AUCTIONEER



YOU'L NEVER HELP YOURSELF BY ATTACKING A FELLOW AUCTIONFERS WEAK POINTS.

APRIL VOL. IX 1958 NO. 4

NO-IT ISN'T TOO EARLY TO GET-



NATIONAL AUCTIONEERS CONVENTION

Hotel Statler, Buffalo, N. Y. July 17-18-19, 1958

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803 S. Columbia St.

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President's Letter

March 11, 1958

Dear Friends:

This is certainly a busy time for us. We have been digging out of snowbanks since early February. 1958 will be a winter we won't forget for many a year. I have never had to postpone so many sales due to impassable roads. This has placed most of the February sales into early March. I have heard many times that a postponed sale is never as good, however, it would appear that this old maxim had not held good this year. Our sales this year have been unusually well attended with prices for both cattle and farm machinery sharply stronger than in 1957. The price of new farm machinery has become so high that we believe it has had a real effect on the prices of good used equipment.

Some may be interested in a few recent auctions held in Western New York. Last Thursday, grade and purebred Holstein cows averaged \$351. A year ago, I do not believe this herd would have averaged over \$290. Saturday, we sold over \$30,000 worth of farm machinery in $3\frac{1}{2}$ hours with a crowd in attendance estimated at one thousand persons. Well, enough for this.

I am planning to attend the Michigan Auctioneers meeting on March 16, and am planning to speak to the New Jersey Auctioneers on April 7. The Auction business as a profession surely is marching forward.

Our ever increasing membership in the N.A.A. is very encouraging. We do hope that each one of you will strive for at least one new member prior to the National Convention in Buffalo on July 17, 18 and 19.

Kind regards.

Sincerely yours, Harris Wilcox

Membership Renewals Are Heavy During Past Month

We are quite proud of the long list of auctioneers whose memberships were received during the period from February 16 through March 15. We are especially proud of the many new members and we are finding that more and more auctioneers wish to become members of their National Trade Organization.

One irritating aspect that we cannot seem to overcome is the failure of our old members to renew their memberships. It should not be necessary for us to incur additional expense and use the time that should be spent in promotional work to collect delinquent dues. The fact remains that we are forced to do just that.

Following are those whose memberships were received during the above named period. The asterisk indicates renewal.

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IN UNITY THERE IS STRENGTH

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Buildings At Auction

A total of \$56,000 was attained in an auction of 128 buildings in St. Louis, Mo., March 14 and 15. The buildings, mostly homes, were sold on the basis that they must be removed within 90 days in order to make way for the Mark Twain Expressway.

Lowest price was \$5 for an old frame garage while two modern bungalows brought \$3100 each and will be removed to new locations. An \$85,000 brick office building only brought \$200 since its only value was salvage.

The big two day auction was in charge of the M. R. Dugan Auction Co., Springfield, Mo., and was conducted for the Missouri State Highway Department. Col. Dugan is a member of the National Auctioneers Association.

The Auction Business

As I Have Lived It

By E. M. GRANGER, JR., Thompsonville, Conn.

(Reproduced by permission from December 10, 1957 issue of Hoard's Dairyman. Copywright 1957 by W. D. Hoard and Sons Company, Fort Atkinson, Wisconsin).

This thumbnail sketch will only scratch the surface of all that might be said about the auction method of selling; its advantages, its pleasures, and its profits as well as its years of planning and study. There were many years of work and expense necessary to become well-known, and a price to pay in self-sacrifice for such an acquaintance and acceptance.

At the outset, you must decide whether or not the auction business is what you think you will like best. How can this be done? Analyze your tendencies and the occupations that you seem to prefer. If you have a leaning toward science, mechanics, engineering, or similar interests, I don't believe you would be a winning candidate for auctioneering.

On the other hand, if you like salesmanship, if you have the mind of a promoter, and possibly a liking for public speaking, then I would say that you were on the track that would lead to the auction platform. The auctioneer is a threein-one performer. He is a public speaker, an actor, and a salesman, all at one time.

Description of Old-Timer . . .

Let me call your attention to the old-time livestock dealer, for example. His descriptions, his dress, and his actions were usually impressive. I can see him now, thumbs in vest—except in summer when they were in the suspenders. He was putting on a perfect job of selling, with the exception, perhaps, that he could have stood a little more refining. Run him through again and you would have had a perfection that could have given many diplomas at a postgraduate course, and have made most statesmen look infantile.

In my own case, I was brought up on a large farm, the son of an extensive dealer in horses, dairy cattle, and beef cattle. I enjoyed trading at an early age. There is nothing that I like better now than a good trade. I think that some people have a mistaken idea about what a trader really is. You don't have to be a crook to be a trader. Perhaps I also should mention here, that another one of my early interests was the circus business. So you can see how my mind was working when I was a youngster.

Started at Age 5 . . .

Before I was old enough to own cows, I owned cow pictures, most of them cut from Hoard's Dairyman, the New England Homestead, and the Breeder's Gazette. I liked to sell these pictured cows at auctions. At the age of 5 years, I would sit on my grandmother's lap while she acted as auctioneer and I described my cows. I can never forget what an interesting lingo she had. It still impresses me.

One of the important features of this business, at least in my estimation, is to be interesting to listen to. If a sale is so conducted that the casual passer-by might be prompted to stop and listen attentively, then the same effect will impress and hold the attention of the prospects that you have attracted to the auction through your advertising of the event.

It is important to learn and keep learning about the mechanics of the auction sale. Some sale managers give no thought to the psychology that governs a situation, and it is so necessary, I think, to make things click.

You have all seen and heard auctioneers who seem to think of nothing but of being up front and pouring out a cataract of words. They seem to have very little or no thought for the effect on the success of the auction.

If I were going to hire an auctioneer, I should look for a man who had sold more than one line. I would hire a salesman to sell my goods who had had

a wide experience in many branches of the business. That is the type that is seasoned for all occasions. He knows how to get out of the clinches, and how to carry on when momentarily the situation seems to be on the ropes.

Service Comes First . . .

Most of all, do not go into the auction business with just one idea — money. That will get you nowhere. You would be in the same position as the donkey that had to have a bag of oats dangling in front of him to keep him from balking.

Prepare yourself for the job (and that takes more time than many people like to give), and the money will be sure to follow. I deplore the fact that in some quarters today, there seems to be more emphasis on earnings than on preparation, more stress on self-interest than on service to patrons. If you are thinking of getting into the auction business, ask yourself a few simple questions, but be sure of your answers.

- 1. Can I picture myself in the rapid give-and-take that is the soul of auctioneering?
- 2. Will I always love this work more than any other?
- 3. Will I be willing to give limitless time to the endeavor?
- 4. Will I want to stick if the going gets tough?
- 5. Will I work patiently until I am able to produce for others before I expect big returns for myself?

If you can answer "yes" to these five questions, and if you can live up to those answers, then you will be successful in a business that is enjoyable as well as profitable.

Many a man in the auction business has become a leader in his community and in his state. Each day the auction is sought more and more as the leading sale method for disposing of a wide range of goods. It is considered quicker and more profitable than any other means yet devised.

I would not advise anyone to take up the study of auctioneering until high school, or its equivalent in study, had been completed. One certainly needs the average amount of educational background. Beyond high school a boy should enroll in one of the many auctioneering schools located around the country.

The income to be derived from auctioneering is like that from any other profession because it depends on activity, ability, and industry shown. There is no ceiling placed on possible earnings.

You can develop a wide and favorable acquaintance that will lead to almost endless opportunities for travel, accomplishment, and service.

A Third Generation General Farm Sale

Salem, O. — When Auctioneer Robert Stamp, a member of the NAA, was making arrangements for the A.E. Albright sale March 15, he came across some information which gave this sale and this date special significance.

While Mr. Albright did not realize it, the same date, March 15, had been selected by his father, William Albright, for his dispersal on March 15, 1918. G. Dellenbaugh was the auctioneer at that time.

In addition to the 1918 sale bill, Stamp has another one for a sale on the same farm with the date November 10, 1876. This sale was also conducted by William Albright to settle the estate of his father, the late Felix Albright. Jos. Willis was listed as the auctioneer for this one. The sale listed two horses, two cows, 10 hogs, and 95 "good stock sheep." The sale started at 9:00 a.m. and many of the items were similar to those on the 1958 sale bill. Not all of them, however, for the list included grain cradles, saddle, grindstone, one bob sleigh, one log sled.

The farm is located on Township Line Road two and one-half miles south east of North Georgetown.

Frustration

Store Manager—"What are you laughing at?"

Clerk—"Oh, I just had a woman locked up in a room with a thousand hats and no mirror."

National Livestock Marketing Congress Planned for June

"A modern, progressive and comprehensive program of business value, information and education to the entire livestock industry" is the advance description given the first national Livestock Marketing Congress. It will be held in New Orleans, Louisana, June 12, 13, 14, 1958.

The National Association of Livestock Markets is the prime sponsor of the Congress. All segments of the livestock industry and allied industries are participating in the program planned to provide the best information available for application in increased efficiency in marketing livestock.

The three day program will be a national forum on livestock marketing climaxed by a tour of selected Louisana livestock operations and markets.

The objective of the Congress will be to focus industry-wide attention on all phases and aspects of livestock marketing. The Congress will bring together leaders from livestock breeders, growers and feeders, livestock markets, market agencies, meat packers and processors, service industries, state and federal government officials, college and research institutions. They will join in a series of planned forum discussions all relating to livestock marketing and its importance as an integral part of the livestock industry in its broadest scope. The event will provide the greatest possible exchange of information, forecasts and trends in marketing from those in all livestock fields.

The Congress will get underway with a special luncheon and forum discussion by the state secretaries, directors and commissioners of agriculture. They will be joined by comparable officials and livestock leaders from Canada. The following two days will be highlighted by the Livestock Market Foundation luncheon and a Producers - Markets luncheon. Each luncheon itself will be a program of special import with the best opportunity to put forth regional

aspects of the livestock marketing picture.

"The Meat Packing Industry in Relation to Livestock Markets" will be a forum discussion participated in by leaders from the meat packing industry with Dr. W. K. McPherson University of Florida, serving as moderator. "Marketing Services for Purebred Livestock" will be another forum participated in by 15 purebred breeders from the leading breeds of livestock. J. C. Holbert, Bettendorf, Iowa, will be moderator.

"The Point of View of the Livestock Press" will be a discussion by the leading livestock editors and publishers on their observations, with Robert L. Nichols, managing editor of Farm & Ranch, Nashville, Tenn., as moderator. "Coordination of USDA, State and College Marketing Research" will be the subject of a cross-section panel of leading administrators, college and industry individuals in the fields of livestock market research. J. T. Wooten, Lancaster Stockyards, Rocky Mount, N. C., will be moderator.

The Livestock Market Congress banquet will close the formal discussions and addresses.

A special program of entertainment for the wives and families of those attending is planned including a day at the famous Pontchartrain Beach, the South's finest playground, plus an "SS President" harbor tour with a "gumbo" dinner aboard.

"Attendance is expected from those engaged in, or conected with, the livestock industry in all regional areas of the country," it was stated by C. T. 'Tad' Sanders, Executive Secretary of the American National Livestock Auction Association. "This is intended an as annual event and one we hope will develop rapidly from year to year for the value it will have to the livestock publici," he concluded.

Nothing To It

After his first lesson at the dancing school, little Butch was asked by his mother, how he got along.

"Aw, it's easy," he said. "All you got to do is keep turning around and wiping your shoes on the floor."

66TF??

Once upon a time I heard a sermon in which the clergyman based his remarks on the very great significance of the little word "IF". Perhaps we will all agree that this word is used very extensively and with much meaning. Being in the real estate auction business, quite naturally I associated this word with salesmanship.

