

the AUCTIONEER



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July 18 - 19 - 20



Netherland Hilton Hotel

Scene of our 1963 National Convention

National Auctioneers Association

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Members Can Promote N.A.A. With Small Amount Of Effort

By LYLE D. WOODWARD, Denver, Colo.

Having received two letters from our good president in the past two months requesting that each director write at least three articles for "The Auctioneer" and pledge ourselves to secure at least five new members, and then after receiving the November issue of the Auctioneer, I realized I still had not fulfilled my obligation.

My first reaction to the president's letter was to write him about how busy I had been and a bunch of other excuses as to why I had not fulfilled his request, then it came to mind that they really were excuses not reasons. So, since we have a president that won't take no for an answer (and isn't this wonderful!) I took a day off and went visiting. I'll have to admit when I started out I wondered where I could get even two new members let alone five. But when I returned I had five new members and a most enjoyable day doing it. So having fulfilled this portion of the request I'll try to do the other. As a writer I'm afraid I remain something to be desired, but here I am anyway.

First, may I congratulate the State of Nebraska for a really fine Convention, but let me hasten to add that with the interest and concern that President Darbyshire is showing and with the Convention being held in his home state this next one should be the one to top them all and certainly one that no auctioneer will want to miss. I already have plans made for attending this Convention in Cincinnati, Ohio.

You know this getting new members is really not such a great task if each of us would analyze it in its proper perspective. It seems to me that each member of the Association is of equal importance, whether he be an officer or not. For without membership, there would be no officers, no National Auctioneer's Association. It matters not how good our President is, how good our Secretary is, etc., without the support and work from each individual the organization cannot reach its full potential. If each of us, not as officers, but

as individual members, would take it upon ourselves to go out just one day of the year and solicit membership, the results would be unbelievable. Not everyone would get a new member, of course, but there would be others who would get several and I'm sure that our membership would double in a year's time.

I had a pleasant experience this past weekend helping on a Church auction. I'm sure they had been collecting merchandise for a year—judging from the amount they had to sell. The attendance was absolutely amazing; I should imagine at times were from 500 to 600 people there. The bidding was very good and the sale went fast due to the planning that went into it before hand.

Bill Hauschildt, Ed Gibson and I agreed to donate our services. All we asked was plenty of coffee and that each time we changed off we be introduced as members of the Colorado and National Auctioneer's Association. It was amazing to see and hear the reaction of the people each time this was announced. Always before, we were just auctioneers, but the fact that we were members of a National Auctioneers Association seemed to make us something special. So, it seemed to me that here was some proof that through our Association we are elevating the auction method of selling to a higher and more respected profession.

Ohio Auctioneers Plan Columbus Meet

Ohio auctioneers will meet at the Southern Hotel in Columbus, January 12-13 for their Annual Convention and Business meeting. Items to be decided upon include the drafting of a new licensing plan for Ohio auctioneers. Officers for 1963 will also be elected.

Program for Saturday evening, January 12, will be in charge of the Legislative

IN UNITY THERE IS STRENGTH

Committee. A seminar will be presented with a question and answer session.

Sunday morning will be spent in business sessions and it will be at this time that the new officers will be elected and other items of business will be voted upon. With the importance of the license proposal, it is expected that the state will be well represented.

Prof. Oliver Ocasek of the University of Akron will be the speaker following the Banquet at noon. In the afternoon H. Bemis Lawrence, counselor of the Kentucky State Board of Auctioneers will address the convention on "Highlights and Pitfalls of State License Laws." Col. Donald H. Stafford, immediate past President of the Ohio Auctioneers Association, will speak on, "Auctioneering As A Profession."

Members of the Ladies Auxiliary will be meeting at the same time. They will participate in the Banquet at noon following their election of officers in the fore-

noon, January 13. In the afternoon they will hear an address by an operator of a Doll Hospital. Mrs. Emerson Marting, Washington Court House, is President of the Auxiliary while Col. Marting is serving as President of the Auctioneers' Group.

An Auctioneer is more than just a man. He is a man that brings to his business the love of his profession, a deep pride in being an Auctioneer and in the improvement of his profession, and a mind dedicated to progress. Young Auctioneers must realize that their plans cannot be completed in a year's time, that their ambitions will take literally years to complete, and that even then their goals will still lie ahead of them. Their patience will carry them steadily forward. They must be honest with themselves, with the public and with their fellow Auctioneers.

—B. G. Coats

Plan Ahead

By J. Meredith Darbyshire

In planning your goals for this new year of 1963, please set aside adequate time to accomplish some progress in your local, state, and national auctioneer associations. **Now** is the time to mark on your calendar the dates of the NAA convention in Cincinnati, JULY 17, 18, 19, 20. By setting aside this allotted time for the convention, you will in all probability make sure that other pressing commitments do not interfere with this one.

Think of it in this manner. You owe it to yourself to "recharge the batteries," learn what are the new innovations in our business, learn what is happening in other sections of the country. You owe it to your clients, to be well informed. You owe it to our association, to lend your active support — support that is vitally needed to accomplish our 1963 goals.

The year 1963 can be a memorable one if we all take it upon ourselves to make it one! Let's see you in Cincinnati in July, meanwhile drop me a line on what's new with you and your group.

Many thanks to Col. Bernard Hart for publishing the outstanding December issue of the AUCTIONEER; and thanks to all the officers, directors, and members who contributed the many interesting articles for that issue. Let's take it upon ourselves to keep the contributions coming in as the variety of material makes for a more interesting publication.

Associations and Associating

By RALPH W. HORST, Marion, Pa.

Since joining the Pennsylvania State and National Auctioneers Associations I have attended all National and nearly all of our State meetings. No matter how long we have been in auction business or how experienced we are, I am sure we who attend come home with valuable knowledge gained, many new auctioneer friends, as well as a chance to visit with old friends.

In the course of a year's time I work with a lot of auctioneers, all of whom are well qualified as auctioneers or sale managers and men with whom it is a pleasure to work and associate. In looking back over sales during the past year I find at least two-thirds of the men I worked with are members of the N.A.A. and several more will join in the near future. There is no place to get better acquainted with our fellow auctioneers than at a National or State convention.

Here in Pennsylvania we have our state divided into six chapters. Each chapter is organized and has regular dinner meetings. I feel this is a good thing as it gives the boys a chance to get together and discuss experiences and problems personally and on more of a local basis. All young auctioneers should attend these meetings as I feel both young and old come away with more knowledge, enthusiasm and closer fellowship with competitors. Here in our Central Pennsylvania chapter we have an annual auction at an auction house of one of our members. This gives the members a chance to hear and observe their fellow auctioneers in action. We also invite non-members to participate.

It has been discussed several times at our state conventions about members of the state association working with non-members and I have been criticized a little for using non-members sometimes on my sales. I feel there is no better way to get a prospect for our association than to work with him and treat him as we would be treated ourselves. I know that I can look back and see quite a few men who are now members that were not until some member extended courtesy by working with them and putting in a word for the association.

Our biggest trouble in Pennsylvania has

been to get our message across to the leading local auctioneers as they seem to feel they can get along without the association, but we seem to be getting more men interested now since the license law has gone into effect.

Here in Pennsylvania we are finishing a year that has been good for most of the active auctioneers and from the sales already booked for 1963 it should be as good or better than 1962. Our business is going to be just as good as we as individuals make it. The first important step is to get behind our local and national associations and attend as many meetings as possible. We may not always agree with one another on all issues that come up but by being there we can usually sit down together and work things out for betterment of our profession.

My advice to the young man just out of auction school is to join your State and National organizations and attend as many meetings as possible. Get acquainted with the men in the business and attend all the sales you can. Attending sales is a must to learn values. Take advantage of every opportunity you get to sell at these sales and first thing you know you will have your foot in the door.

Flurry of Members During Final Period

Membership activity during a usually slow period was considerably stronger this year as 82 memberships were processed during the period from November 16 to December 15. Of these, 24 were new members and 58 were renewal and reinstatements. These 24 new members came from 13 different states with Ohio and Indiana each contributing three and Colorado four. A year ago we processed 52 memberships in this period and 26 of them were new.

Following is a list of those members received during the above named period. The asterisk indicates a new member.

Lewis Grayson, New York

Lou Goldstein, Massachusetts

Abe Goldstein, Massachusetts

Leonard Willinger, New Jersey
 Vernell Johnson, South Dakota
 *Gene Polly, Indiana
 Ervin F. Smith, Nebraska
 R. J. Rocheleau, North Dakota
 George A. Shults, Oklahoma
 Delbert Winchester, Oklahoma
 Kenneth Hurlbert, Alberta
 A. T. Morris, North Carolina
 *Leslie E. Russell, New York
 Irvin Schultis, Nebraska
 LeRoy Hongsermeier, Nebraska
 Al Cunningham, Nebraska
 Vic Roth, Kansas
 Elmer Bunker, New Mexico
 Newt Dilgard, Ohio
 Vic C. Schoenberger, Kansas
 John Collins, Kansas
 Glenn C. Brown, Kansas
 Pat Keenan, Kansas
 *David R. Burlile, Ohio
 *John W. Hicks, Tennessee
 Merle Clark, North Dakota
 Herman Strakis, Indiana
 *Jay Grogg, Indiana
 *O. M. Swain, Colorado
 *Bill Hobbe, Colorado
 *J. I. Hawley, Colorado
 A. D. Miller, Colorado
 *James Polvino, Colorado
 Amos Hunziker, Kansas
 Glen E. Leney, California
 William E. Sprockett, Ohio
 Charles Kinsey, Michigan
 W. A. Cramer, Ohio
 *Noble Stokes, Jr., Indiana
 Fred W. Radde, Minnesota
 J. L. Todd, Georgia
 Robert R. Mendenhall, North Carolina
 G. R. Burger, Tennessee
 B. F. Hayes, New York
 Marley Neal, Indiana
 Richard A. Mills, Missouri
 Jacob J. Ulrich, Kansas
 Lee W. Putman, Oregon
 Wayne R. Jeffers, Tennessee
 *Donald F. Porter, West Virginia
 Thomas J. Gagliardi, Connecticut
 Norman J. Geolat, Illinois
 *William J. Stanton, Michigan
 *William F. Durbin, Michigan
 John N. Shibley, Massachusetts
 Roger A. Hollrah, Missouri
 Loren Calhoun, North Carolina
 Charles D. Roop, Maryland
 Don Doris, California
 David Heller, Illinois

Col. Guy Pettit Suffers Occlusion

Col. Guy L. Pettit, Bloomfield, field, Iowa, veteran auctioneer and instructor of auctioneers, is now recovering at his home following a coronary occlusion and a slight stroke.

