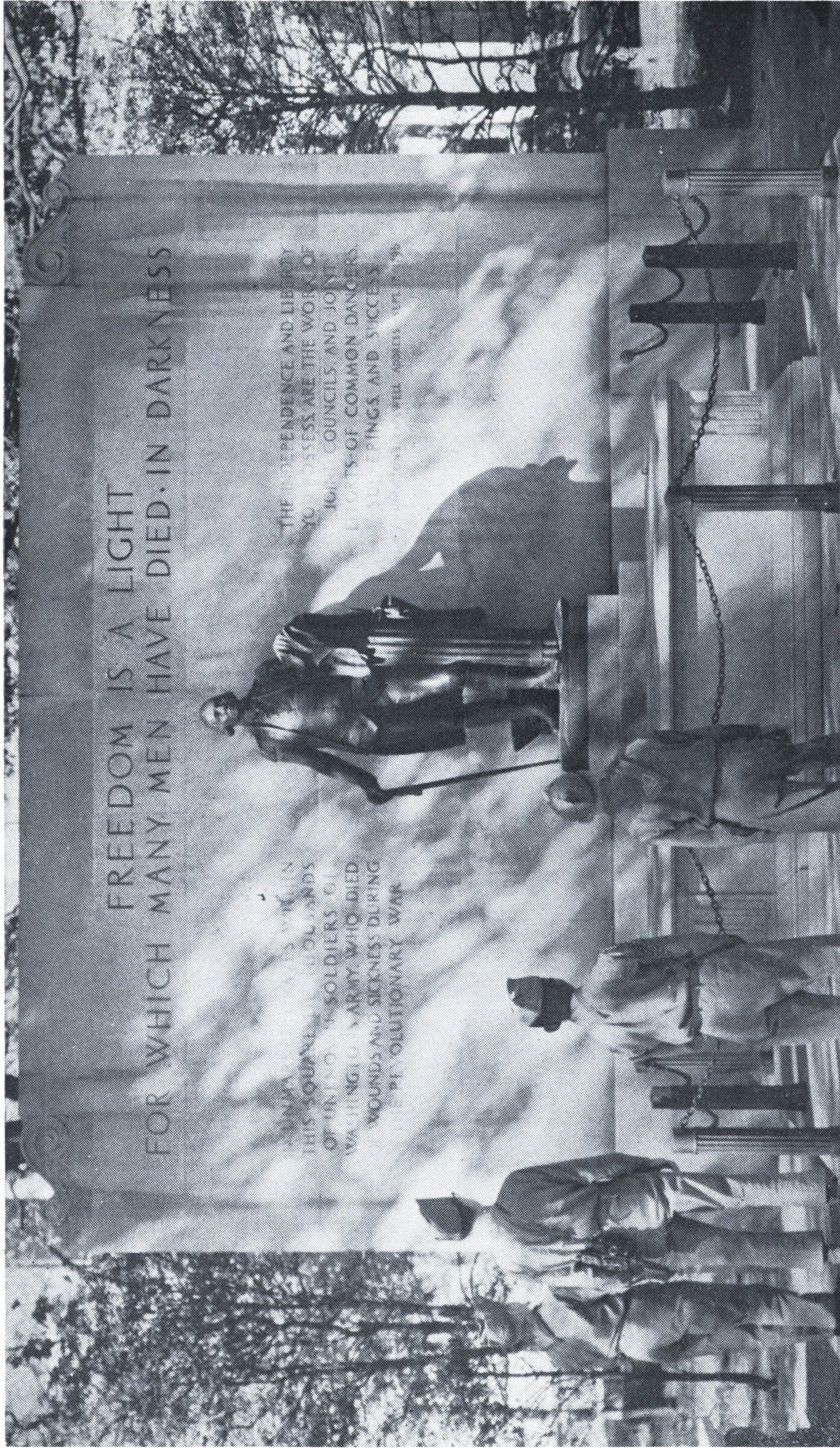


the AUCTIONEER



FEBRUARY
VOL. XVII

No. 2
1966



FREEDOM IS A LIGHT
FOR WHICH MANY MEN HAVE DIED IN DARKNESS

AND IN
THIS SQUARE
OF THE
ARMY WHO DIED
WOUNDS AND SICKNESS DURING
REVOLUTIONARY WAR

THE DEPENDENCE AND LIBERTY
YOUR POSSESS ARE THE WORK OF
HONOR COUNCILS AND JOINT
EFFORTS OF COMMON DANGERS
SUPPORTS OF PINGS AND SUCCESS
WELL ADDRESS YOU

TOMB OF UNKNOWN SOLDIER OF THE AMERICAN REVOLUTION. This handsome monument stands in Philadelphia's Washington Square where many men of General Washington's Revolutionary Army were buried. (See story on page 23).

THE AUCTIONEER
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Benefit Auction:

How - When - Why!

By Col. John R. Fishdick, Eagle River, Wis.

This article is the resultant of those who responded (overwhelming) to the offer made by the author in the November issue of *The Auctioneer*.

For the established auctioneer this subject will not have the same reader interest that it will for the new auctioneer who is striving to establish his identity in the community. For the latter, I hope he or she will find a fresh idea that will be useable and that can be incorporated as their own.

Benefit or charity auctions are just what the name implies—the raising of monies (without the usual fund raising expense and or the solicitation of cash donations) for groups such as P.T.A., Little League's, Lions Club, church, fraternal and civic organizations. The auctioneer performs his services without charge. The unsolicited publicity is worth more than money. The satisfaction of his inner-self, knowing he is contributing something for the good of his fellow man, is again, something, money cannot buy.

No magic wand ever turns out a benefit auction. And no fairy godmother fills the coffers with silver enough to pay expenses and hand a chunk to charity. It's work that counts, say doers, and trite or not-work, planning, know-how and organization ultimately crown a benefit auction with success. But, is it worth it? Hours of detail work make up the final product? Do participants derive real satisfaction from getting out of the house into the stream of "Doing"?

For the majority it is a loud and resounding "Yes". If for nothing else they feel they are paying an obligation to the community.

A benefit auction is as important as any commercial auction the auctioneer will sell. If there is insufficient time, manpower, preparation, and implementation—don't handle the sale. A poor charity auction can be the death-knell.

If you are approached or solicit a bene-

fit auction—let your approach and response come in a straight forward manner, "don't beat around the bush." Tell the potential sponsors that the following are absolute fundamentals:—

1. Time element—at least 30 days for preparation prior to sale date.

2. Assurance of a working Chairman who can deliver workers prior to and at sale time, plus sufficient of his own time for executive direction.

3. You will furnish gratis to the Chairman and committee the professional assistance in planning and staging the auction. Such as:

- a. Lay-out of newspaper, poster, radio, TV advertising and publicity.
- b. Write news and publicity releases.

1. Always see that Program Chairman and President's name appear — conclude with name of auctioneer — mentioning that he is contributing his services without charge.

2. Have new copy for media available each week prior to sale.

4. See that a firm date commitment is made for the site of auction.

5. Impress on Program Chairman that proper planning and work pay-off in cash at sale time and it's a more efficient and less painful procedure than putting the 'bite' on merchants and residents for cash donations.

Merchandise Procurement:— We are assuming this will be a general merchandise auction, new and used articles to be donated by residents and merchants. A most unique and useful idea for publicity and merchandise procurement was originated and developed by Mr. Hank Kahn, Program Director, Radio Station W E R L, Eagle River, Wis. 54521. This consisted of a tape recording between two fictitious characters (Herman & Zelda) who in conversation put on a hard sell combined with good clean humor. By test, it delivered the mer-

IN UNITY THERE IS STRENGTH

chandise and people—it gained regional fame by the press for its originality and quality. This tape is useable anywhere with slight modification and I suggest you make inquiry of the Eagle River, Wisconsin station and determine whether or not a tape copy would be available. I recommend it without reservation.

In a small community without dial telephones you can arrange with your local exchange to have the operator accept calls by having the donors call "Auction Central". Calls will be directed to the workers home where she can accept calls for merchandise pick-up.

Designate one night-a-week prior to sale—usually 7 to 8 p.m. when donors may have the truck pick up items at their home. A lit porch light signifies that they want the truck to stop.

Merchants are solicited for new, damaged and obsolete merchandise. Gift certificates are given by restaurants, beauty parlors, barbers, dry cleaning, gas stations, etc.

Donors of merchandise are given a ticket (free) which is good for the grand prize drawing on the night of the auction. This stimulates giving.

Sale Time: Auction block should be

elevated from ground floor and so situated, if possible, that crowd is in front and not behind auctioneer.

1. Start sale promptly with introduction of officers, clerk, cashier, and handlers.

2. Explain briefly how bidding is done at an auction—many newcomers and youngsters appreciate this. Start slow and increase the tempo as you go along, but start Slow.

3. Terms of the sale. Stress this is a benefit auction—it's their auction — and this worthy cause warrants their putting their hearts where their pocket book is.

4. As auctioneer I do not handle merchandise—have sufficient handlers for this work. Allow rest periods for handlers.

5. Clerk and Cashier—same as commercial auction with this exception, namely:

a. Use mobile cashiers in addition—have them wear red caps and carpenter aprons (for change). These people can collect and deliver merchandise.

b. Use every bit of help you can get—everyone likes to participate and be considered a part of the event.

6. Silent-auction: Large bulky items,



The author of this article, Col. John R. Fishdick, as he conducts a Benefit Auction at the Eagle River (Wisconsin) Stadium. Note the white gloves to which he refers to in the story.

such as refrigerators, water heaters, stoves etc. Arrange at side of auction block a section for just this type item. Have each item ticketed with a number and then have a corresponding number on a large board at which we have the attendant. Buyers give name and address and make a bid and same is placed on the board—each higher bid removes the lower bid. This is handled independently of the auction block and about 30 minutes prior to end of auction advise all people who have made silent bids to re-check as they will be closed out at a certain time. At closing—the high bidder on any item, pays cashier and the merchandise is sold to him at his bid. This arrangement does away with a lot of hard work and wasted valuable time.