IF you want to put logic in your selling program, use the Auction method.

IF you want to be sure of a sale, use the Auction method.

IF you want to sell at the time you desire, use the Auction plan.

IF you want to get the highest price, sell by Auction.

IF you want a quick sale, look to the Auction method.

IF you want to put convenience in the sale of your real estate, use the Auction method.

IF you want to put your real estate in a "blaze of glory", sell by Auction.

IF you want to get the advantage of a building process, use the Auction method.

IF you want your advertising to have appeal, sell by Auction.

IF you want both buyer and seller to have a fair deal, sell by Auction.

IF you believe competition will give more build-up to your sale, sell by Auction.

IF you want to put bidders in a proper frame of mind, sell to the highest bidder.

IF you want to create an atmosphere favorable to action, sell by Auction.

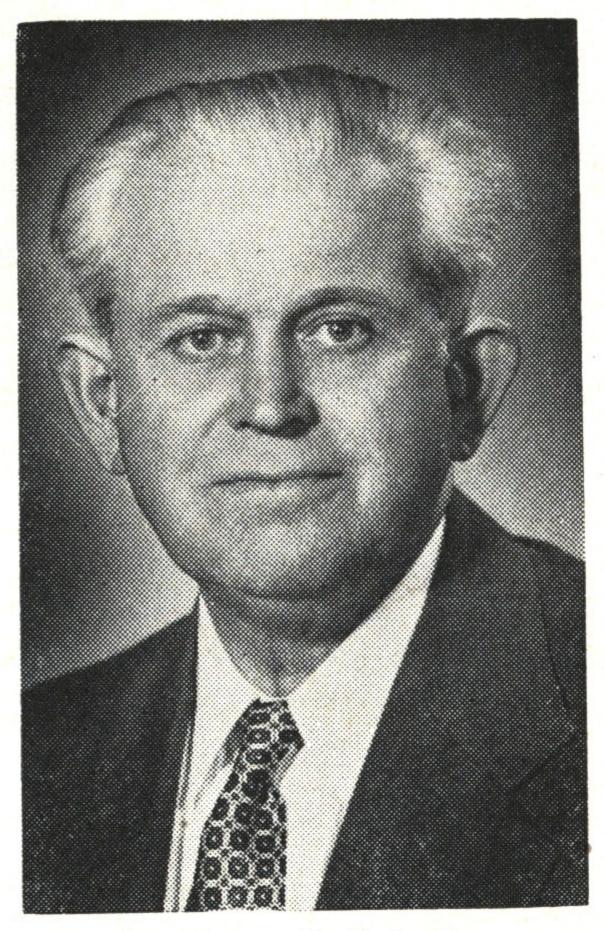
IF you wish to bring out the maximum efforts of your broker, sell by genuine Auction.

IF you want to make your sale fascinating, sell by Auction.

IF you want to put speed in a Judicial sale, use the Auction method.

IF you want to make all prospects want the same thing, sell by Auction.

IF you want to give all bidders an equal chance, sell to the one who will bid the most money.



Col. R. C. Foland

IF you desire to give all prospects an equal chance, use the Auction system.

IF you wish to develop the sporting spirit among bidders, use the Auction method.

IF you want to give yourself a chance to get more than you expect, use the Auction method.

IF you wish to concentrate all the attention, energy and interest on your offering, use the Auction method.

IF you want to leave the sky as the limit rather than to settle on a one-man value, sell by Auction.

IF you wish to demand to seek its highest level, sell by Auction.

IF you want bidders to prepare to buy, make a genuine Auction.

IF you want to make your sale attractive, adopt the Auction method.

If you wish to put excitement and enthusiasm into your sale, make an Auction.

IF you want to put "white heat" into

salesmanship, use the genuine Auction plan.

IF you are in financial distress, don't wait on a private sale.

IF you want prospects sensitive to action, allow them to use their own judgment.

IF you want to overcome excuses oftimes prevalent in private selling, use the Auction method.

IF you want the advantage of curiosity in creating interest in your sale, sell by Auction.

IF you want the stimulating elements of hospitality and sociability in the selling process, use the Auction method.

IF you want to reduce the risk element to a minimum, use the Auction method.

IF you wish to develop the desire to excel among bidders, sell by Auction.

IF you wish to reach a larger number of prospective buyers, advertise an Auction.

IF you wish to use the method which has been a genuine success, sell by FO-LAND'S Auction plan.

IF you want to know the real value of your property, sell by Auction.

IF you want to create competition downward, sell privately.

IF you want to use the modern system, use the Auction method.

IF you have a selling problem, can you think of any good reason why you should not sell by Auction?

Yours for selling service,

R. C. FOLAND, Real Estate Auctioneer

25 Years Ago

Horses outsold tractors at the Roy Winegar farm sale near Sumner, Iowa. A tractor brought \$35 and a 4-year-old horse \$129. Grade Holsteins sold at \$40 and \$60, and hogs (gilts) at \$11 each.

At the W. D. Kilton farm sale near Litchfield, Ill., a team of 4 and 5-year-old mares sold at \$327.50; 57 head of gilts and boars sold for an average of \$14.10.

Work is the yeast that raises the dough.

Last Gavel Sounds For Roy S. Johnson

Roy S. Johnson, 59, of Decatur, Indiana, nationally known auctioneer, died at 10:30 p.m. March 8 at the Adams County Memorial hospital, following a short illness. Death was attributed to a cerebral hemorrhage.

Mr. Johnson had conducted a farm sale that afternoon for the Rev. Albert Swensen, near Willshire, Ohio. Following the sale and while sitting around the Swensen home he suffered a stroke. Mr. Johnson was rushed to the hospital where he died about four hours later. He had been in ill health a few years ago but recovered to the extent that he was able to carry on his business. However, he had confided to friends recently that he did not feel well.

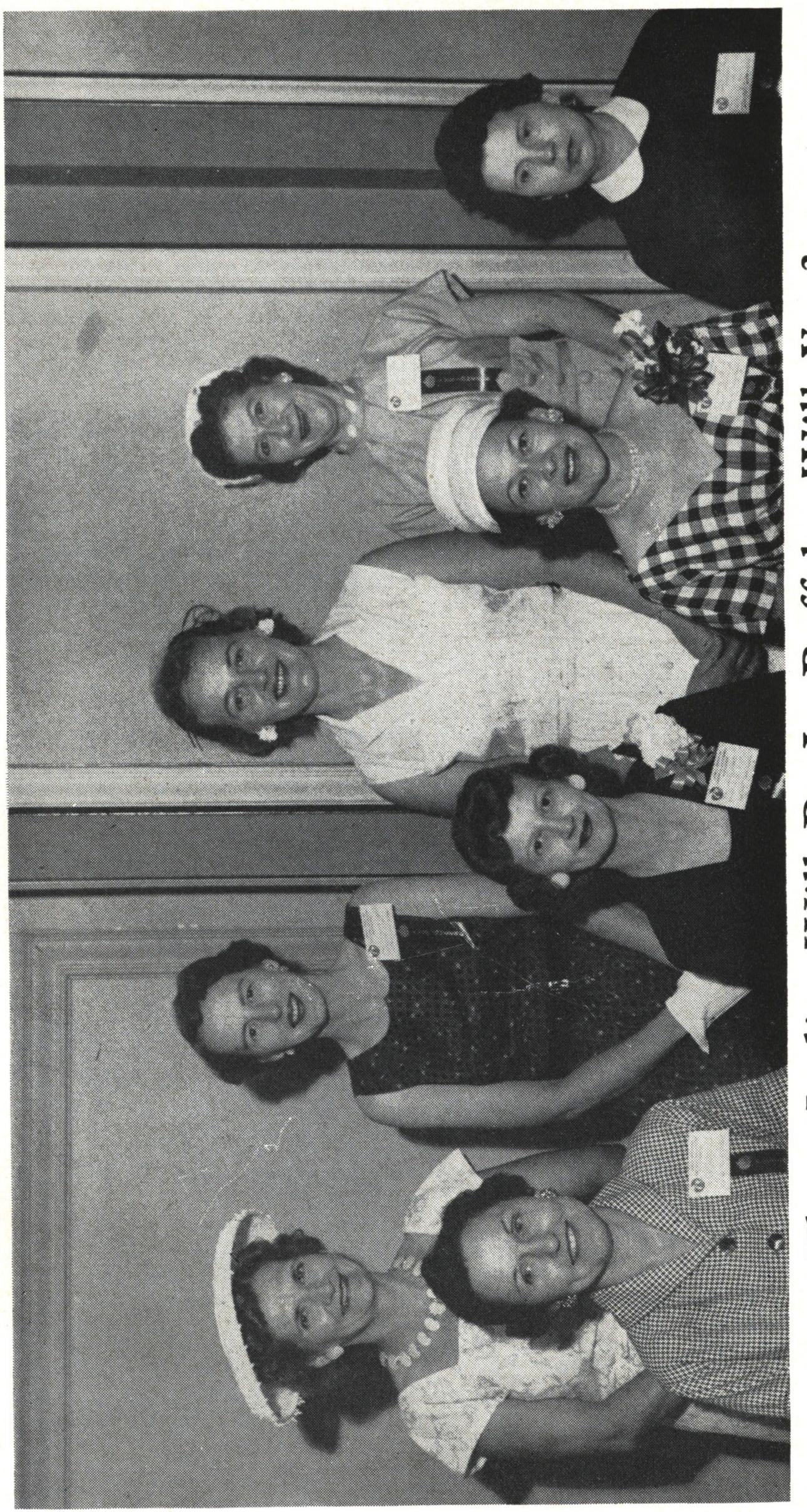
Prominently known throughout this community and in auctioneering circles throughout the Midwest, Mr. Johnson had conducted farm, livestock and other sales in more than a score of states. He frequently conducted sales of prize livestock at different places in the country. In connection with his auctioneering, he conducted a real estate business in Decatur.

Mr. Johnson was born at Sellersburg, July 8, 1898, the son of Willard and Birdie McCammon Johnson. He was married to Dott Robinson October 6, 1917. Johnson came to Decatur in 1921 from Galveston and was a telegraph operator at that time. He enrolled in the Reppert School of Auctioneering and in 1923 launched his auctioneering and real estate business. During the time he was a telegraph operator he was in the employ of the Nickel Plate Railroad.

He was a member of the Baptist church at Decatur and the Elks and Moose Lodges.

Surviving are the wife; two sons, Robert E. of Los Angeles, Calif., and Ned C. of Decatur, who was a business associate of his father; a brother, Carl Johnson of Princeton and a half-brother, Gilbert Sellers of Indianapolis.

There is a better man behind an honest failure than the one behind a dishonest success.



Will You? Buffalo, Ladies Will Be In

THE LADIES AUXILIARY

From Pennsylvania

By Mrs. Ken Burrows, New Wilmington, Pa.

Last July, at our Annual Convention, I very willingly accepted the April issue for my contribution to our monthly Auctioneer Magazine.

I am very happy to be a part of this month's issue and I realize what a relief it would be for our editor, Mr. Hart, if everyone would cheerfully accept his or her responsibility in furthering the purpose of our wonderful magazine and its theme, "In Unity There Is Strength."

My husband and I work together on all our auction sales. We also own and operate a poultry, egg and produce auction with sales every Wednesday. I had expected some film to be returned to me in time to have some pictures to accompany this column but as yet they have not arrived.

In the last two weeks we have conducted three Amish Dutch sales, two of which were on days when the temperature was below zero. The one Amish family we had known since we first came to the community and we felt very honored at being invited to dinner before the sale. In our vicinity this type of sale is almost always held in February.

The next three Saturdays, auction sales will be held in our Pavilion by people not able to have their own auctions because of lack of space at home.

