great country that she is and the envy of the rest of the world. Today, we see this same free enterprise often threatened and in some industries completely destroyed.

The auction field remains as a shining light to those who believe in and respect free enterprise. The rapid rise of the livestock auction markets and the important place they now hold in our nation's economy is a very good example. But like in all other fields that look to the outsider like a "gravy train" there are those who choose to penetrate the field and in doing so render a hardship to those who have invested their time and their talents in a field that they expect to make their life's work.

We are speaking of the feeder calf and feeder pig auctions that are sponsored in many parts of the country by those whose pay checks are provided by the tax payers. In many cases they are doing a good job but is it fair to the men who have made large investments in permanent facilities for them to skim the cream from the feeder auction field?

Following is a reprint from the **Central Kansas Livestock Weekly**:

I would like to air a pet peave of yours truly and many hundreds of other auction operators throughout the United States and direct it at the Agriculture Extension departments of various states who are sponsoring and promoting feeder pig and cattle auctions on their own. Some of these groups have gone as far as to build their own auction arenas just to hold a couple of sales a year in. To me this is only taking a slap at the men who have through the years built the auction way of selling to the point where it is a proven fact that is is the only way to get the top dollar for livestock.

The majority of the people who are promoting these sales have had little or no experience in the actual operation

of livestock auctions and are only drawing the cream of the calf and pig crops in the areas and then expecting the local operators to get top prices for what are left. The operators who are successful in the business have the contacts with the buyers and the know how to get the job done right and I personally feel the extension people should stay in their field or go in the livestock auction business on a full time basis.

I realize that we have many, many fine men in the extension field as far as knowing livestock and grading it and I want to take my hat off to them in their work toward the advising or producers of breeding stock toward the goal of producing the type of animals that will top the market but still think they had better leave the actual selling job to the men with years of experience in the field of selling. As far as I can find out these associations of promotion groups are not bonded or licensed under the Packers and Stockyards Act as all other auction operators are which leaves the consignors to these sales with little to secure their year's work if some hot shot buyers move in and give a worthless check.

Col. Hardy Leader In Beef Production

H. Skinner Hardy, NAA member from Bakersfield, Calif., in addition to being one of the outstanding young livestock auctioneers in the West is also a leader in beef production. At the 1960 Western Angus Futurity, Quincy, Calif., Col. Hardy was the exhibitor of the Champion Steer.

Col. Hardy and his father operate the Bakersfield Livestock Auction Co., a herd of commercial beef cattle and are working a number of purebred beef cattle auctions.

Marketing Congress Committees Named

KANSAS CITY, Mo. . . . Committee organization for staging the 4th annual Livestock Marketing Congress has been completed, it was announced from the offices of the National Association of Livestock Auction Markets, primary sponsor of the annual industry-wide event

C. D. McEver, Austin, Texas, market owner, has been named General Chairman. His executive assistant will be Grover C. Lee, Strawn, Texas, administrative head of the Texas Livestock Auction Association. The Texas Association is state host for the Congress which will be held in Dallas, June 21-24.

Appointments to committee assignments were made by Cecil Ward, Gainesville, Texas, President-Elect of the national business trade organization of livestock auction markets.

Russell Tubaugh, Belle Plaine, Iowa, Chairman of the State Association Council, heads up the committee to plan the program events. He will be assisted by affiliated State Association Presidents, Riley R. Kothman, Texas; John R. Dawkins, West Virginia; Duke Gustafson, Montana; and Carl Wiese, Nebraska. Main program features include livestock marketing forums on different phases and aspects of the industry.

Entertainment Committee Chairman is Dewey Smith, Edinburg, Texas. Other members, all Texas auction market owners, are: Mrs. M. Lorraine Kent, Vernon; Cecil Faircloth, Cleveland; Mrs. Norma M. Lee, Athens; Earl White, Madisonville; Mrs. T. J. Holley, Hubbard; and A. K. Gillis, Greenville.

Named to the Continental Sweepstakes Cattle Sale Committee are: June DeCordova, Groesbeck; J. W. 'Billy' Bode, El Campo; Oris Reynolds, Abilene; and Jay R. Taylor, Amarillo. The sale of select loads of commercial herd cattle will be held in the State Fair Coliseum and is one of the high-light features of the Congress.

R. E. Patterson, Dean of Agriculture, A. & M. College of Texas, College Station, has named an 8-man committee

from the college under John G. McNeely to co-operate with the auction markets' organization in planning the program events of the 4-day affair.

Wives of committee members will comprise a ladies' hospitality group to plan special events for the wives and families coming to Dallas.

The separate annual conventions of the National Association of Livestock Auction Markets and the National Livestock Dealers Association, two livestock marketing trade organizations, will be held as prominent events of the Congress.

A meeting of all members of the Committee organization will be held jointly with directors of the Texas Livestock Auction Association in Dallas on October 23, 1960 to initiate plans for the 1961 Congress. The Sheraton-Dallas hotel has been selected as reservations and events headquarters.

Col. Caldwell Sells Fat Stock Auction

POMONA, Calif.—Through the active cooperation of a committee headed up by business interests in the area, the fat stock auction at the Los Angeles County Fair was featured by active bidding and generally satisfactory prices. The committee chairman was O. G. Brickbauer, insurance man and active member of the Pomona Kiwanis Club.

Grand champion steer, a 1,200 lb. Polled Hereford bred and exhibited by Keith Cheldelin, Prosser, Wash., and a student at Fresno State College, netted \$900 on the bid of the J. J. Newberry Co. and Long Drug Co.

Grand champion lamb, a Southdown shown by Dale Purdy, Monte Vista 4-H, brought \$1.20 lb. from Pomona Meat Co. Philip Tews, Fresno State, received 50c lb. for his reserve grand champion Southdown lamb from the Market Basket stores.

Grand champion barrow, a Poland China exhibited by Dan Robbins, California Polytechnic, San Luis Obispo, brought 50c lb. from Auctioneer Tom Caldwell, Ontario, Calif., member of the National Auctioneers Association.

Membership Count By States

Remains The Same This Month

The membership tabulation by states this month shows that we held our own although unrenewed memberships in July, September and October have caused the total membership to drop below the June figure of 1296. Of the 156 July expires who were unrenewed September 15, 136 are still unrenewed. This number plus the 32 September-October expirations makes a total loss of 168 members as of October 15.

We sincerely regret not being able to report a gain this month.

