

The **AUCTIONEER**

OFFICIAL PUBLICATION OF THE NATIONAL AUCTIONEER'S ASSOCIATION

Volume 1
April, 1950
Number 6



Presidents message...

I am happy to be able to report to you that your Board of Directors had a very successful meeting in Cincinnati, Ohio, during the weekend of February 25. I called this meeting to outline our plans for this year, to discuss the convention in general, to start a membership drive so that we can meet our quota of new members to be known as the "J. Albert Ferguson Class" and



Col. Tom Wilson

introduced as such at the convention, and to fill the vacancy of Second Vice President. While some members of the Board were unable to be present at this meeting, we had a nice attendance; and the ones who could not come telephoned or sent telegrams. I greatly appreciate the splendid support received from members of the Board, as I am well aware of the fact that it is hard for them to travel great distances, taking time from their work, in the interest of our Association. Their time was well spent, however, as much was accomplished at this meeting; and we believe that our Association will benefit from the plans which were made.

Col. Tom Wilson of Gambier, Ohio, was appointed to fill the vacancy of Second Vice President until the convention in July. I am sure you will agree with me that a better choice could not have been made. Col. Wilson has always willingly taken an active part in Association work and has proved himself a valuable member of the N.A.A. He has successfully served on the Board of Directors and was Chairman of the Membership Committee last year.

An official emblem, which we believe to be in keeping with the high standards of our Association, was adopted and will be displayed on our new stationery and in this paper. New pins have been ordered and should be ready soon.

As you will notice, this paper has four more pages this month. The Board came to this decision because we are growing rapidly and are now able to support a larger paper and increase our circulation. As we continue to grow, the paper will grow, too, and will be a publication which every member will be proud of. Also, it will create a desire in other leading auctioneers to become members of our Association.

The rest of the meeting was devoted to a study of committees needed, plans to increase our membership, and general discussion. Also, several ideas were advanced towards a bigger and better convention.

Many Auctioneers Waiting For An Invitation

THE NEED is great, and growing more so with each day that passes. It is strange how many Auctioneers one meets who are fearful of the future. What to do about it? Well, one obvious thing is to interest ourselves more deeply in our organization. The next step is to interest others.

For those of us already in the National Auctioneers Association there could be a more active interest. Then seek to bring others to share with us the benefits. Once in every now and then some Auctioneer writes of his own accord and says he would like to become a member. He gets it—pronto. But most wait for someone to ask them—for they figure if what other Auctioneers have is not worth asking someone else to share then it can't be worth much. Have you found in the National Auctioneers Association that which is worth passing on to some other Auctioneer? Then ask that Auctioneer. We still want five hundred members to bring in one new member each. Applications for membership arrive daily at National Headquarters and since we only have four months remaining before our National Convention, may each of us sponsor a new member for the J. Albert Ferguson Memorial Class.

TERMINAL AUCTION SELLING

The first attempt at terminal auction selling in which produce was sold at auction on an open market is credited to New York state in the year 1827. Every year showed a marked increase and the large development came slightly before and during the 1920's. In 1919 there were 18,318 cars sold at terminal auction and in 1923 there were 36,410. Terminal auction selling has now spread throughout the United States and reaches all fields of merchandise, livestock, automobiles, real estate, tobacco, furs, timber and grain. The Auctioneers of America are selling everything that is manufactured, grown or produced. The history of the auction sale and the auction markets show continuous progress. Let us as Auctioneers keep abreast of this rapid progress by affiliating ourselves with the National Auctioneers Association, an organization devoted to the advancement of the Auctioneer and the Auctioneering profession.



DON'T
JUST
THINK
ABOUT IT

BE THERE!

**1950 National
Auctioneer's
Convention**

July 13 - 14 - 15

Roanoke, Virginia

HIS CAREER CHOSEN

In the year of 1889 a crowd of people gathered in a country schoolhouse for an old fashioned box social. The time came for the big event and the auctioneer who was to sell the boxes failed to show up. The man in charge of the social announced to the crowd that the main auctioneer had not arrived but that they would have an auction anyway. In the absence of the other man he said we have a better auctioneer with us here tonight who will sell the boxes. He then called out the name of one of his good friends, Col. Morris Jones, a local boy who had never sold anything and had never planned to. He made this announcement in fun and it was his idea that he would enjoy seeing Mr. Jones embarrassed. Jones at that time was 18 years old, he got up and sold the boxes and did such a remarkable job that from that day on he made it his life's work. Col. Jones, Lexington, Ill. became one of the leading real estate auctioneers in central Illinois. He was at one time Vice President of the Illinois State Auctioneer's Association. In December, 1945 he, assisted by his son, Morris, Jr., sold 39 houses and 5 farms at the McClean county courthouse in Bloomington, Ill. Col. Jones has since been called to his reward and his son Morris is carrying on in his father's footsteps and is doing a very nice job of it too. He has a double tie to the profession, his love for his Dad and for the work itself. Though he has done wonderful work and made great strides in the auction field he has found it very difficult to fill the "Shoes left empty by his Dad."

Manners Are Where You Find Them

The other day as I walked down the street a large truck swung toward the curb to enter a driveway. A woman was approaching along the sidewalk.

The truck driver halted his large truck until the woman had passed even though there had been time for him to get ahead with comparative safety but would have delayed the woman, who was carrying bundles, for a few seconds.

Such courtesy prompted me to look again at the truck driver for recognition. It was one of my fellow Auctioneers and instantly two thoughts occurred to me. The woman was neither young nor pretty—so the driver's motives were solely based upon courtesy, an admirable trait. And courtesy is an ear mark of that extra margin of safety which could have saved several hundreds of lives. I felt proud to be associated with my fellow Auctioneer in the National Auctioneers Association. Wherever you go and whenever you are seen, your every act and word can be a stepping stone for the betterment of the Auctioneering profession. Someone will

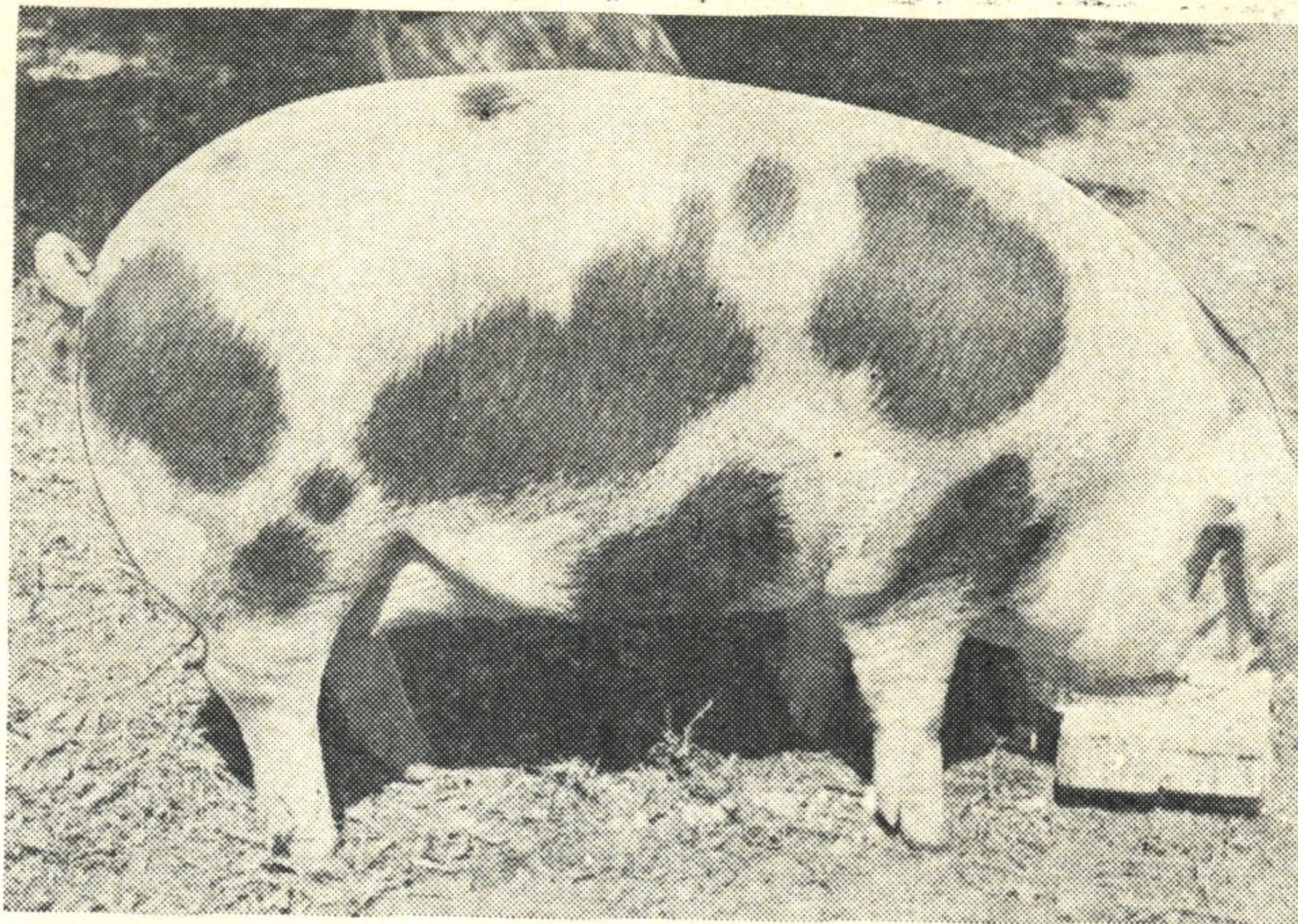
always be observing you and by your words and actions, we as Auctioneers are judged. Manners and courtesy are two predominating factors in the success of any Auctioneer.