All our spare time is taken up by our family which includes two boys, 11 and 13 years old, two married daughters and three grandchildren, two being twin boys, 18 months old.

We are looking forward to our next Annual Convention in July. Hope to see you all there.

The man who wakes up and finds himself a success hasn't been asleep.

Advertise the NAA



Let all the world know that you are an Auctioneer and that you are a member of the National Auctioneers Association, with,

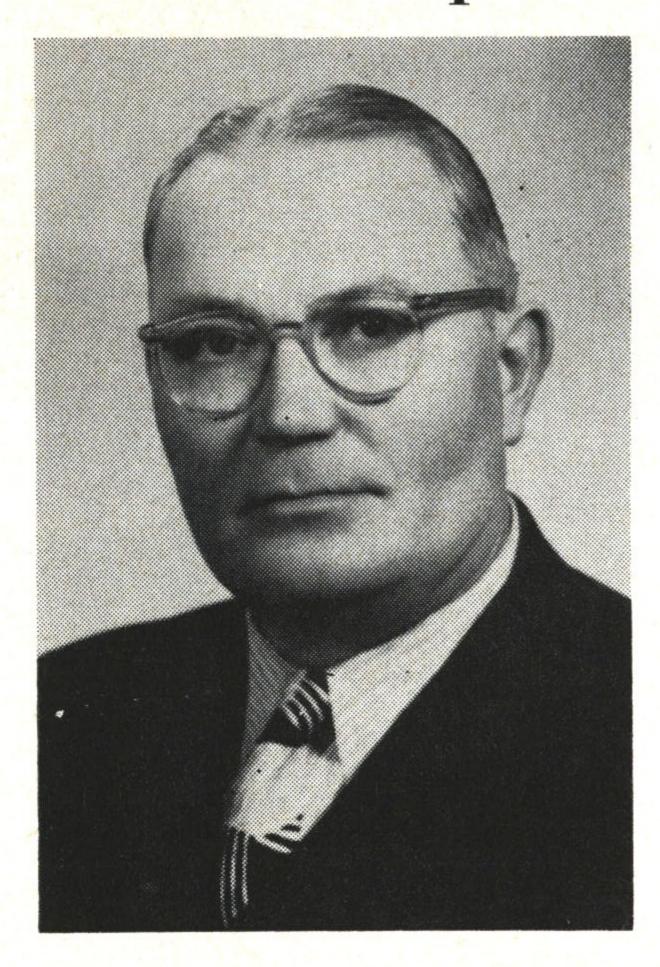
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Convention Speaker



John L. Cummins, Cynthiana, Kentucky, has accepted an invitation to speak at the 1958 National Auctioneers Convention in Buffalo, on the subject of "Tobacco Auctions." He will be the first tobacco auctioneer to appear on a National Convention program in several years.

Col. Cummins was born near Cynthiana, in 1904. He is married to the former Clara Colvin and they have three children, two daughters and one son. He is associated with Cols. W. L. Renaker and Gerald Whalen in a real estate, insurance and auctioneering firm. All are members of the Kentucky Auctioneers Association and the National Auctioneers Association.

At the age of 16 years, John Cummins started auctioneering for pay, his first sales being small farm sales of tools and livestock. In 1925 he started working as auctioneer for the Cynthiana Livestock Yards and is still selling for them one day each week. Being a native of a great tobacco producing area and having followed the tobacco market it was his desire to become a tobacco auctioneer. In 1926, he was awarded his first contract with the Burley Tobacco Growers Association and he has had a contract each

year since. He has sold on the Lexington, Maysville, Harrodsburg, Danville and Cynthiana markets in Kentucky as well as the Valdosta, Georgia, market.

In 1938 and 1939, Col. Cummins was on the Lucky Strike Radio Program and also was on a coast to coast tobacco program sponsored by the University of

Kentucky.

Col. Cummins has also been active in state and civic interests. He served five sessions in the Kentucky State Senate, 1936-1947, served as Mayor of Cynthiana from 1946-1954 and is again on the first year of a four year term as Mayor. He is also a member of the local Chamber of Commerce, Rotary Club, Business Mens Club, of which he is a past-President, and a member and past Exalted Ruler of the Cynthiana Lodge No. 438 B. P. O. Elks.

The Program Committee of the National Convention feels quite fortunate in securing Col. Cummins and feel that all auctioneers will want to meet him as well as hear him.

Tennessee To Have State Association

A meeting of all auctioneers interested in organizing a Tennessee Auctioneers Association has been set for Monday, May 5, at the Noel Hotel in Nashville.

Every auctioneer in Tennessee is strongly urged to attend this all important meeting. Col. Bernard Hart, Secretary of the National Auctioneers Association, will be present to answer questions and further assist with organizational plans.

For further information regarding the meeting, contact Col. Charles O. Rainwater, 235 East Main St., Jeffer-

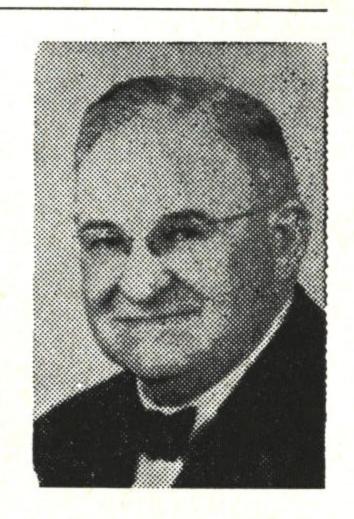
son City. Tenn.

Although 90% of all Americans use at least one pencil every year, only 5% buy at least one pencil every year. If you're like most of us, you can probably swear that most of the other 85% get theirs off your desk.

Work for the love of work and be satisfied with nothing short of perfection.

Auctioneers and Church

By COL. POP HESS



I am writing this column on March 11 and from here on in my thinking is April — and it could be that I may inject a few 'April Fools'.

The March issue of this publication is now on my desk and again we can all say it is a most interesting issue. The large double-spread picture of the Ohio Auctioneers Association was very much to our liking here in Ohio. We are proud of the many Cols. and their wives who turned out for this event. Mom Hess looked very natural in her position. I was next to her and Col. Earl Tom was on my left. We are running a race to see who is the oldest auctioneer in service here in Ohio. The appearance of our section was improved by the line up of ladies on my right, which brightened up the 'sun down' appearance of Col. Tom and myself.

Before I go further with this writing I must pause with sorrow as yesterday (March 10) we received the news of the passing of one of the great auctioneers we have greatly enjoyed here in Ohio, Col. Roy S. Johnson, Decatur, Ind. This brings home to the writer, and also to many other auctioneers throughout the land, numerous sales of the past where we were associated with Col. Johnson. All who knew him always considered him to be one of the best in general auction sales work and for many years was much in demand for purebred livestock and real estate sales.

In checking back in my 50 year Book, Col. Roy Johnson and I met for the first time in a very important cattle sale nearly 30 years ago and I still recall the impression he made on all of us who were asociated with him in that sale. I join all auctioneers in extending our deepest sympathy to his family.

At this same time I do wish to apologize to the family of Col. Bockelman of Sioux City, Iowa. In writing my column following his passing, I overlooked making any mention of this former Ohioan. Col. Bockelman and myself were roommates at Toledo, Ohio, while attending a convention of the Ohio Auctioneers Association and the old National Auctioneers Association many years ago. It was at this convention that many of we young and amateur auctioneers received our Membership Certificates and in front of our names was the word 'Col.' We youngsters, including Col. Bockelman, wondered what that stood for and we called on my good friend, Col. Perry of Columbus, Ohio. This was in his heyday as an auctioneer and he looked at us with his noted smile and said, "The only definition I know for 'Colonel' is the inside of a nut." We boys left Toledo much amused but we retained the 'Col.' just the same.

Sales here in Ohio are still very numerous. The month of February we handled 48 auction sales on our program and this month of March, as of this writing, we have 28 auction sales to get on the air. At that rate we will have a very heavy March from here on in as all Ohio auctioneers supporting the program tell me they are booking more sales. Right now Spring is in the air and this will bring much activity to farmers and livestock men.

Recently, Mom Hess and I were special guests at a Sunday service in one of those grand little churches by the side of the road. We enjoyed it very much. It was in a community that has not changed as fast as many have in recent years. Many of the congregation were descendants of the pioneers who

settled in this section of Ohio. While it was a small church they had their vested choir and pipe organ and how that choir did sing. As I listened to this great choir and looked out over the congregation that packed this church, established more than 100 years ago, it was gratifying. Also, from one window I could look out over the beautiful church yard cemetery where the founders of that church and community had been lain to rest. How forceful it came to me how wonderful it was for the folks of that community to hold, sustain and preserve this grand country church, to stand out as a symbol of faith in the progress of today's modern world and make life more worthwhile to live.

We do live in America, and of the many great establishments we have to-day, the greatest is our churches. Down through the years I have noted many of our best auctioneers have had strong church connections. I well recall back in my early years I was reminded that I was the first auctioneer the churches of that community had in their membership — and they were a little surprised that I was.

This takes me on down a little further. In looking in my 50 year old book on sales I note a sale that I conducted for a prominent city farmer. During sale day, which was Saturday, I became acquainted with his family. In order to be near my sale for the following Monday I found it best to remain in this man's home town. It was a large city and one of many churches. When away from home on Sundays I have long made it a rule to attend church if at all possible. On this particular Sunday I selected a large church near the hotel where I was staying, walked in, found a seat and heard a great sermon. At the close of the service and as I was leaving this large church who should I bump into but the man and his wife whom I had sold for the previous day. They were as much surprised to see me as I was to see them. But what do you think she came up with? She threw up her hands and very loudly said, "Why I never expected to see you in church." Then she turned to some friends and said, "That man was our auctioneer at our sale yesterday, and he goes to church."

So boys, you who are new in the auction profession, keep your face clean and be in attendance at church on Sunday. Let's do our best to establish in the minds of folks that auctioneers not only should but do believe in God and the Church.

A few years back I was spending a weekend in a certain city in Florida. It was the last of April, on a Saturday, and walking along the street I came to a place where they sold hard drinks of all kinds. No. I did not go in but I was attracted to a sign posted on the door. It said, "NOTICE, this place will be closed from May 1st until next September." Then, underscored, "We will close on or about May 1st, or as soon as the Northerners leave for home." This would indicate that the Northerners were the guys who did all the hard drinking. Just what the Southerners did for drinks from May to September could be anyone's guess. Again, I was confused.

Again folks, a reminder this is April—all roads lead to Buffalo in July. Plan now to reserve the dates of July 17-18-19 for vacation time and go to Buffalo for the National Auctioneers Convention.

March 12 — After writing the above material, I held it over for inspection this morning before mailing it in for publication. I want to make a little addition by saying I have had a very exciting thrill that I would like to pass on as it would be far too stale for the May issue.

It was in April of 1920 that I purchased my first automobile and since that date have now put 11 autos into the junk yard and my twelfth one is still on hand. My driving record, in the past 38 years to date, is as follows: Driving in 32 states out of Ohio, now driving an 88 Olds with all the trimmin's and appliances, well broken into my way of driving having been purchased in 1954. Yesterday evening Mom Hess and I took a little drive and what do you know? I got my first thrill (?), one that many drivers get rather often, but this was my first.

I got pinched for driving 50 miles per hour in a 35 m.p.h. zone in a small near-by village that has a nice Mayor and a Cop who has just been supplied with one of these new fangled RADARS — and

also another man to ride with him for a witness. I was hailed into Court before the Mayor and I took Mom Hess in for my witness. For some time I thought I was making good progress toward getting excused but the Mayor said, "Fifteen dollars and costs — pay and get out." Therefore I am somewhat down in spirits this morning and as I glance over what I wrote yesterday I will say it was a good thing it was written before the thrill of last night as the little words that slid out to me while alone would not look too well in print and if they were printed I am quite sure my readers would also raise their hands and say,"I never expected to see that auctioneer in church."