State	Mem- bers Sept. 15	Mem- bers Oct. 15	Ex- pired Sept.-Oct.
Alabama	7	6	1
Arizona	0	0	
Arkansas	6	6	
California	26	25	2
Colorado	30	30	
Connecticut	3	3	
Delaware	1	1	
Dist. of Col.	1	1	
Florida	15	15	
Georgia	14	14	
Hawaii	1	1	
Idaho	11	12	
Illinois	80	80	1
Indiana	86	86	1
Iowa	43	41	1
Kansas	58	60	1
Kentucky	78	78	
Louisiana	8	8	
Maine	5	5	
Maryland	17	18	
Massachusetts	22	24	1
Michigan	30	32	
Minnesota	13	15	
Mississippi	4	4	
Missouri	42	38	5
Montana	11	11	
Nebraska	88	90	
Nevada	2	3	
New Hampshire	6	6	
New Jersey	25	24	1
New Mexico	6	5	1
New York	54	52	3
North Carolina	18	19	1
North Dakota	8	8	

Ohio	97	95	2
Oklahoma	7	9	
Oregon	9	8	1
Pennsylvania	54	50	6
Rhode Island	5	5	
South Carolina	3	3	
South Dakota	7	7	
Tennessee	48	51	
Texas	34	34	
Utah	2	1	
Vermont	3	3	
Virginia	20	20	1
Washington	8	9	
West Virginia	12	12	
Wisconsin	70	71	
Wyoming	14	12	2
Canada	11	12	1
Germany	1	1	
Totals	1224	1224	32

Col. Seattle Myers Opens Auction House

ROANOKE, VIRGINIA—The Roanoke Auction House, is the first and only business of its kind in the city. The Auction Company handles anything sellable, at complete auction.

Seattle Myers, who owns and operates the Roanoke Auction House, is a native Roanoker. He has been in the furniture auction business for 20 years, and for 16 years he owned and operated the Roanoke Clearance House.

Myers is a graduate of Repperts College of Auctioneering in Indiana, with the title of "Colonel."

Myers said that "free auction service will be given to any worthwhile charitable organization."

The magazine called Changing Times reminded us how fast times do change. In the 1930's you bought an apple to help the unemployed. Now you've got to buy an auto.

Oldest Letter In Hebrew Found

JERUSALEM (Israeli Sector) — A group of Israeli archaeologists has discovered a letter from a debt-ridden Israelite peasant that they believe was written on a piece of an earthen pot about twenty-seven centuries ago.

The letter, written in ink and addressed to a prince during the reign of King Josiah, is said to be the oldest letter in Hebrew ever found.

Its discovery on the site of a fort a mile south of Yavne Yam is evidence that King Josiah, who was born in 647 B.C., seized the coastal plain from the crumbling Assyrian empire and settled his people there before he was defeated by the young Egyptian Pharaoh Necho.

The site was discovered a year ago and identified as a fort an acre and a half in size. Excavation began last January 10 under the direction of Joseph Naveh of the Government's Department of Antiquities.

Mr. Naveh said today that the potsherd, about three inches by six, was uncovered in the first hour of digging, under six inches of dirt and sand. Since then it has been pieced together and read with the help of infra-red photography.

Not all the letter has been deciphered, but its contents are clear and much has been learned from it about the writer and his society.

The language is awkward, but the script is that of a skilled man. Mr. Naveh suggested that the peasant went with his hard-luck story to the guardroom of the fort, was refused an audience with the prince and dictated his story to a scribe, who tossed it away later.

The potsherd was found in what had been the guardroom and the message it bore began in the customary manner: "May My Lord the Prince hear the word of his servant."

Mr. Naveh read five other lines from the middle of the fourteen-line letter. Some of the words, he said, need more study and one of them is not understood.

The lines read:

"And he took the cloak of your servant when I finished.

"My harvest. * * * took the cloak of your servant.

"And all my brethern will witness on my behalf. Those who harvested with me in * * * "My brethern will witness on my behalf truly. Amen. I am innocent of

"Any guilt * * * My cloak and I shall fulfill the prince's * * *."

The script, when compared with that of the early sixth century B. C., makes it possible to date the letter in the second half of the seventh century B. C. The dating is borne out by other Hebrew inscriptions found at the site.

Mr. Naveh said the fort resembled nothing yet uncovered in Palestine. He said it contained buttresses and other features of forts in Mesopotamia, an ancient land in the area of what is now Iraq.

Stork Smiles Over Michigan

Announcements have been made of new babies in the families of three Michigan auctioneers. A daughter, Rebecca Ann, was born to Col. and Mrs. Garth Wilbur, Bronson, September 19. The little girl weighed in at 7 lbs., 9 oz.

Col. and Mrs. Charles Kinsey, Farmington, are the parents of a son, Thomas Charles, who was born September 15. He weighed 8 lbs., 6½ oz.

Col. and Mrs. Rod Ambs, Kalamazoo, have a little girl, Margaret Ann, who was born October 12 weighing 7 lbs., 6 oz.

The National Auctioneers Association extends congratulations to all the new parents and their families.

GOOD CONDITION

While a young mother was bathing her baby, a neighbor's little girl came in and watched the process. The child was holding a doll minus an arm and leg and much knocked about generally

"How long have you had your baby?" she asked the mother.

"Three months."

"My, but you've kept her nice!" exclaimed the little girl.

Right Guess Is The Key To Success In Used-Car Business

(Reprinted from the Omaha World-Herald)

By DENNIS BURROW

Photos by Pat Hall, World-Herald
Photographer

Used-car auctions for dealers have grown into big business since World War II.

The National Auto Auction Association has more than 70 members who serve as clearing houses where used-car dealers dispose of surplus stock and buy cars.

This is necessary, say dealers, because more than half the cars on United States highways have had more than one owner. Each year at least eight million Americans buy used cars.

The nation's first dealer auction was established in Omaha at Twenty-second and Farnam Streets in 1939 by the late William Abel. The sale was moved to One Hundred Ninety-fifth Street and West Dodge Road in 1950 and sold to Francis Cassell last March.

A visit to the seven-acre site on a Tuesday sale day offers proof that this no place for an amateur.

On a recent "slow" day, 225 cars and trucks rolled across the auction block between 12:15 and 5:30 p.m. Average price of the vehicles sold to dealers from seven states was seven hundred dollars.

Even before the sale begins the prospective buyers swarm over the lot deciding what to bid on.

"Cleanliness is one of the biggest items," said one. "The first thing I do is open the doors for a look at the upholstery.

"If the speedometer shows low mileage, I check the tires.

"Then I open the hood — not so much for a look at the motor as to decide



Clean interior is important . . . Cars lined up for inspection.



Owner Francis Cassell (left) and ring man Gene Van Winkle, Lincoln, watch for bids.

whether the car has been wrecked.

"If the car looks all right, I try to decide how much my customers will pay and bid accordingly. Sometimes even a cautious dealer gets carried away."

At 12:15, the cars begin moving into the sale barn — almost on an assembly-line basis. As each car stops in front of the auctioneer, the trunk is opened, the hood raised and the interested dealer makes a last inspection.

Auctioneer Dick Head, of Columbia, Mo., begins the chatter which will continue during the next five hours. His assistant, Cliff Nelson, Blair, ring man Gene Van Winkle, Lincoln, and Mr. Cassell watch for bids.

The wink of an eye, the nod of a head, a tap on a cigar means a dealer is bidding. The signals are used, explains Mr. Cassell, to keep competitors from know-

ing who is bidding.