Col. Pettit suffered the heart attack without warning on November 6. He was immediately rushed to a local hospital and during the days immediately following he was the victim of other complications including a slight stroke which affected his right arm and right leg.

After spending 36 days in the hospital he has been removed to his home where he is making a slow recovery. In a telephone conversation with Mrs. Pettit as we were completing copy for this issue of "The Auctioneer," she reports that he is now able to stand and has regained use of his hand and arm.

The many friends of Col. Pettit in the auction fraternity will be anxiously awaiting news of his complete recovery.

Jim Wagner, Ohio
 *Victor Gold, Rhode Island
 Eugene Marshall, Nebraska
 Donald Strotheide, Nebraska
 Omar Zeigler, Pennsylvania
 Roy Sanch, Michigan
 *George Copley, Tennessee
 *Jerry W. Kemp, Florida
 *Jack L. Talley, Texas
 Irvin Eilers, Idaho
 *Daniel R. Wright, Georgia
 Russell Miszner, Iowa
 *Don R. Bruns, Ohio
 *Mike Vukich, Ohio
 *Everest H. Stiles, Sr., New York
 J. W. Williams, Michigan
 *Arlis W. Blair, Oregon
 *Jack Creek, Oregon
 *Gary Mullet, Iowa
 Leon E. Joy, Iowa
 George Vander Meulen, Michigan
 G. H. Coffey, New Mexico

• REPPERT AUCTION SCHOOL •



Reppert School Of Auctioneering

Pictured on the opposite page are the members of the class of November 26, 1962 to December 14, 1962 at the Reppert School of Auctioneering, Decatur, Indiana. Identification follows, reading from left to right in each instance.

TOP ROW: Henry Wayne White, Bladenboro, North Carolina; Marshal Mike Spak, Pontiac, Michigan; Richard D. LaVine, DeKalb Junction, New York; J. M. Casey, Birmingham, Alabama; Robert McNabb, LaGrange, Indiana; Milo L. Hill, Hastings, Michigan; Don R. Bruns, Cincinnati, Ohio; Howard L. Langvardt, Chapman, Kansas; Clifford J. Hanchett, Standish, Michigan.

THIRD ROW: Joseph P. Gimenez, Gary, Indiana; R. C. Armen, New Brighton, Pennsylvania; Dan Gori, Elkhart, Ohio; Tom D. Flesher, Ridgeville, Indiana; Donald C. Taylor, Hartford City, Indiana; Charles D. Plumb, Sr., Jackson, Michigan; Clair W. Archer, Cromwell, Indiana; Henry Allen Lewis, Letart, West Virginia; M. E. Stuck, Garrett, Indiana; Neil L. Clever,

Charlotte, Michigan; Stuart Huston Bates, Gadsden, Alabama.

SECOND ROW: Arthur E. Stipp, Indianapolis, Indiana; Kenneth Bruner, Bemus Point, New York; Carroll R. Walker, Dayton, Ohio; Mike Young, Saint Joe, Michigan; Arthur J. Allen, Cuyahoga Falls, Ohio; Richard D. Poffinbarger, Ravenna, Michigan; Mahlon Larry Garner, Pulaski, Tennessee; Mike Vukich, Canton, Ohio; Kenneth L. Ratts, Bloomington, Indiana; Thomas E. Walter, Carey, Ohio; James Oliver Amos, Scio, Ohio.

FIRST ROW: Vern Paul Hough, Kaysville, Utah; Paul W. Spears, Saint Louis, Missouri; Thomas K. Carpenter, Wayzata, Minnesota; Clyde Arlo Larsen, North Salt Lake, Utah; Richard A. Mead, Westfield, New York; Gordon Dale Scott, Gambier, Ohio; John Curtis Newman, Edon, Ohio; Charlie L. Murphy, Lexington, Kentucky; Robert L. Donica, Columbus, Indiana.

INSTRUCTORS (seated): Ray Elliott; Robert S. Anderson; Homer Pollock; Roland Reppert, M.D., President and Owner; Q. R. Chaffee, Dean; Clyde Wilson; Gene Slagle; Paul Z. Martin. The other seven instructors were not present for picture.

Everything Is Happening

By COL. B. G. COATS

One of the things that strikes me more and more as the Editor gets out "THE AUCTIONEER" month after month is the fact that the best ideas, the biggest auction news you can use may happen away from home. If you want to keep up with the parade, and I don't think there is a member but what does, in fact you almost have to these days as you can no longer depend just on the happenings in your neighborhood, county or state.

It takes a lot of pieces and parts from all over the country for the Editor to get together enough interesting material for publication. The function of "THE AUCTIONEER" is to find them wherever they are, then send them to the members wherever they are. "THE AUCTIONEER" is not a member of the Associated Press or any national news gathering agency.

Fortunately the Editor has approximately 2000 reporters in fifty states that he

depends upon for news of interest. So much is happening everywhere and happening so fast these days that the 2000 reporters should consider themselves a national news-gathering medium and when articles appear in print, news develops about the auctioneering profession and Auctioneers such should be forwarded to the Editor and he in turn will put the pieces and parts together and everything that is happening throughout the country will reach every member.

Try and be a star reporter. If nothing appears in print in your community relative to auction sales try and write an article as there never has been and never will be a public auction sale but what there was a human interest story.

**MAKE THIS YEAR YOUR YEAR TO
OBTAIN NEW MEMBERS — 3 in 63.**

Interesting Sales During Career Related By Retired Auctioneer

Dear Bernie and all the Boys:

I think of you often and especially around Convention time. Sorry to have missed the last four meetings. I did enjoy them very much when I was able to attend. I have been unable to get out to any sales for almost four years and have not been out of the house since a year ago last October 2.

So sorry to learn through "The Auctioneer" of the passing of several of those whom I met at meetings when I was able to attend. My time is spent in reliving the days and years past and remembering the many friends made where I have sold most everything from a bar room and its contents to a Methodist Church.

One sale where I was not crowded too much consisted of honey bees, hundreds of pounds of honey, bee hives and fixtures. The old sale bill which I have reads: 75 stands of bees, 350 lbs. honey, 35 empty hives and other equipment. Having been somewhat of a bee lover, the owner and myself were the only ones who got very close to the live hives of bees.

In recalling my sales the bee sale stands out in my memory and I am sure many others had similar experiences. I recall a bred sow sale I worked with the late Earl Gartin in Tattersall's Barn, Lexington, Ky., for Wright & Thornburg, Greensburg, Ind., and Clarence Rhoads of Kentucky. We had 40 bred gilts and only about 40 people including the owners, helpers and sales force. It was a very cold day with about 10 inches of snow. At that time I was also selling tobacco at Paris, Ky. When I reached the sale barn I was met by "Uncle" Gail Wright, senior member of Wright & Thornburg, who was very much discouraged at the prospects. He thought they should have an average of \$65.00 for their gilts which they had shipped to the sale by freight train.

The sale was opened by Col. Earl Gartin, who was among the best at that time. He called on "Uncle" Gail to say something and as his only thoughts were on shipping

the gilts back home, he asked me to speak for him. I had worked previous sales for him and had bought hogs from him as well as had sold to him. We sold the 40 gilts in one hour and forty minutes and wound up with an average of \$94.50 per head. In checking I found that 17 went to Bourbon County, and 11 head to Clark County. The only advertising in these counties were cards of the sale that had been sent me and I had put them on baskets of tobacco. So you see you never can tell why and who will be your buyers.

I'm sure many of you boys have had similar experiences and I feel that others would like to hear them. I do want to correct the date of my first sale from May 2, 1902, as in looking over my old bills I find it was October 2, 1901. My last sale to take part in was the Kiwanis Sale here at the Shelbyville armory on October 2, 1960. In those 59 years I made or worked on 9,074 sales of all kinds. My 25 years as a tobacco auctioneer account for the largest number of them. Have found it great to relive those days and think of the many happenings and the many friends I have found. Most gratifying is the number of sales from year to year that were sold for the same owners. Another auctioneer and I sold Jersey cattle and Duroc hogs for on man nine years in a row. With the exception of tobacco sales I never drove a mile to book one. I always felt if I was wanted, OK, if they wanted the other fellow he was the one they should have.

I've always tried to help the young and beginning auctioneer all I could for if I could help him do a better job than I, then he was the one who should have the job. I remember when I still lived in Waldron, Ind., a good friend came and I helped him make up his sale list of registered Jersey cattle, hogs and horses which ran in our county papers. Several days later, he came back and said some of his friends thought he should have another auctioneer to help. I, as always, told him I would be glad to share the sale but he said no, I was the one he had in

mind and he would pay me the full commission as the other man would help for \$10.00.

So the afternoon came for his sale and he had good stock but I can't recall of having a harder time and about midway of the sale I received a long distance call from North Carolina and closed a deal to sell tobacco there, starting in about 10 days. If I had held out against the other auctioneer the seller would have no doubt felt that if he had hired the other man the sale may have been better. In later years I made more sales for him

and consider him one of my best friends.

Let's hear from you boys and your good and bad days. I have had my days, may you have yours. Don't expect to get them all, if you did you couldn't take care of them. Always give all you can to every sale you have.

Will extend to all of you an invitation to stop and visit should you be passing through Shelbyville, as I would enjoy seeing you.

Sincerely,
O. S. Clay
618 S. Tompkin
Shelbyville, Ind.

Tell It To "The Auctioneer"

By COL. B. G. COATS

For about twenty years I have been writing articles about Auctioneers, the Auctioneering Profession, the National Auctioneers Association and all phases of the auction business and the response by the members has been a never ending flow of letters each expressing their opinion both pro and con. But one little article in the October number of "THE AUCTIONEER," "What Will It Be in '63?" brought more response than any previous article.

Judging from the number of letters it must of hit a tender spot. The letters are all constructive, full of suggestions and enthusiasm. They all would of made very interesting material for "THE AUCTIONEER," but I cannot forward them to the Editor and request that they be published without your express permission.

I have heard it said many, many times and by several who took the time and trouble to write me that they just can't write an article for "THE AUCTIONEER." Well, you don't have to, for after reading your letters if they appeared in "THE AUCTIONEER" they would be far more interesting to the readers than any of the articles expressly written for publication.

When you read an article and feel disposed to express your opinion do so direct to the Editor. The writer of any article will read your letter the same as if it was received by him personally and the entire membership will benefit by it. I fully appreciate getting your letters but feel somewhat selfish in not being able for the entire membership to share in the

benefits unless you give me your permission simultaneously to publish it.