A frowning woman walked up to a little boy she caught smoking.

"Does your mother know you smoke?" she demanded.

"Lady," he countered, "does your husband know you stop and talk to strange men on the street?"

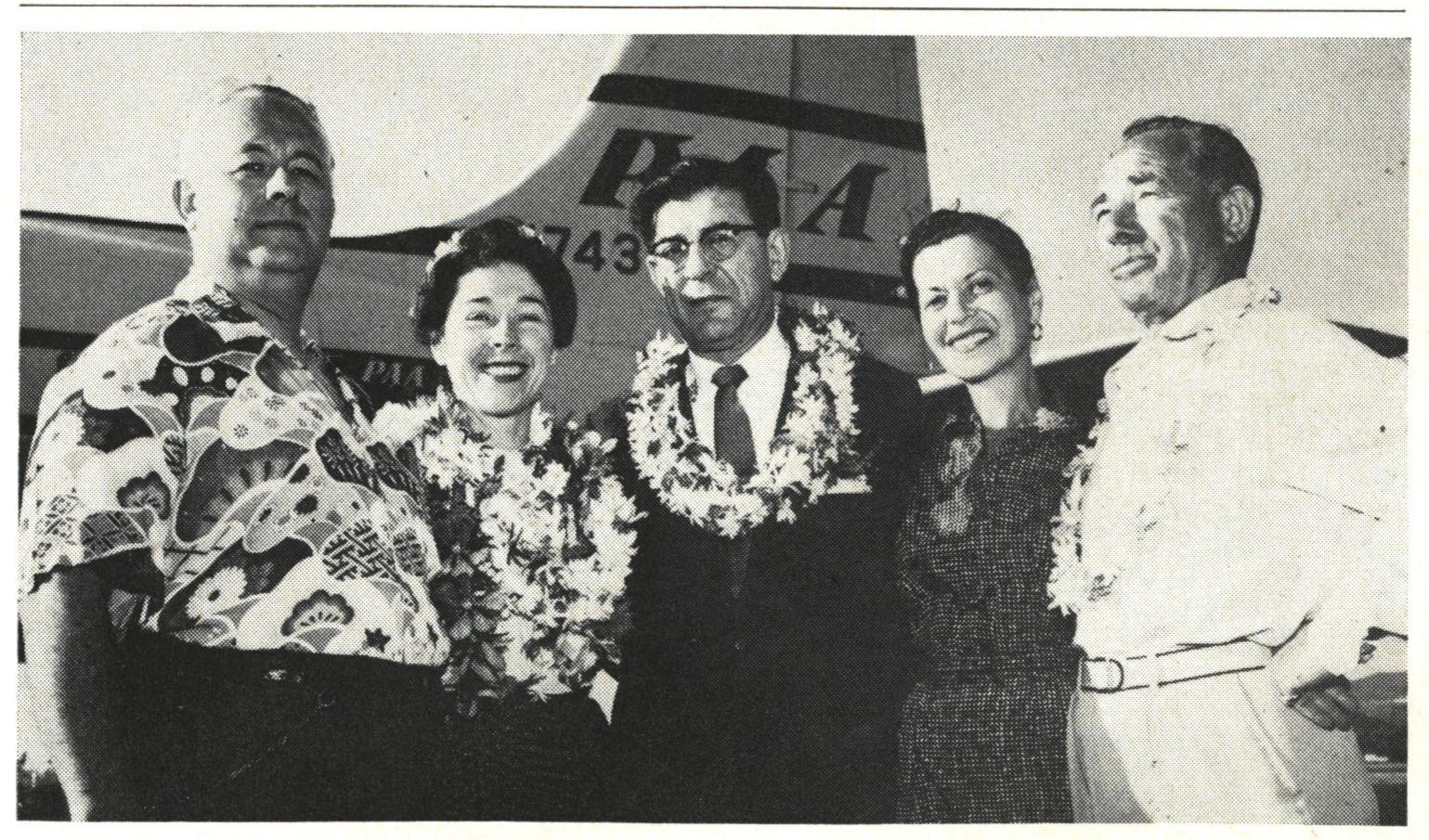
Kansans Select Site For State Meeting

Abilene, Kansas, was the city selected for the Third Annual Convention of the Kansas Auctioneers Association at a meeting held during the winter by the officers and directors. June 1 will be the date and a very good program is being planned.

Those in charge say that this will be the largest and the most enlightening that the organization has had. Speakers on livestock and other subjects will be on hand and several panel discussions are being planned.

An invitation is extended to all auctioneers everywhere to attend this convention. A complete program will be published in the May issue of "The Auctioneer".

We know a man, troubled with insomnia, who takes a shot of bourbon at regular intervals. Does not make him sleep but it makes him happy to stay awake!



Vacation In Hawaii could well be the caption of this picture. Reading from the left we see Col. L. L. Stambler, Honolulu; Mrs. Lester Winternitz and Col. Lester Winternitz, Chicago; Mrs. Stambler; and Col. Ralph Rosen, Buffalo. Mrs. Rosen was also in Honolulu but not present when the picture was taken. Col. and Mrs. Winternitz were honeymooning at the time. We'll be planning on seeing all of these folks at our National Convention in Buffalo, July 17-18-19.

Nation's Livestock Auction Markets in New Leadership Role

Natural Bridge, Va. —The rapid growth and progress of the nation's livestock auction market industry and its increasingly important role in the future of the livestock industry were emphasized here by Forest Noel, Lewistown, Mont., in a major address before the Virginia Cattle Congress.

Noel, president of the American National Livestock Auction Assn., nationwide trade organization representing free and competitive bid system markets operating in every state of the nation, pointed out that since the depression years of the '30's, the number of auction markets in the United States has increased from 200 to 2,350.

"In 1957, independent sources of information show that the livestock auction markets sold for their consignors in this country thirty-four million head of cattle and calves, sixteen and a half million hogs, and six million sheep and lambs," Noel said. "This total volume of livestock represented about 53 per cent of the total livestock sold through all types of markets."

Decentralization Trend Noted

Reviewing the revolutionary changes in livestock marketing in the past quarter century, the ANLAA leader explained that "livestock auction markets have become quite synonymous with decentralized marketing; the terminal or central markets denote centralized marketing.

"The auction markets are generally much closer to places of livestock operation and more a part of those operations. The organization and operation of a terminal market, with its multiple firms doing business at one large stockyards and concluding sales of livestock at private treaty, render marketing services. Together the private treaty terminal, or central stockyards, and the livestock auction markets make available to the livestock industry a choice of market services. These services and this choice are available throughout the

year. The two services available are competitive with each other and offer features of services increasing those competitive aspects. Each is likewise competitive within its own form of service from market to market. That is the way I believe it ought to be."

Defends Direct Sales

"Further," Noel continued, "there should be no obstacles to any livestock producer or feeder negotiating the sale of his own livestock to any legitimate purchaser; there should be no obstacle to buyers pursuing legitimate methods to acquire their livestock needs direct from the livestock owners. Our industry and its trade association defend those rights and the privilege of those persons to dispense with any marketing services. We equally believe we have the right to pursue all legitimate means to win patronage and confidence in our marketing services. Their very use points up the fallacy in these complex times of not availing oneself of one form or another of such services."

Noel said the ANLAA-sponsored first annual national Livestock Marketing Congress, to be held in New Orleans in June in conjunction with the Association's annual convention, is a "sound and progressive" project and promises to grow into a national affair becoming larger each year."

Achievements Reviewed

Pointing out recent achievements of the livestock auction market industry, Noel cited the organization of the Livestock Market Foundation, national statistical and research agency, which will be officially launched during the coming 1958 Livestock Marketing Congress. The Foundation will be governed by a special board of trustees from leaders in livestock producer and feeder organizations and top executives representing the livestock auction markets and the terminal markets.

Also emphasized by the ANLAA president were recent adoption of a code of

business ethics, "certification" of livestock auction markets, and establishment of a Livestock Market Council to enforce these standards; organization of a nationwide buyer credit system to safeguard the public and the markets against fraudulent buyer schemes; and sponsorship of a Livestock Market Information committee which is preparing a report to be submitted to the national Livestock Marketing Congress next June on the present inadequate system and procedure of gathering and reporting market prices, with recommendations for more techniques and much - needed expansion in scope and coverage.

Represent Free Enterprise

"I know of no better illustration of responsible free enterprise in business today than the livestock auction markets throughout the country," the Montana stockman and auction market leader told his Virginia Cattle Congress audience.

"A distinguishing feature about the operation of a livestock auction market

is that both the stockyard services and the actual selling are done and performed by one concern assuming an overall responsibility to the consignor on the one hand and the buyer on the other," Noel explained. "The livestock as assembled, sorted and offered for sale are sold by that time-honored means assuring the keenest competive bidding yet devised—by auction.

"This method of sale is the identifying feature of the industry by which it is most commonly known. It is one characteristic and feature that has brought the industry its best recognition and gone the farthest to stimulate its growth to its present position in livestock circles," he added.

A kind-hearted gentleman saw a little boy trying to reach a doorbell. He rang the bell for him, then said, "What now, my little man?"

"Run like heck," said the little boy.
"That's what I'm going to do."

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40 Years At Auction Block, Colonel's Voice Good At 75

"Hip-\$20-bid, now-give-me-that-now-make-it-2½-now-3 . . . ," sang Colonel L. W. Huffman, affectionately known as "The Old Auctioneer," as he demonstrated his famous chant which has echoed over midwest flat-lands and through auction halls better than 40 years.

February 26 was his 75th birthday. He's in fair health and as active as ever in his profession. The title he carries is an honorary one the trade confers upon

each other.

The Colonel lives at 300 Boston avenue with his wife, Gussie Mae, and has called that address home for the last 13 years.

Born on a farm in Augusta county, Va., and reared on the hilltops of eastern Tennessee, Colonel Huffman came to

Ohio by way of the Hoosier state.

At nine, he remembers, he helped his dad cut Tennessee Pine to build the first school he ever attended. But, he finished his education — the eighth grade — in Mooreland, Ind.

It was on the old family farm at Moore-land from 1895 to 1929 that he grew from boy to manhood. Looking back today, the auctioneer says somewhat wistfully, the farm's only claim to fame is that Indiana Route 36 goes right through the old barnyard.