Auctioneer Head also reports on the condition:

"The clutch is a little rough . . . The linkage needs adjustment . . . There's a little noise in the left rear wheel. . . The parking gear don't work."

Vocabulary influences prices:

"The owner puts a ride and drive on this one." — After the sale, the new owner can drive the car; if he's not satisfied he can get his money back.

Here's a real teddy bear." — The car is in good shape.

"We're selling this one with an if." — The owner is not present; after the sale he can decide whether to take the high bid.

"Buy this one as is" — No guarantee; buyer beware.

"The owner says put it on the good

earth.” — The car must sell; no minimum price.

Mr. Head also throws in a few remarks to warm up the crowd.

When a car refuses to start after being sold, he pleads: “Every one who didn’t bid, please push.”

For its service, the company charges 20 to 30 dollars, depending on the sales price.

Later, when demand picks up, about 350 cars will be sold each Tuesday and two auctioneers will be chanting at the same time. On some big sales days as much as 190 thousand dollars has changed hands.

Commented Jim Hequembourg, dealer from Hastings, Neb., “It’s a risky business. I’ve seen people lose their homes, their farms—everything they had. And all because they guessed wrong.”

Arms And Armour Sent To Christie’s

The Metropolitan Museum of New York has sent over 900 pieces from its arms and armour collection to be sold at Christie’s in November.

Announcing this, a Christie’s spokesman said: “It is the first time that the Metropolitan Museum has ever called on a British saleroom to sell any part of its famous collection. It has done so now

because of London’s dominance of the international art market.”

It will be a two-day sale and will consist of 15th, 16th and 17th century arms and armour of German, Italian and Oriental origin. The armour includes pieces for both men and battle horses. Many of the Japanese suits of armour are lacquered.

Unlike British museums, the Metropolitan is allowed by its constitution to sell items from its collection in order to purchase further treasures. The sale has already brought enquiries from museums in Britain, on the continent and in America.

A typical piece is an Italian leather parade shield of about 1550, decorated with the Judgement of Paris, which originally came from the collection of Lord Hastings. Among the items from royal armouries is a bandolier of the guard of Christian II of Saxony, late 16th century. This came originally from the royal armoury, Dresden.

And then there was the banker who built himself a swimming pool so he could float alone!

Naturally the dumb stenographer didn’t mail the circular letters. She couldn’t find the round envelopes.

MISSING?

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

Pop Hess Celebrates Eleventh Year As Farm Sales Broadcaster

JO BRADLEY REED
Citizen-Journal TV-Radio Editor

Ohio State Fair time is a nostalgic occasion for Cliff (Pop) Hess. Eleven years ago this month he signed a contract right on the State Fairground to go into radio broadcasting.

"Pop" was a good talker then and still is at 80. After all he'd had nearly half a century of fast talking when the late Jim Moore, WRFD's first general manager, signed him to start the station's new "Farm Sales" program, for he'd been a cattle and farm equipment auctioneer for nearly 50 years.

The program still is a feature of the Worthington-Columbus station Monday through Saturday at 11:45 a.m. "Pop" and Clyde Keathley, farm editor, share the 15-minute program but "Pop" does it alone on Saturdays.

He's now a "city boy" living in his modern home in Delaware and commuting to the station.

"Pop" who got his name from an orphan boy years ago when he was farming at Windham in Portage County, gave up his farming interests in Northeast, Ohio to move to London, O., near the scene of his childhood.

His father was a farmer at Pitchin, a little village five miles southeast of Springfield on Selma Pike.

The farm broadcaster can't remember when he decided he wanted to become a farm auctioneer but it was "very early in life."

"I used to go to auctions with dad — and by myself sometimes when I should have been in school. There weren't schools to train one for such a profession then.

"I learned by watching the auctioneers, going home and practicing what I had seen. When I went to work, I got most of my schooling from the people who hired me," recalled "Pops" as we sat together Monday in the Coliseum

where he was reporting the "Parade of Champions.

Auctioneering was a serious business with "Pops" before he retired from active participation two years ago.

"The Auctioneer often has in his hands the life savings of a farmer and his wife who have worked hard. He must convert their possessions into as much cash as he can.

He can't be merely a man with a great lingo, an entertainer. He must know the value of what he sells, figure out what the public is going to bid and be sure they have the money."

"Pops" likes his job at WRFD and intends to hold on to it for a long time yet. "It keeps me busy," he says. "Now I'm enjoying all the things I used to without having to be on the move. I've never taken an airplane and I'm not going to try riding that way now."

For years, "Pops" has been handing out plaques for WRFD to winners in fine cattle classes at the Ohio State Fair.

But last month he got one himself — and it was a surprise. He was persuaded to attend the National Association of Auctioneers' meeting at Louisville, Ky., and while there was honored by the association for his long and outstanding service in the business.

Thanks!

The members and families of the Tennessee Auctioneers Association who attended the National Auctioneers Convention in Louisville, Kentucky, wish to express their appreciation to the Kentucky Auctioneers Association and to the officers of the National Auctioneers Association for the generous hospitality shown to us at the N.A.A. Convention at Louisville, Kentucky in July.

I Came, I Saw, I Conquered

By Colonel Frank A. Sloan,
Secretary & Treasurer of Minn.
State Auctioneers Assoc.

This article should have been presented for publication in the September issue, however the delay is a result of my misplacing my convention notes of this entirety without which this could not have been compiled.

As the official elected delegate of the Minnesota State Auctioneers Association to the Louisville 1960 National Auctioneers Association Convention, I experienced the feeling that it was as if I were hearing myself as I sat listening to Mr. H. Bemis Lawrence deliver a talk on the subject listed on the program as License Laws and Their Applications. Here was a case of where neither Mr. Lawrence or myself had either known, heard of or seen each other until after he had given his talk and yet through the columns of the Auctioneer and my advanced arguments that I have presented at Conventions starting with the 1955 Convention in Indianapolis and including the 1960 Louisville one can substantiate that what Mr. Lawrence said was practically identical to what I have said in the past 5 years. What I said and wrote may not have been too important to you all but what Mr. Lawrence said was very important to me and should be to you because Mr. H. Bemis Lawrence is an attorney of preeminence in his profession and line of endeavor whose background and record includes having served as President of the National Association of License Law Officials in 1954 and at present occupying a position as counsel for that organization in addition to being attorney for the Louisville Real Estate Board as well as attorney for the Kentucky Real Estate Association and Kentucky Auctioneers Association which should convince even the most skeptical that without any reasonable question of doubt he qualifies as an authority on the subject, "License Laws and Their Applications."