Big City Auctions In New York City

In the New York Herald Tribune there were more auction sales advertised in 1949 than in any other year in the history of the paper. This indicates that more people are using the auction method of selling all types of merchandise and commodities. The Tribune ran 337,121 lines in 1949 advertising auctions.

Probably the reason a dog is man's best friend is because he can't talk back.

CLIFFORD GOFF & SONS BUYS TOP GILT



Clifford Goff & Sons bought the top two Gilt at the A. J. Anderson & Sons Annual Bred Gilt Sale held at Kellogg, Iowa February 8th. Mr. Anderson has been in the purebred Spotted Poland China business for 34 years and has had two auctions a year except for about 3 bad depression years. Mr. Goff & Sons bought the above pictured gilt for \$370.00 which was the top, and then bought the second high for \$350.00. There were 40 head sold with an average of \$207.50 on the 40 head. Col. Charles Taylor, Fremont, Nebraska did the selling and as usual turned in a top performance. Mr. Anderson says there are many good breeds of hogs but he'll go all the way with Spots. Also there are many good Auctioneers but Col. Taylor has sold for him successfully for so many years he has become a permanent fixture.

THE NATIONAL CONVENTION OF THE NATIONAL AUCTIONEERS ASSOCIATION AT ROANOKE, VIRGINIA, JULY 13, 14, 15, IS YOUR INVITATION TO BETTER BUSINESS.

THE AUCTIONEER

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JOHN W. RHODES
Editor

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In a few more days the State basket-
ball tournaments will be over here in
Iowa and then it will be possible to
accomplish something. Everyone has
been chained to their radios for a long
time now and pulling for their favorite
team. Of course, the sad thing about a
tournament is the fact that all the
teams must lose except one, they all
know that before they enter though and
they are good sports about it. In this
way the young people know more about
sportsmanship than some older ones.
We too are in the game of life and
though it is nice to win every time, one
of the absolute facts in life is that we
must all lose some time or other. When
we do lose at something we have under-
taken, there is nothing that will make
that loss as graceful as a good loser.
Last night one of the largest schools in
the State of Iowa played and won over

a tiny little school that only had 47
students in the whole high school. The
little team lost by a big score, but they
were such good sports and worked so
hard at the game that they won the
hearts of all the throng that came to
witness the contest. In this game then
we must realize they were both win-
ners, and who knows which win will
mean more to them in later life.

Sometimes our work as auctioneers
is just like a game and to me it is a
thrill every time an auction is started.
There is that spirit of a contest between
the bidders, and then the auctioneer
is a key figure working to see that the
buyers treat those who are selling right.
He must cooperate with the ring men
to make a smooth auction, and treat
both the buyer and seller as he would
like to have them treat him. There are
times when in his mind he thinks the
buyers are trying to get an item or ani-
mal too cheap and then the auctioneer
bids himself and begins to realize that
he has the last bid. In a case of that
kind he has lost the contest. He will
keep the respect of those who are pre-
sent when he knocks the item off and
pays his bill much more quickly than
if he tries to back up and squirm out
of the position he has put himself in
by his own poor judgment. All during
the sale he has seen other men bid be-
cause they thought the item was too
cheap and when it was their last bid
they took the item and paid for it
though they had no particular use for
it. My mom used to tell me that turn
about was fair play, and though it
isn't as much fun when you're on the

wrong end, it still makes a good game.

We have done a little work on the
face of THE AUCTIONEER this month
and hope this fact will wear a little
better. It has been increased to 12 pages
and we have changed printers. The
last place it was printed was a small
shop and they were handicapped in the
amount of type and were short of time.
They did a good job helping get the
paper going but now have had to give
it up. The new print shop which will
run this paper has an adequate shop,
and has assured us that the paper will
come out on time each month. This
means that copy to be used in the paper
will have to be in the editor's hands by
the 15th of the month preceding date
of issue. It will cost more to have the
printing done at this new place but
I am sure you will all agree the addi-
tional cost is money well spent.

Now that the size of THE AUCTION-
EER has been increased it means it
will take more material so this is almost
an S.O.S. for news. Anything about
auctions in your county and com-
munity will be good reading to those
in other sections. You should see how
sad my face looks when I go to the
mail box and find no news from my
fellow auctioneers. Of course, if I was
as good looking as some of you it
wouldn't be so bad, but as sad as I
naturally look it is terrible when I
don't get the news I should in the
mail. I am getting spring fever in this
one finger I use on this typewriter so
will bring this to a close.

JOHN W. RHODES

MEMBERSHIP IN THE NATIONAL AUCTIONEERS ASSOCIATION OPENS THE
GATE TO RICHER OPPORTUNITIES FOR YOU.


Who's Who in Auctioneering Guide?

Col. Ray Elliott, Portland, Indiana is a native of the Hoosier state and like most of the Hoosiers has no intention of leaving it for any other state. He has a very charming wife who has been a big help to him as he has worked his way up in the auction profession and two children, a daughter, 14, and a son



Col. Roy Elliott

3. Ray attended the Reppert Auction school in 1942 and went right to work in sales as soon as he returned from school. His business was just looking good but was cut short after 10 months by a letter from Washington telling him to get his things in order and report for duty with the armed forces. He found a nice plush lined box in which he stored his gavel and answered the call. He spent 19 months in the Khaki clad line and saw lots of this country as well as spending 9 months in the European zone. As soon as he got back to the Hoosier state he began to give the natives that same old auction chant and they have kept him busy at it. He returned to Reppert's school as an instructor in 1946 and has acted in this capacity every term since that time. Ray says he would predict a bright future in the auction business for a young man who was honest, had a good personality, a desire to succeed and who was not afraid of hard work. Ray is



**YA DURN
TOOTIN'
I'M GOIN'**
to the
1950 National
AUCTIONEER'S CONVENTION JULY 13-14-15
ROANOKE, VIRGINIA

making plans to attend the Roanoke convention, he believes it is one of the best ways of keeping abreast of the times. In the Saturday Evening Post, March 17th issue you will see a picture of Ray putting a class of students through the mill at Reppert's.