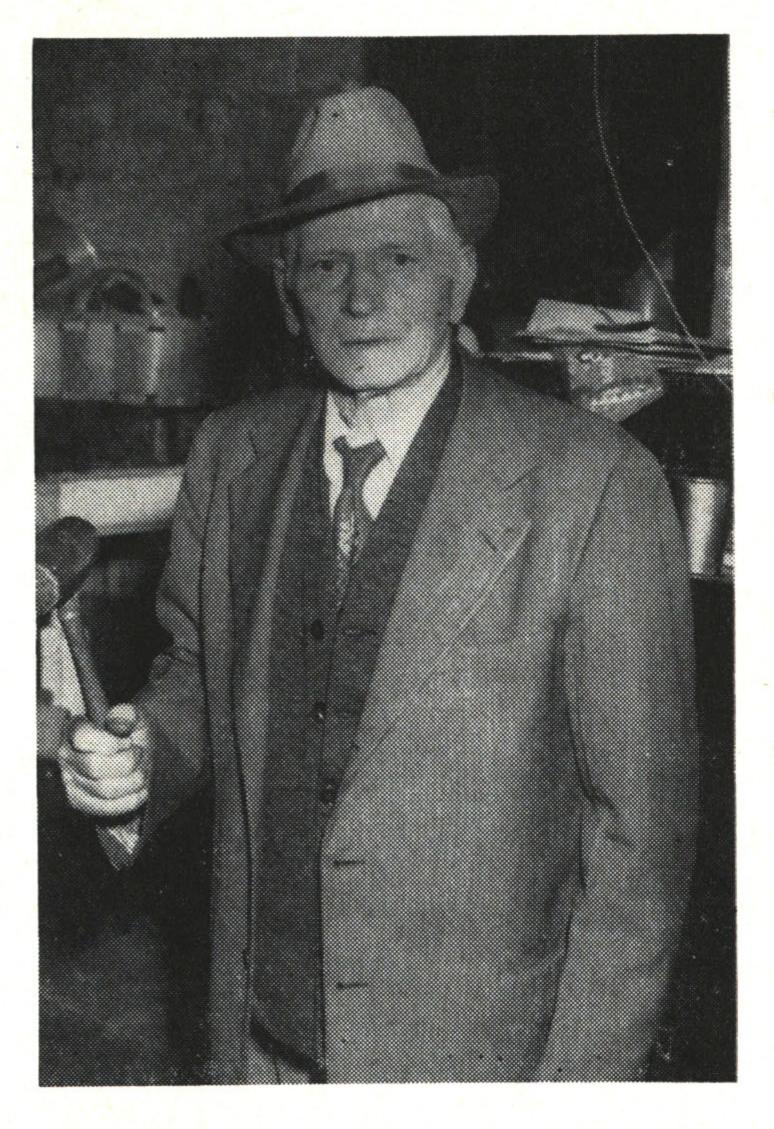
"I didn't go into auctioneering until I was 35 and hesitated about it then," he says explaining that it was a crude

profession in those days.

Obscene stories told for the amusement of the crowd and "tobacco-spitting auctionmen were the rule," Colonel Huffman said.

"However, I always had a good strong voice and folks would say if they could talk like I could they'd be at it."

The auctioneer told of the Mooreland banker stopping him on the street one day and telling him: "Must have been a good sale you had yesterday Huffman?" Replying that he had had no sale, the banker told of his wife, driving out by the cemetery, hearing Mr. Huffman, a half



Col. L. W. Huffman, Fostoria, Ohio, as he celebrates his 75th Birthday.

mile away, bring his horses in from pasture. He was chanting at the top of his lungs, she reported.

Finally in 1918, Colonel Huffman took to the auction trail. Two years later to professionalize his technique he attended the A. O. Deering Auctioneer's School at Indianapolis and won his diploma in 11½ days.

Ten years after hitting the circuit, the Colonel says he joined the Spotted Poland China Association which specialized in auctioning off pure bred hogs.

About the same time a friend, B. A. Bell of Fostoria, urged him to leave his Indiana home and come here as pure bred sales were plentiful.

"I took a room on the Bell farm the last Sunday of 1928 and moved the family here on May 3, 1929," Colonel Huffman said in explaining how he arrived in the area.

For years the colorful auctioneer traveled a regular circuit from Bainbidge, Ind. to Detroit and altered that in later years to include cities and towns in the Buckeye state. Today, name a northwestern Ohio location and the Colonel has been auctioneering there.

Farms, stores and churches, livestock and household goods, everything else under the sun the Colonel has auctioned at one-time or another.

"I used to travel with some of the greatest names the trade has seen," he says proudly rattling off the names of Colonel Alf Vanderbeck of Iowa, Colonel Jerome Fig of Danville, Ind., and Colonel Charles Taylor of Nebraska.

During the last eight years the Colonel has had his greatest success at the auction block. These years have been spent

at his own business — his auction hall at the rear of 322 N. Main street.

He says that when he set up business there, some folks said he wouldn't be around six months but it is now going on nine years that he has been there and business is getting better all the time. Auctions are held there every Friday night and sometimes on Tuesdays.

Although the father of nine children and five step-children — seven of whom are men, Colonel Huffman has none following in his footsteps on the auction trail.

Though at his peak, the Colonel looks back a little regretfully to those hectic yet colorful days of the country-town Saturday night show. Back then, the man in the black coat and the wide-brimmed hat pounded his gavel on the pot-bellied stove and chanted, "Who'll make it more?"

To escape criticism say nothing, do nothing, be nothing.

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Lives Amid History

A long-time auctioneer, T. C. Jensen of Minden, not only recalls the days of his boyhood in Nebraska when horse-drawn vehicles were common—also, he's co-manager of PIONEER VILLAGE.

The Village, 14 buildings containing some 20,000 items showing development of mechanization in America, was created by Harold Warp, a brother-in-law of Mr. Jensen. Mr. Warp, a Chicago manufacturer, born in Minden, established the historical project as a memorial to his parents, a Norwegian-born couple, who pioneered on a Nebraska farm as newlyweds.

Since the Village was opened in 1953,

more than 305,000 visitors have viewed the unique museum, located along U. S. Highways 6 and 34.

Mr. Jensen assists his wife with telling visitors about the varied exhibits which drew their curiosity. Visitors come from all 48 states, some 40 foreign countries, and Canada. They thrill to see:

Vehicles of transportation (from ox cart to airplane); guns; lighting (from candles to electricity); paintings and sculpture; old-time bath-tubs; washing machines; pumps and wells; musical instruments; coins.

Too, there's an old-time country school (which the Warps and Mr. Jensen at-



tended). The school is completely furnished with books, records—yes, even dinner-pails. There's the family church (with records of births, marriages, deaths); a Fort (where pioneers collected when Indians rampaged); a Land Office (where homesteaders filed); a Burlington depot (with a display of antique trunks); a Sod House (furnished as in long ago).

There's a Pony Express Relay Station and Stable. Inside the station is a saddle once owned by W. F. "Buffalo Bill" Cody. Later the saddle was used in movies by the late Will Rogers and Rudolph Valentino.

In the large Agricultural building you can see the first plow made by John Deere, the first grain reaper made by McComick—and the latest combines.

Come Monday morning Auctioneer Jensen climbs into a station wagon, labeled PIONEER VILLAGE, and he's off—to cover a country sale or a cattle sale. Or, he may be headed to cry a benefit auction for polio funds (which he does for "free".)

If you ask him how he happened to become an auctioneer, he may tell you:

When he was a boy of 12, he attended a farm sale. The auctioneer wore faded overalls, kept wiping his perspiring face with a rumpled, red handkerchief. Young Jensen thought: "If I were calling that sale, I'd want to be dressed up a bit more. At least I'd have a white handkerchief."

Then when T. C. Jensen was about 14, he heard Charles Olson, an excellent and well-known auctioneer, cry a sale. That day he resolved to become a "crier," too.

The young Nebraskan (one of a family of 14) began practicing the "loose-tong" lingo he'd heard at sales. He practiced as he worked in the field, as he cared for the livestock. And his brothers and sisters laughed loudly—and much—at their brother's inaccurate imitations of a sale crier.

But T. C. Jensen had made up his mind. Let them laugh. He was sure of what he wanted to do. So in 1915 he took off for Kansas City to study at the Missouri Auction. School. The next year he married Clara Warp who had attended school with him from the first grade on.

Today Mr. Jensen looks back over long

years of experience. He estimates he's been "salesman" at some 7,000 sales.

But, he'll never forget the first sale he "sold." That was back in 1911 at Upland, Nebraska (before he'd had professional training). He recalls:

"I received one dollar and seventy-five cents for auctioning off some \$175 worth of household goods. (The commission was one per cent.) And that money looked big to me—then."

Certain Marks Clues To Genuine Antiques

By SHIRLEY M. FRIEDMAN

If you've a yen to know a bit more about the things you're browsing through next time you meander past the booths at an antiques show, you'll be intrigued by a few assorted tips concerning more familiar items.

Specialists who run such shows believe it's just as important that antiques fans recognize misconceptions—as well as the "real McCoy," and they cite, for example, the oft-heard familiar expression, "This piece must be very old. Look at that—it's all pegged together."

Most people have heard that remark, or one of many of its varients, many times. The average person invariably associates pegged furniture pieces with age. But authorities say, 'taint so, that there's no relationship.

Specialists at this past fall's New York Antiques Fair explain that pegs have been used by furniture makers for years and still are. It seems the really old pegs are not round at all, but oblongish or squarish. Just take a close look at an authentic old piece of country furniture sometime, and prove it to yourself.

Specialists pass on other incidental notes about antiques—items which will help you to know old things better, date them more accurately and aid you in distinguishing a relatively new piece from an old one.

Glue in a piece of furniutre, for example, is said to indicate that it is relatively modern. Seems furniture makers of 100 or more years ago rarely used it.

When it comes to those familiar knots, remember that these actually serve as a

warning signal to lovers of old furniture. Early cabinet makers avoided knotty boards, for they knew that sooner or later the knots would shrink and drop out.

When it comes to tiwn beds, you'll want to remember that old beds never came in twin sizes. The "old" twin bed is generally a larger bed which has been cut down.

As for saw marks, they're one of the most reliable indicators of age on the backboards of cupboards, chests, desks and the like. Circular saw marks are said to indicte the piece was made after 1840. You can check old turnings with a pair of calipers. If they're perfectly true, then the piece isn't considered very old.

When it comes to that fancy table silver—salad forks, oyster forks, butter knives and such, you're advised that it just was never made much before 1850.

A last tidbit of advice concerns glass, an item seen generally in profusion at antique shows. Pattern glass, so popular with many homemakers, saw its greatest distribution in 1880-90—when much of it was given away as premiums at grocery stores.

Art Gift Mystery Solved at Rutgers

NEW BRUNSWICK, N. J.—A 15th century painting whose origin confounded experts for a time was included in the more than \$120,000 worth of art gifts received by Rutgers University in 1957.

The university's art collection, comprised almost entirely of gifts from friends of Rutgers, is valued at more than a half million dollars. Many of the works are invaluable in art courses and have elicited favorable response at exhibitions on campus.

The painting, valued at \$15,000 and mysterious because nobody could determine who painted it, depicts a mystic marriage of St. Catherine's of Alexandria to Christ. It arrived at Rutgers identified as the work of an anonymous painter.

Professor Helmut von Erffa, chairman of the Rutgers Department of Art, enlisted the aid of Mrs. Gertrude Coor, research scholar at Princeton who is one of the country's foremost art detectives in the field of Italian painting.

Upon inspection of the painting and

her resource materials, Mrs. Coor announced that the painter had been identified as Amadeo of Pistola, Italy, a Renaissance painter.

Other paintings and prints acquired by Rutgers in 1957 range in value from a few dollars to a \$40,000 Monet. Unusual contributions include 24 pieces of primitive wood sculpture by Patrocinio Barela, a Spanish-American, and seven paintings of the American scene by Gus Mager, a New Jerseyan who was a comic strip artist spanning the turn of the century.

The Monet painting, "Monsieur Gaudibert," executed about 1880, is one of the most valuable works in the Rutgers collection.

Other valuable paintings receaved in the last year include John Hoppner's "Portrait of Miss Luttrell" (\$18,000), two Italian primitives (\$7,500 and \$6,500) and a painting by a follower of the Flemish master, Memling, which is valued at \$12,000. Barela's wood sculptures are valued at \$9,000.

Professor von Erffa said that all of the new art gifts will be extremely useful as instructional as well as exhibition pieces.

Wilcox To Address New Jersey Colonels

Col. Harris Wilcox, Bergen, N. Y., President of the National Auctioneers Association, will be the guest speaker at the April 7 meeting of the New Jersey State Society of Auctioneers, according to word received from Col. Ralph S. Day, Secretary of the New Jersey group.

This meeting will be at Dumbarton Oaks, Atco, N. J., beginning with a dinner at 7:00 p.m. The Secretary's office also reports considerable interest in the coming National Auctioneers Convention at Buffalo, and a large delegation of New Jersey auctioneers is expected to attend.