For many of you who were not in attendance at the 1960 Convention and for those that were there and for some reason or other did not get to hear Mr. Lawrence, I am going to report to you as accurately as I can from notes on what he said and I quote Mr. H. Bemis Lawrence, who said quote, "We have arrived at the dawn of a new decade and era of abundance. A dynamic age of aggressive laymen where unification and education are a must. Where a pooling of interest and ideas and the visualizing of what the future holds for those of us whose very presence at this convention testifies as to our desire to satisfy our ambitions and to unite for strength. If there is a panacea to our over all problem it is better that we light a candle rather than stumble along trusting in blind faith for the solving completely of the ever present challenges one of which is license laws as they apply to the auction profession." He continued by saying that there is no denying that differences of opinion exist and those who voice their opinions either pro or con are to be congratulated for their display of intestinal fortitude and that nowhere does there exist any group indetical to that of the Auctioneers and even though it took years for the realtors to stabilize their profession by the enactment of law no one can dispute its many benefits and its contribution to the up-grading of the profession.

He further went on to say that in his humble opinion with our long glamorous background of rendering a service that is in demand we constitute one of the largest groups of any professionals which has not in a unified manner reached licensing and policing of our own members. That inevitably in the near future legislation will be enacted either by ourselves or by others since there is a public need and it would be much better

IN UNITY THERE IS STRENGTH

if we as a group formed a committee to study basic needs and the kind of laws that would best serve the profession. That already in 50 states we have real estate laws because the public indicts and convicts the faithful for the acts of the faithless, That basic provisions in the language of the law should be uncontested. It is much easier to criticize those who are crusading for laws than to offer constructive suggestions and suggested that as masters of our own destiny a non-partisan committee qualified by experience should thoroughly explore and recommend what they believe would be the kind of license law that would contain a basic state reciprocal clause and get laws of our own making rather than to accept arbitrary ones enacted by groups who either have an axe to grind or would force the innocent to suffer for the acts of the guilty and concluded by saying that the public is entitled to reasonable protection as is the profession itself.

The contributor of this article would like to conclude with an explanation as to how come the title, "I came, I saw, I conquered." When I say I came, Brother I was there, when I say I saw, this I did. Most important, is I feel I conquered because for the last five years by my articles in the Auctioneer, by my participation in the debate on licenses at the Kansas City Convention,

1956 and my presentation at all Conventions since the Indianapolis '55 I was able to get the show on the road by body acceptance of my motion at the Buffalo Convention in the year 1958 when by a motion I introduced the following under new business: that a committee be appointed to make available to members of the NAA the states that now require auctioneers to be licensed. That motion was seconded by Carl Setterberg of Iowa and was voted on and carried by the body. Following this I kept trying to get acceptance of my arguments on through the years and finally my motion at the Louisville Convention which was seconded by James H. Gibson of Alameda, California, and I quote the motion, "that a committee be appointed by the President to study the existing and proposed laws pertaining to the licenses of auctioneers by states and compile this information in presentable form to the next convention body at Houston for the possibility of resolving this issue." Believe me, this didn't come easy. The skepticals had and have to be convinced. This is what I mean when I say I conquered. But Brother, believe you me, this took five years just to get this far and when and where do we go from here is up to you the membership to decide.

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National Auctioneers Association

THE MEMBERS SAY . . .

Gentlemen:

Another year is passing. By the way I have heard it is a very successful year and I wish the Association many more years of success. I'm sorry I could not attend the convention but I am making plans now to attend the next convention. Here is my payment for my 1961 dues and I hope I see you in Texas in July.

Truly yours,
Carmine Idore
Newhall, California

* * * *

Gentlemen:

Please send me one insignia cut and four decals. My check for the above is enclosed. I am also including \$5.00 for the Booster Page. I enjoy reading "The Auctioneer" from an educational standpoint. Of all the magazines I subscribe to, "The Auctioneer" tops them all, bar none. Keep up the good work.

Auctioneeringly yours,
George Roman
Canfield, Ohio

* * *

Dear Col. Hart:

Please find my enclosed check for \$10.00 to cover my membership that I believe expired on January 1, 1960.

Frankly, Sir, I have missed "The Auctioneer," and when talking with another auctioneer about an upcoming sale that we are handling together he mentioned "The Auctioneer." I decided to sit right down and drop you my check because I believe I may have missed some good information in these past months.

The auction business has been the best in this area for me in the last nine months than it ever was before.

Sincerely yours,
R. E. Youngs
Grand Rapids, 4, Michigan

Sales Pavilion Owner Earns Million

DETROIT — Owner M. H. Van Berg became the first Nebraskan to earn more than a million dollars as his Scenic won the sixth race at Hazel Park. Scenic's victory was Van Berg's 44th triumph during 47 days of a 64-day Hazel Park season. Van Berg of Columbus, Neb., owner of Columbus Sales Pavilion, has earned the million dollars over a period of years comprising approximately 700 racing dates.

Livestock Dealers Appoint Committees

KANSAS CITY, MO. . . . Current year appointments to the functioning committees of the National Livestock Dealers Association, business trade organization of livestock dealers and order buyers subscribing to the national code of business practices, basis of the "NLDA seal of national integrity" as displayed, have been announced from the association's offices in Kansas City.

The five nationally elected officers comprise the Executive Committee. Members in addition to Augustine are: M. L. Angevine, Geneseo, Ill., Vice President; Glenn D. Britton, Ogden, Utah, 2nd Vice President; J. C. Petersen, Spencer, Iowa, 3rd Vice President; and George Bruington, Monmouth, Ill., Secretary-Treasurer.

Three policy committees, Finance, Business Standards and Government Relations function within the organizational framework. Appointees, subject to approval by the 11-man Board of Directors are: Finance, Bruington, Chairman, Robert Bachrach, Plymouth, Ohio, J. W. Young, Knoxville, Tenn., Bill Martin, San Angelo, Texas, and Henry C. Jones, Eden, Idaho; Business Standards, Angevine, Chairman, William W. McCoy, Lancaster, Pa., Homer Savage, Hominy, Okla., J. R. McCoy, Tucumcari, N. Mex., and Kenneth Anderson, Emporia, Kan.; Government Relations, Britton, Chairman, Oliver McDade, Clayton, N. Mex., Allen D. Coffman, Timberville, Va., L. R. Rector, Billings, Mont., and S. R. Cluck, Gruver, Texas.

1961 convention committee members to conclude arrangements for the event to be staged as a part of the annual Livestock Marketing Congress in Dallas, Texas, June 21-24 are: Cecil L. Sellers, Hamlin, Texas, Chairman; Floyd Snell, Spencer, Iowa, Lee F. Carrell, Dalhart, Texas; Gordon Bond, Albuquerque, N. Mex., I. R. Brummett, Amarillo, Texas.

Appointed to the 1961 Nominations Committee to present director and national officer nominees to the convention assembly are: R. K. Starks, Mendota, Ill., Chairman, Dwight Heath, Lamar, Colo., A. S. MacArthur, Wagon Mound,

N. Mex., Kendall Quinn, Jackson, Miss., and Carl C. Hamilton, Hopkinsville, Ky.

An estimated 25,000 livestock dealers are engaged in the purchase and sale of livestock in this important segment of the livestock marketing industry throughout the United States. All such transactions are subject to the federal Packers & Stockyards Act.