On Feb. 14th, Ray with Col. O. E. Ross, Winchester, Ind., sold a sale which had a total of a little over \$41,000. It consisted of 2 farms and the livestock and machinery of the late W. E. Flagle. A big crowd attended the sale even in a downpour of rain and the farm that was appraised at \$156.00 per acre sold for \$200. Col. Elliott reports that this sale was larger than the average sale in that section but that he has had other farm sales this season that have totalled over \$20,000. He had 20 closing out farm sales up to March 1st, which made a good season.

Buying at auction provides a double thrill. You get something for a lot less than its original cost and you get it by winning a contest of wills with other bidders.

DO YOU THINK YOU CAN?

If you THINK you are beaten, you are
If you THINK you dare not, you don't
If you like to win, but you THINK you can't,
It is almost certain you won't.

If you THINK you'll lose, you're lost
For out of the world we find,
Success begins with a fellow's will—
It's all in the STATE OF MIND

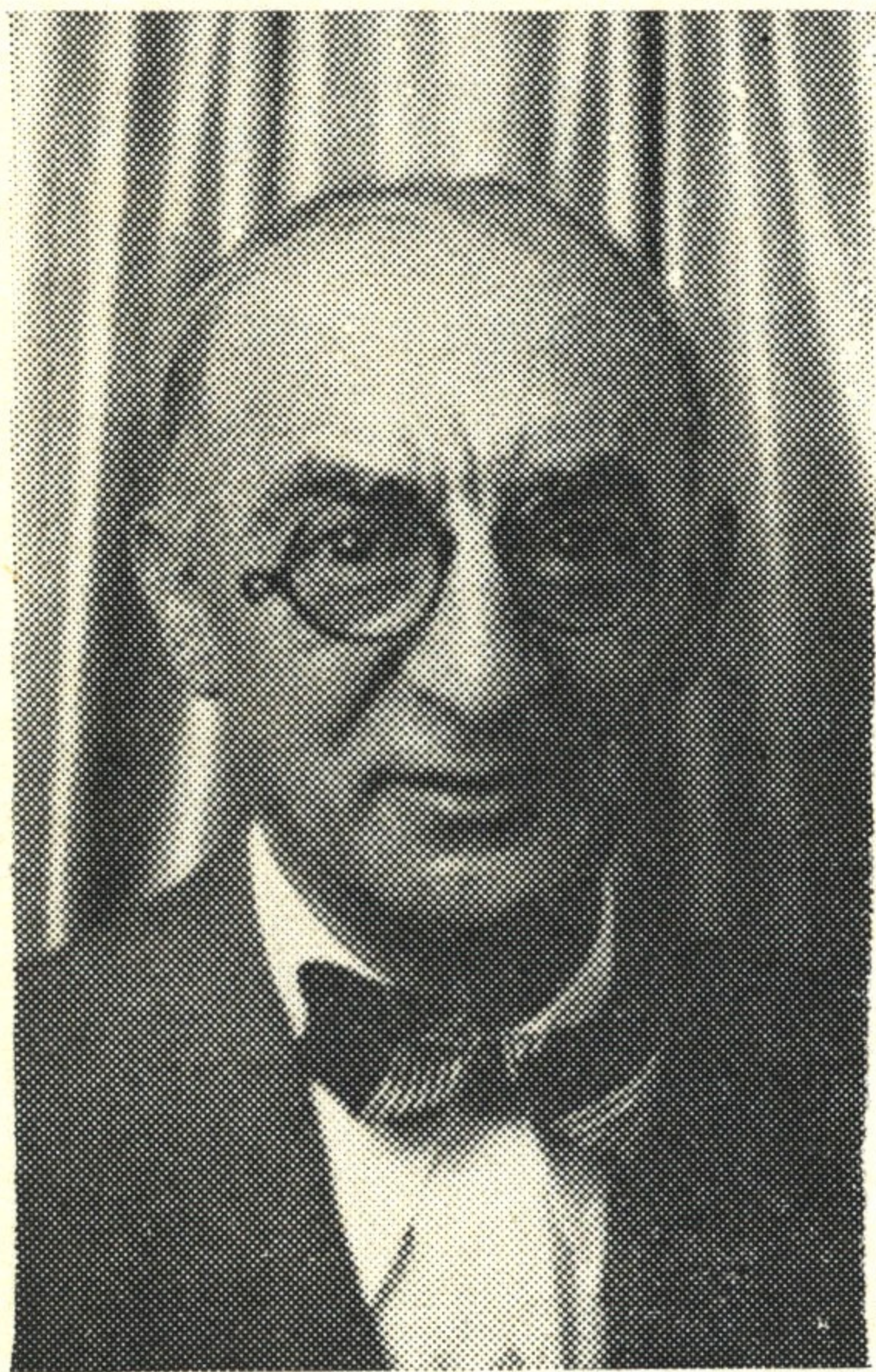
If you THINK you are outclassed, you are,
You've got to THINK high to rise,
You've got to be SURE of YOURSELF before
You ever can win a prize.

Life's battles don't always go
To the stronger or faster man,
But soon or late the man who wins
Is the MAN WHO THINKS HE CAN!

**NOW IS THE TIME TO INVEST IN YOUR FUTURE BY JOINING THE
NATIONAL AUCTIONEERS ASSOCIATION**

SUPER SALESMAN

At the Board of Directors meeting held in Cincinnati, Ohio, February 25th, Director Jack Gordon presented 18 new



Jack Gordon

names for membership in the National Auctioneer's Association with a corresponding check for the same. Col. Gordon is sold on the N.A.A. and is happy for an opportunity to seek new members. Many of the readers may think it's easy to sell membership in such a fine association but to date they are trailing way behind, in fact some are 18 behind and that's a long ways back. Hats off to Col. Jack Gordon and the 18 new members secured by his efforts.

STATEMENT BY THE EDITOR

By John W. Rhodes

Two things make a good monthly publication, careful planning and unlimited work. We shall do plenty of both as we go about the pleasurable task of endeavoring to give the Auctioneers a publication that is truly representative of the National Auctioneers Association.

A good monthly publication must have a policy, something clear and definite. And it must stick to that policy. It must be fair in its treatment of all groups, classes and otherwise.

Auctioneers are much better educated today. Consequently they are more independent in their thinking. They are not as strictly selfish, prejudice and non-cooperative as formerly. A monthly publication must at all times be fair in handling the facts and the dissemination of all auction news items.

Our aim in the columns of "The Auctioneer" will be to give all kinds of auction, auctioneering and auctioneering professional news from all sections of the United States which we serve. We are aware that playing up that which is not the absolute truth never gains general reader interest or acceptance. We will aim to be the publication of, by and for the National Auctioneers Association. We will carry local auction news of your section, local interest editorials and features and pictures about Auctioneers, auction sales and events you know. Events which may be as close to you as your neighbor.

Commencing with the April number of "The Auctioneer" it will be enlarged

to twelve pages, thus enabling us to enlarge the scope of our coverage in all phases of the auction business, the Auctioneer and the Auctioneering profession.