7. On occasion include a gift certificate (unknown to bidder) with a small article. When high bidder receives merchandise ask him to look inside and announce his “bonus”. This creates a little excitement.

8. Start sale on small items and then after the 3rd item offer a children's toy. Explain that only children may bid, their parents may assist them in raising of their children's hand or telling them to call out a bid but no actual bid will be taken from adults. Sell slow but not long—sell out. Then get the child on the block and ask the crowd to give the youngest bidder a hand—you'll get it. Then interview the youngster, asking his name, parents name, and where they live. They love it—you get to the crowd through their children. Remember that these are the future generation of bidders for you.

9. Showmanship—Soft sell or hard sell, any sale must carry an element of showmanship. Too many people settle for far less than their abilities entitle them. What they lack most is the knack of showmanship—the ability to make themselves and their product stand out in the crowd. You don't have to act or look like a ‘kook’ but you can through neat and proper attire add a certain zest to your sales approach. Some years ago I thought of the idea of wearing white dress gloves—yes, different but also puts my hands in a different perspective—your hands and vocal cords are your primary tools—use them to the best ad-

vantage. Smile—and smile some more—if you reflect contentment so does the crowd.

10. If sale has proceeded to point where a small amount of merchandise is left, close it out by selling off in lots, bunch it and sell off for what ever it brings. This saves work and trouble for those in charge of the clean-up.

11. Have drawing for grand prize. This item should be new and of value, like Outboard motor, T.V., Power Mower, etc. Have youngster of one of the organization's officers do the drawing.

12. Closing: Thank the people for their attendance and ask for a standing applause for the officers, workers who sponsored the event. Give them your personal thanks and make mention of any commercial sale you might have within the very near future.

Conclusion: I realize there are points that could have been covered with more detail, others that I may have failed to mention, so as an alternative I offer the following: If you as a reader desire further information, write me, and all I request is that you forward a self addressed, stamped envelope for your reply. I hope in some small way I have fulfilled the commitment made in the November issue of “The Auctioneer.”

Indiana Auctioneer, Civic Leader Dies

John C. Stanley, Hagerstown, Ind., auctioneer, passed away January 1, 1966, in Reid Memorial Hospital in that city.

Stanley was born in Middletown, Ind., and moved to Hagerstown, early in life. He was very active in the civic life of his community, having founded the Hagerstown Boys Club in 1939, and it was he who organized the first Cub Scout pack in the city.

He was a past President of the Hagerstown Lions Club, a member of the Masonic Lodge and the National Auctioneers Association. He had served on the local school board as well as numerous times on the Wayne County tax board of review.

Survivors include his widow, a son, three sisters and four brothers.

"Man Of Year" Award To N. A. A. Past President

DENVER, Colo. — One of the most notable individual awards made in the livestock industry went to Charles Corkle, 65, livestock auctioneer from Norfolk, when he was named Man of the Year in Livestock by the Record Stockman, Denver-based weekly livestock newspaper.



Corkle has been an auctioneer for 25 years. The award is presented annually to a person who has made an outstanding contribution to the livestock industry.

The Record Stockman has cited Charlie Corkle's "acknowledged reputation as a leader in the auctioneering profession, his integrity, loyalty, ability to get along with people, and the respect he has gained from the Industry."

"He was praised, also, for the "sage advice and helping hand he gives willingly upon request and for dedication to his work." Corkle's words, "And now folks, if you will bid readily on these cattle, we will try to move the sale along and we will have you out of here in good time," have started many sales.

Born March 12, 1900, at Tilden, Neb., to Mr. and Mrs. Charles L. Corkle, he was the oldest of eight children and spent his youth on his parents' farm near Tilden. A registered Hereford herd was a family project. For a time he worked with the Norfolk Livestock Sales Co., Norfolk, Neb., which his father helped organize in the early 1900s.

Corkle attended college for one year at St. Mary's, Kan., and for one year at Notre Dame University, South Bend, Ind. Later, he was a field representative for the Nebraska Farmer at Lincoln, and for the Cornbelt Dailies, now the Stockman's Journal in Omaha.

After attending the Reppert School of Auctioneering in the early 1940s, he went into auctioneering, specializing in registered Hereford cattle sales. Corkle was married to Mildred Torpy, Omaha, in 1927. Sons are Dick and Gerald; daughters are Mary, Joan and Cecile.

Corkle served as President of the National Auctioneers Association in 1961-62 and retired last July from five years of service on the NAA Board of Directors.

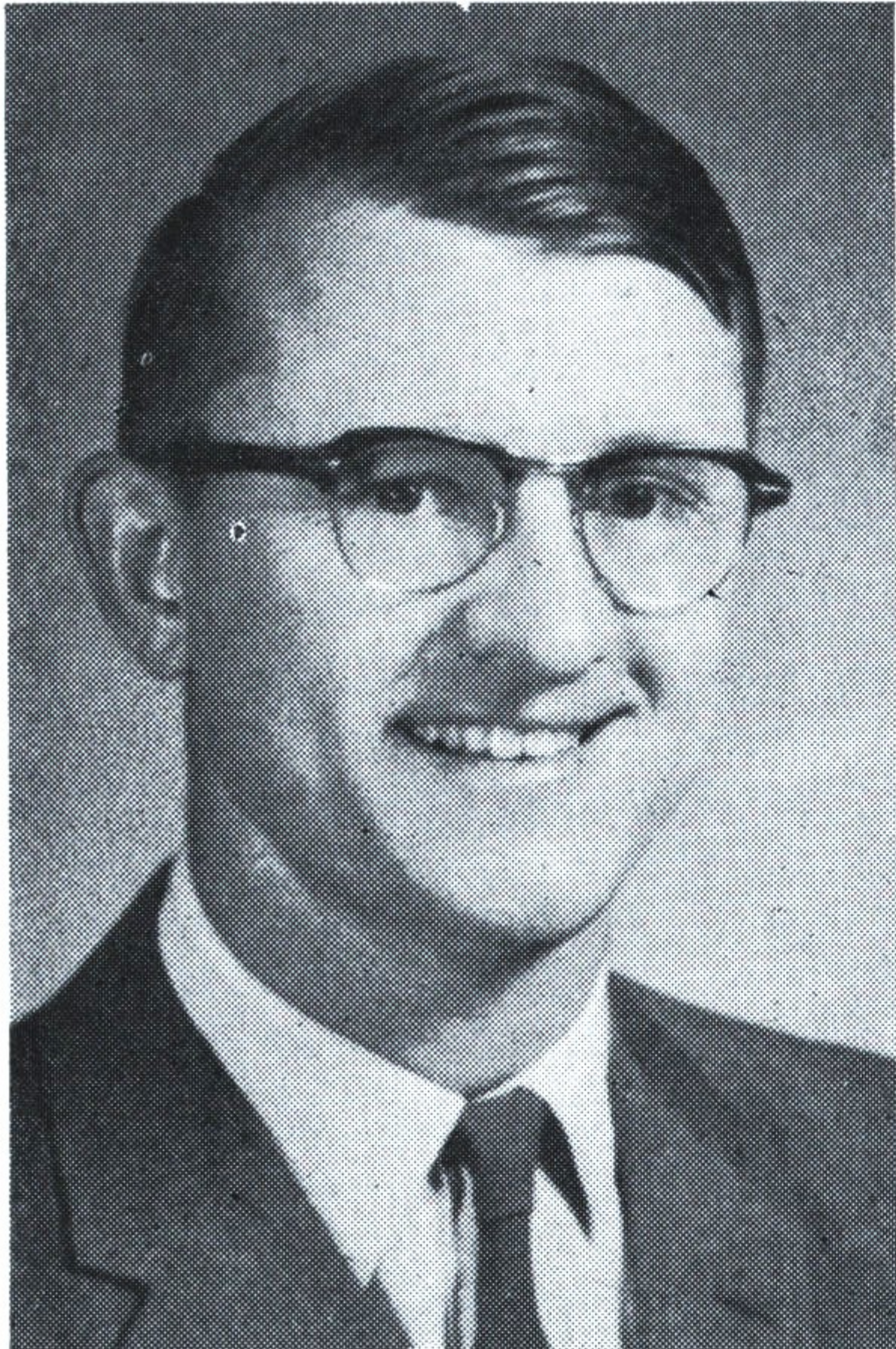
He is a member of the Nebraska State Auctioneers Association, Knights of Columbus, Norfolk Chamber of Commerce and the Norfolk Board of Realtors.

A free economy and society expands the opportunities for all its members, but leaves it largely to them to decide what they will do about it. This is the antithesis of the present sociological approach, which regards the poor as a segregated class; either they must be dragged out of their poverty by mechanical government programs or else maintained in their poverty by the rest of society. Since there are always those who are only too willing to live at the expense of others, that approach may only swell the ranks of the shiftless and help perpetuate poverty. — Wall Street Journal

Public Relations A Must

By Kenyon Brown

We are told that auctioneering has made great strides! Our industry is growing! There are more auctions every year! Who is the authority on these statements? Of course there are accurate gross totals on the livestock and tobacco markets. Your largest industrial and art auction



galleries have accurate figures. However, the daily household sale, the way-side auction house, the farm sale auctioneer, does not report gross totals to any statistical center. Therefore, it may or may not be true that we are a growing industry.

If the truth were known and if we are growing yearly, we nevertheless could grow even more rapidly by promoting better public relations and by delivering the auction method. With a persistent campaign, we, as auctioneers, could promote our industry with little cash outlay. Our associations, whether local, state or national, should be the motivating force behind such a campaign. A well directed program by 2000 members could not fail but to have a most important impact on our public image. Growth would follow.