Longhorn Cattle Sold In Nebraska

VALENTINE, Nebr. — The 19th annual Texas Longhorn cattle auction was held Oct. 12, this year, at the Fort Niobrara Refuge corrals, five miles northeast of here on Highway 12. This year's offering included 33 head of surplus animals including four bull calves and a number of young heifers for breeding stock.

The Fort Niobrara Refuge herd is believed to be one of the biggest remaining herds of long-horns in existence.

Bidding On Bicycle Brought To Halt

CEDAR GROVE, N. J. — Professional Auctioneer William Parr, of Suffolk, got the bidding on a used English racing bike up to \$19 at the Community Church auction.

But Bruce Weinman, thirteen, dashed up front and wheeled it away free.

He had ridden it to the church hall and parked it too near the door, along with items going up on the auction block.

Auctioneer Tries For \$150, Loses \$9,000

JOPLIN, Mo. — Auctioneer Virgil Bunn attempted to retrieve \$150 from a bandit. It cost him \$9,000.

Bunn, 53, charged the hold-up man as the robber started for the door with the \$150. The bandit slugged him and forced him to take off his clothes and lie face down on the floor. Then he took Bunn's trousers. The \$9,000 was in Bunn's pocket.

Fifty-two Members Added To Roster

Twenty-three per cent of the 52 membership payments received during the period from September 16 to October 15 were new members. We are hoping that next months tabulation will show a decided increase in both renewal and new memberships.

The names of the N.A.A. members entered during this period follow. An asterisk indicates renewal.

*Edwin Small, Kansas
 *William Croft Aubele, Pennsylvania
 *William Boes, Pennsylvania, Life
 *G. O. Krenz, Illinois
 *Morris Weinstein, New York
 *George A. Mann, Missouri
 *Delbert Winchester, Oklahoma
 *John Wood, Missouri
 Bill Johnson, Washington
 Richard Wells, Oklahoma
 *Bud Greenwood, Ohio
 Lowell Darcey, Kansas
 *Irwin Schultis, Nebraska
 *Carmen Idore, California
 *Harry W. Hays, Alberta
 *George J. Wittstadt, Maryland
 *George W. Lockridge, Virginia
 *Van D. Woolems, Indiana
 *Glen E. Leney, California
 *Basil Albertson, Sr., North Carolina
 Gill White, Nevada
 Al Warner, Kansas
 *B. Everett Johnson, Minnesota
 *John N. Shibley, Massachusetts
 *William Podell, Michigan
 Francis MacDonald, Massachusetts
 Abe Goldstein, Massachusetts
 Lou Goldstein, Massachusetts
 *Jim Wagner, Ohio
 *William Gilman, Illinois
 *Sam Trogdon, New Jersey
 *W. R. Ingraham, Wisconsin
 *Russell P. Miszner, Iowa
 Troy Olds, Tennessee
 *George E. Collins, Georgia
 *Stanley Solon, New York
 Erngarde Fenske, Alberta
 Jesse Scott, Jr., Kansas
 *Lee Pillsbury, Pennsylvania
 *Thomas H. Dent, Ontario
 *Orville M. Schroeder, Minnesota
 *Natte E. Austin, Colorado

*George H. Shults, Oklahoma
 *Eugene Marshall, Nebraska
 *Floyd D. Foreman, Idaho
 *R. W. Riggs, Pennsylvania
 *R. E. Youngs, Michigan
 *Beeler Thompson, Tennessee
 *Kenneth R. Atkinson, Oklahoma
 *Art Thompson, Nebraska
 Gale Willis, Tennessee
 *Jesse G. Hill, North Carolina

Certified Markets Approve Theme

KANSAS CITY, MO. — The nation's NATIONALLY CERTIFIED livestock auction markets, through their national business trade association, have congratulated the American National Cattlemen's Association on their 1961 convention theme: "Marketing Our Products." The leading organization of cattlemen will hold its 63rd annual convention in Salt Lake City, Utah, next Jan. 25-28.

C. T. 'Tad' Sanders, Kansas City, Mo., administrative head of the National Association of Livestock Auction Markets, pledged that organization's support and emphasis of the full meaning of the theme in 1961 and years to come in livestock marketing and merchandising livestock products.

In a letter to C. W. McMillan, Denver, Colo., executive vice president of the cattlemen's association, Sanders further stated, "On the basis of the development of our industry as an integral part of the livestock industry, NATIONALLY CERTIFIED markets throughout the nation are launching a 'brand service' as meaningful as any 'brand name product.' The NATIONALLY CERTIFIED insignia denotes a 'brand of superior marketing services' identified by the productive returns to livestock owner customers. I hope that this drive in 'productive livestock marketing — aggressive livestock merchandising' will come to full recognition within the 1961 theme of the American National Cattlemen's Association convention."

More than 2,000 cattlemen are expected to fully express the convention theme through their attendance in Salt Lake City and the program that is planned.

“The Auctioneer” Begins Its Eleventh Year Of Publication

“The Auctioneer,” official publication of the National Auctioneers Association was born in October, 1949. For several years before that, the “Auction News-Letter” announced the monthly activities of auctioneers who were members of the “National Society of Auctioneers.”

This month we are beginning a “Ten Years Ago” feature in “The Auctioneer.” To bring the feature up to date we will go back to Volume 1, Number 1 and summarize the first year of the magazine.

When “The Auctioneer” made its debut, Col. B. G. Coats, Long Branch, New Jersey, was President of the N.A.A. John W. Rhodes, Legrand, Iowa, was Editor. The subscription rate was \$1.00 per year and N.A.A. dues then, as now, were \$10.00. The October issue of the magazine had four pages although subsequent issues had eight pages or more. Col. Garland Sheets, Roanoke, Virginia, was Executive Secretary of the N.A.A. and the Chairman of the Board of Directors was Col. Jack Gordon, Chicago. The October issue included features about Cols. Frank Taylor, Cortland, N.Y., and Roy Johnson, Red Bank, New Jersey. In the Editor’s correspondence was a letter from Col. W. A. Ritchie. The New Jersey State Society of Auctioneers headed by Col. Lester Stout, Trenton, affiliated with the N.A.A. in October, 1949.

In November, the Illinois Auctioneers Association held its annual fall meeting and elected Kendall Seely, Carrollton as President; Oard Sitter, Anna, Vice-President and Johnny Norris, Alton, Secretary-Treasurer. C. B. Drake, Decatur; Lloyd Seely, White Hall and F. Houtens, Monmouth, were elected as directors. The home of Peter Slater, Pana, was chosen for the summer meeting.

Col. Andrew Jesse, Rhineland, Wisconsin, was operating a business called the “Security Sales,” in Northern Wisconsin and Upper Michigan. Col. Spletstozzer of Tomahawk, Wisconsin was an auctioneer with the company.

Included among the features was a book review by Walter Carlson, Triumph, Minnesota, and the story of a Midget Hereford sale conducted by John W. Rhodes, Editor from Legrand, Iowa.

The Christmas issue of “The Auctioneer” featured a farewell message from retiring president, Col. B. G. Coats, and the introductory message from President-elect, Col. Foster G. Sheets.