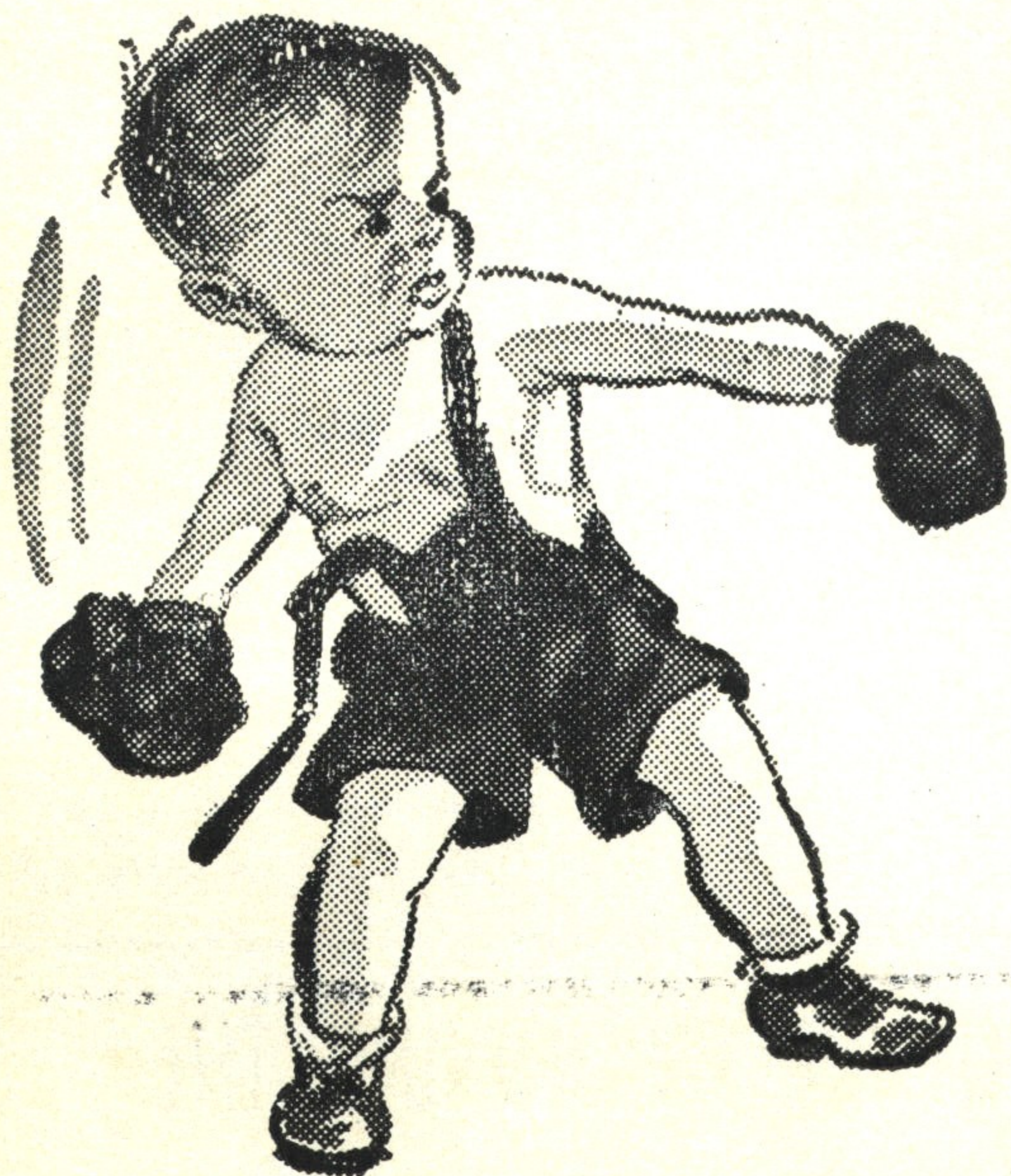
We are cognizant of the fact that the successful monthly publication must be respected. It must be wanted by the Auctioneers. It must come out at a specific time every month. It must be run on a thorough and businesslike basis. It must collect subscription renewals promptly when due, and maintain an advertising rate that will be of benefit to advertisers, and also keep the publication solvent and independent.

We aim to become the voice of the Auctioneers who make up the National Auctioneers Association. It is your stories, the stories which you make which we will strive to tell, clearly and unbiased. It is your pictures and those of your sales that we will publish for the interest of all Auctioneers. It is your human interest items that all Auctioneers want to read about and which we will present.

Feel free to comment on our undertakings at any time for it is through your constructive criticism that we will be able to do the job you'd like to have us do.

Remember at "The Auctioneer," the latch string is on the outside.

Policeman: "How did you knock him down?" Auctioneer: "I didn't, I pulled up to let him go across—and he fainted."



IT'LL BE A KNOCKOUT!

JULY 13-14-15
1950 NATIONAL CONVENTION
ROANOKE, VIRGINIA

KETTELL'S FURNITURE BOOK IS REPUBLISHED

Back in 1929, when such proceedings were commoner than they are now, a limited edition of 1,000 copies of a book warmly welcomed by collectors was printed and sold at \$35. Since then it has brought \$50 and more at auction. The work was "The Pine Furniture of Early New England," by Russell Hawes Kettell. Dover Publications, Inc., have reissued it now at \$10. It is just as good a piece of bookmaking as was the original and it will be just as eagerly bought by collectors, antiquarians and preservationists, for it is just as useful in its more easily obtainable form.

Adhering strictly to its limited field of furniture, this contains illustrations (good ones, too) and material not found in Nutting or Miller and a collector of early pine furniture will find it a

wonderful guide. Those who have to do with the restoration of seventeenth century houses also can depend on it when questions of authenticity arise. Beside the various forms of furniture, it treats of hardware, construction, finish, signs and weathervanes, mirrors and lighting devices. For good measure there is a series of drawings to guide those who desire reproductions.

If you will communicate with the Secretary, Col. Garland Sheets, National Headquarters, 101 South Jefferson Street, Roanoke, Virginia, he will advise you where the book can be purchased.

Charity Auctions

Col. Walter Morton, Newark, N. J. is evidently the only member of the N. A. A. to have sold a charity auction this year, or he is the only one who took a recent request for such totals seriously. He reports two such auctions

and the totals. These will be kept on file and other members reporting their charity sales will be added there-to and the complete total will be released at the end of the year. When and how big was the charity auction you had Colonel?

BOOK ON MILK GLASS

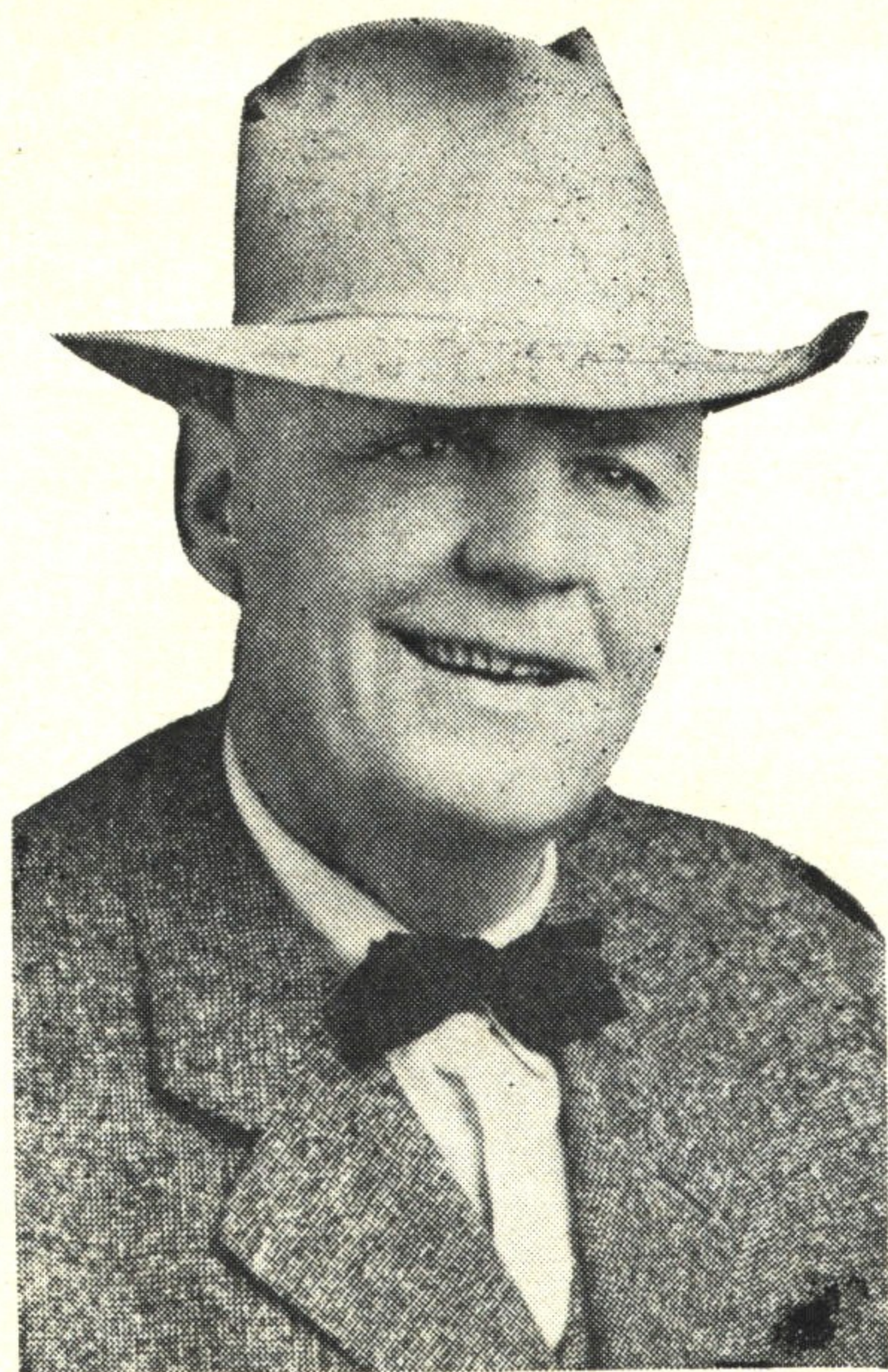
P. H. G., Pennsylvania, wishes to know of a book describing patterns of milk glass and slag glass.