In each state are member auctioneers with the ability to get on their two feet, stand tall and deliver our message to business and social groups of all kinds. In America there are literally thousands of clubs, social circles, business sessions, etc. Each one has a program chairman. They are all hunting for free speaker entertainment. Regardless of the attendance, our message should be important.

Each state or local auction group should have a speaker's bureau. A capable member, or members, should have a canned speech ready for immediate delivery whenever and wherever some clubs need a program. Most small and middle size towns have a "Chamber of Commerce". Through this chamber, we could advise other clubs in the area that free auctioneer speakers are available.

Such a talk should be tempered to the group being addressed. A ladies social would prefer humor, a businessmen's group technical knowledge. There is an untapped reservoir in which the auction story can be promoted throughout our country. The only expense is time and gasoline. We should exploit this great opportunity. Supposedly all auctioneers are accomplished public speakers.

Young auctioneers practice selling. Experienced auctioneers should practice a speech. We make our living talking. The next step is making a better living by talking the promotion of the auction industry. A speech outline could be developed along the desired lines of the message we wish to convey. Each auctioneer could develop from such an outline a talk to suit the principles of operation in his own area.

If your state association does not take the initiative to initiate such a program, then take it upon yourself to develop and conduct such a campaign. By promoting public relations for the industry you are in turn promoting yourself.

A very brief outline would include the following possible points in a talk:

1. History of auctions in early times.
2. History of auctions in America.
3. What can be sold at auction.

4. Why sell by auction.
5. Why do buyers attend.
6. Who attends.
7. Buyers responsibility.
8. Auctioneers — past and present.
9. Auctioneers responsibility.
10. Human traits of people.
11. Humor at auctions.
12. Unusual items or sales.
13. Auction anecdotes.
14. Modern trends in auction selling.
15. Auctioneers — modus operandi.
16. Importance of auction associations.

I know that some auctioneers do speak, or have spoken, to service and other clubs, but with an organized system we could leave an important auction message in every hamlet or area in the country.

Historic Buffalo At Auction February 12

Buffalo, 120 of them will be sold at auction, Saturday, February 12, at the Custer State Park in the Black Hills of South Dakota. This is the first auction of buffalo breeding stock on record although small

consignments have been entered in other auctions.

Sale will consist of 100 coming two year old heifers and 20 two year old bulls. Heifers are all calfhood vaccinated against Brucellosis. They come from the largest original buffalo herd on the North American continent. Foundation stock came from the Sioux Indians and Scotty Phillips, pioneer Dakota cattle and buffalo rancher. They are pure strain buffalo, no crossbreds.

Les Price, Superintendent of Custer State Park, and one of the world's foremost authorities on buffalo, selected the sale offering from the same herd that has appeared on Telestar and also in such motion pictures as: TOMAHAWK, CHIEF CRAZY HORSE, THE SAVAGE, THE LAST HUNT, and HOW THE WEST WAS WON.

Jack Churchill, Hermosa, S.D., and Fred McFarland, Sturgis, S.D., will be the auctioneers. Both are active NAA members and Churchill is a past President of the South Dakota Auctioneers Association. Auction will be held at the Buffalo Corrals in Custer State Park. Further information can be secured from either of the auctioneers.

We Have Moved! ! !

Offices of the National Auctioneers Association have been moved to 901 South Jackson Street, in Frankfort, Indiana. Our telephone number (317-654-6337) remains the same as does our Zip Code (46041).

Actually, the new office is only three blocks from where it has been for the past 11½ years. However, we had outgrown our former quarters, making the move necessary.

In our new location we have a suite of four rooms (which are none too many). Our location is one of the better ones in the City as Jackson Street is the main north-south artery through town. It also is Indiana Highway 39.

We invite our members to stop by for a visit anytime they are in the vicinity. We believe you will be proud of the new headquarters even though improvements have not been completed as it will be necessary to await spring weather for outside painting and landscaping.



Here are a portion of the automobiles entered in a regular weekly auction of the Canfield Auto Auction, Canfield, Ohio.

Austin Buys Hall's Interest In Auction

Ray Austin, Canfield, Ohio, has purchased Jerry Hall's interest in the Canfield Auto Auction Inc., Canfield, Ohio.

Mr. Austin and Mr. Hall were partners in the business and started the Auto Auction on March 3, 1964. It is the newest Auto Auction in Ohio and is considered by Auto Dealers to be one of the best in the state, and the second largest. The Auction is held every Tuesday at noon and is open to Auto Dealers only. It is held at the Canfield Fairgrounds, the most beautiful fairgrounds in Ohio.

Mr. Austin announces that the Auction will hold its second anniversary sale on March 1, 1966, at which time many cash prizes will be given to dealers. Approximately 500 cars are expected to cross the blocks that day. The Auction operates 3 "rings" — selling a car in each of the rings at the same time.

Ronald Austin is associated in the business with his father as manager of the Auto Auction.

The Auction employs more than 40

people on auction day. A new modern cafeteria was opened last year for the convenience of the dealers.

Canfield Auto Auction is a member of The National Auto Auction Assoc., and also the Midwest Zone.

Ray Austin operates an Auto Leasing business, and, also, is in the Auction business specializing in farm and commercial auctions. Ronald Austin, Gene Campbell and Gary Linested, Espyville, Penna. are associated with Mr. Austin in the Auction business. Mr. Austin has been an Auctioneer for 20 years. He is a member of the National Auctioneers Association and the Ohio Auctioneers Association. He is past president and past board member of the Ohio Auctioneers Association.

Ray Austin and Jerry Hall are co-owners of the Canfield School of Auctioneering. Jerry Hall plans to enter Christian service work.

A modest girl, asserts the Army and Navy Journal, never pursues a man. Nor it continues, does a mousetrap pursue a mouse.

THE LADIES AUXILIARY

The Care and Feeding Of An Auctioneer

By Kay Dewees

Volumes have been written filled with suggestions, plans, and practice drills for the beginning auctioneer, but it is hard to find anything written to guide the auctioneer's wife. The same rules apply whether you're a new bride or a mature young grandmother when you are faced with life as the "Colonel's Lady."

All general advice for a happy home written by Heloise, Abby, or Geneva holds true, for a relaxed home is a necessity in every husband's life whether he is a buyer, seller, or auctioneer. (The world isn't really divided — it just seems so to the auctioneer and his family.)

Wives of newcomers in the auction field are often unprepared for the questions and reactions of friends and relatives to their new endeavor. Remarks will range from thinking they are yodelers or entertainers to believing they have been granted the "gift of many tongues." Often, they have no idea that it is a profession, and a difficult one at that, which requires schooling, diligent practice, and hard work.

But that's all right — you needn't tell them all this. The face you present the world should be one of excitement and enthusiasm with the auction method of selling.

Learn as much about his general auction business as you can. This includes the terms used, the methods of booking sales, and above all cultivate a pleasant telephone personality. There is no set time for the important calls to come through, and you should be prepared to accept them. If you don't, the prospective customer may call another auctioneer who will talk auctions with him. The first call is usually only to decide definitely if they want to sell the auction way. Remember, that enthusiasm can cover a lack of knowledge, and it will hold him until your husband can be reached.

Until you are sure of yourself in discussing the many phases of auctioneering — LISTEN. Listen when your husband discusses auctioneering with you, with his friends, but most of all with his prospective customers. Pick up and use the expressions which are successful for him.

Learn to clerk and cashier. Even though you're lucky and your husband has plenty of office help, there will be that one day when there is a snow storm or sudden illness and he will need you desperately. How rewarding for you to be the one capable enough to fill in with a big cheerful smile. Public relations work goes on all the time and a smiling face presents a happy picture to other would-be customers.

Next my suggestion is "be flexible." I cannot stress this too strongly. Being an auctioneer's wife is not unlike a Doctor's wife. Plans are forever being disrupted. Be good natured about it, as timing can go wrong. Learn to enjoy stopping at every auction you see as you take a vaca-trip. Auctioneers fit the old adage about the postman taking a walk on his day off. Trips always include stops at other auctions. Welcome the suggestion that you attend the National Conventions. (Start with this year in Philadelphia.) Your husband will enjoy the seminars and sessions, and you will meet new friends and have loads of fun.

Lastly, keep a good record of his upcoming sales and open dates on a calendar near the phone at home so if needed — you can suggest an open date rather than one that is taken. You need not rush to finalize and book the sale, but you can head them in the right direction.

A lot of suggestions? You're right! Maybe the reason there is no guide for wives of auctioneers is that the list would be endless. But until there is one written on the home care of an auctioneer, we end suggesting you take all the above ingredients and stir well with a large dose of love and affection for you have a very important task as the gal behind the man — behind the block.

A Better Auxiliary Begins With Me

As in any profession, civic, church or fraternity group we as Auctioneers' wives have a parallel interest. That being our interest in the Auction profession and its betterment.

I am proud to be a member of the Ladies Auxiliary. It gives me an opportunity to make new friends and better understand the Auction method and our business. I say our business, because I work very closely with my husband and like the business very much.

We always plan from the end of each convention until the next. I look forward to being with all the Auxiliary members.

I would like to invite you, all the Auctioneers wives across the country, to help encourage the family planning and be on the road to Philadelphia in July. With you we can have a larger and stronger membership. Let's back our president and make this the largest convention ever.

In 1964 we left the convention in Iowa, traveled to New York City and then to Philadelphia. We spent over a week in the area looking at the historical sites. So much history was made in this area, you could spend a month and not see it all. To name a few: Independence Hall, the oldest paved street in the nation, Valley Forge and many other interesting places to visit. For those interested in antiques, well I suppose you are in the nation's capital of really good antiques.

I am proud of the National Association Conventions each year, because of the togetherness it provides our family. Unlike most conventions, ours is a family affair. Our children enjoy it as much as we do. They already are studying the map and roads to Philadelphia and anticipating the things they will see.

I hope to meet you in Philadelphia.

Willie Howell
Dallas, Texas

Hello Ladies!