After you read the next number of "THE AUCTIONEER" select any article or more more than one, then write the Editor a letter giving an expression of your opinion. Whether you agree or disagree it makes no difference. Very often those that disagree excite more interest. If you will all do this the Editor can add additional pages to every issue of "THE AUCTIONEER" and we will all be in for some real down to earth reading.

TO ALL AUCTION HOUSES

Wanted by the West Virginia State Police for Grand Larceny — Two Charges—And two charges of forgery over \$500.00 each count. Wanted person is Earl H. Richards — White, Male, American, Address R. R. #1, Dresden, Ohio. Subject: frequents auction houses and is good auctioneer. Has long criminal record and penitentiary time. He is a smooth talker. His date of birth is April 4, 1920. Weight 140, always wears a hat, and wears big sun glasses. May be driving a 1953 Merc—was blue, may be painted now. This person can be picked up on site—for any further information contact Trooper R. E. Dalton, West Virginia State Police, Parkersburg, West Virginia — Will extradite back to West Virginia.

Why the Phenomenal Growth of NAA?

By HERMAN SIGRIST

Ever since the last convention at Lincoln, I have been intending to write my opinion of why our association has grown so fast and why we have held our members so well. It is my opinion that the standard of ethics, the quality of our programs the last few years, all of which has been accomplished because of the sincere de-



HERMAN W. SIGRIST

sire and dignity of our officers and their determination to produce programs that are educational, instructive, and entertaining have played an important part. This along with an exceptionally well edited magazine with well screened articles, news that is news, all of which has been well set up and delivered on time by our efficient Editor.

Good auctioneers never get through trying to learn and increase their knowledge of their business. This can be done by good lectures, group studies, exchange of ideas, and experiences. Classified groups held for auctioneers in specialized fields of selling, such as community, merchandise, automobile sales and many others, are both interesting and instructive. Ques-

tion and answer periods well conducted where young men may learn from older and more experienced auctioneers are appreciated. Good lectures from men who are abreast of the times can be had at half the price of a jazz orchestra. In my opinion these kind of programs will attract and hold men and their families, in the ranks of the NAA. High class musical talent or humorists are always attractive; no good high class auctioneer cares to travel half way across the United States to see and hear and get what he can get at the Corner Tavern in his home town.

The finances of the association are now sufficient to more than handle the needs of the association and should be very carefully guarded. The Directors should see that no high powered, soap box, spell binder sells us air conditioning for our North Pole office. Let it accumulate, it might be fine to cut the extra expense at our convention some time but by that I do not mean free social rooms and free coffee? The NAA now enjoys a fine reputation and is sound financially — let's keep it that way.

Why Go It Alone?

Doing things together is the essence of membership in an organization, but it's amazing how many individuals, after they have joined, tend to pursue a lonely path instead of capitalizing on the opportunities for teamwork and comradeship. Yet their lives would rather be richer if they commenced doing things by twos and threes. The problem is usually one of "breaking the ice" and getting started. Here are some areas in which to begin:

Conventions. Here's one place where everybody knows each other—or should. The badge is a magic talisman that dissolves hidden barriers; the wearer becomes "one of the family" with all others who sport the emblem. It entitles the latest newcomer to shake hands and chat with everybody, from the president down. Round tables, forums and other discussion groups are another "natural" for the member

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!

who would like to meet others. They give him a chance to contribute ideas or ask questions. In addition to helping the meeting along, this also adds to one's visibility. But keeping mum in the background has the opposite effect.

Social functions. Their main purpose is to bring members together for pastime and pleasure. Lots of organizations now recognize this by emphasizing the good-time aspects of after-hours affairs, substituting parties and dinner dances for the oldtime banquet and formal speeches. If you tend to be a wallflower, shake it off for once and see how much fun you can really have. If you can't lose your inhibitions, try leaving them upstairs!

Joint projects. Get two or three other members to join you in preparing and making a presentation at the next convention, or for publication in the official magazine. There's always room for creative endeavor of this nature; if you don't believe it, ask the program chairman for next year!

Membership promotion. Experience has demonstrated over the years that the best salesman for any organization is an active member, as opposed to a staff man or paid canvasser. And, every visit is a chance to make a friend—someone else to "do things with" for your mutual benefit and the growth of your association.

A HEARTY WELCOME TO NEW MEMBERS.

Ice Maker To Eskimo In Surplus Auction

Our own Uncle Sam is learning slowly but surely that the auction method is the superior method of disposing of used property. While in most cases the property sold at auction brings a small fraction of its original cost and in newspaper reports does not reflect favorably on the auctioneer we would like to point out that the government always uses these basic costs and not used values. Uncle Sam does not take depreciation on his machines etc. as we do.

But auctioneers do a pretty good job selling government surplus at times as you will note from the following sale reports:

Item: An auctioneer in semi-arid Pueblo, Colorado, sold a 20-year-old, 400-ton ocean going tug for \$185,000. The old tug cost the Government \$615,000.

Item: An ice-making machine was sold to an Eskimo merchant in Alaska.

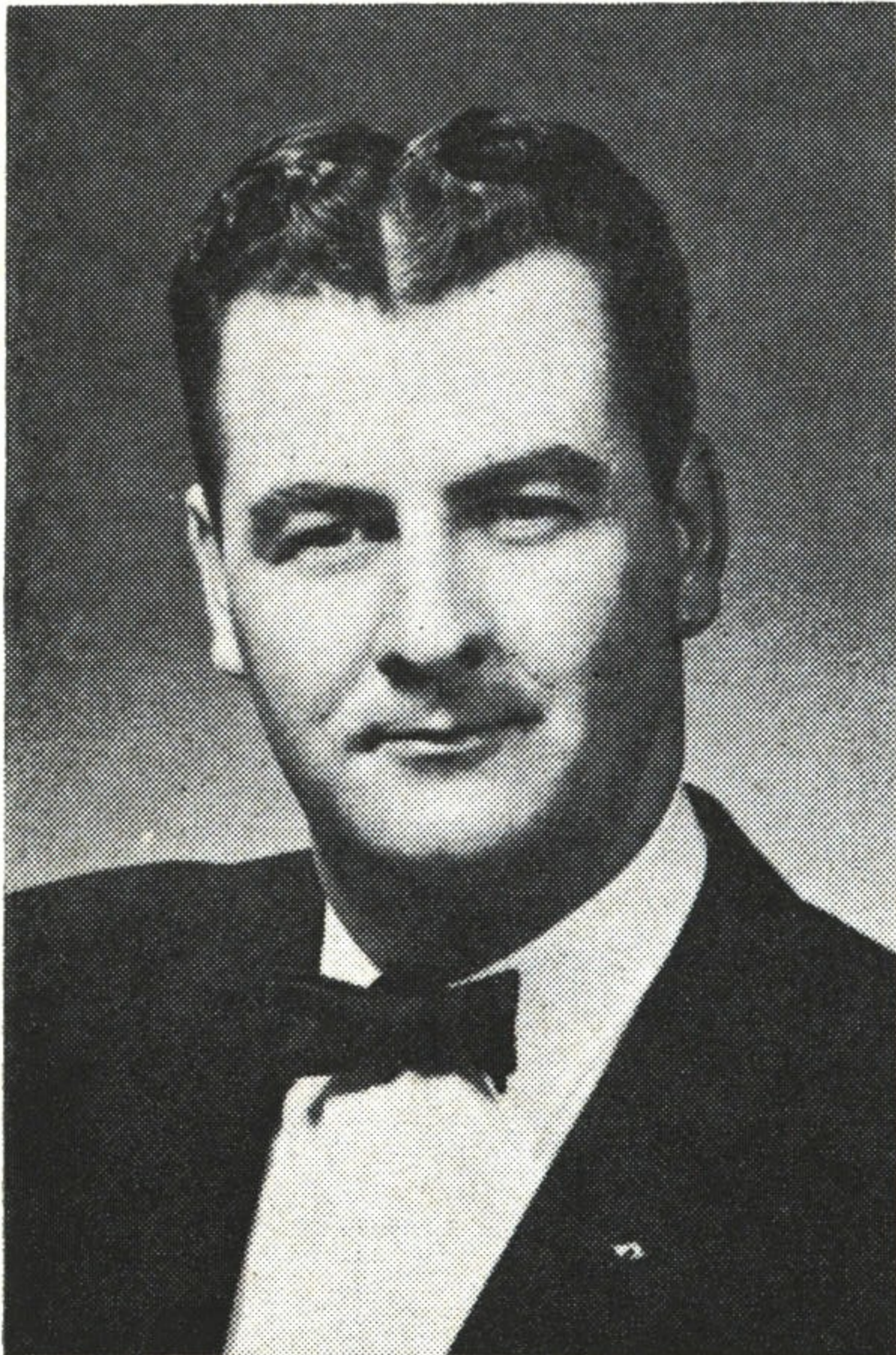
Item: At an auction in Detroit a 10-year-old forging press brought \$28,000 more than it cost the Army. In a similar profit-making deal, an 18-year-old boring mill was auctioned in Washington (D. C.), last June for \$3,400 more than it cost the Navy.

At another auction last August, a 19-year-old drilling machine was sold for \$900. It originally cost the Government \$200. The Defense Supply Agency is proud of that 350 per cent profit.

Space Age Auctions

By OWEN HALL, 1963 Convention Chairman

"Space Age Auctions" will be the theme for the 1963 annual convention. Is your business geared to the pace of the space age? If not it should be. Our business is no different than any other. If you don't keep abreast with the changing times you'll be left in the dust!



OWEN V. HALL

With this in mind, your convention program committee is making plans for an all new convention. The 1963 convention will feature many things never witnessed at a previous National Auctioneers Convention.

We already have several commitments from nationally known speakers. Each of these men will speak on topics that will broaden our horizons in the business world. Articles regarding these men will appear in forth coming issues of the "Auctioneer."

In addition to top flight speakers, there will be numerous seminars dealing with subjects of interest to all auctioneers. The seminars will be in charge of men from our own industry who will have backgrounds of successful experience.

The 1962 convention was without a doubt one of the best conventions ever. However, we expect to equal it, or if possible do better. To have a successful convention it must be well attended. This is where you as a member can help. Why not make your plans now to attend?

The 1963 convention will be held in Cincinnati, Ohio at the Netherland-Hilton Hotel, July 18th through 20th. Of course you will want to attend the "Early Bird Party" on Wednesday evening, July 17th. This is something new you won't want to miss.

I am sure the ladies will appreciate the Netherland-Hilton Hotel facilities and the fact that it is conveniently located in the heart of Cincinnati's shopping area. In addition to this the Ladies Auxiliary is making plans for a very interesting program.

There will be more convention news later but make your plans now to attend!