You will find information about this glass in "American Glass" by George S. and Helen McKearin and in a new book "Milk Glass" by E. McCamly Belknap. Both books are published by Crown Publishers, New York.

M. D. S.

X In the auction business, it is axiomatic that an Auctioneer's success depends on the personality of the Auctioneer and his ability to combine the talents of actor, salesman and psychologist.

We Are Proud ...



Paul F. Bockelman

Owner and Director

of the successful sales and records that our graduates are making. We wish to assure every auctioneer in America that we are conscientious and really teach every phase of the auctioning profession to our students in a business and ethical manner. We operate auction houses and sale barns where our students get actual selling experience, the only way that this business can be taught in a short time. Our voice, speech and psychology teachers are experts. If you have a son or know of any young man in your community who really wishes to become a good auctioneer, feel free to recommend our school. We have had a number of auctioneers who have sent their sons and brothers to our school and they are our best boosters. We are now operating two schools, one at Sioux City, Iowa, and our new school at McAllen, Texas. Next Term in Sioux City March 6. Write for catalogue.

Bockelman Auction School

1224 4th St. Sioux City, Iowa

304 South Broadway, McAllen, Texas

Know All About Your Merchandise

Recently I heard an Auctioneer state that a certain commodity was not selling for as much as it was a year or so ago. I asked him what was the type of the article he had in mind and the answer was that he did not know anything about types of the article in question.

My friend, if you do not know what you are selling you are not doing the best by your consignor for he is not realizing top prices for an article that you know little about, consequently you are receiving a small commission. It makes no difference what you are selling, be it cattle, furniture, glass, china or books, if you are not thoroughly familiar with the item you cannot realize top dollar at your sale.

This is the age of specialization when the specialist can command a higher fee, or I should say, more business than the general practitioner. Often it is a long time between sales and during those intervals we should increase our knowledge of what we expect to be selling. Prices of commodities change from time to time and there is a great range in qualities of nearly everything. The Auctioneer should keep up-to-date on price changes and he should know the differences in qualities, not trust to the old method of get whatever you can and let it go at that. Of course he gets what he can, but the more he knows about what he is selling, the more

are his chances of getting a better price. This is especially true and applies to the selling of household goods when antiques or the so called art objects are to be included in the sale.

Just because you are an Auctioneer does not mean that you know all there is to know about everything. Study, Colonel, study. Read books, attend the other fellow's sales, go to museums, department stores, or wherever you can find the objects that you sell. Keep up with the trend in prices and try to gain a more complete knowledge of what you intend to sell and then you will be better qualified to talk to your consignor and to your auction buyers and both will have more confidence in you for they will feel that you really know your business. Your sales prices will then rise, your consignor will receive more money, your commissions will be higher and everyone will be happy.

Please realize that the business of appraising goes hand in hand with the auction business and if you do not know values and differences in qualities you simply cannot be a competent and successful appraiser. The profession of auctioneering, and it is a profession, should be no different than any other profession in as much as the Auctioneer should continue to study and to learn more about what he expects to handle.

Walter A. Morton,

54 Broadway, Newark 4, N. J.

QUESTIONS & ANSWERS

ROBERT PEASTON SILVER

B. P., M. D., New York City, sends a sketch of the hallmark on a condiment cruet in silver frame that shows a lion passant, the leopard's head crowned, the date letter "n" and the initials "R. P."

If this mark in the sketch is what it really is on the silver frame, the maker is Robert Peaston, who marked his silver thus in London in 1768-9. The

date letter may be a "U," which would then change the year to 1795-6. An exact rubbing of a mark is much safer when trying to identify a maker because it shows the mark as well as the size and any variations. These are often the real clue to the exact age.

COPELAND WARE

R. B., New York, asks the age of Spode china with the Tree of Life pattern marked "Copeland, Stokeon-Trent."

Josiah Spode established his pottery at Stoke-on-Trent, Staffordshire, England, in 1784. His son continued in his

work until 1797 and William Copeland was a partner. Josiah Spode 3d took over the pottery in 1829 and the name was changed from "Spode Son & Copeland" to "Copeland & Garrett late Spode" in 1833. After 1847 the pottery was known as "W. T. Copeland, late Spode." In 1867 the firm was "W. T. Copeland & Sons" and is still in operation as "Copeland & Garrett." Since 1891 the word "England" has been added on all ware imported into this country.

Auctioneer after head-on collision with motorist: "You had no right to assume that I had made up my mind."

Your Presence At The National Convention of the National Auctioneers Association Will Convince You Of The Advantages Of Membership In This Organization.

Careful, That Brush Paints Wide!

I can still hear those words spoken to me years ago. I was trying to do some painting—and in so doing, was getting the stuff where it didn't belong and shouldn't be, except for my carelessness. The occasion has long since gone by, but the memory lingers on. In the time between now and then the words have come to mean more than "paint." They have taken on a deep significance.

No Auctioneer lives to himself alone. If he did life would be little worth the living. However, if he did he could do as he pleased—and never mind the brush. He can't and the brush does count. We have no right to wield it—consciously or carelessly in such a manner as to smear or mar that which may be harmed by what we say or do.

A current example of that which I am driving is the subject of inviting Auctioneers to become members of the National Auctioneers Association. An Auctioneer was approached the other day and invited to become a member of our organization. His reply was "What can they do for me" and went on to condemn and criticize something about which he knew absolutely nothing. My reply was, "you take a very selfish attitude and unless you are willing to give to others the benefit of your experiences, your time and effort to advance your profession, I am of the opinion that the members would not look favorably upon your membership or upon me for sponsoring you," where upon he replied, "for twenty five years I have been selling for the people of this community, they have been good to me and I have never thought of the auction business other than from a selfish standpoint, perhaps I was hasty in answering you as I did and if you will accept my apology please send me an application for membership." What I want to point out is that this comparatively insignificant minority of Auctioneers have painted within their minds that organization can be of no use to them. The brush paints wide, with deliberate intent on the part of those who wield it. It shouldn't be so, this careless judgment by inference, but that is the way it works.