It has been a very long time but things here have been good. And hope this new year does the same for each and every one. We had our Convention in

Harrisburg, Jan. 7th and 8th and had a very fine attendance. The ladies met to get in line the entertainment for each and every one that is coming to the July Convention in Philadelphia.

It is shaping up and there will be very fine entertainment for young and old alike. Don't forget to come to our historic City of Philadelphia because it is the very Seat of Independence which all Auctioneers like very much.

Help us to make this the biggest Convention ever held.

At our State Convention I was given the great honor of being elected Sec. and Treas., of the State of Penna.

Hoping to see everyone of you ladies in Philadelphia.

Have a wonderful and prosperous 1966 to each and everyone.

Margaret Berry

Philadelphia Offers

"The City of Brotherly Love" is most aptly named — for that it is — a "love" of a city! I visited Philadelphia for the first time late last Fall — and was completely charmed by it's charm, for this it has in abundance, from the quaint, old,

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

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narrow streets — some still brick — to the handsome old “row houses”, which incidently are currently being bought, restored and now used as very posh town houses. They were previously rundown, rotting neighborhoods in the downtown area and edge of town. Now, beautifully transformed they are much sought after.

History abounds here and historical shrines are many and afford hours of sight-seeing . . . Independence Hall . . . the Liberty Bell . . . the Betsy Ross house, which is a real doll house.

And, for those who have been bitten by the antique bug, as I have (didn't buy a single hat pin for my collection, but did find myself the owner of a seventeen inch metal statue I need like another hole in my head!) There are blocks of these treasure stores on Pine Street, just a few blocks walk from the downtown area and one can look for hours . . .

As for the food! It is excellent and a visit to the famous “Original Bookbinders” for seafood is a must.

The Art Museum has one of the most fabulous collections of paintings in the world. There are many rooms, too, of present day homes on the famous “Main wonderful, colorful colonial time.

My return trip — and “I shall return” — shall include a tour of the beautiful present day homes on the famous “Main Line”. I missed this on my first trip.

See you in Philadelphia in July!

Jeanne Bilbruck

P.S.: Bring walking shoes!

Devote earnest effort to planning your life, to setting for yourself a goal. Winds and storms may — doubtless will — force you occasionally off your course, but surely it is better to have a course to follow than to float about rudderless and goalless. — B. C. Forbes.

As scarce as truth is, the supply has always been in excess of the demand — John Billings.



Promotional Items

LAPEL BUTTONS: “Dress Up” with this distinguished piece of Jewelry. **\$2.50 each**

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Desires, Tastes Vary As Time Marches On

By COL. POP HESS

The month of February is upon us and this month as a rule is the real winter month of the year for us here in Ohio. December and January has let us through with mild weather and if this month does likewise, we here in Ohio will have had a real mild winter.

The writer has been looking at the calendar and a circle shows around February 12th for Lincoln's Birthday; also a circle around the 22nd for Washington's Birthday; but I can't find a circle around the 6th, but of course this is the birthday of this writer and not a President of the United States.

I am writing this in the second week of January in our new year and after recovering from the Holidays and bringing in the New Year, one has to start digging around and jotting down for any kind of a subject to write on, for your reading of course. I want to go on record in this column saying, "Thanks" for all the seasons greetings. Our mail has been heavy and of course we are pretty far behind in it. We have received a big run of mail from many states and places. A note on one card says that he reads my column first, and another one said he generally reads it last, so it leaves the writer with the hope that they do read each and every page of your publication. It does carry much of interest to auctioneers and, as for myself, I read everything including the jokes and ads.

Our Ohio Auctioneers annual January meeting was held in Columbus January 8 and 9. They had a good attendance and now show an all time high in memberships. However, here's hoping that convention information reaches our good editor in time for it to be published this month. If not, we will hear about it in the next issue of "The Auctioneer". I was not able to attend due to the fact that our wedding anniversary conflicted and since

we were having all kinds of relatives and guests I didn't think I could bring all of them with me to the Auctioneers meeting. However, I have promised my sidekick, Don Fiisher, that without fail, I will go with him to the summer meeting in June. Due to my now long absence from any of these meetings I can well imagine that there will be many a strange face but I know most certainly not an unfriendly one will be present. I will probably have to be introduced as a "LOST SHEEP". Our Ohio Auctioneers Association has come through many years of struggle with flying colors and this year the President, my long-time old friend, Col. Hobart Farthing, of Findlay, Ohio, will keep that flag up and maybe send it even higher up the flag pole. Col. Neal Robinson, of Mansfield is Vice-President and he represents the third generation of auctioneering in the Robinson family and in the same area in Richland County.

I want to right now extend my congratulations to all of the officers of this association and wish them God's Speed and Health in the development that is history in the past twenty-five years of progress of the Ohio Auctioneers Association.

The general run of Farm and Livestock Sales are numerous this month. Prices and attendance are very good. The Livestock and Dairy out-put is holding a near record high in prices through both the general markets and the auction block. Our farms have their feed lots well stocked with sufficient feeds and the majority of our Ohio farmers and feeders look like they are on solid ground for the year.

Our Banks and Financial Institutions are all raising their interest on savings accounts. Money is in demand for construction and expansion. Of course, with the interest rate increasing the inevitable increase in labor and material will come.

Credit seems to be the forward word. Probably most of our people are deeper in debt than at any other time. You are asked to take things on credit. Not much notice is taken from the guy who tries to get a lower price by paying cash. One wonders how safe our economy is going to be with all these credit purchases going on.

I have a letter from an actioneer who is not sharing in the volume of business as well as other auctioneers are. He was wanting my advice on whether his advertising was wrong. He wondered if he should make his last line in a new sales promotion read: "Liberal Credit can be extended on the commission received for sale service if desired." Now, that just about tops them all doesn't it. This really is the pinnacle of credit buying. I am not opposed to credit buying as it has saved many a farm, business, family, etc., but I think credit buying is too tempting. Temptation can cause a panic. If the mud hole gets too deep you can't get out. Just yesterday on my television a commercial asked if you needed money to pay old bills or to buy a needed item, if so, just call by phone, jump in your car, drive to our office, and the money would be ready, and you would still have time to spend it yet today. However, I really think the deal slows down a bit after you get there and the questionnaire is completed. Some just slowly walk home still owing that old bill and others go out hunting for a co-signer.

As you read this column I am starting off my 85th year of living in this great world and through the year, success, disappointments, sorrow, more success, and the circle over and over again, I have enjoyed wonderful health year after year. I have traveled far and wide, been able to help a few folks, and was helped by good folks along the way when I needed it. I have lived to see that day when I had good credit and there were times when credit was impossible to get. But here I am and credit is no longer a worry with semi-retirement. My needs are less than they used to be I guess.

I am grateful for many things and a fine old lady said to me just recently, "God's way can never be over-looked, regardless of surrounding conditions." From knowing her over the years and

knowing her family the words are well chosen.

I recently received what I think is a "loaded question" from a fellow auctioneer. It was "What is the biggest change you have ever seen take place and one that you do not approve of?" This could be answered in a book the size of a New York City Telephone Directory but I am quite afraid our editor Bernie Hart would throw out an answer this size. However, while in a Barber Shop waiting for my turn to get my hair cut I was amused by watching the Barber working for about an hour with a pair of hair clippers trying to create a bald spot on the head of a teenager and I learned, of course to my surprise, that this was a new hair style. I guess I am "keeping up with the Jones" in hair styles." It used to be that the females wouldn't be seen if every hair wasn't in place either waxed or curled. Now the more stringy, straggly, tangled, bushed and unkept the hairdo, the more stylish it is supposed to be. Yes the world has sure changed. Our teen age boys are looking more like bugs than the beetles they are trying to imitate.

Talking about changes in females and styles takes me back to early 1900 when our village churches combined their talent and put on a show in our town hall. It was a fine show and everyone was enjoying it greatly until one young lady unconsciously raised her many skirts until the top of her high button shoes showed, that was about four inches from the floor level. Well, the old deacons and sisters made a strong effort to have this young lady put out of church for such a terrible act.

Can you imagine a show with long skirts on all the actresses. It would probably be ill-attended if attended at all. The players must be in bathing suits or mostly naked-kind of dresses. Otherwise there would be no audience to see the show. However, let's get back to common sense and clear the air about this question.

Today we have modern equipment for houses, farm, factory and store which far offsets anything in the past. Even the down-the-hill out-house where everyone waited on a cold morning has gone by the wayside.

Yes, the days of yesterday when we came up through electronic power, lights and motor power for all pleasure and work, the coming of the automobile the flying machine and most recently space travel, we have progressed. I am convinced that folks my age were born too soon to see the great wonders of the world that are yet to come.

Parke-Bernet Names Pollen As President

Peter Wilson, Chairman of the Board of Directors of Parke-Bernet Galleries, Inc., has announced that Peregrine Pollen has been elected President of Parke-Bernet. In 1960, Mr. Pollen, who is also a partner in Sotheby & Co., became president of Sotheby's of London Ltd., the New York representative of the London art auction house. At the time of the two firms' affiliation in July 1964, Mr. Pollen became a member of the Parke-Bernet board and has since been active in the management of the two auction houses.

Mr. Pollen, who makes his home in Manhattan with his wife, the former Patricia Barry, and their three children, was born in London in January 1931. He was educated at Eton and Oxford, where he majored in modern languages at Christ Church. He joined the Old Masters Department of Sotheby's in November 1957, and in 1959 became Personal Assistant to Peter Wilson, Chairman of the New Bond Street firm. In 1960 Mr. Pollen came to New York to take charge of Sotheby's American office, which had been opened in 1955 under John W. Carter, the renowned rare book expert and an Associate of Sotheby's. This office was moved in December 1964 to Parke-Bernet's Madison Avenue premises.

Mr. Pollen's efforts for Sotheby's between 1960 and 1964 resulted in quadrupling the amount of American properties sent to London for sale; almost one-third of Sotheby's \$37,000,000 turnover in 1964 came from the sale of art works sent from the Western Hemisphere.