Tom Whittaker, Brandon, Vermont, did the selling at the 13th Annual Eastern Brown Swiss Breeders Sale.

Col. Guy Pettit, Bloomfield, Iowa, sold the choice of two boars. He encouraged the successful bidder to take both boars since he had two gilts.

Col. Hugh McGuire, Holstein, Iowa, sold four farms totalling 812 acres on the same day.

Col. R. C. Foland, Noblesville, Indiana sold 24 acres and personal property and a modern home within two days in Indiana.

Col. Walter Holford and Col. Edward Ahrens of Edwardsville, Illinois sold a home and furnishings in Webster Grove, Missouri for \$12,100.00.

Col. Theodore Holland, Ottumwa, Iowa sold 496 acres at auction in Coatsville, Missouri and Ernie Weller, Atkinson, Nebraska, was one of six auctioneers at a feeder cattle sale in Iowa.

In January, 1950, the new N.A.A. officers took over. Besides Col. Foster G. Sheets, Roanoke, Virginia, who was President, were Paul Bockleman, Sioux City, Iowa, who succeeded himself as Vice-President; Garland Sheets, Roanoke, Virginia, who was Secretary; and Walter Holford, Edwardsville, Illinois, who was Treasurer. New directors were Guy L. Pettit, Bloomfield, Iowa; Stanley Sayer, Los Angeles, California; and Ernie Weller, Atkinson, Nebraska.

The New Jersey Society of Auctioneers approached its second anniversary. It was headed by Lester Stout, Trenton, with Carl Wenner, Matawan, as Vice-President; James W. Burns, Belmar, as

IN UNITY THERE IS STRENGTH

Secretary; and A. L. Stix, Red Bank, as Treasurer.

C. E. Sandeffer, started an Auction School in Topeka, Kansas; Hugh H. James of Pekin, Illinois, an N.A.A. member became a member of the field force of the Aberden-Angus Journal.

February, 1950, marked the announcement of the organization of the North Carolina Auctioneers under the leadership of Col. I. F. Rochelle. R. C. Foland, Noblesville, Indiana and President of the Auctioneers Association, sold a \$60,000.00 stock reduction sale in Michigan.

The Iowa Society of Auctioneers elected the following officers during its winter meeting: Hugh McGuire, Holstein, President; Leon Joy, Ames, Vice-President; Howard Johnson, Story City, Secretary-Treasurer. Directors elected were Wendell Ritchie, Marathon; Paul Newhouse, Riceville; and David Green, Sac City.

The annual meeting of the Nebraska Auctioneers resulted in a decision to license all auctioneers in the state. James Webb, Grand Island, was elected President with T. C. Jensen, Minden, as Vice-President; and Henry Rasmussen, St. Paul, as Secretary-Treasurer. The following were appointed as directors: Ernie Weller, Atkinson; Cliff Nelson, Oakland; Dan Fuller, Albion; E. G. Evans, Randolph; Dick Grubaugh, Rising City; Adolph Zicht, Norfolk; Cecil Emerick, Norfolk; Milford Johnson, Ravenna; and Henry Buss, Columbus.

March was a holiday for "The Auctioneer" staff. Volume 1, Number 6 in April, 1950, was a 12 page magazine. It was announced that Col. Tom Wilson, Gambrier, Ohio, was appointed to fill the vacancy of 2nd Vice-President during a Board of Directors meeting in Cincinnati.

Col. Charles Taylor, Fremont, Nebraska, turned in a top performance at the annual A. J. Anderson and Sons Spotted Poland China Bred Gilt Sale in Kellogg, Iowa.

Col. Jack Gordon, Chicago, presented 18 new names for membership in the N.A.A. at the Board of Directors meeting.

In May of 1950 Robert Mendenhall and Alston Clark, High Point, North Ca-

rolina, of the C. F. Williams and Alston Clark Land Auction Co. were traveling from land auction to land auction in an airplane called the "High Dollar." Wm. Huisman, Parkersburg, Iowa, became a subscriber to "The Auctioneer." Laird N. Glover, Crawfordsville, Indiana, sold an estate sale in which he sold 544 items in four hours and Carl W. Setterberg, Burlington, Iowa, was busy with livestock sales.

In June the Minnesota Auctioneers Association was making plans to join the national group. Under the leadership of President Russell Davis, St. Peter; Vice-President William Felton, Ortonville; and Secretary-Treasurer George Martins, St. Peter the association was working toward a larger group.

Col. and Mrs. Pete Slater, Pana, Illinois, were hosts to 112 at the Illinois State Auctioneers Association.

In July, 1950, the National Auctioneers Association met in Roanoke, Virginia. Arthur Godfrey was made an honorary member of the N.A.A.

Herbert Van Pelt, Readington, was an Auctioneer for the Smith College Anniversary Fund Auction.

Iowa Auctioneers under the leadership of Hugh McGuire, Holstein, held a series of meetings throughout the state as a part of the campaign for enlarging the state society.

The August-September "Auctioneer" announced the re-election of Col. Foster Sheets, Roanoke, Virginia, as president. Col. Sheets, who was originally elected as 1st Vice-President, took over the office in January, 1950, after the death of President Elect, J. Albert Ferguson, Grand Forks, North Dakota. Paul Bockelman, Sioux City, Iowa, was re-elected 1st Vice President. Col. Clyde Wilson, Marion, Ohio, was elected to the office of 2nd Vice-President. The Secretary, Col. Garland Sheets, Roanoke, Virginia, and the Treasurer, Col. Walter Holford, Edwardsville, Illinois were re-elected. Three vacancies in the Board of Directors were filled by the re-election of Col. C. B. Drake, Decatur, Illinois, and by the election of Col. H. W. Sigrist, Ft. Wayne, Indiana, and Col. Tom Berry, West Newton, Pennsylvania, Decatur, Illinois was chosen as the site for the 1951 N.A.A. Convention.

During the 1950 Convention Mrs. Helen Ferguson, wife of the late J. Albert Ferguson, was made an honorary member of the N.A.A.

About 110 Auctioneers and their families were registered for the meeting. Among them were five Auctioneers attending their 5th annual N.A.A. Convention. They were Carl Hopkins, Lynchburg, Virginia; B. G. Coats, Long Branch, New Jersey; John W. Rhodes, LeGrand, Iowa; Stanley Wasielewski, St. Louis, Missouri; and Frank Grim, Roanoke, Virginia.

The Executive office furnishings of Preston T. Tucker were sold in Chicago by the Samuel L. Winternitz Company. The Tucker automobile, a revolutionary rear-motored vehicle, died before hitting the market.

In October, 1950, the announcement of a committee appointed to work out details for a proposed Women's Auxiliary to the N.A.A. was made. The Committee members were Mrs. Guy Pettit, Mrs. Clyde M. Wilson, Mrs. John Norris, Mrs. William McCracken and Mrs. Walter Holford.