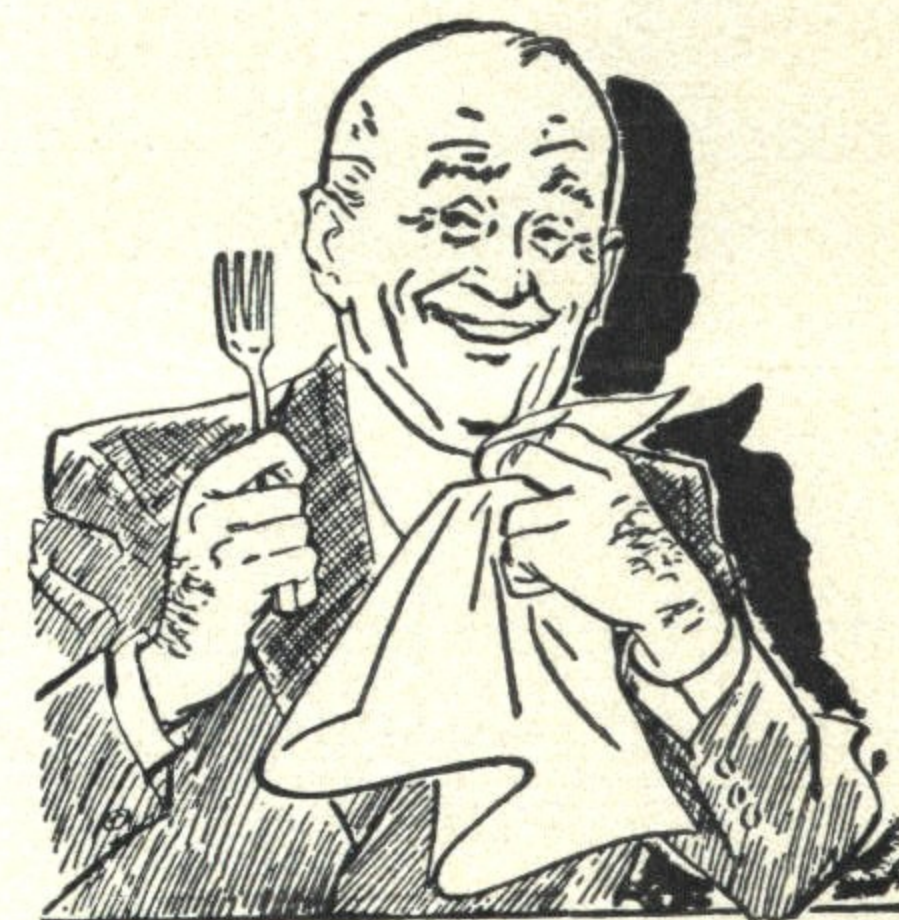
Other instances in our daily profession as Auctioneers could be given. The defiant and arrogant disregard of their fellow Auctioneers tends to break down their own standing and retards their profession. All this because the brush paints wide—the brush in the hands of an insignificant segment of Auctioneers who assume a selfish attitude, no thought of their fellow Auctioneers and the future of their profession. Such a condition will continue to exist in our profession until such time as YOU and YOU and YOU enlighten other Auctioneers in the many advantages of organization.

Some strange misconceptions exist about Auctioneers—sometimes within our organization—among the uninitiated, those that do not take the time to investigate and arm themselves with true facts. In some instances this has resulted in absolute hostility to our organization. These false notions have, in most cases, been painted by some ill-informed or false-living Auctioneer. Sometimes one is as harmful as the other. Not knowing otherwise, those who have listened to, or observed such, in the course of daily contact, have not branded that Auctioneer as a bad member, but have taken him as an example of what the National Auctioneers Association itself is. The smear left by a single false or careless brush is, by its very nature, more noticed than that which is perfect. We do not live to ourselves alone. Every word, every act colors not alone the single responsible member but attaches itself to others who have no responsibility for it, and differ from it. All organizations including our churches are full of hypocrites. Why? Because some Auctioneer cloaks himself in organization membership paints in contrary fashion, wide enough to smear the entire organization in the process in the minds of others who do not think deeply. Most don't. Anyone who belongs to organizations can recount instances of prejudice, strict adherence to the mere letter of prerogative and the law, grasping selfishness, and sometimes just plain cussedness manifested on the part of some members of this or that organization that has done harm to the peace and harmony of the organization, to say nothing

of the effect upon those outside who have observed such conduct. I might think it worthwhile to be more explicit, save that I know you can call to mind such for yourselves. Yet here is where the true value and principles of organization is to be most expected. The National Auctioneers Association is daily marching forward with new members imbued with the spirit of helpfulness and cooperation and will continue its forward march in the interest of the Auctioneer and the Auctioneering Profession.

Not one of us is perfect, not one organization is perfect, not one of us but has painted too wide at some time or other. To those in our midst who desire to paint wide, beware, their brush will wear out, their supply of
(Continued on page 10)

YESSIR!



THERE'LL BE A BANQUET

at the

1950 National
Auctioneer's
Convention

July 13 - 14 - 15

Roanoke, Virginia

IT TAKES MORE PLANNING TO ARRIVE LATE FOR APPOINTMENTS THAN
IT DOES TO ARRIVE ON TIME.

HOW WOULD YOU CALL THESE NUMBERS?

One of the large auction companies in Chicago sold an apartment house in September, 1949, and the advertising on this sale was outstanding.

We will reprint one of the paragraphs on the advertising which is self explanatory.

'The auction will be held at 2 p. m. September 15, 1949, in Hall A-3, 9th floor, 32 W. Randolph Street, Chicago, Illinois.

'The Trustee has an agreement for the sale (without commissions) at \$3,873,250 cash (unless a higher bid is received at auction) of the real estate, furniture, inventory items and rights to receive certain tax refunds (which are 20% of the refunds), which the buyer agrees to pay. The present contract contains no right to meet bids or any other preference over bidders at the auction. To be eligible to bid, bidders must deposit \$200,000 in the form of cashier's or certified checks drawn to the order of The First National Bank of Chicago, as trustee under trust No. 18742. Deposits will be refunded immediately to all unsuccessful bidders. All bids must increase the previous bid by \$10,000 or more. Only bids net to the Seller without broker's commission will be accepted. The successful bidder shall execute a written contract on a designated form.'

It requires courage to admit that our accomplishments as Auctioneers are not entirely due to our own abilities. Spiritualist: "Ah, I hear the spirits of your late wife knocking." Auctioneer: "Who's she knocking now."

ORMSBY, MINNESOTA

The 24th Annual Community Auction was conducted on St. Patrick's Day by Auctioneers Walter Carlson of



Walter Carlson

Triumph, Minnesota and Godfrey J. Johnson of St. James, Minnesota.

This was a big day for Ormsby. Sale helpers were on hand at sunrise. The sale started at 10 a. m. Everything was sold from the proverbial "soup to nuts." Many new pieces of machinery were sold as well as all sorts of used tractors, balers, and numerous other implements; an outstanding Purebred Holstein bull; and hundreds of small items.

One special feature was a Community Hospital Benefit. Items were donated by patrons and sold free of charge, the proceeds going to the Community Hospital.

CAREFUL, THAT BRUSH PAINTS WIDE

(Continued from page 9)

paint will become exhausted. They will continue their ways to their ends, come what may. Those of us who lapse into moments of carelessness, those of us who have at heart the ideals of our organization, will call to mind before we speak or act that the brush paints wide. Let all those who care to, take up the brush and while painting, the National Auctioneers Association will

PROFESSIONAL CARDS

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General Auctioneering
WEBB, IOWA

JIM BULLOCK

General Auctioneering
SPENCER, IOWA

WENDELL RITCHIE

Farm and Real Estate
Auctions
MARATHON, IOWA

D. L. (DAVE) GREEN

Real Estate Auctioneer
Insurance
SAC CITY, IOWA

be building a structure upon which no paint will penetrate and no brush will ever smear.