Every Auctioneer is like a clock. Some run good, some run bad, and some need winding up more often than others. You can't get power from the mainspring in yourself or in your work if you don't wind them up. The opportunity is here for you to "REWIND" your interests after a summer of "running down." Yes, your busy season is at an end and the few months ahead will find you with a lot of time that you could put to wonderful use. You will be in for a real REWINDING if you will review the sales you have had in the past few months and give us the benefit of your experiences through the medium of THE AUCTIONEER. An Auctioneer can no more develop capacity or ability by resting on his job or laurels than he can learn to spell by sitting on a dictionary. Let us in on the knowledge that you acquired. Your ideas may make us jump up and do something.

—B. G. Coats

THE LADIES AUXILIARY



New Year's Greetings

As another New Year stands before us, we are tempted to make many resolutions. We all become a bit nostalgic about the past and the future. A paragraph from a little prayer gives us a bit of food for thought.

"Let us remember that of all the billions of people who have lived in the world we can know but a handful. But let us live with these few in peace, love, kindness and justice, so that spreading like sunshine, from one to the other, peace, and brotherhood may come to the whole world."

May this year of 1963 bring much happiness to each and every one of you.

—Your Auxiliary Officers

Make Plans Now For Cincinnati In July

It is hard to believe that six months has passed since the Convention in Lincoln, but it does make us realize we will soon be making plans for our trip to Ohio in July.

When we return from the Convention each summer, we immediately mark off the dates of the next National Auctioneers Convention on our office calendar. We know many of you use this same method to plan your work around these dates. We also hope many, many more will use some similar plan.

We do want to urge the ladies who have never attended a National Convention to plan to come to Ohio this year. Perhaps you think there is nothing to do for Ladies at an Auctioneers Convention . . . I have had Ladies ask me, "What do you find to do while you are at the Convention?" Then it is always my chance to say, "We have a very active Auxiliary; won't you come and join with us in our many activities and I promise you, you also will want to come next year."

Mora E. Freund, President
NAA Auxiliary



Average Consumer

A great amount of statistical material today is described in terms as it applies to "the average housewife or the "Mrs. Average Consumer." Well, just what is "Mrs. Average Consumer" like? How does she think, what does she really like, how similar to her are you?

We'll let "Mrs. Average Consumer," as she has been analyzed by a nationwide study, describe herself. Then you compare.

"I am 5 ft. 4 in. tall and weigh 132 lbs. I am most active from 10 a.m. to 7 p.m. Normally, I'm up at 6:30 a.m., except Sunday. I go to bed at 10 p.m., except Saturday. I breakfast at 7 a.m., lunch at noon, and dine at 6 p.m. I take 3,200 calories a day and would like to reduce—but probably won't.

"Each year I eat 160 lbs. of meat, 353 eggs, 91 lbs. of sugar, 7 lbs. of cheese, 103 lbs. of potatoes, 100 lbs. of fresh fruit, 100 lbs. of bread, 5 lbs. of rice, 21 lbs. of coffee, tea and cocoa, 244 qts. of milk, 25,000 inches of spaghetti, 42 hot dogs, 191 bottles of pop. I also smoke 146 packs of

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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cigarettes and drink 183 ounces of whiskey, and I dump 400 lbs. of edible food in the garbage can.

"I am sick from 7 to 10 days a year and it costs \$105 to recover. By the time I am 40, I will have lost half of my teeth. I speak 4,800 words a day, and forget 90% of what I learn. I spend one year of my life on the telephone. My TV set is on 5 hours daily. Our family car is 3 years old and we drive it 10,000 miles a year. Our family income is \$4,871 per year or \$5,957 if I work, too.

"I spend half again as much as my husband on clothes (and still don't have a thing to wear). When shopping, I walk 8 miles a day; buy 5 pairs of shoes a year. I spend \$35 a month at the Department Store and charge about half of my purchases — return 13% of the clothes I buy.

It takes me 16 minutes to dress and \$50 a year to keep me powdered, perfumed and rouged. Every 5 years I eat my height in lipstick; transfer almost as much to my husband. I wear a nightgown to bed and have trouble sleeping, but 40% of my worries never happen. I pray, believe in God, but seldom go to church.

"My husband proposed to me in a car and gave me a 1/4 karat diamond. I'm inclined to be more critical of my husband than he is of me. There is a 50-50 chance that I either have no children or two children. If I work, my income peak will be reached at age 35 to 45; will spend 2 weeks a year on coffee breaks on the job.

"Specialists in psychology, sociology, economics and marketing probe my mind, bombard me with advertising and promotion. They take advantage of my ignorance. Mislead, trick and bamboozle me into buying things I don't need or want. Because of these tricks I eat too much, buy too much too often, and I waste my money on installment credit trying to pay for it.

Hanging Lamp

No one knows precisely when ancient man first learned to place a wick in a bowl of animal oil and give himself light to brighten hours of darkness. Pioneers in frontier cabins depended upon the light of fireplaces and the glow from pine knots. The invention of the lantern with protection for the flame was an important step. With the discovery of petroleum came the glass-enclosed lanterns and hand lamps that sat on the shelf above the kitchen stove during the day.

There are those who remember the big lamp that hung over the eating table with its red and white checked cloth and pewter Lazy Susan. It was about 1860 that whale oil lamps gave way to petroleum. Mother picked the hanging lamp for most farms from the mail order catalog. It was a large brass-bowled lamp on chains that allowed it to be pushed up and pulled down. The catalog said it had 58 candle light power. The dome was decorated with beautiful purple petunias, and sparkling cut glass pendants were suspended from the dome band.

Around kitchen tables and beneath such hanging lamps boys and girls across a nation did their lessons and read the Youth's Companion and the saga of Horatio Alger. Perhaps a lad with a big geography book occasionally read a western novel that interested him more than the capital of Idaho or the rivers of South America.

The era of the hanging lamp is gone, along with district schools, cedar churns and stereoscopes. But there are those who look back over the decades and remember the scene of long ago, when a golden glow spread from a hanging lamp and a family knew security and unity as they read in the soft light.

If you are interested in any phase of auctioneering, you can, through the National Auctioneers Association, meet and exchange information and ideas with auctioneers whose interests are similar to yours.

New Year Brings Challenges To Auctioneers And NAA

By COL. POP HESS



Greetings for the New Year, 1963! As I see it here in Ohio on this 12th day of December where we have just come through some nice summer weather to dead winter with snow from three inches to three feet deep. Our busy auctioneers have been stuck in snow drifts and have had their ups and downs in juggling sale dates to make room for sales they could not get to on account of snow blocked roads. With the many we have had on our program at WRFD it has been like a wild man's puzzle to know who does what or when.

We still have a white Ohio with yours truly very much penned in, looking out with plenty of help and too much to eat. My pants are getting tight around the waistline from eating good old corn mush, pig nuckles, sow belly, beans and mince pie. All I do is eat, say Thanks and pay off at the door.

The December issue of this publication came and I read it through, page by page. I saw where one boy wrote and said I hit the nail on the head in my November column and I can't find the issue to note what he said I hit but I will look it up. I had the pleasure of watching on TV the program, "Tell the Truth," to find three young ladies who said they were auctioneers with only one telling the truth. I was glad to see the one that was telling the truth say she was the daughter of the President of one of our good Auction Schools. She gave a little demonstration on how she can peel it off. Just as she was bowing out my phone rang and when I got off the phone she was gone. Congratulations to that fine young lady auctioneer.

I note our National membership is sailing on spot level with the month before. Through the pages I read about suggested laws and as I was about to de-

cide on what to write about that would lead away from this long talked licensing, I took note in the December issue, page 26, and it was my first time to read or hear that one. After digesting it I only found three items he missed, dog licenses and hunting and fishing licenses.

After full digestion and referring again to our membership total it is more than certain that we had better write to Washington for foreign aid and prepare for invasion. As we stand today, the auctioneers as a whole are the only guys in the professional field who are running loose. With hunting season 12 months of the year we should be singing that song, "Don't Fence Us In."

This is a bad time to write a column for January when we are all getting ready for Christmas, with many to think about with greeting cards, seeing that all the youngsters are remembered. The one time we realize we are a productive family and have done our part in keeping up the population is at Christmas time. Mom Hess and myself will stick close in over the Holidays and let them come and see us.

This week we will be having our annual staff Christmas Party here at WRFD and that is something. We will have some 50 adults in attendance with many having baby sitters for the youngsters as this is exclusively for adults. Oh yes, it is a nice, clean, well behaved party, however, we note that Mom Hess and myself are listed to get up and do the "TWIST." Just how that turns out will have be reported in next month's issue but we are going to give it a try and if we live through it we promise to give a repeat performance at the Cincinnati convention next July.

As I look out my window today the weather man is radioing more cold days and more snow and below zero days. They say it is healthy weather but I say it takes

IN UNITY THERE IS STRENGTH

a healthy person to stand it. Many sales are being listed for the rest of 1962 and we are getting sales to be held in January, February and March. It is always very satisfying to find selling at auction is always popular in Ohio.

My recent mail has not been too interesting on any comments I have made. One Auction School who did take some notes on my writings on that subject mailed me a large recording on how they handle students, their programs, etc. It was most interesting for me, being a chap who never was a student in an Auction School but have worked with many who had been students. From that recording disk I picked up new thoughts and new views on what an Auction School can do for one wanting to become an auctioneer. Only one little item did I question. It says auctioneers are not born. It further goes on to say if anyone, regardless of status, will come and be with them under their direction they will in two weeks make him an auctioneer.

This does not roll too smooth with me for I have been with students that have three diplomas and after working at it for several years are still not auctioneers. (Maybe this man has something on the ball no other School has yet picked up.) But as a whole, I found many interesting items they use and congratulate them for the good work they are turning out. They have a few Ohio boys just graduated and I want to check them out soon to satisfy the one point, on the two weeks shot. (But if that young girl I saw on TV was a graduate and holds a Diploma from that School I must say from the way she kicked off it can be true.) Well boys, thanks, but I must have my kidding joke thinking it could spring some wise writing from some one who could be in the pages of this publication.

Our Ohio Auctioneers Association Annual Meeting will be January 13, about the time this issue is received. Everyone is looking for this meeting to be quite outstanding as we will be making plans for the NAA Convention in 1963. As you know, Ohio does not want to be a lame duck and all stones will be rolled to make this a great Convention year. Our Ohio Darbyshire, the President, is already sitting up nights planning and figuring. He will press many boys into action in such form as they never acted before, regardless of

age or condition. This is one convention yours truly will have to be in attendance if at all possible. So we will be there!