'Tis Said

A woman's mind is cleaner than a man's — she changes it oftener.

Sheets Brothers Are Featured In Local Auction Sales Story

The chant of the auctioneer, the romance and history that goes with every auction and the meeting place for folks from all walks of life has long provided glamorous and interesting copy for feature story writers. We have reprinted a good many in "The Auctioneer", especially when our own members have conducted the sales.

Below, we are reprinting from the Roanoke (Va.) Times a story by Staff writer, Robert B. Sears and the subject is a sale conducted by two former officers and Life Members of the National Auctioneers Association.

Garland Sheets and his brother Foster of the firm of J. G. Sheets and Sons are liquidating the personal effects of the late Blanche E. Sprinkle of Roanoke. Miss Sprinkle died last December.

She and her late sister, Miss Vivian Sprinkle lived in a big house full of antiques and valuable bric-a-brac and other furnishings at 2611 Crystal Spring Ave., SW.

Miss Vivian, who died in 1947, at one time collected and sold antiques at her place at Groseclose, Va. Many of these antiques are among the items now being sold.

The auction opened at 10 a.m. yesterday and went on until about 11 last night. The Sheets brothers will continue the auction today and Saturday. Saturday there will be a double auction, with garden tools, including a couple of power mowers, being sold in the basement of 105 Franklin Road. Upstairs the sale of household effects will continue.

"It's the most I've ever seen out of one house," Foster Sheets observed. Originally the auctioneer brothers intended to hold the sale at the house, but there was just too much.

So they tagged all the articles—in 1800 lots—and advertised them for inspection before the auction. Then they

moved the goods to the auction room where the sale began yesterday.

All items are sold for cash, as is, and the bidding is spirited. It's hard for an amateur to tell just what is being said, as the Sheets brothers use a chant not unlike that of tobacco auctioneers.

A baby grand Steinway piano went for a bit over \$600, and a Seth Thomas mantle clock sold for \$125. A tall grandfather clock went for \$150.

One man got an aple picker for \$4. It consists of three bamboo poles, each about five feet long, which can be joined together in a long pole. On the end is a small wire basket for grabbing the apples off the tree.

Bidding started at \$100 on a blue painted four-poster bed, which included the bed spring and mattress.

"I wouldn't be a bit surprised," the auctioneer observed, "if you took the paint off you'd find a walnut bed stead. I'm not saying it's walnut, you understand, but it might be."

The bed went for \$200.

Some of Miss Sprinkle's more valuable items were specifically exempted from the auction in the will, an officer of the Colonial-American Bank, the estate executor, said yesterday.

These included 78 ceramic dolls which were willed to the Valentine Museum in Richmond, and a pioneer kitchen collection of utensils, which was willed to Colonial Williamsburg.

"Here a rose medallion punch bowl," the auctioneer shouted, "with a wooden stand and seven cups. There's one exactly like this in the Governor's mansion."

Bidding started at \$15.

"Fifteen — will you give me twenty — fifteen, will you give me twenty?"

Twenty dollars is bid.

"Twenty — give me twenty-five," the auctioneer chants.

Bids go up to sixty dollars. Then they rise only a dollar at a time —

sixty-one, sixty-two, sixty-three.

The rose medallion bowl just like the one in the governor's mansion fetched \$69.

The crowd yesterday afternoon was predominantly women with a sprinkling of men. Some of the buyers were undoubtedly dealers.

Every now and then one of the Sheets brothers would take time out to request less noise.

"The biggest problem is keeping the women quiet," one of the brothers told a spectator.

Other items sold yesterday included an early Colt pistol (\$70), a Kentucky long rifle (\$85) and an antique cradle (\$41.50).

An observation by the same writer a week later follows:

Acquisitive Instinct on Parade

You can see a lot more on display at a public auction than just the lares and penates of a home dissolved by death.

You can see a lot of prominent people, and more who aren't prominent. But, most of all, you can see the acquisitive instinct on parade.

The urge to have and to hold was evident at a big three-day auction in Roanoke last week. J. G. Sheets and Sons sold the household goods of the late Blanche E. Sprinkle. The sale was arranged by the Colonial-American Bank.

The furnishing included a lot of valuable antiques. Everybody who is anybody in Roanoke came to look, if not to buy. More members of one church showed up the first day than were at their Ash Wednesday service the day before.

Ninety per cent of the audience were women. They looked the merchandise over with an appraising eye — the look usually reserved for the dress and grooming of another woman.

Yes — preachers and philosophers and merchandising motivation researchers could check a lot of their theories at last week's auction.

The acquisitive look was there — hard, rampant, ruthless — and practically naked! — R.B.S.

Nebraska Auctioneer Heart Attack Victim

Norfolk, Nebr. — Herman Schilling Sr., 58, widely-known auctioneer died at 10:30 P.M., Jan. 18, in a hospital here where he was taken after suffering a severe heart attack.

Mr. Schilling, son of Mr. and Mrs. Frank Schilling, was born Oct. 21, 1899, at Stanton. He attended schools in Stanton and Wisner, and came to Norfolk in 1923.

He operated a messenger and delivery service before becoming an auctioneer about 15 years ago. He and his son, Herman Jr., own and operated the Auction House at Norfolk a number of years.

He was married in 1925 to Miss Leota Stengel at Firth. They spent all of their married life in Norfolk.

Mr. Schilling was a member of Christ Lutheran Church, the Nebraska Real Estate Assn. and the Nebraska and National Auctioneers Associations.

He is survived by his wfe; one son, one grandson, and 10 brothers and sisters.

Record Year For Saskatoon Yards

Saskatoon, Can. — According to a report released by J. Leask, of the federal marketing service at Saskatoon, Can., the Western Stockyards there had a record year of operations in 1957.

(1) Sales on all classes of livestock, excluding horses, totalled 127,477 head, with an estimated value of \$11,700,000. Comparable figures in 1956 were 107,886 head and \$9,351,000.

Cattle and calf sales reached the 100,000 mark in 1957, compared to the previous record of 77,195 set last year — an increase of almost 30 per cent.

PREMATURE

Wife: "The new neighbors are wonderful. He kisses her when he leaves and keeps waving to her. Why don't you do that?"

Hubby: "Gosh, I don't even know her yet."

Yak-Like Beeves Defy Cold

BEAVERTON, Mich.—Ten head of Scotch Highland cattle slaughtered recently at a Saginaw meat packing firm has stirred interest in the breed.

Ralph Peterson of Beaverton, who with his brother, Herbert, sold the longhorned cattle in Saginaw and has raised Scotch Highlands for the past three years, doesn't pretend to be an authority on the rugged beef. But he has made something of a study on them first hand.

The Petersons read about the shaggy bred in a farm weekly, became intersted, drove to Belvidere, S. D., and bought 14 head.

"They are a rugged animal," Ralph Peterson said, "and can stand severe cold, even 60 degrees below zero. They don't seem to mind the wind." Under the shaggy hair a fine wooly undercoat seems virtually impervious to rain.

The beeves, which in their native Scotland munch on scraggy highland heather, are good brush-eating browsers, the Peterson brothers have found.

Current diet trends should help promote the breed the Petersons believe. They provide good lean meat and are not given to excessive fat.

"Nobody seems to want fat today in either beef or pork," they observed.

Ten head of the cattle dressed out

well when slaughtered at Saginaw, Ralph Peterson said. "The packing firm seemed very pleased with them."

The Petersons pasture their Scotch Highlands in an open field on their 580acre farm. A woods offers some protection, but the stock doesn't seem to mind the cold.

"They do like water," said Ralpn, "and frequently wade into ponds in the field during the summertime."

The cows weigh up to 900 pounds while the bulls will go to 1,200 pounds.

A 1925 National Geographic Magazine described the breed as "aboriginal in type and far removed in domesticity from our improved breeds." Scotch Highlands vary in yellow, red, black, brindle and mixtures of color. They look rather ferocious, but they are not, the brothers said.

The magazine article stated that on the London market the breed was found to be of "premium quality, fine of grain and unsurpassed in flavor." It also stated that they do not adjust to strange conditions.

"Ours are just beginning to adjust, and we've had them three years," the Petersons concurred.

The article noted that "small importations were brought to America, view-

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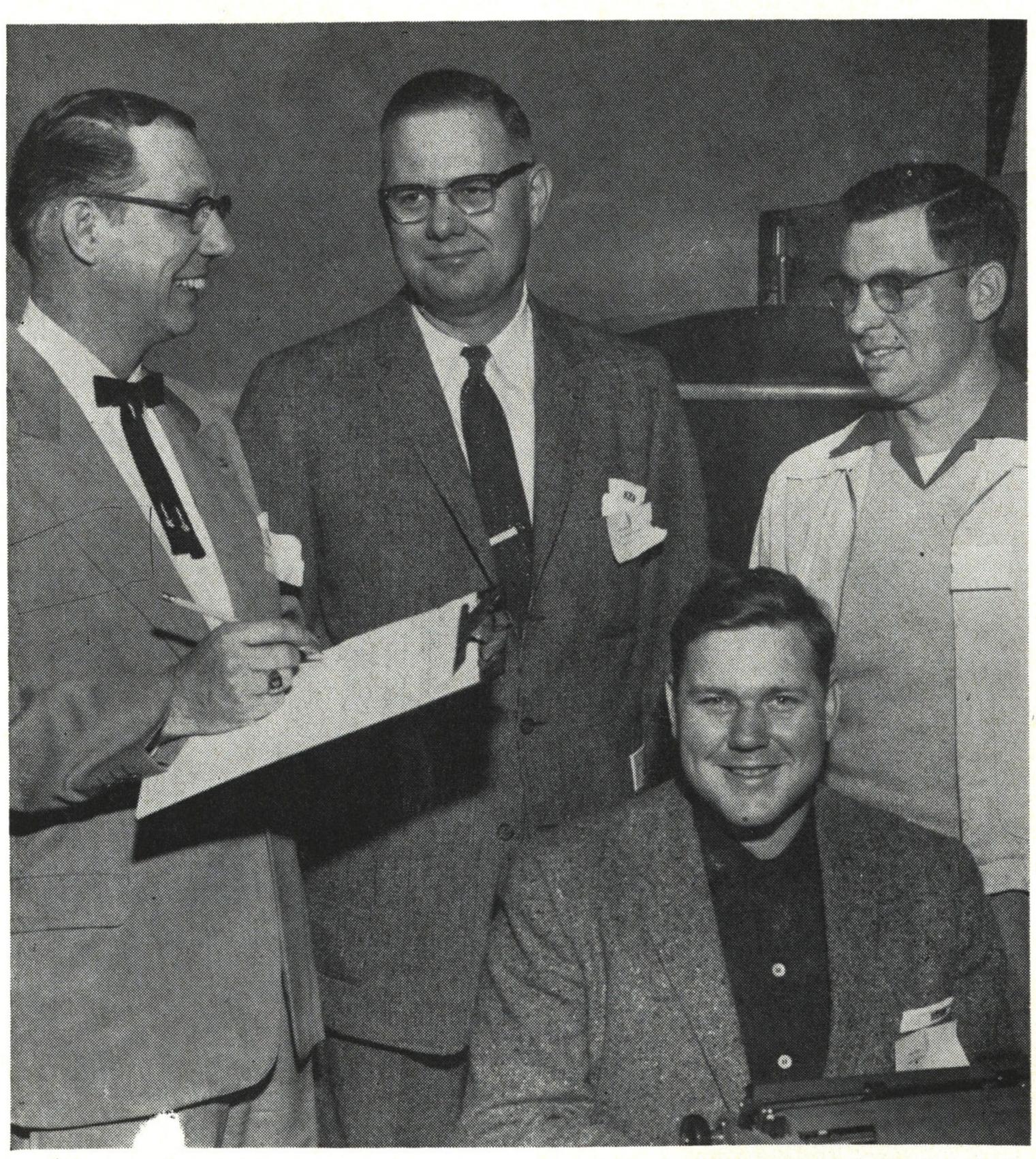
IN UNITY THERE IS STRENGTH

ed as curiosities and then disappeared."
The Petersons, however, believe the breed is a "comer" in the beef markets.