Mr. Pollen becomes the fourth president of Parke-Bernet Galleries since it was founded in 1937 by Hiram H. Parke, Otto Bernet and a group of associates from its predecessor company, the Amer-

ican Art Association-Anderson Galleries, which was established in 1885. Mr. Parke was president of Parke-Bernet from 1937 until his retirement in 1957. Leslie A. Hyam, British-born and educated like Mr. Pollen, became the second president of Parke-Bernet until his death in 1963, when Louis J. Marion succeeded him. Mr. Marion resigned as president in September 1965 to found his own firm of appraisers and remains on the board of Parke-Bernet.

In the first year of Parke-Bernet's association with Sotheby's, the New York concern attained the second highest volume of business in its entire history. The first half of the current season from September to Christmas has been the largest in Parke-Bernet history with a figure twice that of a year ago. Mr. Pollen has indicated that as president he will continue his efforts to attract to the New York auction market an increasing flow of major art works from America and overseas. He also renewed Parke-Bernet's promise to work toward more specialized sales, to develop ever closer ties with collectors, artists and dealers, and to strengthen the position of New York as the most important source of fine works of art for professional and private buyers in America.

Lord's Acre Sale Brings In \$10,000

A full page, mostly in pictures, in the TEXAS METHODIST, (Nov. 19) entitled "Biggest Lord's Acre Is Festive Occasion," described the auction conducted by Col. Grover Howell, Dallas, that featured the event.

Total proceeds amounted to \$10,098.96. This was considered a record of some sort, according to the newspaper's editor. Sale was held at the Midlothian (Tex.) Community Club House and Fairgrounds. It drew a crowd estimated at 750 people. Col. Howell was assisted in the auction by the veteran Col. G. H. Shaw, Alexandria, La.

Howell is currently serving as Secretary-Treasurer of the Texas Auctioneers Association. He has not missed a National Convention since becoming engaged in the auction profession.

Membership Reaches 2142

As Year Comes To End

At the closing of 1965 the official head count of members in good standing of the National Auctioneers Association stood at 2,142. This was a slight gain over a year ago, 45 to be exact, and is another new high membership mark.

However, the figures are somewhat disappointing, even with the new record figure. This is the smallest gain we have ever recorded in a 12 month period. During this past year we have probably processed more new membership applications, by a wide majority, than in any similar period. In checking our records we find that those failing to renew have reached an all time high mark. We have mailed out several hundred questionnaires to these drop-outs in the last few weeks and the early replies indicate neglect as being the villain.

Illinois continues to lead all other states in members with 162, an increase of 11 in the past year. Ohio made the same gain to hold second place and Nebraska stands third, having made the largest gain of any of the leaders, increasing their roles by 14 during the past year.

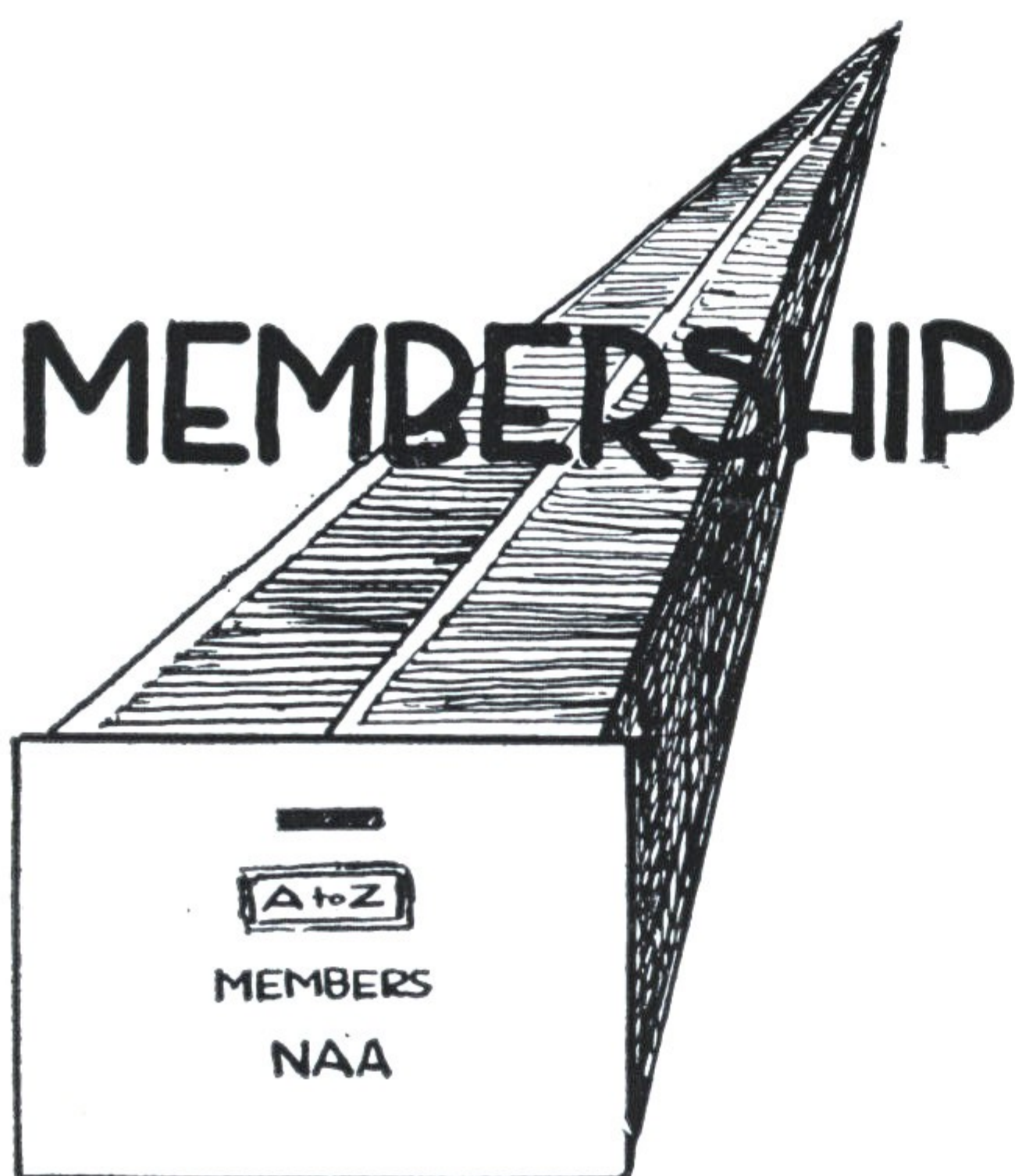
Indiana and Pennsylvania round out the top five states with 132 and 117 members, respectively. Others in the top ten, in order are: Kansas, Iowa, Tennessee, Kentucky and Wisconsin.

The following table provides a comparison with the standings of a year ago and five years ago:

	Dec. 31 1960	Dec. 31 1964	Dec. 31 1965
Alabama	6	9	13
Arizona	1	9	7
Arkansas	6	49	44
California	21	51	65
Colorado	40	43	45
Connecticut	4	6	10
Delaware	1	3	4
Dist. of Columbia ..	2	1	1
Florida	19	25	32
Georgia	13	18	16

Hawaii	1	2	3
Idaho	3	16	18
Illinois	80	151	162
Indiana	92	146	132
Iowa	49	90	88
Kansas	56	91	92
Kentucky	68	91	84
Louisiana	10	10	9
Maine	4	4	6
Maryland	15	28	22
Massachusetts	17	32	28
Michigan	40	58	55
Minnesota	18	22	23
Mississippi	1	6	8
Missouri	42	72	65
Montana	7	22	38
Nebraska	87	125	139
Nevada	1	0	1
New Hampshire	6	3	5
New Jersey	33	36	31
New Mexico	5	19	11
New York	57	67	73
North Carolina	20	25	34
North Dakota	10	26	23
Ohio	99	146	157
Oklahoma	9	23	34
Oregon	13	20	21
Pennsylvania	69	121	117
Rhode Island	5	6	4
South Carolina	2	13	13
South Dakota	9	26	23
Tennessee	52	78	87
Texas	42	81	81
Utah	2	3	2
Vermont	2	3	2
Virginia	22	46	46
Washington	11	19	29
West Virginia	11	16	15
Wisconsin	47	92	83
Wyoming	10	18	16
Canada	13	25	24
England	1	0	0
Australia	1	2	1
West Indies	0	1	0
Totals	1255	2097	2142

What we leave behind tells us how we got ahead.