The Illinois State Auctioneers met at the auction house of Col. and Mrs. John Norris, Alton. Kendall Seely of White Hall was re-elected President and John Norris, Alton was re-elected Secretary-Treasurer. J. Hughey Martin, Colchester, was chosen as Vice-President. Three directors elected were Carman Potter, Jacksonville; Ray Hudson, Morrisonville; and John Carr, Decatur.

Ten years ago this November, the announcement was made that Col. Pop Hess, Worthington, Ohio, would write a regular column for "The Auctioneer." beginning in January.

This summarizes the first year of "The Auctioneer." As we go on into the 1950's in subsequent issues we hope that you will enjoy recalling the past activities and remember the auctioneers who were part of the News ten years ago.

Missile expert Walter Weisman makes this brave scientific attempt to describe the chemical properties of "the creature woman":

Physical Properties—Boils at nothing and freezes at any minute.

Food For Thought

The Greatest Sin Fear
 The Best Day Today
 The Biggest Fool The boy who will
 not go to school
 The Most Agreeable Companion
 One who would not have you
 any different from what you are
 The Best Town Where you succeed
 The Great Bore One who will not
 come to the point
 A Still Greater Bore One who keeps
 on talking after he has
 made his point
 The Greatest Deceiver One who
 deceives himself
 The Greatest Invention of
 the Devil War
 The Greatest Secret of
 Production Saving waste
 The Best Work What you like
 The Best Play Work
 The Greatest Comfort The knowl-
 edge that you have done
 your work well
 The Greatest Mistake Giving up
 The Most Expensive Indulgence .. Hate
 The Cheapest Stupidest and
 Easiest Think to Do .. Finding fault
 The Greatest Troublemaker One
 who talks too much
 The Greatest Stumbling
 Block Egotism
 The Most Ridiculous Asset Pride
 The Worst Bankrupt The soul that
 has lost its enthusiasm
 The Cleverest Man One who always
 does what he thinks is right
 The Most Dangerous Person Liar
 The Most Disagreeable
 Person The Complainer
 The Best Teacher One who makes
 you want to learn
 The Meanest Feeling of which
 Any Human Being is Capable —
 Feeling bad at another's success
 The Greatest Need Common sense
 The Greatest Puzzle Life
 The Greatest Mystery Death
 The Greatest Thought God
 The Greatest Thing, Bar None,
 In All the World Love

As a man grows older and wiser he talks less and says more.

IN UNITY THERE IS STRENGTH



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Program

Indiana Auctioneers

Annual Convention

FRANCES HOTEL

KOKOMO, INDIANA

SUNDAY, NOVEMBER 14, 1960

P.M. (C.D.T.)

7:00—Social Hour — Refreshments — Mike Schaffer, Chairman

MONDAY, NOVEMBER 14, 1960

A.M. C.D.T.)

9:30—Registration

10:30—Call To Order—Kokomo Room Col. Roy Crume, President

10:35—Invocation Rev. Earl Seitz
Minister of the Main Street
Christian Church—Kokomo, Ind.

10:40—Welcome To Kokomo Hon. John Miller
Mayor—City of Kokomo

10:55—Americanism Old or New Carl Tyner

11:25—Why I Am An Auctioneer Col. Russell Kruse

12:00—Luncheon
Members, Wives, Guests—Red Room

P.M. (C.D.T.)

1:00—Live Stock Auction Markets C. T. (Tad) Sanders
Executive Secy.—National Assn. of Livestock Auction Mkts.

1:30—Question Period Addressed To Speaker

1:40—Real Estate Col. Sam Lyons—Indiana, Pa.,
Prominent Real Estate Auctioneer

2:10—Furniture Auction House Col. Earl Cornwell,
Furniture Auction House Owner

2:40—About Us Col. Carman Potter,
Pres. National Auctioneer Assn.

3:00—Business Meeting—Election of Officers
Nominating Committee
Col. Jim Buckley—Shelbyville—Chairman
Col. Curran Miller—Evansville
Col. Maynard Lehman—Berne
Question Box and Discussion

5:00—Adjourn

6:00—Grand Banquet—Main Ball Room
Guest Speaker—Hugh Maxwell Walters,
He's Heart Warming—Hard Hitting—Hilarious

I'm Fine

Author Unknown

There's nothing whatever the matter with
me —

I'm just as healthy as I can be —
I have arthritis in both my knees —
And when I talk I snuffle and sneeze.

My pulse is weak and my blood is thin—
But I'm awfully well for the shape I'm
in —

Arch supports I have for my feet —
Or I wouldn't be able to be on the street.

Sleep is denied me night after night —
And every morning I am a sight —
My memory's failing —
My head's in a spin —
But I'm awfully well for the shape I'm
in —

The moral is — as this tale we unfold —
That for you and me who are getting
old—

It's better to say,
I'm fine with a grin —
Than to let 'em know the shape we're
in.

Let Johnson Do It

Two men worked side by side in a large office. They never spoke, but each watched the other. One man quit work daily at 4 o'clock. The other toiled until 6 or later.

Some weeks passed. Then the harder working of the two approached the other. "I beg your pardon," he said. "Do you mind telling me how you can clean up your work every day at 4 o'clock?"

"Not at all," said the other man. "When I come to a tough piece of detail, I mark it, 'Refer to Johnson.' I figure that in an outfit as large as this, there is sure to be a man named Johnson. And I must be right; none of those papers comes back to me."

The harder worker started to remove his coat. "Brother," he said, "prepare for action. I'm Johnson."

GOOD ADVICE

Lady Passenger to Jet Pilot: "Young man, don't you run that thing faster than sound . . . we girls want to talk."

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THE LIGHTER SIDE . . .

THIS MODERN AGE

"And by the time he had reached 21," the lecturer told his class impressively, "Billy the Kid had killed 21 men."

"Geez," exclaimed an impressed pupil, "what kind of a car did he drive?"

JUST OUR MAN

The personnel manager was a little dubious about the job seeker seated before him. "Now, you realize that we require a very responsible person in this position," he said, eyeing the man intently.

"Then I'm your man," the applicant assured him. "The last couple of places I worked, every time something went wrong, they told me I was responsible."

EXPLAINED

Rube — I always wondered where all the Smiths came from until I got here to the big city.

Jack — Then what happened?

Rube — I saw this sign: Smith Manufacturing Co.

PIPED DOWN

The prim, elderly woman looked dubiously at the man next to her on the bus as he started to load his pipe.

Finally she ventured, "Sir, tobacco makes me ill."

"In that case," he replied, still filling his pipe, "if I were you I'd give it up."

HYGENIC!

A small boy's persistent sniffing annoyed a woman standing next to him on a bus.

"Young man," she said archly, "have you got a handkerchief?"

"Yep," replied the lad, "but my mother won't let me loan it to anybody."

WE'RE STILL FRIENDS

Mrs. Jones "I understand you've got your divorce, Sally. Did you get any alimony from your husband?"

Laundress — "No, Mrs. Jones, but he done give me a first-class reference."

LEADING STATEMENT!!