This year of 1963 I have thought I should stay out of too much words in State Licensing Laws for Auctioneers. However, I see Indiana has now decided to submit a proposal to their legislature. This makes Ohio bounded by a law in Pennsylvania on the east, Kentucky on the south and if Indiana is successful, we will have one on the west, with Michigan itching and Lake Erie full of water. Unless each will give our Ohio boys the right to come within, it will be rough going. So I suppose the theme song at the Ohio annual meeting will also be, "Don't Fence Me In."

For many years back, if you will check my columns, I have often said that State License Laws was the handwriting on the wall for us not to overlook. And it was hoped some Moses would come up with one that would be fully workable. We still have the writing and action but no Moses. If I were smart I would write one to shoot at but it is beyond me as I am not the Moses we are looking for. Year by year we will be seeing more restrictions so it is of concern that each state will concur with other states in importing and exporting auctioneer's services with a tariff workable for all.

With this one objective properly arranged and put in working condition I am sure no auctioneer, large or small, will object as there will be many things covered that should have been covered a long time ago. The big objective is the right of an auctioneer to sell in other states than that of his residence and how to properly classify the fellow they call an amateur or beginner on getting in what they class as an apprentice. There are sharp thorns on each of these subjects that up to now are not boiled down without a lot of strong steam with an odor that is worse than Ol 'Mom Jones' onion stew.

Sometime back I have had some letters asking why not a Federal Law to cover all. That is out of the question as far as auctioneers are concerned. The big damage from such a plan, as I see it with the machinery of Federal Law makers, some unwise Moses might come up with such a law with no exact knowledge of an auctioneer or the spirit of an auction. If he were in the right clique for votes we as

IN UNITY THERE IS STRENGTH

auctioneers in general throughout the land could be facing government controls. That could pull the velvet out from under our feet and again I am pounding for a mammoth line of auctioneers paid up as members in the NAA. If and when it may come, we could send our NAA officers to Washington, not with 2,000 but with 20,000 or more to hold the line or all will not be well in the auction field.

This is a reality. We have lived to see farmers, businesses and about everything else under government control. We, the auctioneers and sale managers, are not bullet proof as we represent an industry involving billions of dollars annually. We are wide open for attack to help meet the government deficit. Yes, many of you will say, "Pop, you are going haywire." But I am not so sure for I have had some experience with Government Controls in other interests.

So again, as we build our NAA for a bigger and better 1963, let's put the membership of the NAA with a strong army of defense. Even if I am wrong, it is better to be prepared than asleep at the post to wake up and see our Golden Goose falling head down into the deep sea of controls for personal gains for all but the auctioneer and his auction. A business, trade or profession that has lived through many wars and many years is worth preserving.

Courtesy has a direct relationship with being a good Auctioneer. Small things in the way of courtesy often go a long way in making a sale. The gesture sometimes may be almost as important as the act in the eyes of the prospective bidder.

—B. G. Coats



Promotional Items

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THE AUCTIONEER

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Membership in NAA Reaches All-Time Record Figure

Membership in the National Auctioneers Association reached another all-time peak on December 15 when a count by states indicated that we had 1,747 active members as of that date. This surpasses the previous high mark of 1,734 on June 30, 1962. With no more memberships expiring the balance of 1962 we will have another record figure to report on December 31, 1962.

During the past 30 day period, (November 16 to December 15), we made a gain of 66 members or more than two per day. Delay in members renewing their memberships continues to be our greatest stumbling block. We still have quite a number of July expirees despite the fact they have received three and four notices. Again we appeal to those whose memberships expired January 1 to renew promptly. Time and expense used on delinquent members could be used toward securing new members and thus helping all of us through the strengthening of our organization.

With practically all the leading states making gains, Pennsylvania continues to hold top position with 156 members. Other leaders in order are: Illinois 137, Ohio, 130, Nebraska 118, and Indiana 114. Wisconsin leads those states below the 100 figure with 77 and Kansas edged into seventh place ahead of Kentucky with 74 members. Following is a comparative table of members by states:

STATE	Members Dec. 15 1961	Members Nov. 15 1962	Members Dec. 15 1962
Alabama	6	7	6
Arizona	6	6	6
Arkansas	20	15	15
California	43	47	49
Colorado	42	31	36
Connecticut	6	4	5
Delaware	3	3	3
Dist. of Col.	1	1	1
Florida	19	17	18
Georgia	20	17	18
Hawaii	1	3	3
Idaho	7	10	10
Illinois	132	135	137
Indiana	109	111	114

Iowa	60	61	59
Kansas	77	65	74
Kentucky	66	72	72
Louisiana	8	7	7
Maine	4	3	3
Maryland	17	17	19
Massachusetts	24	22	25
Michigan	56	51	56
Minnesota	17	18	20
Mississippi	2	1	1
Missouri	53	43	45
Montana	43	29	29
Nebraska	108	112	118
Nevada	2	3	3
New Hampshire	5	5	5
New Jersey	40	35	36
New Mexico	10	10	10
New York	57	54	57
North Carolina	25	23	25
North Dakota	14	20	22
Ohio	121	127	130
Oklahoma	30	26	28
Oregon	16	12	13
Pennsylvania	99	156	156
Rhode Island	5	4	5
South Carolina	8	9	9
South Dakota	9	19	20
Tennessee	53	59	64
Texas	50	42	42
Utah	2	1	2
Vermont	7	4	4
Virginia	27	31	31
Washington	16	12	12
West Virginia	12	12	14
Wisconsin	83	77	77
Wyoming	12	14	14
Canada	15	15	16
India	0	0	2
Australia	1	1	1
TOTALS	1671	1681	1744

A good Auctioneer is usually a good community man. He tries to do his part in all good causes, and good will and good name accrue to him thereby. He will never hesitate to speak well of his fellow auctioneers. That usually impresses in a very favorable manner and will not be forgotten.

—B. G. Coats

Old Steam Engine Sells For \$1000.00



On November 24, 1962, at an Executor's Sale of farm land and personal property, Col. Adrian Atherton, Hodgenville, Kentucky, prompted by spirited competitive bidding sold at auction a 12 horse Case steam engine to McKinley Thompson, an Indianapolis, Indiana business man for \$1,000.00.

This relic, 55 years old, was first purchased by a John Bradshaw, later sold to a Stanley Skaggs, who then traded it to the late Elige Thompson for a sow and pigs and a saddle mare. Other than some custom work through the community, this engine had remained on the Thompson farm for a period of 50 years. The new owner has already moved the engine to Indianapolis as well as a 28 inch Gaar Scott separator which he purchased for \$200.00.

Other items sold well, such as a steel tire horse drawn farm wagon in good condition, sold for \$110.00 to a Mr. Helm from

Illinois, and a cider mill was purchased by a Mr. Tucker from Georgetown, Kentucky, for \$30.00. Col. Edgar Walker of Bowling Green, Kentucky, pictured on left, assisted in the auction. Sale was in charge of Atherton's Sale Service, Hodgenville, Kentucky.

New Auction Ring

SPOKANE, Wash.—The opening sale of the new auction ring at Stock Land Union Stockyards was held Monday, Nov. 26 with over 2000 cattle sold. Trade was fairly active with slaughter steers and heifers steady and all other classes of cattle following suit.

Feeder calves showed the most strength, instances of 50c to \$1 higher, for the choice kinds. The first animal through the new ring was a 2070 lb. commercial slaughter steer, which sold for \$20.25 cwt.

So many auctioneers have found that the fellowship and knowledge to be gained in becoming a member of the N.A.A. is of immeasurable value.

BOOSTERS FOR "THE AUCTIONEER"

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

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Col. Freeman Smith—Long Island
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Col. Coyte D. Carpenter—Claremont
Col. Billy Dunn—Laurinburg
Col. Ben G. Hoffmeyer—Charlotte
Col. Bill J. Martin—Hildebran
Col. Forrest A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. A T. Morris—Durham
Col. Hugh Simpson—Union Mills

Col. Kenneth W. Teague—Burlington

NORTH DAKOTA

Col. Merle Clark—Marmarth
Col. Bob Penfield—Bowman

OHIO

Darbyshire & Associates, Inc.—Wilmington
Hunter-Wilson-Mayhugh Co.—Hillsboro
Col. O. L. Lansaw—Middletown
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Just a few lines to let you know of changing my address. Also a check is enclosed covering Booster Page listing.

I have been in the auction business two years and have been a member of the NAA for only about six months. Would you please send me three or four application forms as I know of others wanting to become members.

We have a very nice barn and our crowds are good and we would like to invite any members to attend our regular sales

(Thursday 7:30 p.m. and Sunday 2:30 p.m.)
Again, I would like to say how proud I am of being a member of the NAA.

Sincerely yours,
Chas. Anderson
Kalamazoo, Mich.

* * * *

Dear Bernie:

Enclosed, please find check for membership dues and Booster Page listing.

It was a pleasure meeting and talking with you at the Tri-State Convention of the Massachusetts, New Hampshire and

Maine Auctioneers Associations. Presently, I am running weekly sales of antiques, new and used furniture. It has been a successful year.

Each month I look forward to receiving my copy of "The Auctioneer" as I enjoy the articles very much.

Sincerely,
John A. Hilditch
Southville, Mass.

* * * *

Dear Bernie:

Thanks for the reminder. Here are my dues. Also, find enclosed an additional check for \$5.00 for the Booster Page.

Keep up the good work.

Sincerely,
Merle J. Clark
Marmarth, N. D.

Col. Jack Gordon Is Hospitalized

Col. Jack Gordon, Chicago, Ill., a former President of the National Society of Auctioneers (forerunner of the National Auctioneers Association) is confined to Michael Reese Hospital in Chicago, following an attack of what the doctors termed as heart failure.

Col. Gordon's condition has been serious for several weeks and as we complete copy for this issue our latest word is that he is not permitted to have visitors. His room number is 622.



RILDA JEAN, "Queen of the Marimba," will entertain at the "Early Bird Party," an innovation of the 1963 National Convention at Cincinnati. Rilda Jean is a member of the Elmer Hinkle Variety Show. Watch future issues of "The Auctioneer" for more personalities that have been secured for your entertainment.

Dick Britton Wins Trip To National 4-H Club Congress

Dick Britten, an outstanding Brazos County (Texas) beef cattle producer, was named state winner in the 1962 4-H Beef Awards program. He was awarded an all-expense trip to the National 4-H Congress, held in connection with the International Livestock Exposition at Chicago, November 25-29.

Dick is the son of Col. and Mrs. Walter Britten, College Station, Texas. His father is 1st Vice President of the National Auctioneers Association in addition to his international recognition as an outstanding livestock auctioneer. Mrs. Britten is a member of the Board of Directors of the Ladies Auxiliary to the NAA, and those who attended the Houston convention in 1961 will remember her for her efficiency in handling the responsibilities assigned to her in connection with the convention.