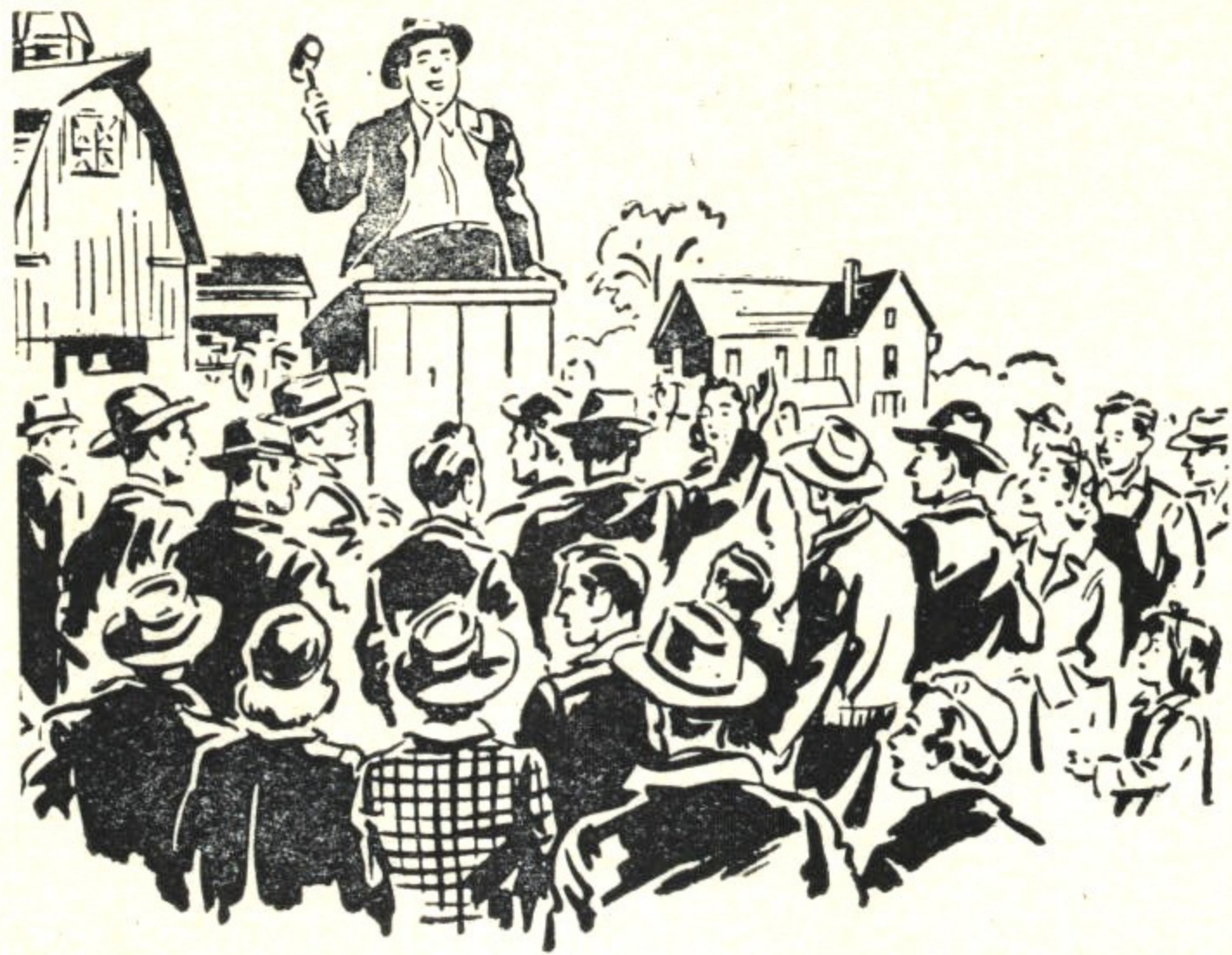
B. G. COATS

A bore is a man who deprives you of solitude without providing you with company. It is better to be shot than bored to death.



MEMBERSHIP IN THE NATIONAL AUCTIONEERS ASSOCIATION IS AN INVESTMENT THAT PAYS DIVIDENDS.

April Auction Sales



Shorthorn Sale Dates

- April 14**—Southwest Okla. Sh. Ass'n — Hobart, Okla. — Ralph W. Holloway, Mgr., Snyder, Okla.
- April 17**—Indiana Polled Shorthorn Show & Sale, Tippecanoe County Fair Grounds, Lafayette, Ind. — H. W. Walker, Sale Mgr., 904 E. Maple Road, Indianapolis, Ind.
- April 18**—C. H. Bowen—Marlowe Mitchell Polled Shorthorn Draft Sale, Willshire, Ohio — H. W. Walker, Sale Mgr., Indianapolis 5, Ind.
- April 18**—Alvin T. Warrington, Leoti, Kansas, and Donald Pepoon, Deerfield, Kansas. Sale at Leoti, Kansas. Mervin F. Aegerter, Sale Mgr., Seward, Nebraska.
- April 19**—Western Indiana Shorthorn Breeders' Sale, Greencastle, Indiana — P. T. Brown, Sale Mgr., Tangier, Indiana.
- April 20**—Dispersal of Albert Leslie Herd, Decker, Michigan.
- April 21**—Dupy Shorthorn Farms Sale, Billings, Okla. Sale to be held at Tonkawa Sales Pavilion, Tonkawa, Okla.
- April 22**—Annual Spring Sale, Michigan Shorthorn Breeders' Ass'n., East Lansing, Michigan. Stanley Perkins, Swartz Creek, Mich., Sale Mgr.
- April 29**—34th Annual Auglaize County Shorthorn Breeders' Ass'n. Show & Sale, Wapakoneta, Ohio. — Ned W. Place, Sale Mgr., Wapakoneta, Ohio.
- May 1-2**—National Polled Shorthorn Congress Show & Sale, Sioux Falls, So. Dak.
- May 6**—Tennessee Valley Shorthorn Show & Sale, Johnson City, Tenn. — Stan Perkins, Sale Mgr., Swartz Creek, Mich.
- May 9**—Killearn Farms Sale, Claude Gallinger, Edmonton, Alberta.
- May 11**—5th Annual Pennsylvania Shorthorn Breeders' Ass'n. Show & Sale, Butler, Penn. — F. W. Smalstig, Sale Mgr., Pittsburgh 12, Penn.
- May 13**—Shenandoah Valley Polled Shorthorn Breeders' Association Sale, Winchester, Virginia. H. L. McCann, Winchester, Virginia, Sale Mgr.

Herefords

- April 15**—Prospect Hill Farms, Martinsburg, W. Va.
- April 18**—William Chamberlain & Sons, White River, S. D.
- April 18**—Southeastern Ohio Hereford Breeders' Ass'n., Athens, Ohio.
- April 18**—Earl Sutor, Zurich, Kansas.
- April 20**—Georgia Hereford Ass'n., Atlanta, Ga.
- April 20**—Northwest Kansas Hereford Ass'n., Atwood, Kansas.
- April 20**—West Virginia Hereford Ass'n., Jackson's Mill, W. Va.
- April 21**—Calnon Bros., McDonald, Kansas.
- April 22**—Virginia Hereford Ass'n., Roanoke, Va.
- April 22**—Zenke Bros., Broadlands, Ill.
- April 24**—Illinois Hereford Ass'n., Springfield, Ill.
- April 24**—Mid-Iowa Hereford Ass'n., Marshalltown, Iowa.
- April 24**—Paul and Gladys Molz, Kiowa, Kansas.
- April 24**—Pennsylvania Hereford Breeders' Ass'n., Waynesburg, Pa.

- April 24**—Kentucky Polled Hereford Ass'n., Maysville, Ky.
- April 25**—Alfalfa County Hereford Association, Cherokee, Okla.
- April 26**—R. E. Lambert & Son, Darlington, Ala.
- April 26**—South Carolina Hereford Ass'n., Greenwood, S. C.
- April 29**—Western Hereford Ass'n., Lusk, Wyo.
- May 2**—Triple U Hereford Ranch, Gettysburg, S. D.
- May 2**—Ralph Cook and R. A. Ward, Halsey, Ore.
- May 3**—Red River Valley Hereford Ass'n., Frederick, Okla.
- May 5**—Old Reliable Hereford Ass'n., Grand Island, Neb.
- May 5**—Luke Vogel, Brady, Texas.
- May 6**—New York Hereford Breeders' Ass'n., Ithaca, N. Y.