Husband: "That fellow on the third floor brags that he has kissed every woman in this apartment building but one."

Wife: "I'll bet it's that stuck-up Mrs. Jones upstairs."

REGRETTABLE

A Frenchman celebrating his 25th wedding anniversary gave a big party for all his friends. But the host was nowhere to be seen. Finally a friend found him in the library, drinking a brandy and staring into the fire.

"Pierre," the friend said, "you should be celebrating with your guests. Why are you so sad?"

"Francois," the husband explained "when I had been married for five years I decided to kill my wife. I went to my lawyer and told him what I was going to do. He told me if I did it I would get 20 years in prison."

"Just think, Francois, tonight I would have been a free man."

IMPROPER

The sugar daddy and a new blond acquaintance were enjoying a little dinner in a private room at a night club.

As the meal neared its finish he cleared his throat and said, "Er, how about a little demitasse now, dear?"

"I knew it, I knew it," exploded the girl. "I knew you weren't treating me this nice for nothing."

GAME CALLED

Woman, watching football match in pouring rain, said to her husband: "This is probably another one of my silly questions. Why don't we go home?"

CANINE ACCOMPANIST

Father listening to his 7-year-old scratch away on his violin while the hound dog howled dismally nearby. As the practice session wore on, father asked the boy, "Can't you play something the dog doesn't know?"

IN UNITY THERE IS STRENGTH

CAUSE AND EFFECT

Fond mother: "Why are you crying, Stanley?"

Stanley: "P-P-Papa hit his finger with a hammer."

Mother: "Why, you needn't cry at a thing like that. Why didn't you laugh?"

Stanley: "I did."

FEMININE FIGURES

Confusion—one woman plus one left turn.

Excitement — two women plus one secret.

Bedlam—three women plus one bargain.

Chaos—four women plus one luncheon check.

MIGHTY POOR SUBSTITUTES

Gazing open-mouthed at a wrinkled old cowboy with a revolver on each hip, the woman tourist finally got up enough courage to stammer, "Y-you must be awfully t-tough!"

"Tough!" exclaimed the old fellow. "Why, I'm so tough I was chewing a plug of tobacco when I was born! Before I was a year old I was chewing 10-penny nails! And by the time I reached manhood I could gnaw clean through a railroad track in less than five minutes!"

"My goodness!" said the bug-eyed woman. "I wonder what you are able to do now!"

"You needn't wonder," shrugged the old man. "There just ain't no strength in these here store teeth."

ATTENTION! WIVES AT WORK

The weary husband was met at the door with sad news. "We'll have to go out for dinner," his wife explained cheerfully. "I couldn't prepare anything because the electricity went off."

"Electricity?" he growled. "We have a gas range!"

"I know that," she replied, "but we have an electric can opener!"

HIS USUAL CHEERY SELF

Secretary: "Sorry I was late, sir. I'll be here bright and early tomorrow morning."

Boss: "Don't promise the impossible. Just be here early."

IRISH ELOQUENCE

An old Irishman collapsed on the street and a crowd of neighbors gathered, all trying to help, each making suggestions. Maggie Riley kept shouting, "Give the poor man whiskey!" but no one paid attention. Then the agonized voice of the Irishman rose above the table. "Will the lot of ye hold yer tongues and let Maggie Riley speak."

REVERSE DECISION

A woman waiting at the door ready to go to the store had her arms full of coats and four little children at her side. Her husband, coming down the stairs, asked why she was standing there. She replied, handing him the coats, "This time you put the children's coats on and I'll go honk the horn."

CASE CLOSED

Lambert was being sentenced by the judge for having hit his mother-in-law.

"You will have to pay \$550," ordered the judge. Lambert requested permission to ask a question. "I can understand the \$500," he said, "but why the \$50?"

"Amusement tax," replied the judge.

UPSIDE DOWN TAKE

Jake, who was getting a loan at 9 per cent from his brother, David, remarked, "Well, I ain't kicking, but what will our poor dead father say when he sees his own flesh and blood gouging 9 per cent out of his son's brother?"

To which David replied: "Don't worry about Pa. From where he is it will look like 6 per cent."

OFFENSIVE

A small-town editor found himself short of material so he had his composer set the Ten Commandments which were run without editorial comment.

After the paper was published, he received a letter which said: "Cancel my subscription; you're gettin' personal."

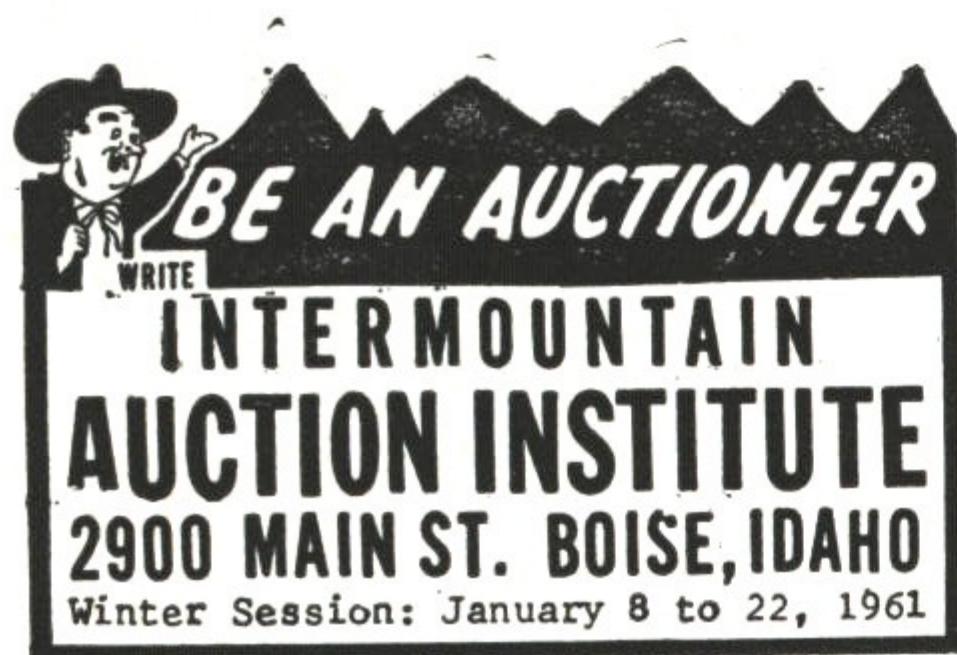
QUIET PLEASE

A six-year-old watching a repairman trying to locate trouble in a television set said: "I bet if you'd clean out all the dead cowboys in the bottom it would work."

THAT'S LIFE

A railroad engineer got up on the wrong side of bed one morning. His shower water was cold. A shoelace broke. His coffee was weak and his toast burned. His car wouldn't start and he had to take a taxi to work. He was late getting there so he speeded his train up to 90 miles an hour. Just as he swung around a long curve, he saw another train coming at him on the same track.

He heaved a big sigh and turning to the fireman said, "Did you ever have one of those days when everything goes wrong?"



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