A senior in Stephen F. Austin High School, Dick is completing his ninth year of 4-H livestock work. He is the holder of many awards and honors which have come to him as a result of his beef cattle demonstrations and judging and demonstration team activities. His steers have won numerous banners and ribbons at local, state and regional livestock shows and fairs. He has also served as an officer of his local club and on the County Council.

He got his start in the livestock business by feeding two lambs in 1954. He fed his first beef calf the next year but saw it sifted because it was too light. He has fed, fitted and exhibited 27 steers and currently has six head on feed. He has 20 registered cows in his breeding herd and has gained much information on developing breeding bulls from assisting his father with this phase of their cattle business.

Dick is widely known over the state for his activities in connection with the Texas Junior Hereford Association, participation in district, state and national livestock judging contests and as a breeder, feeder and exhibitor of good cattle.

Since his father, a one-time Club Congress trip winner, is away from home much of the time, Dick is responsible for

looking after and managing several hundred acres of grazing lands and the beef cattle herd. He has done this for several years.

Most of the profits from his beef production demonstrations have been used to finance other demonstrations, including the purchase of the foundation animals in his breeding herd and for operating expenses. He figures his college education expenses will be taken care of by the registered Herefords he now owns. He plans to study animal husbandry at Texas A&M College.

Dick sums up his highly successful 4-H career this way: "My beef cattle demonstrations have not only been educational and enjoyable but profitable as well. One of the greatest satisfactions has come from seeing my demonstrations grow. I feel that I have had a good start in my chosen field for I have always hoped and dreamed that I could be a cattleman. My 4-H training will prove invaluable to me in the years ahead."

And he concludes, "I am thankful for the opportunity of being a 4-H member and will always be grateful for the assistance and training received from my parents, adult leaders, county agents and friends."

Livestock Markets Name Research Man

KANSAS CITY, Mo.—Bruce J. Johnson will fill an important role as Director, Business Research, for the nation's Certified Livestock Markets, it has been announced by their industry trade association from its offices in Kansas City.

Johnson, a graduate of the University of Washington and holder of a master's degree in business administration from Hofstra College, comes to the organization from 21 years' business experience as an executive of Pan American World Airways in supply and production control-maintenance.

The position Johnson will fill is recognition of the growth and emphasis on market facilities development, expansion and efficiency to merchandise livestock, the association states. He will also direct the work of the association-sponsored Livestock Market Foundation, which compiles and distributes statistical material of importance and value to the livestock industry. The organization's Business Research Committee will develop policies to be followed in the work undertaken.

As an outgrowth, the Association expects to establish the services of Livestock Market Design, Inc., headed by Johnson, to provide complete services in livestock market economic and facility surveys, operational studies, layouts and procurement of component parts in the construction of new markets, remodeling and modernization of existing facilities. Merchandising aids under the Certified Livestock Market trade-mark will also be available.

Johnson, 43, and his family have established their home in Kansas City. He and his wife, Elaine, are the parents of three boys and a girl, all of school age.

Ten Ways To Be a Successful Auctioneer

By Col. B. G. Coats

1. Don't be egotistical.
2. Get the scratchy elements out of your personality, even those of which you may be aware of.
3. Learn to remember names.
4. Be yourself so that those who are with you will not be under any strain.
5. Cultivate the quality of being interesting so others will get something of value from their association with you.
6. Be easy going so that things do not ruffle or disturb you.
7. Seize upon every opportunity to say a word of encouragement or congratulation upon anyone's achievement and express sympathy in sorrow and disappointment.
8. Try very hard to heal every misunderstanding you now have or have had. You will feel so much better.
9. Try just as hard if not harder to like people until you learn to do so genuinely.

10. Give all the help and strength you can to your fellow Auctioneers and they will give sincere affection to you.

I have just inflicted upon you one half minute of your time which you may dismiss with a tolerant laugh. But the pathway is littered with failures who thought only of themselves. The next time you visit with an Auctioneer feel him out on each of these ten ways and you will readily understand why he is a success. At the same time he will undoubtedly be trying them out on you.

Odd Items Gathered By Hermit Are Sold

QUALICUM, B.C.—A massive collection of natural and man-made curiosities recently produced what was probably the strangest sale ever held on Vancouver Island.

About 400 persons crowded into an auction hall here for the sale of the effects of Giuseppe Roat, the late "hermit of Qualicum."

On sale were 144 items ranging from an Indian war canoe to boxes containing rocks and seashells.

"Not one item remained unsold," said Ed Whitmore, the auctioneer.

"The sale brought in more than the appraised value of the collection."

A Victoria family bought a \$200 antique sideboard and a young man purchased for \$25 a case containing 40 or 50 pieces of quartz.

"I couldn't figure out what he wanted the quartz for," said Mr. Whitmore.

"The sale was full of surprises. A piece of driftwood in the shape of a seal went for \$25. It's really amazing what people will pay for something that strikes their fancy."

There seems to be a resurgence of interest by the members of the N.A.A. More members are supporting "THE AUCTIONEER" by writing articles for it that we all enjoy reading. More members are getting new members as every month our membership roster grows. We are not far from the 2000 mark now and by just putting forth a little bit more effort we will soon hit it.

—B. G. Coats

Costliest Painting In The World Remains Popular After Year

By ARTHUR GELB

NEW YORK, N.Y.—It is a year ago that the Metropolitan Museum of Art became the proud possessor of the world's costliest painting, and the glow of the transaction is still undimmed.

In fact, ever since the museum's director, James J. Rorimer, made his successful \$2,300,000 bid for Rembrandt's "Aristotle Contemplating the Bust of Homer," a contemplation cult has been growing.

Attendance at the Metropolitan has increased by 40.7 per cent to a record of 4,711,019 visits since the acquisition. Books about Rembrandt have been selling furiously. Where ever Mr. Rorimer travels, here and abroad, people ask him to demonstrate the \$2,300,000 wink that clinched the auction sale of the portrait.

A collection of cartoons ranging from one of General de Gaulle contemplating a bust of de Gaulle, to one of Aristotle contemplating a nude bust of Mrs. Homer, is currently on display at the museum.

The cleaning and coat-checking staffs have had to be increased. Security provisions have been tightened. Controversies over whether the price paid was too high, too low or just right, have raged in art circles all over the world. The market value of privately owned Rembrandts has risen considerably—and the Metropolitan, having temporarily strained its purchasing funds, probably couldn't afford to buy one at the moment even if it wanted to.

Envious and admiring comments from museum directors have poured into the Metropolitan from all over. So have visiting dignitaries, requiring after-hours V.I.P. treatment.

Morale has soared among the members of the museum's staff, who reverently greet the portrait each morning on their way to work. It has hung 20 steps from the main entrance. "It gives me a lift every time I pass it," said Claus Virch, associate curator of European paintings.

Mr. Rorimer, whose morale is as high as anyone's, nevertheless appears to be a bit defensive about the acquisition.

"I have never regretted the purchase," he said yesterday. "A number of museum directors here and abroad have confessed to me that they had tried to raise funds to acquire the painting."

Two of the museum's big problems have been now to protect the painting adequately and where to hang it permanently. The first problem has been attended to, thus far, by roping off an area 20 by 40 feet in front of the portrait, which is still on display on the northwest wall of the Great Hall. An armed guard is stationed within the enclosure all day.

The second problem will have an experimental solution early this spring. At that time, while 43 galleries are being equipped with air conditioners, the 31 other Rembrandts owned by the museum will be displayed along with its most famous one, in two contiguous galleries on the second floor.

70-Carat Diamond Brings \$375,000

NEW YORK—There was a \$375,000 tie for "The Idol's Eye," famous 70-carat Indian diamond, and the auctioneer resorted to an old tradition in the business to determine the successful bidder.

At the Parke-Bernet Galleries the 25-piece collection of the late Mrs. May Bonfils Stanton of Denver, Colo., was sold for \$1,242,940 — said to be a world's record for a single-collection jewelry auction.

The "big one" was "The Idol's Eye," which was discovered in 1600 in the Golconda mines of India, became the property of a Persian prince, vanished for three centuries, and then turned up in various parts of Europe.

The bids advanced by \$25,000 leaps to the \$375,000 figure—by Chicago jeweler Harry Levinson and Louis A. Green, a super-markets executive.

Auctioneer Louis J. Marion pleaded for

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Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

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803 S. Columbia St.

Frankfort, Ind.

one of the men to offer an additional \$500 and take a decision out of his hands. No hands were raised, so Marion announced:

"I'll have to go by tradition. I'll award the diamond to the bidder sitting nearest the rostrum."

It went to Levinson, who said he bought the gem for himself.

Medical Musician

TOPEKA, Kan.—"Home on the Range" is the official song of Kansas. The words were written in 1871 by Dr. Brewster Higley, a pioneer Kansas physician, and the music was written later by Dan Kelly, a Kansas druggist.

\$16,000 Book

NEW YORK—"A copy of a rare first edition of Lewis Carroll's "Alice's Adventures In Wonderland," published in 1865, was sold at Parke-Bernet Auction Galleries for \$16,000.

NLDA Affices Moved To Lamar, Colorado

LAMAR, Colo. — Offices of the National Livestock Dealers Association have been moved to Lamar from Kansas City, Missouri, it has been announced by William T. Webster, Executive Secretary. The address in Lamar will be 322 South Main.

Action to move the headquarters of the livestock dealers trade association was taken at a meeting of the Board of Directors in Kansas City, December 1 and 2. Webster resides in Lamar.

William D. Reamy, president, also announced that the 1963 convention of the group will be held in Denver, Colorado, June 20-23, as one of the events of the annual Livestock Marketing Congress. Cecil Sellers, vice president, is chairman of the convention committee.

The association has won recognition for establishing an industry Code of Business Practices throughout the livestock dealer sector of the livestock industry.

Start Collecting Things

By WILLIAM PAHLMAN

Fellow, American Institute of Interior Designers

Collecting adds interest to life, and anybody can be a collector. When you announce what you collect, you will find that your friends and family will begin to keep their eyes open for your particular favorite, and your collecting will help solve their gift problems.

Collections can be very ornamental in a decoration scheme if they are properly used. A good collection can become the focal point of a room or the theme of its design. The use of collections depends on their nature and the size of the objects, naturally, but a collection is invariably more effective if the objects are displayed together. If the objects are small, they have to be displayed in one place to make an impression. Don't scatter a bunch of similar items all over a room. Put them together.

Most people seem to collect small things, since they feel that they are less expensive. This isn't necessarily true. Some miniature items are more expensive and less showy in display than larger things. Quite ordinary objects can become collector's items, if you choose wisely and amass enough of them.