Two other Beaverton area residents have obtained several head each from Montana. They are William Kennedy and Bud Aultman.

The Petersons note similarities between the Scotch Highlands and the yak, all-purpose animals of Tibet—"horns and hair are very much alike."

Many a would-be poker player finds he has made a mistake in his calling.



These are the men who started the ball rolling when it came to organizing the South Carolina Auctioneers Association. From left to right they are: C. E. Cunningham, Bernard Hart, Boyd Hicks and Elbert Warner. Excepting the NAA Secretary, the other three are from Greenwood, S. C., the site of the initial meeting of this group. Col. Cunningham was later elected President and Col. Hicks was elected Secretary.

Ranch To Be Sold In Hotel Ballroom

Kansas City—The Colonial ballroom of the Muehlebach hotel here will be the site April 24 of the auction sale of the ranch and cattle owned by the late Dale Carnegie near Harrisonville, Mo.

The ranch of 1,240 acres and 600 to 700 head of Brangus cattle will go under the auctioneer's hammer with representative cattle being on display at the auction. It is said the sale will be unique in the auctioning of land and cattle.

The ranch consists of 1,240 acres with all fields completely fenced. It has 70 ponds and a 15-acre lake. The land will be sold as a whole or in parcels of 120 to 320 acres.

Box Social

From the Saginaw, (Mich.) News Among fun parties recently was the Jayshees box social at Coffman's. Attractively decorated boxes, all dolled up with hearts and flowers and tied with fancy ribbons, and filled with fried chicken, sandwiches, relishes and desserts, were auctioned off by an expert, Fred W. Smiley, who donated his services for the party, given to benefit the Saginaw Association for Retarded Children.

Red Bluff Sale Averages \$737

The February issue of this publication carried a feature article concerning the world-famed Range Bull Sale, held annually at Red Bluff, California. The 1958 edition of this sale is now history and the results were again highly satisfactory.

A total of 294 Shorthorn, Angus, Hereford and Polled Hereford bulls passed under the auctioneers' hammers for a grand average of \$737 per head.

Too much money in a guy's pocket sometimes crowds out the common sense in his head.

10TH ANNUAL CONVENTION NEBRASKA AUCTIONEERS ASSOCIATION

Sunday, May 4, 1958 Hotel Lincoln

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Lincoln, Nebr. (Home of Col. A. W. Thompson)

Auctioneers — Auxiliary — Families — Guests

An Outstanding Program is Planned Col. Harris Wilcox, Bergen, N.Y., President of the National Auctioneers Association, will be our Banquet Speaker.

Col. Rex. Young, Plattsmouth, Nebr., Pres.
Col. Dick Kane, Wisner, Nebr., Vice-Pres.
Col. Lowell McQuin, Plattsmouth, Nebr., Sec-Treas.

Prominent Canadian Auctioneer Dies

Calgary, Alta.—James William Durno, 71, a prominent Calgarian who for more than 41 years was dean of registered livestock auctioneers, died Feb. 21, after a lengthy illness. He was well known in

the Inland Empire.

Durno's outstanding career as a live-stock auctioneer began while he was working as a sales clerk for the late Arthur Laysell, and it is said he set more livestock records than anyone in the history of the industry. During his auctioneering career of 43 years he sold an estimated \$100,000,000 worth of live-stock and farm implements. His peak years were from 1918 to 1922 when his sales amounted to \$6,000,000.

Holsteins Average \$357 In 1957 Sales

United States Holstein breeders sold \$6,647,786 worth of breeding stock through the auction ring last year.

A total of 18,624 registered Holsteins of all ages changed hands in the 305 public sales reported in the Holstein-Friesian World and brought an average of \$356.95 as compared to \$339 in 1956.

The magazine, which conducts an annual survey of Holstein sale prices, reports that 1957 was the 12th consecutive year in which the breed's gross auction receipts exceeded \$5.5 million. Only three previous years — 1920, 1951, and 1952 — topped 1957's total dollar volume.

Buys Sale Barn

R. E. Johnson, Shoals, Ind., has purchased the Odon Sale Barn at Odon, Ind., in a transaction completed last month. This barn was advertised in "The Auctioneer" and was formerly owned by

Bernard Hart, Frankfort, Ind.

The Odon Sale Barn was established at the close of World War II by Col. John Sims of that city. Col. Sims operated the barn until his death in 1955. For the next two years it was operated by Col. Don Smock of Indianapolis, and Hart. Mr. Johnson has been the operator under a lease arrangement since last summer.

Humor is an antibiotic against hate.

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at held was School The y the men in this picture. It is an Auction School student body and instructors of July, 1923. Write and tell us how many you know. Some of our present NAA members are in this picture. us identify the men Colorado. Write and Help Boulder, (

Pennsylvania Forms New State Chapter

By Col. Wayne R. Posten

At an organization meeting called at Adrian's Restaurant, Chinchilla, Pa., on March 10, the Northeastern Chapter of the Pennsylvania State Auctioneers Association was formed.

Officers were elected as follows: President, Wayne R. Posten, East Stroudsburg; Vice-President, Everett R. George, White Haven; Secretary-Treasurer, Foster C. Hendrickson, Scranton.

This is the fourth local Chapter to be formed under the Pa. State Association and provides an opportunity for friendly monthly dinners without the need of long drives by the various members.

A division of Pennsylvania counties into areas for two new Chapters was arranged at the January meeting of the Pennsylvania State Association at Harrisburg. The other Chapter will be known as the Northwestern Chapter.

Those attending the organization meeting of the Northeastern Chapter displayed much enthusiasm and all present who were not previously members of the NAA paid their memberships to the National Association to the Secretary, Col. Foster Hendrickson, who immediately forwarded them to the National Secretary.

Monthly dinner meetings on the first Monday of each month will be continued at Adrian's Restaurant and the Chapter of the newly formed association will be kept open for a period of three months while a membership drive is continued.

For the May meeting, plans were made for a visitation and address by Col. Sam Lyons, Indiana, Pa., president of the State Association.

The exchange of auction brochures which have reached my office from boys all over the state is my basis for stating that the Pennsylvania boys are evidently enjoying a most gratifying business season for the first three months of 1958.

It is our sincere hope that any fellow NAA members who may sojourn through the picturesque Pocono Mountains of Pennsylvania, during the coming summer will inquire where the auction may be located that day and spend a few moments to stop and say, "Hello."

I am only one,
But I am one.
I cannot do everything,
But I can do something.
What I can do,
I ought to do,
And what I ought to do
By the grace of God I
WILL do.

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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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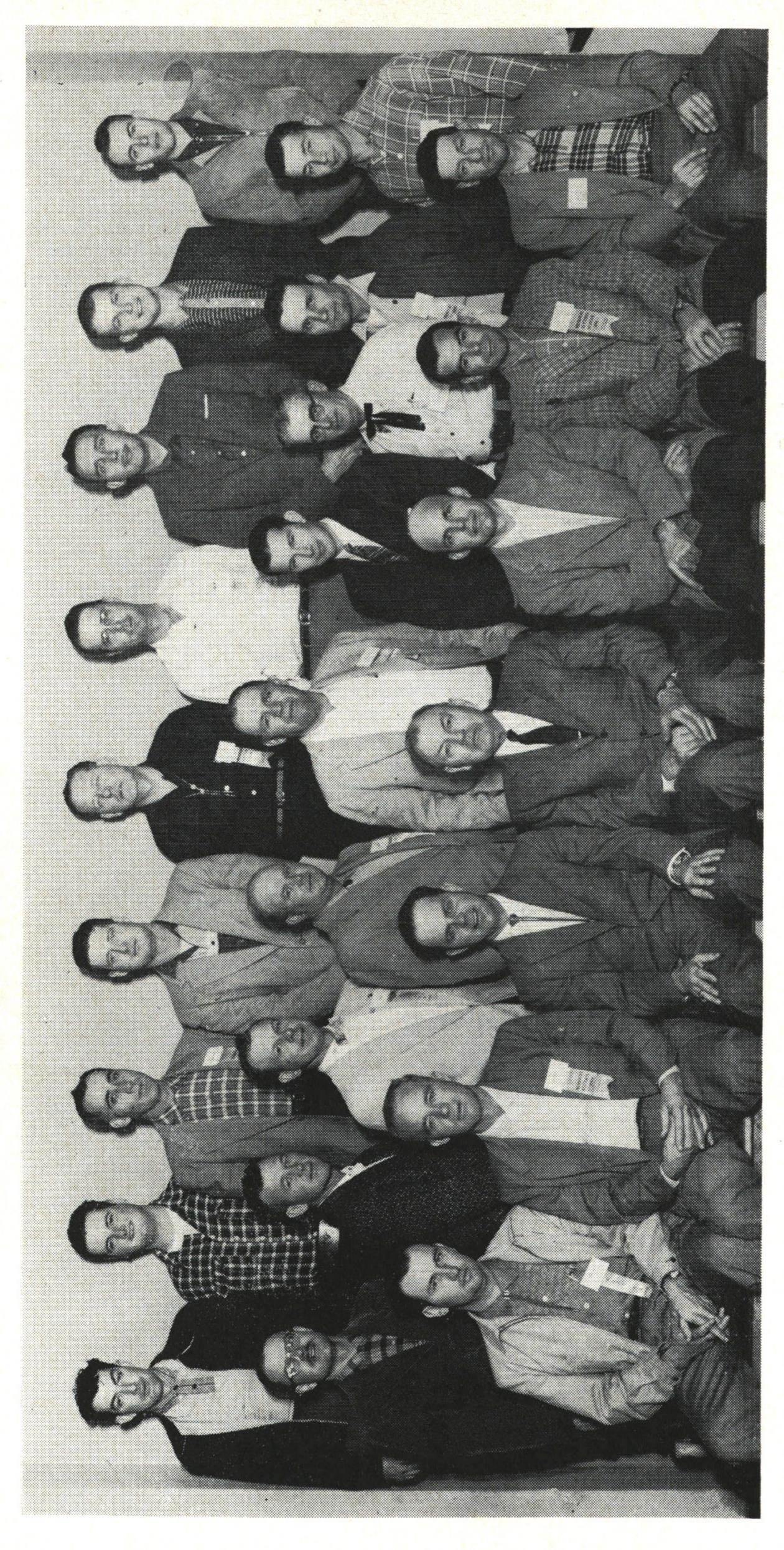
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HELP FILL THIS PAGE



Texas; William Herring, Ohio; William Engle, ×. Carolina; ROW, left to right: Workman, North Kansas. TOP Combs, William 958. Auction School-Kansas City, Mo.-March 1 Indiana; Leonard N. Illinois; Max Cutler, James V. Lewis, West Virginia; West Virginia; Carl E. Miller, -Missouri James Graduation Class-Lewis, Missouri; Š Barnett, Gordon

Sirrine, Arizona; Missouri; Boddicker, Florida. Robert Lloyd, Illinois; Russ Rahe, Missouri; Vernon John E. Holloman, Texas; Missouri; L. E. Ashworth, Ray Miller, Missouri; Marett, Idaho; Lawrence Miller, ROW: MIDDLE Virgil

John, President of School; Boyd Potter, Carman Illinois. Georgia; C. L. Franklin, Missouri; Lyle M. Paddick, BOTTOM ROW: Dewey McCoy, Kansas; Elmo Pepper, Michael, Instructor;

Livestock Auction Markets to Convene

Kansas City, Mo. - The largest number of livestock auction market owners ever to attend a convention of the industry's national trade association are expected in New Orleans, Louisana, June 12, 13, 14, 1958, according to C. T. 'Tad' Sanders, Executive Secretary of the American National Livestock Association. "Sponsorship of the first national Livestock Marketing Congress for participation of the entire livestock public and the rapid growth and development of the livestock auction markets as an industry will bring together the largest number of individual market owners and operators," Sanders said.