Aberdeen - Angus

- April 15**—Western New York First Group Sale, Hamburg, New York. Mike Pangburn, Sale Mgr., East Aurora, New York.
- April 15**—Maryland Aberdeen-Angus Breeders Association Group Sale, Frederick, Maryland.
- April 15**—West Kentucky Angus Breeders Association Sale at Farmers Coop. Tobacco Warehouse, Madisonville, Kentucky. Wm. H. King-ton, Sale Mgr., Madisonville, Kentucky.
- April 17**—Lamoine Valley Angus Association Sale at F. M. Bradley Farm, Avon, Illinois. Bruce Bricker, Sale Mgr., Macomb, Illinois.
- April 17**—Black Swamp Breeders Association Sale, Fremont, Ohio. Donald Miller, Sale Mgr., Lucky, Ohio.
- April 18**—Central Illinois Aberdeen-Angus Breeders Association Show & Sale, Congerville, Illinois. Simon E. Lantz, Sale Mgr., Congerville, Illinois.
- April 18**—Northeast Kansas Angus Breeders Sale, Hiawatha, Kansas.
- April 18**—Seventh Annual Purebred Aberdeen-Angus Show & Sale, Monticello, Kentucky. Warren C. Duncan, Secretary and Sale Mgr., Lawrenceburg, Kentucky.
- April 19**—High Plains Aberdeen-Angus Association Spring Sale, Oberlin, Kansas. Rodney L. Partch, Secretary, Oberlin, Kansas.
- April 20**—Northwestern Indiana Aberdeen-Angus Breeders' Association Sale, Kentland, Indiana. John Ade, Brook, Indiana, Sale Manager.
- April 20**—Nebraska Aberdeen-Angus Breeders Sale, North Platte, Nebraska.
- April 20**—Pfeiffner Stock Farm, Orlando, Okla.
- April 21**—Southeast Iowa Aberdeen-Angus Breeders Association Sale, Mt. Pleasant, Iowa. Earl Fickel, Sec'y., Batavia, Iowa.
- April 22**—Group Sale, Palmyra, New York. Bob Watson, Sale Mgr., Clyde, New York.
- April 22**—Keillor Ranch & Black Gold Angus Farms Sale, Austin, Texas.
- April 22**—Fredericksburg District Sale, Fredericksburg, Virginia. Sidney L. Shannon, Jr., Fredericksburg, Virginia.
- April 22**—Clark County Aberdeen-Angus Sale. Sale at Clark County Fair Grounds, Springfield, Ohio. Leonard Aleshire, Secretary, P. O. Box 416, Springfield, Ohio.
- April 24**—Greenbrier Stock Farm, Lewisburg, West Virginia. J. B. McCorkle, Columbus, Ohio.
- April 24**—Marion County Aberdeen-Angus Breeders Sale, Knoxville, Iowa. Herbert Cline, Sale Mgr., Bussey, Iowa.
- April 25**—Iowa Southern Aberdeen-Angus Sale, Osceola, Iowa. Dick Bell, Sec'y., Osceola, Iowa.
- April 26**—Nebraska Aberdeen-Angus Breeders Sale, Valentine, Nebraska.
- April 26**—Page County Aberdeen-Angus Breeders Association Sale, Clarinda, Iowa. Lawrence Varley, Sale Mgr., Shenandoah, Iowa.
- April 27**—Corn Belt Aberdeen-Angus Association Sale, Gibson City, Illinois. H. R. Stuckey, Sale Mgr., Piper City, Illinois.
- April 28**—Hugo Rock & Sons and Henry L. Siemsen and Son Production Sale, Dixon, Iowa.
- April 29**—West Virginia Aberdeen-Angus Breeders' Annual Show and Sale, Petersburg, West Virginia. Houston B. Moore, Jr., Secretary, Lewisburg, West Virginia.

April 29—Fourteenth Annual Northeastern Aberdeen-Angus Breeders Association Sale, Ithaca, New York. Russell West, Sale Mgr., Brant Lake, New York.

May

- May 1**—Staunton Virginia District Aberdeen-Angus Sale, Staunton, Virginia. Glenn E. Yount, Sale Manager, Staunton, Virginia.
- May 1**—Annual Ohio Aberdeen-Angus Breeders Association Show & Sale, Ohio State Fair Grounds, Columbus, Ohio. J. B. McCorkle, Sale Mgr., Columbus, Ohio.
- May 5**—McCrea Angus Farms Production Sale, Berlin, Missouri.
- May 6**—Brandywine Angus Breeders Annual Spring Sale at Guernsey Sale Barn, Lancaster, Pennsylvania. Harold V. Clum, Sec'y., Pottstown, Pennsylvania.
- May 6**—New Jersey Farmers' Opportunity Sale, Mount Holly, New Jersey. Robert Brooks, Sale Mgr., Moorestown, New Jersey.
- May 8**—Red Gate Farm Production Sale, Millwood, Virginia. Edward Jenkins, Owner-Manager.
- May 8**—Rose & McCrea, Albany, Missouri.
- May 9**—Sunflower Farm, Everest, Kansas.
- May 10**—Krotz Stock Farm, Odell, Nebraska. Sale at Maryville, Kansas.
- May 11**—Southeast Nebraska Aberdeen-Angus Breeders Association Show & Sale, Syracuse, Nebraska. Bert A. Randall, Sale Mgr.
- May 12**—Kentucky State Sale, Keenland Race Track, Lexington, Kentucky. Henry Quisenberry, Sale Mgr., Winchester, Kentucky.
- May 15**—Virginia-Carolina Aberdeen-Angus Sale, Greensboro, North Carolina. Dave Canning, Sale Mgr., Charlottesville, Virginia.
- May 15**—El-Jon Farms Sale, Rose Hill, Iowa. J. B. McCorkle, Sale Manager, Columbus, Ohio.

A MINNESOTA LETTER

Minnesota Letter

Col. Walter H. Schmidt, Mankato, Minn. sent a nice letter and enclosed in it \$1.00 for a year's subscription to THE AUCTIONEER. He wrote: "I wish it would be possible to secure from all sources the amount of Real Estate that is actually sold by Auction in a calendar year or years. This information I am sure would be well worth-while to the auctioneer for promotion work." Col. Schmidt from the preceding quotation is one of those auctioneers who is not satisfied to rest with a good business. He wants to leave the profession better by promoting the auction business in his locality. It is a pleasure to meet such men and hear from them. The National Auctioneers Association is trying to do a national promoting job for the good of all auctioneers. One of the biggest steps a single auctioneer can do to promote work is to join hands with other men of high ideals by becoming a member of the N. A. A. The \$10.00 yearly dues are but a drop in the ocean when compared to the hundreds of money making ideas received each year by association with other auctioneers.

Guardians of the Auctioneering Profession. National Auctioneers Association. National Headquarters, 101 S. Jefferson St., Roanoke, Virginia.

Garland E. Steets,
112 Liberty Trust Bldg.,
Roanoke,
Virginia.

Sec. 3466 P. L. & R.

Permit No. 1

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LeGrand, Iowa

AUCTION POSITION WANTED — 43
years old, married. Graduated from
Reisch Auction School. Livestock experi-
ence, am fast crier. Walter Hanke, St.
Charles, Minnesota.

Do You Want The Key To Better Auctioneering? Plan Now To Attend Our
National Convention. When? July 13, 14, 15. Where? Roanoke, Virginia.

National Convention 1950

JULY

13 - 14

15

Hotel Reservations National Auctioneers Association

MAIL TO

HOTEL ROANOKE

Roanoke, Virginia

Make direct application for hotel reservations on this form

Manager: Hotel Roanoke, Roanoke, Virginia

Date _____

In connection with the National Convention of the National Auctioneers
Association, kindly make the following Hotel reservations and confirm
them direct to the undersigned.

Number In Our Party, Men _____ Women _____ Date and Hour of

Arrival _____ Number and Type of Rooms

Desired, Single _____ Twin _____ Double _____ Departure

_____ Length of Stay _____

Send Reservations To: Name _____

Address _____