Even if you are only dreaming of decorating, you can start a collection, and by the time you get to the actual process, you may have a useful bit of ornamentation. If you are starting a collection, choose the sort of thing that will be in keeping with the kind of room or house you want, and with yourself. Don't decide on antique silver boxes, for instance, if you don't live on that scale and haven't got somebody to polish them every week.

When you add to a collection, don't compromise on quality, just because the item happens to be what you collect, if you plan to use your collection for decorative purposes. If you decide to collect old china, for instance, try to accumulate china of the same general nature. Otherwise, when you go to display it, you will find that it doesn't go together.

Collections are likely to have more interest if they relate to your personality, your life or your business, but there is no

rule about what anybody collects. Collections can be beautiful, amusing, historical, contemporary, or whatever happens to appeal to you. They don't have to be expensive. I have seen a marvelous collection of old glass bottle-stoppers, displayed in a panel where they catch the light, used as a room divider in a small modern house. Old lace paper valentines, framed together look well in a woman's bedroom.

Genuine treasures are always displayed to the best advantage in cabinets which are lighted. Collections of porcelain plates can be used to advantage as wall decorations, instead of pictures, but such plates should be in the same spirit or design. Collections of glass improve if they are posed on glass shelves where the light reaches them.

Homely objects make amusing collections. A collection of old copper or porcelain moulds will add pleasure to the kitchen. Teapots lend themselves to decoration. Salt and pepper shakers are popular collectors' items.

If you are starting a collection, choose something colorful. There are an enormous number of button collectors these days, but I never know what to do with a button collection in interior decoration!

Haying

It is all very well for powerful tractors, huge, off-balance rakes and clanging balers to cut, gather and press hay into wire-circled bundles. The bales shoot from baler to truck, are hauled quickly to barns and then hoisted into scaffolds on escalators.

What this country needs, among a few other things is a return to the days when haying was a personal affair. A pair of big, friendly horses, a hayrake that a boy operated with his foot, and a tedder that jounced him more efficiently than these modern exercise machines, made a farm lad really appreciate the hay that he fed the livestock during the winter.

Father or the hired man usually pitched on the load in the field, and 14 year olders

pulled the big, awkward bullrake with the long, pointed teeth that jabbed a lad's heels. But the major point is the opportunity for a boy to work on the scaffold while the hay was pitched off.

No matter how a boy hustled to get the hay pushed back under the eaves, the big, shaggy forkfulls came up from the load with discouraging rapidity. If it looked like a shower, a grown man could unload with unbelievable speed.

The temperature on the scaffold under the barn roof was over the century mark; sweat poured down a lad's face and trickled down his back. Itchy hayseed filtered down his neck and worked into the top of his socks. A countryman feels that this country needs old-fashioned haying procedures. If life continues to become automatic and mechanical, soon only a few will appreciate what a quart of milk and pound of butter used to mean in terms of human muscle power.

Alan Sigrist Named To Important Post

Alan A. Sigrist, Fort Wayne, Ind., son of former NAA President, Herman W. Sigrist, has been elected President of Farm and Home Insurance Company, Indianapolis. Farm and Home operates in the Pacific Northwest, the Dakotas and south to Florida and Alabama. During the fiscal year ending October 31, they showed a business increase of 24%.

Alan Sigrist is a graduate of the Reppert School of Auctioneering and sold with his father for many years in all types of auctions. He is the owner of Sigrist Furniture Co., in Fort Wayne, which was established by his father. He is also a graduate of Wabash College and attended Harvard Graduate School of Business Administration. A successful Fort Wayne business man, he has been active in church and civic organizations in that city. His new post has made it necessary for him to move his residence to Indianapolis.

We of the NAA are proud to see a former member of our profession serve in this important position and offer our congratulations to both Alan and his father. The latter describes his new position as "a big job and a challenge."

NAA President Heads Church Fund Drive

Contributed by Harry G. Allen

WILMINGTON, Ohio—J. Meredith Darbyshire was named chairman of the Wilmington Methodist Church 1963 financial drive. The 1963 goal is \$60,000 to raise funds to lift the mortgage on the recent



J. M. Darbyshire

church additions. Mr. Darbyshire has been quite busy making speeches and spearheading the contribution drive which has already resulted in \$40,000 being raised.

Our president has also accepted the chairmanship of the Clinton County Shrine Club's annual Christmas party. The Clinton County Shrine Club has just contributed \$1000 to the Crippled Childrens Fund. Shriners throughout the nation support the Crippled Childrens Hospitals and provide free medical care for those who have no other means for obtaining needed medical care.

Mr. Darbyshire, in addition to operating his real estate and auction business, contributes much time to the Clinton County Memorial Hospital of which he is a director; as well as to other worthwhile community projects.

Moving Forward

By COL. B. G. COATS

Every member of the National Auctioneers Association must of had a renewed feeling of pride and joy when they received the December number of "THE AUCTIONEER." Just a casual glance and one could readily see the improvement in the format, composition and general layout. Also the many interesting articles submitted by so many of the members.

"A GOOD BUSINESS BUT A POOR HOBBY" by Col. John R. Fishdick, is most constructive and should strike a tender spot to every Auctioneer that likes his profession. Keep those articles flowing Colonel as I am sure the membership derives many benefits as a result of your time and effort in their behalf.

"CREATING THE RIGHT IMAGE" by Col Fred S. Ramsey, should make everyone of us better citizens and better Auctioneers. Read his article again. "SELLING THE CHAMPIONS" by Col. John A. Overton, is a splendid example that we would all do well to emulate. News about the state Associations should inspire us to greater efforts in our own state Association. Col. Roger A. Hollrath, of the Missouri Auctioneers Association gives a fine report of their state meeting. A report that the Indiana Auctioneers Association voted to submit a state licensing plan to their Legislature is another step forward.

"AUCTIONS A MATTER OF TASTE" by Wm. Pahlmann, is full of human interest. "OUR HERITAGE OF FREEDOM" by Col. Harris Wilcox, is one that every Auctioneer should take most seriously and be on guard at all times. The personality of the writer is reflected in every word and gives us the benefit of his wisdom and experience. "GOOD DEFENSE REQUIRED FOR AUCTION PROFESSION" by Col. Pop Hess. Pop always gives us the benefit of his experiences injected with humor that makes his articles always interesting.

"BUILD AN IMAGE" by our President, Col. J. M. Darbyshire, is a most worthy contribution for the advancement of the Auctioneering profession. Every month we have been having the pleasure of reading

an article by our President and they are all most timely and constructive.

More articles by the officers and directors have been appearing in "THE AUCTIONEER" than at any time before. Keep up your interest and enlarge upon it. That is one of the penalties you are expected to pay for leadership.

"LICENSING, GOOD OR BAD?" by Wm. F. Swanson, is most amusing but why didn't he finish the article? He should of ended by saying that the estate of the deceased was liquidated by a licensed Auctioneer. (Nebraska Auctioneers are not licensed. Ed.)

"CONVENTIONS YOU CAN'T AFFORD TO MISS" by Romaine Sherman, should cause all of us to start now to make plans to attend the 1963 convention. "AFTER THE AUCTION'S OVER" by Earl G. Talbott, is not only humorous but a study in psychology if you will delve into it.

A cursory examination of the December number shows that approximately 50 members gave of their time to make interesting reading for all. This is a wonderful record and this sudden burst of interest and enthusiasm cannot help but be instrumental in promulgating the National Auctioneers Association.

If every Auctioneer in the United States received a copy of the December number our Secretary would be deluged with memberships. Let's keep moving forward.

Champions Auctioned At Michigan Show

DETROIT, Mich.—Sally Wetzel, 17-year-old 4-H Club member from Ithaca, pocketed \$270 for her Detroit Junior Livestock Show grand champion lamb. The auction of lambs, steers and swine brought the four-day show to a close.

Sally's 120-pound Hampshire brought \$2.25 a pound, highest per-pound price of any animal at the auction. The successful bidder was Carl's Chop House of Detroit.

The grand champion steer of the show, owned by George Good, 18, of East Lan-

IN UNITY THERE IS STRENGTH

sing, brought \$1.50 a pound, or a total of \$1,455 for the 970-pound Aberdeen-Angus. The buyer was George Roumell, a Detroit caterer.

The champion swine, a 230-pound Chester White, was bid in for \$1 a pound by Uncle John's Pancake House of Lansing.

Nonchampions among the 800 animals exhibited generally were auctioned at prices one to two cents above those prevailing at Detroit stockyards.

For A Certainty

ABERDEEN, Scotland — Auctioneer William Steward said he sold everything he put on the block over the weekend. He auctioned 5,000 old gravestones.

A SALUTE TO THOSE THAT MAKE THE N.A.A. GROW.

Triumph is just "umph" added to "try."



THE CAN-CAN GIRLS, above, take you back to the Gold Rush Days. These talented (and attractive) Misses will be on hand to entertain you at the Cincinnati convention in July. They are a part of Elmer Hinkle's famed Variety Show that has been engaged for "The Early Bird Party."

NAA Members Hold Large Ranch Auction

Hidden Valley Ranch, Elkmont, Alabama, was dispersed November 5 and 8. Around 800 head of Registered and Commercial Hereford Cattle, "calves included" were sold on November 5 to a large crowd from many states with Auctioneer A. W. Hamilton in charge and Ralph W. Horst assisting. At the close of cattle sale a number of quarter horses were sold by auctioneer G. W. Clark.

On November 8, all farm and ranch equipment was sold by auctioneer, Horst. Prices through both days selling were very satisfactory, running up a total of around \$155,000.00.

Sale manager was Joe C. Bellenfant of Bellenfant Implement Co., College Grove, Tennessee. Sale manager and auctioneers are all members of the N.A.A.

Two Paintings Bring \$35,200

MILAN, Italy—A water-color by Paul Klee and an oil painting on cardboard by Wassily Kandinsky brought the top prices at an auction of works by modern masters here recently.

Klee's "Schuetzerin" (1932) and Kandinsky's "Keil Auf Kreis" (1926) were each sold for \$17,600.

Giant Auction Of Artwork Planned

NEW YORK—A committee of millionaire art collectors has been formed to help organize a giant nationally televised art auction for the benefit of the National Cultural Center in Washington.

The announcement here said the auction, which will be conducted in major U. S. cities for art masterpieces displayed at New York's Waldorf-Astoria Hotel, is planned for next November. It will be conducted by the Paarke-Bernet Auction Galleries over a closed-circuit TV system.

Proceeds of the auction will go toward

the \$30 million needed to construct the National Cultural Center, which was beneficiary of a closed circuit TV show by top entertainers recently. The patrons group of the center's fine arts gifts committee is headed by Chester Dale, president of the National Gallery of Art, Washington.