***Memberships Processed
December 16 through Jan. 15***

(*Indicates a new member)

*Ronald W. Hewitt, Kansas
 *Quentin A. Cavill, Indiana
 Orlin Cordes, Minnesota
 *Emery Henn, Minnesota
 Alvin Payne, Minnesota
 *Maynard D. Jensen, South Dakota
 *Herman Hatfield, Indiana
 Lloyd R. Yates, Illinois
 Paul Dodd, Missouri
 *M. Dean Ellner, Kansas
 Sam Nussdorf, Connecticut
 Edwin Ringler, Michigan
 *Eugene Carrington, Virginia
 Ted C. Moye, Georgia
 Don M. Johnson, California
 R. E. A. Gray, Australia
 *Don J. Durham, Tennessee
 *Robert D. Moore, Sr., Tennessee
 *Robert D. Moore, Jr., Tennessee
 Albert N. McClure, Tennessee
 Mardie Ingersoll, Florida
 Ferrill L. Stone, Florida
 Robert L. Wesely, Idaho
 *George W. Gartner, Virginia
 Dean H. Parker, California
 Hal Satz, Florida
 J. M. Casey, Alabama
 Herb Fox, New York
 *James Martin, Massachusetts
 *Cecil Abernathy, Oklahoma
 *R. C. Hinkle, Oklahoma
 *Melvin J. Manasse, New York
 Ed Gibson, Colorado

Riley T. Jefferson, Delaware
 Jim Messersmith, Idaho
 Kenneth P. Erickson, Iowa
 Joe Robinson, Nebraska
 *Robert A. Flynn, California
 Clifford L. Swan, Maine
 *Larry D. Frost, Arkansas
 *Jim Kinard, Arkansas
 *Ivan Quattlebaum, Arkansas
 *A. W. Henderson, Arkansas
 Ed H. Broline, Texas
 *Robert T. Johnson, Indiana
 *Milton A. Cully, Jr., Illinois
 Carl Brink, Indiana
 Kenneth E. Light, Virginia
 *Glenn C. Merica, Indiana
 *Billy R. Turnbow, Oklahoma
 Joe Ellis, Georgia
 Bill Hauschildt, Colorado
 *L. D. House, Oklahoma
 *Paul Anglin, Oklahoma
 Jerry Popplewell, Missouri
 Harley O'Day, Ohio
 Michael J. Waide, Illinois
 E. V. Wing, California
 Marvin Harris, Illinois
 *Orville T. Laughlin, Illinois
 L. W. "Bill" Porter, Indiana
 Bill Miller, Indiana
 Keith Berkshire, Indiana
 Ken White, Ohio
 Harold E. Ball, Oregon
 *Bill Heaverlo, Washington
 Bob Heaverlo, Washington
 Art W. Thompson, Nebraska
 Clyde Jones, Oklahoma
 James H. Gilliland, Illinois
 Roy Longberry, Arizona
 John A. Horton, Alabama
 Al Tirelli, Connecticut
 Leonard Austerma, Illinois
 Hugh J. Gorman, Illinois
 A. C. Thomson, Illinois
 Everett Killian, Illinois
 Wendall Knudson, Illinois
 Robert Goldstein, Illinois
 Jay Friedman, Illinois
 David H. Pfister, Indiana
 Earl Ray, Indiana
 Romaine Sherman, Indiana
 Ole Hall, South Dakota
 *Lloyd Crick, Mississippi
 *A. A. "Jack" Alford, Mississippi
 Ed Beecher, Iowa
 Joe Reisch, Iowa
 Grover Howell, Texas
 B. W. Jett, Texas

IN UNITY THERE IS STRENGTH

*Francis Beaudet, New Hampshire
 *Edward Harris, Florida
 *John D. Downin, Maryland
 Lewis E. Smith, Indiana
 Lester Martin, Indiana
 Samuel W. Savedow, Florida
 William H. Amoss, Maryland
 R. F. Armantrout, Illinois
 Marvin W. Haycraft, Illinois
 Tommy W. Gilliland, Illinois
 Ray Hudson, Illinois
 Edward H. Ahrens, Illinois
 Ralph L. Zabel, Illinois
 *Melvin A. Lindauer, Illinois
 Jacob C. Finer, New York
 William C. Archer, Texas
 W. Virge Meador, Illinois
 Lloyd E. Sitter, Illinois
 William L. Gaule, Illinois
 Harold Pick, Illinois
 Joe L. Pence, Indiana
 *Stephen L. Clark, Kansas
 E. E. Martin, Indiana
 George Zimmer, Kansas
 J. A. Van Lieu, Wyoming
 *Sammy Joe Furrow, Tennessee
 Clyde White, Tennessee
 Archie Shore, Illinois
 *Roy B. Johnson, Iowa
 Leslie L. Lucas, Georgia
 Floyd McCaskill, Illinois
 *John H. Oberwise, Illinois
 Charles P. Dunning, Illinois
 Abe Cantor, Illinois
 Henry Leffler, Indiana
 Wilbur T. Clair, Indiana
 William Fields, Indiana
 C. Ray Minton, Indiana
 Clay Metz, Illinois
 Howard B. Overmeyer, Ohio
 Lyle Woodward, Colorado
 Lyle M. Paddick, Illinois
 Larry P. Carlon, California
 Bernard J. Wehinger, California
 Gywin E. Sponsler, Illinois
 Everett Rookstool, Indiana
 *Tom Murphy, Montana
 T. J. Moll, Illinois
 Orison R. Seibert, Illinois
 J. Hughey Martin, Illinois
 J. E. Russell, Illinois
 R. Eugene Smith, South Carolina
 Art Long, Illinois
 Robert Perry, Michigan
 Tom McCord, Alabama
 Stan Perkins, Michigan
 Ray O. Holloway, Jr., California

Elwood Collier, Illinois
 Emmert R. Bowlus, Maryland
 *Clayton Rutledge, Tennessee
 J. R. Rutledge, Tennessee
 Alex Cooper, Maryland
 Ronald L. Pankey, Alabama
 Jacob J. Ulrich, Kansas
 Joseph M. Goldberg, Illinois
 T. R. Grossman, Massachusetts
 Alvin Kohner, Minnesota
 A. J. Billig, Maryland
 Dale A. Dean, Michigan
 Wm. E. Hosey, Indiana
 Leo Grindley, Indiana
 Merl Knittle, Ohio
 Harry A. Chrisco, Illinois
 Jim Trunk, Illinois
 Gordon Clingan, Illinois
 *Jim Clingan, Illinois
 A. R. McGowen, Illinois
 *J. T. Wilkes, California
 Don R. Burns, Ohio
 J. Irwin Kohner, Illinois
 Claus V. Beck, Minnesota
 Ralph S. Day, New Jersey
 Herman F. Welch, Illinois
 Joseph Rosenberg, Illinois
 Myron Berman, Massachusetts
 Larry Wayne Reed, Missouri
 Hobart W. Farthing, Ohio
 Phil Goldstein, Massachusetts
 Andy Little, Missouri
 E. M. Rickey, Ohio
 James E. Fawcett, New Jersey
 D. S. Blew, 2nd, New Jersey
 John Varner, Indiana
 W. Lee Holton, Ohio
 Maurice Price, Michigan
 Everett R. Miller, Michigan
 C. L. Showalter, Virginia
 *Charles D. Showalter, Virginia
 H. E. Covert, Virginia
 Clarence L. Marshall, Virginia
 Calvin "Tink" Brown, Michigan
 *Anne S. Hughes, Ohio
 Critt Bradford, Ohio
 J. L. Maxwell, Hawaii
 Paul Herron, Jr., Kentucky
 *Arthur M. Kaylor, Colorado
 *James D. Ross, Ohio
 R. O. Root, Jr., Virginia
 *Dale E. Giffin, Ohio
 J. W. "Jack" Foust, Texas
 J. A. Marlowe, Sr., Ohio
 Theodore A. Merkt, New Jersey
 Herbert Van Pelt, New Jersey
 Joseph Leger, Massachusetts

Bob Handrich, Michigan
 Albert T. Robertson, Missouri
 Pete Younger, Missouri
 Michael Fox, Maryland
 Clem Long, Ohio
 Elias H. Frey, Ohio
 Charles Hunter, Ohio
 Lynwood Taylor, Ohio
 Willie T. Catlett, Virginia
 Gordon A. Drury, Wyoming
 August Meltzer, Jr., Indiana
 Carl O. Tangner, Jr., Oklahoma
 Steve Steinmetz, Ohio
 Claude D. Myers, Ohio
 Donald D. Steinke, Ohio
 William J. Stanton, Michigan
 *H. D. Henderson, Texas
 Watson Van Sciver, New Jersey
 Robert Edward Short, Virginia
 George E. Michael, New Hampshire
 Keith Cullum, California
 Braden King, Maryland
 Guy Jageman, Missouri
 R. E. Knotts, Ohio
 Clarence Latham, Ohio
 *Keith E. Marshall, New York
 *Dewey C. Martin, Virginia
 Bill Dennis, Texas
 *Charles E. Smith, Mississippi
 Hank Brahm, Indiana
 Fred Rosner, Virginia
 Daxid H. Gladstone, Virginia
 Morton M. Goldberg, Louisiana

Bryan "Bill" Blew, Oklahoma
 Ernest O. Maine, Rhode Island
 Elmer R. Cordsmeyer, Missouri
 George R. Mayfield, Wyoming
 Ralph Vander Vlucht, Ohio
 Donald Farrell Kennedy, Oregon
 Paul L. Good, Ohio
 R. E. Featheringham, Ohio
 Hubert Amos, Ohio
 Lawrence Vogel, Indiana
 Lewis M. Hymers, New Jersey
 Anthony P. Zifcak, Rhode Island
 Bob Berger, Washington
 W. L. Carter, Virginia
 Jack Peoples, Virginia
 Clayton Dykema, Illinois
 *Ed "Tex" Phillips, Kansas
 Willard Olson, Wisconsin
 L. Oard Sitter, Illinois
 Ed T. Hyde, Alabama
 Robert L. Feters, Ohio
 John F. Andrews, Ohio
 Carl Ronnow, Illinois
 Walter A. Hartman, Ohio
 Franklin Bahm, Illinois
 Spilman Short, Virginia
 Edward Vierheller, Oklahoma
 Roy Wheeler, Virginia
 Milton J. Dance, Maryland
 Marshall Hartman, Oklahoma
 Harry L. Hoffman, Virginia
 *Murray W. Goldstein, Florida