The convention will formally open Thursday morning, June 12th, but will be preceded by meetings of the Board of Directors, the Livestock Market Council and the State Associations' Council of the national association of the livestock auction markets, Wednesday afternoon and evening. Convention headquarters will be at the Jung Hotel.

The Association is the primary sponsor of the first national Livestock Marketing Congress which will be held in conjunction with the convention and itself provide the program, aside from the Association's business sessions. The Congress is being programmed as a national forum on livestock marketing. The objective will be to focus industry-wide attention on all phases and espects of livestock marketing throughout the country. The Congress will bring together leaders from livestock breeders, growers and feeders; meat packers and processors; service and allied industries; state and federal government officials concerned with livestock marketing; colleges, research and educational institutions; and their markets. The entire program will be one of business information as relating to livestock marketing.

The forum discussions planned for participation of the various segments of the livestock industry will be interspersed with formal addresses by recognized leaders and experts in the broadest livestock and related fields.

Earl Jennings, Jennings Stockyards, Baton Rouge, Louisana, is chairman in charge of convention arrangements. The Louisana Livestock Auction Markets Association will act as hospitality hosts. Mrs. Bobby McCampbell, Alexandria, Louisana, is chairman of the women's committee. A special program of entertainment for all those attending is planned, including a day at the famous Pontchartrain Beach, the South's finest playground, plus an "SS President" harbour tour with a "gumbo" dinner aboard.

The convention will close with a special tour of some of the leading Louisana livestock farm and ranch operations and the Louisana markets.

Michigan Hog Brings \$77 Per Cwt. In Sale

CARO, Mich. — Members of Richville area 4-H clubs swept three of four top honors in the Tuscola County 4-H Club-Future Farmers of America Hog Show and Sale at the Caro Livestock Auction Yards.

Richville 4-H Club member Robert Bickel showed the grand champion hog, purchased by Charles Bader & Sons, Reese farm implement dealers, for \$77 per hundredweight.

A total of 130 hogs—10½ tons of pork—was exhibited and sold for approximately \$5,400 at the event, according to William Muller, Tuscola County 4-H agent. The average price per hundred-weight was \$25.32, he reported.

The show and sale is sponsored by the Caro Board of Commerce, which awarded trophies.

On September 1, 1927, a National Air Transport plane took off from Hadley Field, near New Brunswick, New Jersey, with 580 pounds of commercial air cargo aboard bound for Chicago and destinations beyond. This shipment marked the inauguration of regularly scheduled air express service within the United States.

Some people will believe anything you tell them—if you whisper it.

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THE LIGHTER SIDE...

SALES INSURANCE

The owner of a hardware store in the suburbs of a large city added a line of musical instruments to his stock, displaying the instruments in his show window along with a collection of shotguns. A regular customer came in soon, inquiring with some surprise, "How come the violins, the trombones, and the saxaphones in the window? I thought this was a hardware store."

"It's a trick I learned from a music store owner," the hardware man replied. "If I can sell the musical instruments, I can sell twice as many shotguns within a week's time."

REASON

Mountain climbers rope themselves together because there's safety in numbers—also, it keeps the sane ones from going home.

AUTHORITY

A Russian named Rudolph looked out the window one morning and said, "It's raining."

"No, it's sleeting," said his wife.

"It's raining, doggone it," he answered. "And Rudolph the Red knows rain, dear."

OVERSIGHT

A man received a somewhat urgent call at his office from his young daughter.

"Daddy," she began, "Mother put both cars in our garage this morning and now she can't get them out."

"Why can't she get them out?" the man asked patiently.

"Did you forget, too?" exclaimed the girl. "We only have a one-car garage."

HEADACHE

Among the chief worries of today's business executives is the large number of unemployed still on the pay rolls.

DULL

Don: "What kind of time did you have on your vacation in the Big City?"

Ray, glumly: "Eastern Standard time."

DEFINITION

A gossip is a person who talks to you about others; a bore is one who talks to you about himself; a brilliant conversationalist is one who talks to you about yourself.

COURTESY

During a confusing snarl of cars a beautiful redhead, driving a convertible, was heard to inquire sweetly of a bemused pedestrian caught between red, orange and green lights and who came to a sudden halt directly in front of her car, "Sir, would you think it ostentatious of me to inquire as to your plans for the immediate future?"

GUILTY CONSCIENCE

Only a week after he started to work, he announced he was quitting. "It isn't the pay," he explained to the foreman. "It's just that I can't help having a guilty conscience."

"All the time I'm worrying about how I'm cheating some big strong mule out

of a job."

MIRACLE

A farmer was losing his temper trying to drive two mules into a field when the minister came by.

"Say, Reverend," the farmer said, "you're just the man I want to see. Tell me, how did Noah get these into the ark?"

UNFORTUNATELY!

A stern, hatchet-faced woman entered the office and demanded to see the bossman.

"Is she good-looking?" the boss asked the office boy.

"Yes, sir—very beautiful," was the reply.

"Then show her in."

After the lady's departure the boss sent for the office boy.

"You're a swell judge of beauty," he

said irritably.

"Well, sir," apologized the office boy, "I thought she might be your wife."

"She is," snapped the boss.

IN UNITY THERE IS STRENGTH

ACCIDENT

Judge: "You claim you shot your wife accidentally?"

Prisoner: "Yes sir, it was an accident. She got in front of my mother-in-law just as I pulled the trigger."

GRATITUDE

Irate Father: "I sacrificed everything I had in order that you could study medicine, and now that you're a doctor, you tell me I have to give up smoking."

IMPRESSIVE

An Arab dignitary had just returned from an extensive trip through the United States. His friends and family were gathered around him as he unpacked his luggage, eager to hear about his adventures.

"What impressed you most about America?" one of his friends asked. "The tall buildings?"

"No," the man replied, unpacking his turban.

"The fancy cars and all those worksaving appliances we keep hearing about?" another friend inquired.

"No," the Arab answered, unpacking his robes.

"Well, what did impress you most?"

"American salesmanship," the Arab replied, removing an outboard motor from its wrappings and gazing sadly at the bone-dry desert.

BAD AIM

The colonel insisted that his cook serve a domestic, corn-fed turkey for Thanksgiving—no wild fowl. Came the day and the colonel cut into a beautiful done-to-perfection bird, frowned, cut again and said to his cook, "Didn't I tell you I wanted a domestic bird?"

"Yah, suh, dat's domestic, corn-fed fowl."

"Well, what about this shot I'm finding?"

The cook shuffled from one foot to the other. "Dat shot, colonel, suh, were meant fo' me."

POLICY

Brown: Believe me, if my wife says anything about the time I come in, I am going to tell her a thing or two.

Green: Don't do it. Tell her one thing and stick to it.

EVEN STEPHEN

Joe took his new girl friend to the ball game. She watched the game with only mild interest. "Look," Joe exclaimed, "we've got a man on every base!"

"So what?" she asked languidly. "So

SAFETY FIRST

has the other team!"

A woman was driving along a country road practicing for her driver's license test. Her husband was seated beside her giving instructions. Ahead she noticed a telephone lineman climbing a pole.

telephone lineman climbing a pole, "What do you suppose he is going to do up there?" she asked.

"He's just getting out of the way," her husband muttered.

NATURALLY!

A customs officers asked the woman traveler: "Anything to declare, ma'am?"

"No," she replied, "not a thing."

"Then am I to understand, madam, that the fur tail hanging down from under your coat is your own?"

BY DAWN'S EARLY LIGHT

He was a tourist who liked to brag about how many miles he could cover in one day. As the evening wore on they passed motel after motel with the "No Vacancy" sign out. Finally his wife remarked, "I know we'll find one soon, dear. People are starting to get up."

NO FOX

A pretty Army nurse, who had just returned from the South Pacific, was describing an air raid in New Guinea. "When the Jap bombers came over," she said, "I jumped right into the nearest wolfhole."

"You mean foxhole, don't you?" a listener asked her.

"Maybe a fox dug it," the nurse said demurely, "but there was a wolf in it when I got in."

WELL, SURE

Like many loyal ministers' wives, she sang in the church choir. One Sunday the father of an 8-year-old in the congregation asked the child if he knew the minister's wife.

"Oh, yes," came the reply. "She's one of the chorus girls."

MURAL

A woman clerk discovered a youngster wandering forlornly in the lobby of the Department of Agriculture building in Washington, and in a spirit of kindness, said to him, "Perhaps you'd like to see the 40-foot mural on the floor above. It's really quite interesting."

With an expression of awed anticipation, the small boy hot-footed his way upstairs. A few minutes later there came a despairing call from the Bureau of Animal Husbandry upstairs. "What is the big idea?" a voice demanded. "Just who sent a kid up here looking for a 40-foot mule?"

DIFFERENCE

Maisie: "Did you know I'm going to be married?"

Daisie: "No! Why, I thought you hated men . . ."

Maisie: "I do, but this one asked me to marry him."

EXCUSE

"How can it take you three hours just to go to the store?" the minister's wife asked, annoyed.

"I met Mrs. Brown and asked how her married daughter was getting along," he sighed wearily, "so she told me."

EXPLANATION

The farmer was extremely nearsighted and had to get his head down close to his work to see what he was doing, as he milked the cow. The city visitor watched in astonishment and finally spoke up.

"So that's it," he explained, "I've often wondered what the word 'pasteurized' meant—never knew before that you could see every drop going past your eyes!"

INDEPENDENCE

"So your new job makes you independent, eh?"

"Absolutely. I get here any time I want before 8 and leave just when I please after 5."

HI HO, SILVER!

A young mother, concerned over the effect of cowboy movies on her youngster, said:

"The other day I drove through a red

light at a busy intersection and was handed my first traffic ticket. My three-year old son watched the officer in growing excitement, and finally inquired, 'Mommy, why don't you shoot it out with him.'"

CAPTIVE

"Daddy, why can't I go out and play like the other kids?" "Shut up and deal."

IN TRIPLICATE

A colonel was transferred to a new command. On reaching his depot, he found stacks of old documents accumulated in the archives of his predecessors, so he wired headquarters for permission to burn them. The answer came back: "Yes, but make copies first."

FAVOR

"Well, my friend," beamed the psychiatrist, "I think we've got your kleptomania under control now."

The woman smiled gratefully and got up to leave.

"However," said the doctor, "if you do have a relapse, please pick up a little transistor radio for me, will you?"

DANGEROUS

A Yankee tourist was out sightseeing in London. They took him aboard the old battleship Victory, which was Lord Nelson's flagship in several of his famous naval triumphs. An English sailor escorted the Yank over the vessel, and coming to a raised brass tablet on the deck, he said as he reverently removed his hat: "Ere, sir, is the exact spot where Lord Nelson fell."

"Oh, is it?" replied the American, blankly. "Well, I'm not surprised. I nearly tripped over the thing myself."

DISTANCE

First freshman: "How far are you from the correct answer?"

Second freshman: "Two seats."

SHHHH!

At the side of the road a woman looked helplessly at a flat tire. A passer-by stopped to help. After the tire was changed the woman said, "Please let the jack down easy. My husband is asleep in the back seat."

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Father: I can see right through that girl's intrigue.

Son: I know, but they all dress that way nowadays.

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- 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.
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