Auction Permits To Trap Muskrat

SAGINAW, Mich.—Permits for trapping muskrats in four areas at the Crow Island State Game Area have been auctioned to four men for a total of \$340.

The four successful bidders were: John Bakos, 1533 Stanley, \$80 for Area No. 1; Edward W. Poineau, 4440 Gallagher, \$80 for Area No. 2; Perry Kendall Jr., St. Charles, \$90 for Area No. 3; and Donald S. Dubay, 2585 Crowe Island, \$90 for Area No. 4. There were no other bidders.

The four men will be permitted to trap muskrats from Dec. 11 to April 1 in the special game study area.

State Conservation Officer Marvin L. Johnson said this is the second year that minimum \$50 bids per area have been accepted for trapping during the special season. Last year, the auction netted \$203.

Dates and Places

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

January 12—Colorado Auctioneers Association Annual Convention and Business Meeting, Albany Hotel, Denver, Colo.

January 13—Ohio Auctioneers Convention, Southern Hotel, Columbus, Ohio.

January 14—Tennessee Auctioneers Association Winter Meeting, Holiday Inn, 710 James Robertson Parkway, Nashville, Tenn.

February 4—New Jersey State Society of Auctioneers Annual Meeting and Election, Far Hills Inn, Somerville, N.J.

April 28—Iowa Auctioneers Convention, Tallcorn Hotel, Marshalltown, Iowa.

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

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THE LIGHTER SIDE . . .

BIG BUYER!

Three purchasing agents were talking over their jobs.

"Me, I buy for four branches and the main office," said one.

"I buy installations that amount to thousands of dollars at a time," said the second proudly.

The third man yawned and mentioned that just that morning he had bought 6 million reds, 4 million greens, 9 million yellows and 10 million blacks.

The other two agents were properly impressed and asked, "What do you buy?"

"Jelly beans," he answered.

WHAT'S IN A NAME

A tall man came to town and Lem Hickey asked him: "What's your name?"

The tall one replied: "Tex."

"Oh, you're from Texas?"

The tall one said: "Nope, I'm from Louisiana, but who wants to be called Louise?"

HOME RESPONSIBILITIES

A little ranch boy sat in a Sunday School class. His teacher jokingly asked him if his parents were going to heaven after a discussion on that subject.

He hesitated a moment, thinking quite seriously, then said, "Oh, I'm sure daddy will, but mother probably will have to stay home and milk the cows."

IT'S THE TRUTH

"What's new around your house?" said a lady to small boy.

"I don't know," he replied sadly, "they spell everything!"

SURPRISE PACKAGE

A very successful television producer was approached by a small lingerie manufacturer who wanted to buy several 30-second spot commercials on his program.

As an added inducement, the manufacturer said, "And we'll send you over one of our finest negligees as a little bonus."

"Sounds great," mused the producer. "But what's in it for me?"

ENOUGH IS ENOUGH

A young mountain man was proposing. He'd been reading sophisticated magazines, too. "Luellah, Honey," he crooned, "I'll do ever'thing to make you happy. I'll git you one o' them mink coats, an' one o' them sables, an' one o' them leopard skins, an' one o' them squirrel neck pieces, an' . . ."

"Hold it Clem," cried Luellah, "Stop right there! That's fur enough."

GOOD RECOMMENDATION

The applicant for the sales job stood before the sales manager.

"Married?" asked the sales manager.

"No, I'm not," he said, "but I can take orders, if that's what you mean."

SPRING FEVER

Rancher Jake breezed into a downtown cafe and shouted to the waitress, "Beautiful day. A man is no older than he feels and today I feel like a two year old." Horse or egg," the waitress asked.

THREAT

A married couple "agreed to disagree" and obtained a divorce. The court awarded her alimony but she soon found her ex-husband had trouble making his payments. She finally cornered him on the street and announced: "Look here, big boy, if you don't catch up on these payments, I'm going to repossess you."

HELP WANTED

A hen-pecked husband was terribly disappointed when his wife gave birth to a baby daughter.

He confided to a friend, "I was hoping for a boy to help me with the housework."

MOON PROBLEMS

Sitting in the moonlight the young couples bathed in the glow of romance, but they sat apart while he talked about science. "Do you think man will ever really reach the moon?" he asked as she leaned closer.

"I wonder," she whispered, "if the moon will reach man?"

IN UNITY THERE IS STRENGTH

NEW DIRECTIONS

Distraught new father on phone: But dear, what do I do now?

Wife: Just don't get excited. Got the diaper in front of you? All right. Now that's a baseball diamond. Bring second base to home plate, lay the baby between first and third. Now bring first base, third base, and home plate together, and pin. Be sure to dust home plate with a little talcum. Simple isn't it?

CHRISTMAS SPIRIT

It happened at a New York art gallery. A tall, rugged Texan and his pretty wife dropped in and within a half hour bought up all the Van Goghs, Picassos, El Grecos, Gauguins, Monets, etc., in the establishment.

"There honey," beamed the husband, "that takes care of the Christmas cards. Now let's get started on our shoppin'."

SPACE AGE

A lady searched through the samples desperately in a dry-goods store. "I simply have to find material with a metallic sheen and transparent enough to glow when a red bulb is lighted under it."

The baffled clerk searched unsuccessfully. "No," he finally conceded, "we don't have it. But I'll order it if you tell me what on earth you need it for."

"It's for my small son to wear in the school play," she replied exasperatedly. "Oh, if they only hadn't cast him as a nose cone!"

TOOK THE PRIZE

The first prize for sculpture in a modern art show went to a curiously shaped piece bearing this sign: "The sculptress made this entirely with her tongue."

Someone questioned the exhibitor, "Who is this talented sculptress?" "My cow," he answered, "that's her salt block!"

ONE THING THEY CAN'T DO

Plastic surgeons can do almost anything with a nose, except keep it out of other people's business.

CAUSE AND EFFECT

"How come you beautiful red heads marry men who are feeble, bald, nervous and weak?"

"We don't. They get that way."

"WIFE'S" DILEMMA

A little 4-year-old girl and a little 3-year-old boy walked hand-in-hand up to the front door of a neighbor's house. Standing on her tip-toes the little girl was just able to reach the doorbell. The lady of the house asked the little girl what it was she wanted, and the little girl said, "We're playing house. This is my husband and I am his wife. May we come in?"

Thoroughly enchanted by the scene confronting her, the lady said, "By all means, do come in." Once inside, she offered the children lemonade and cookies which they graciously accepted. When a second tall glass of lemonade was offered, the little girl refused by saying: "No thank you. We have to go now. My husband just wet his pants."

DUBIOUS

A drunk approached a large hotel in the windy city of Chicago just as a gust of wind spun the revolving doors. The drunk steps back, looks up at the tall building, turns to the doorman and says, "He'll never get it off the ground."

FURRIN' LANGUAGE

The mountain youth returned from college on vacation. "Whacha larnin', son?" inquired his pa.

"I'm learning algebra, Pa," replied the son.

"That's fine, son," said his father. "Say something in algebra."

Not wanting to disappoint his father the youth proclaimed solemnly, "Pi-R-Square."

The old man exploded, "If that's what they're larnin' ya, ya kin stop right now! Everybody knows pie are round. Cornbread are square."

FEMININE LOGIC

The luggage laden businessman stared miserably down the platform at the departing train. "If you hadn't taken so long getting ready," he sadly admonished his wife, "we would have caught that train."

"Yes," she replied, "and if you hadn't hurried so, we wouldn't have so long to wait for the next one."

BUT THEY ARE TRYING!

Of the many remedies that won't cure a cold, whiskey is by far the most popular.

IN UNITY THERE IS STRENGTH

Mere passive citizenship is not enough. Men and women must be aggressive for what is right, if government is to be saved from those who are aggressive for what is wrong. —Robert M. Lafollette

If you were me—and I was you
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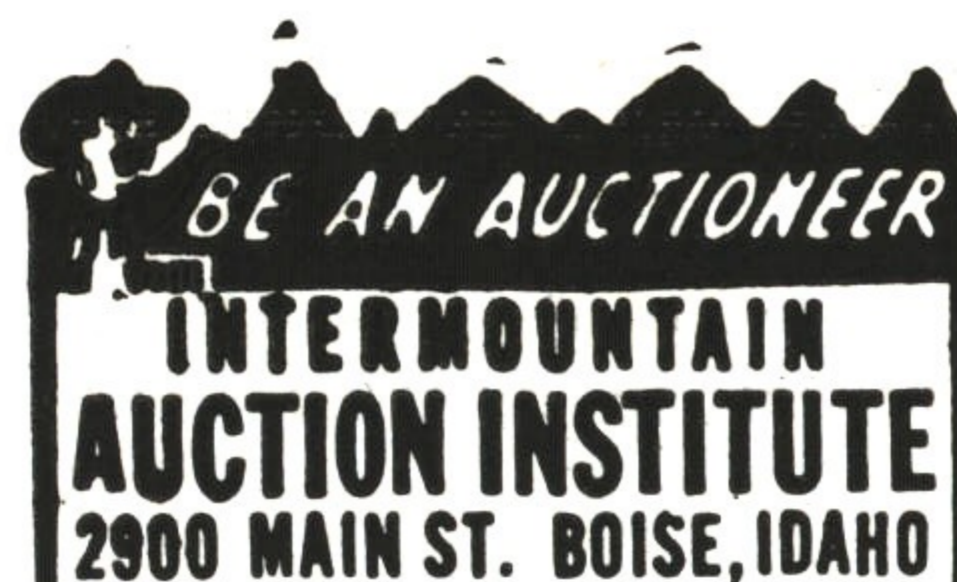
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Box 1458, Billings, Montana (Established 1948)

THANKS

The many, many expressions of confidence and good will received during the Holiday Season were sincerely appreciated.

We wish it were possible for us to acknowledge each one personally, but with the pressing duties at year's end, this is impossible.

We treasure the friendships that we have made throughout the realm of the National Auctioneers Association and it is truly fine to be remembered.

Mr. and Mrs. Bernard Hart

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

1. **Added Membership will make your Association a stronger influence in your community.**
2. **Added Membership will give your Association a greater opportunity to help and improve Auctioneers.**
3. **Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally—Example, licensing.**
4. **Added Membership will enable your Association to expand its activities, with greater opportunity for all.**
5. **Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.**
6. **Added Membership in your Association will enlarge your circle of friends and business contacts.**
7. **Added Membership in your Association will give you greater personal security in the protective support of the Association.**
8. **Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.**
9. **Added Membership in your Association will assist you in any part of the country that your profession may take you.**
10. **Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.**