From The President

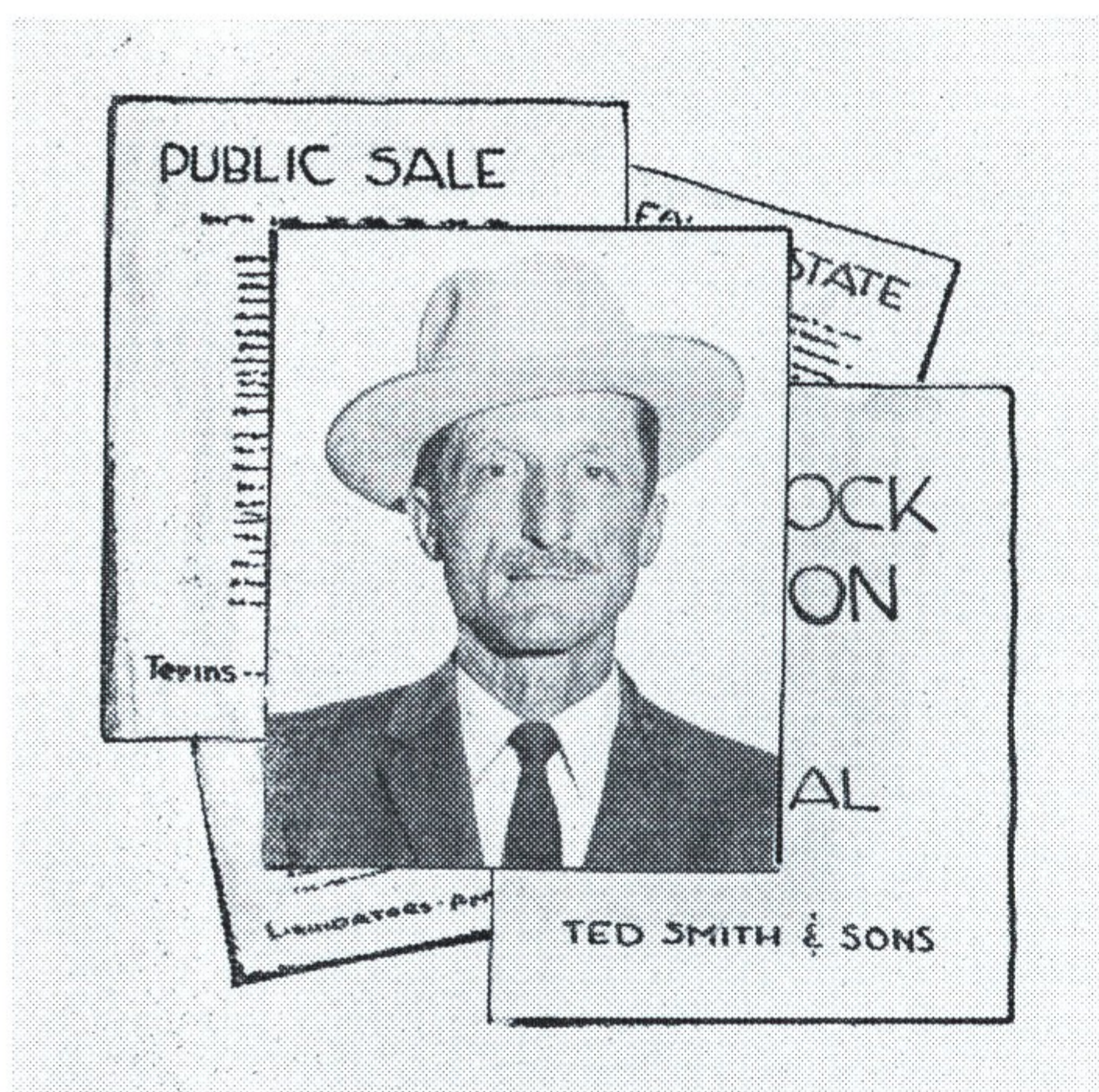
As the month of February comes along I am sure it will find most all auctioneers around the country very busy with spring work. Here in Kentucky we have been busier than usual. Last year was the best year our firm has had since I have been in the Auction Business. We made 181 auctions, that is exclusive of the tobacco sales. Incidentally the tobacco market in Kentucky was exceptionally good, considering the crops that was offered for sale. Our average this year will be 4 to 6 dollars per hundred pounds above last year. We had a poor growing season in 1965. No rain at the right time. Our winter has been rather mild, we have only one snow and that wasn't more than one half inch, that is a change for Kentucky as we normally have a lot of snow and the temperatures of around

zero. I know that this pleasant weather we are having does not apply to some other areas.

The market here on farm land has been very good, and with the good market on tobacco and hogs it looks like we will have a strong market on land this spring and fall. The conditions everywhere look good, and I feel all auctioneers will have a good year in 1966. I hope we all are so busy that when July rolls around we will want and need a vacation and will take it the N.A.A. Convention in Philadelphia, Pennsylvania. The folks in Pennsylvania are making plans for us now. See you there. Oh, by the way get a few new members for the N.A.A.

John L. Cummins

Auction Shorts



We find that in order to have the maximum number of real estate auctions, a good cooperative relationship with all the brokers in our community is very important. Since we are also brokers in addition to being auctioneers, selling real estate at auction, we should take advantage of every opportunity to, let's say rub elbows with our fellow brokers. Affiliate ourselves with the Board of Realtors. Stop in at their offices whenever feasible for a little chat.

In our town the brokers recognize that there are often good reasons to offer a specific property at auction. So we have a mutual arrangement with them that when they have a property listed that they feel would be more desirable to offer at auction they recommend this to the owner and we are invited to handle the auction.

Some time ago an owner of a farm and Grade A Dairy operation walked into the office of one of our Realtor friends indicating that he was interested in selling his farm and his personal property and wished to be advised what the best procedure would be to get the job done. Our Realtor friend could have suggested that he list the farm with him and have a personal property sale, after the land was sold. But realizing the great demand there might be for this particular farm he recommended that his friend contact our company and offer both his farm

and personal property at auction. We had his sale, it totaled \$109,000. Land brought about \$15 per acre more than the owner would have listed it for.

About 10 to 20% of the homes that we sell at public auction are arranged for us by other brokers.

It is generally agreed among the clergy of our land that the most oft repeated sin of the American people today is cursing.

Henry Buss

Cats Auctioned To Satisfy Board Lien

WASHINGTON, D.C. — Adam A. Welschler and Son, the auctioneers, will take a shot at selling anything. That's their motto. But a current offering is pretty unusual: For the Dupont Plaza Hotel here, the firm is auctioning off two unclaimed sealpoint Siamese cats (a male and a female) which were air-freighted here from New York and "stored" at the hotel.

The pets have been advertised as being sold to satisfy a lien for their board and lodging.

Livestock Auction Improves Facilities

SAN ANGELO, Texas — The Producers Livestock Auction Co., which is one of the world's leaders in the sale of sheep, is completing a modernization program to take care of increased business.

The company handled more than \$20 million worth of livestock the last fiscal year, with nearly a million head of sheep being sold. The size of the local livestock complex is now attracting buyers from several states, according to owner John Cargile. He said that 50 sheep buyers and 100 cattle buyers had been attending the sales each week, and 180 cattle buyers have bought cattle during a single day.

San Quentin Wall Sign: "This pen has a lifetime guarantee."

Fishing Lures: "Catch 'em by the mouth, not by the tale."



This group was among those attending the Pennsylvania Auctioneers Convention at Harrisburg, January 7-8. BACK ROW, from the left: F. Stuban, Riley Jefferson, Woodrow Roth, Harry Weimer; Bernard Hart, Q. R. Chaffee, Roy Ebersole, Henry Leid, L. M. F. Hocker, John Ensminger, Ralph Horst, Miles Long, Max Fraley, Leon Rodgers, Philip Tigie. SECOND ROW: John Morykan, Carl Shaffer, Donald Tynatishan, Henry Brooks, John Fry, George Paich, Wylie Rittenhouse, Dick Crittenden, Mervin Adams, Wayne Posten, Ronald Chaffee, Vern Cotton, Raymond Patterson, Kenneth Miller, Sam Lyons, Harold Keller. FRONT ROW: Joseph Coccia, Clay Hess, Oliver Wright, Chuck McGarvey, Margaret Berry, Kenyon Brown, Jake Spencer, Richard Roan, Stan Lieberman, Elmer Murry, Charles Roan, Pete Stewart.

Pennsylvanians Enjoy Informative Session

Pennsylvania auctioneers, who attended the Annual Convention of the Pennsylvania Auctioneers Association at the Holiday Inn, Harrisburg, January 7 and 8, witnessed a most informative and educational event.

Friday night's program was of a caliber seldom seen at a State meeting anywhere. A bid calling seminar, talks on coin and antique auctions and another concerning the monetary situation in the United States made a full evening's program that kept the large crowd in their seats until nearly midnight.

Ralph Horst, Marion, headed the Bid Calling Seminar, using other Pennsylvania Auctioneers representing all segments of the profession. Each described the method he used in selling his respective

speciality and then proceeded with his demonstration.

Mervin Adams, Millersburg, described in detail the manner in which he handled coin auctions including display, advertising and selling. This proved to be very interesting and Col. Adams gave detailed information on the auction from the time the date was established until the sale was completed.

Charles Roan, Cogan Station, gave a similar description on the selling of antiques. The Roan family handles a great many of the larger sales of this type in Pennsylvania and adjoining states.

Each address was followed by a question period.

Joe Coccia, Harrisburg, an auctioneer



Above are officers and directors of the Pennsylvania Auctioneers Association who posed for a picture with NAA officials present during the annual meeting of the state group. Standing, from the left: Jake Spencer, Vice President; Ralph Horst, NAA 2nd Vice President and 1966 National Convention Chairman; Bernard Hart, NAA Secretary; Riley T. Jefferson, NAA Director; Kenyon Brown, President; Wylie Rittenhouse, retiring President: SEATED: Margaret Berry, Secretary-Treasurer and Harold Keller, retiring Secretary-Treasurer.

and gemologist, talked on the subject of precious jewels and metals. This, also, proved to be an interesting subject even though foreign to most auctioneers.

Saturday's program consisted of the Annual Business Meeting and other than the election of new officers, the main subject was the coming national convention in Philadelphia, in July.

Bernard Hart, Secreatry of the N.A.A. and Ralph Horst, Vice-President of the N.A.A., and 1966 Convention Chairman, led the discussion on this subject. Early plans point toward the greatest national convention ever.

Kenyon Brown, Doylestown, was elected President for 1966. Jake Spencer, Towanda, is the new Vice-President. Margaret Berry, West Newton, was elected to the office of Secretary-Treasurer. Col. Brown served as Vice-President last year and had previously served four years as Secretary-Treasurer, so he brings a lot of experience in administration of association activties with him.

Wylie Rittenhouse, Vanderbilt, was the retiring President and Harold Keller, Mount Joy, who had served the past two years as Secretary-Treasurer was not a candidate for re-election.

A banquet closed the meeting Saturday evening with Robert Maderia, Executive Secretary of the National Association of Frozen Food Provisioners as Speaker. Mr. Maderia gave a splendid talk of the workings and importance of Associations.

Several out-of-state auctioneers were guests at the convention including N.A.A. Director, Riley Jefferson, Lincoln, Delaware, with others from New York and Maryland.

Partner Buys Full Interest In Market

SEYMOUR, Texas — The Seymour Stockyards has been purchased by Raymond Wood, who already owned a half interest in the auction company. He bought out the interest of his partner, Pete Burkhalter, who will continue to operate the Baylor Livestock Co.

Moving to Seymour as the new manager of the firm will be Kenneth Larner, who has previously worked with an auction firm in Stephenville, Texas.

Auction Firm Opens Los Angeles Office

Sotheby's and Parke-Bernet have announced that they will open an office in the Los Angeles area on February 1. Located at the Wilshire Triangle Center in Beverly Hills, at the hub of the Southern California art world, the new office will be for information purposes only. Miss Philippa Calnan of Lausanne and New York, who will be in charge, left for Los Angeles in early October to study possible locations and preprare the new office which will seek to be of help to art collectors and dealers.

Miss Calnan is well prepared for the new post by her education and her experience with Sotheby's, although she is not herself an art expert in Sotheby's specialized sense of the term. She spent one year at Sotheby's in New Bond Street and another year in Sotheby's New York office before the Parke-Bernet affiliation came about in July, 1964. After her schooling in Switzerland, Miss Calnan graduated from Bryn Mawr with a Bachelor of Art degree in art history, and was with the Klaus Perls Gallery in New York.

Her father, Ronald C. Calnan, was born at Montmorency near Paris and is a Milan industrialist. Her mother is an American who was born in Florence, the daughter of Charles Loeser of Torre Gattaia in that city. Mr. Loeser was the famous collector of Italian 14th Century paintings and Renaissance sculpture. His extensive collections were sold at Sotheby's in London in 1959, and it was he who gave six Cezannes to the President of the United States back in the Twenties. The paintings are now hanging in the National Gallery in Washington except for two which went to the White House at the request of Mrs. John F. Kennedy.

Among Miss Calnan's other credits are one season working at the Eagle Ski Club in Gstadd, Switzerland, and another at the Aga Khan's much-talked-of Consortium of the Emerald Coast in Sardinia.

You're only young once - and looking back, wasn't "once" a mighty short time?

Philadelphia - Scene Of Nation's Birth and Growth

By Mary E. Henry

From the beginning of this country as a new nation, the State of Pennsylvania and the City of Philadelphia have played a huge counterpart in the development of this country as a whole. From this city generated people, ideas and inventions to make this country strong as it grew from a foundling child into the country as we know it today.

Let's go back into the past history of Philadelphia and relive quickly a few brief glimpses at it's past history.

Thomas Paine (1737-1809) was the editor of the "Pennsylvania Magazine". A pamphlet which was issued in December 1776 started out: "These are the times that try men's souls. The summer soldier and the sunshine patriot will, in this crisis, shrink from the service of their country, but he who stands it now, deserves the love and thanks of men and woman . . ." They too faced a crisis which was surmounted. Washington had this particular pamphlet read to every regiment on the eve of the Battle of Trenton (Christmas, 1776).

The second Continental Congress, made up of delegates from the different colonies, met in Philadelphia on May 10, 1775, and voted to raise an army. A Virginian, George Washington, was chosen to lead it. On July 3, 1775, standing under a great Elm tree at Cambridge, Massachusetts, he took command.

In spite of all the battles many of the colonies as a whole did not wish to be separated from England. They claimed they were fighting against the bad advices of the King. They sent petitions to the King and these were ignored as the King didn't choose to have any dealings with disobedient subjects.

In 1776, the Declaration of Independence was drawn up. Now the Revolutionary War really began.

The American Army met in battle and was defeated on August 29, 1776, and retreated to Manhattan. Another battle en-

sued when Howe followed Washington and Washington won this encounter but retreated from Manhattan Island. On Nov. 16, Howe captured Fort Mifflin. General Washington at this time feared that Howe intended to march on to Philadelphia so he crossed the Hudson River to New Jersey. Lee was commanding half of the army and through carelessness was captured. Washington, therefore, had to retreat across New Jersey into Pennsylvania. It was then that Washington, with 2,500 men, crossed the Delaware River, which was filled with floating ice. The Revolutionary Army now retreated into the hills around Morristown and the British did not attack. Thus the first year ended.

Marquis de Lafayette entered the picture around this period, and he was only nineteen years old. General Baron von Steuben, a Prussian army officer, who did much to train the American troops came also to the American's aid.

We can't go into detail on the many battles that were won and lost but we want to tell the parts that pertained to Philadelphia. In both the Revolutionary and Civil Wars, Philadelphia seemed a focal point. It was an important city of occupation from the standpoint of location and as a supply center.

Howe was conducting quite a campaign in the middle colonies as Burgoyne was doing in the North. Howe's main objective was of course, Philadelphia. Here the Revolutionary Central Government was located.

The winter at Morristown had been hard for the Continental Army. By the middle of March, Washington had about three thousand men, of whom two-thirds were militia. By May, this army had increased in force to eight thousand. Early in June the Philadelphia campaign began.

Washington was still training his troops as he maneuvered them in place. On May

29, they took up a position at Middlebrook. On July 30th Howe discovered that his only route open was to disembark his troops at the head of the Elk River. Washington, therefore, had ample time to bring his army into position at Wilmington for the defense of Philadelphia. On September 3, Howe moved northward and Washington withdrew up Brandywine Creek and on September 10, took up a position at Chad's Ford, where the main road to Philadelphia crossed the creek. On September 11, at Brandywine Creek and three weeks later at Germantown, outside Philadelphia, Washington was defeated but was able to delay the British for some time. Although Howe had gained Philadelphia he had practically lost the war for the British. At Bennington, the Redcoats were handed a defeat. On September 19, and October 7, 1777, two bloody battles were fought near Saratoga and were won by the Americans. The Battle of Saratoga is considered one of the decisive battles of the war because it so impressed the French that they recognized the desire for Independence of the American Colonies, made a treaty with them, and sent a fleet to help against the British Fleet.

Washington crossed the river and so distributed his troops as to delay General Howe. Howe, at this time, was in the vicinity of Valley Forge. General Wayne, in encounters, lost a quarter of his fifteen hundred men. Washington in commenting on Howe's army stated: "they got so far the start before I received certain intelligence that any considerable had crossed, that I found it in vain to think of overtaking their rear with troops harassed as ours had been with constant marching since the Battle of Brandywine."

On September 26, Cornwallis entered Philadelphia. Wayne was caught at a disadvantage because he had ordered his men to protect their cartridge boxes from falling rain by taking off their coats and folding them around the ammunition. His defeat opened the way to Philadelphia. Some of the older spectators, and especially the women, could not avoid comparing Cornwallis' brilliant and martial procession with the destitute and dilapidated army which, trying hard to look

its best had traversed the same streets a few weeks before.

The battles of Shippack Creek, Germantown, and Fort Mercer were fought.

The Congress had moved from Philadelphia to York, Pennsylvania, where they held sessions from September 30, 1777 to June 27, 1778.

Fort Mercer was under siege until November 20, at which time Admiral Howe's fleet arrived in Delaware Bay. Although this was a minor engagement it might well have been the turning point in the Pennsylvania campaign. Burgoyne had surrendered at Saratoga. The British army was now weakened by the necessity of defending long lines of communication.

The Quaker City was indeed a gay one during the winter which Howe and his officers spent in it. In the midst of this gaiety the news came to Philadelphia that the resignation of General Howe had been accepted and that the General had been recalled and that Sir Henry Clinton had been appointed Commander of His Majesty's forces in North America.

In February 1778, the treaty of alliance was signed with France. Washington's Army was starving and freezing in the little village of Valley Forge all these months. There was food and clothing enough in the country for these troops but the Congress had not been given the power, by the states, to enable it to manage and supply these troops. Congress could not raise money by taxation so it printed paper money which had no real value. Farmers and merchants wouldn't sell their food and supplies for this money preferring to sell to the British in Philadelphia for gold and silver.

During 1778-1789, Colonel George Rogers Clark led the conquests in the Illinois Country. The British fought in the south and overran Georgia and South Carolina. General Gates was given command to recapture this part of the country. Benedict Arnold's treason shocked the country. A band of backwoodsmen led by John Sevier, Isaac Shelby defeated Cornwallis in King's Mountain, North Carolina. General Nathanael Green raised a new army. General Daniel Morgan joined with Green and battled with Corn-

wallis at Guilford Court House. In Virginia, Cornwallis tried to capture Lafayette but failed, and he almost captured Thomas Jefferson, then Governor of Virginia. Early in August, Cornwallis reached Yorktown. Clinton refused to send troops to his aid from New York. Washington was then on the Hudson River near West Point.

On August 19, 1781, Washington's Army started marching to Yorktown and reached Philadelphia before General Clinton found out what was happening. By that time the French fleet had made it impossible for Clinton to get help to Cornwallis by sea and soon the American and French armies, about sixteen thousand in all, were at Yorktown. The siege was begun, and on October 19, 1781, Cornwallis surrendered.

On November 13, 1781, a preliminary peace treaty was signed in Paris.

On September 3, 1782, the final treaty recognizing American Independence was signed at Paris. On November 3, 1782, the Continental Army was formally disbanded. On November 26, the Congress began sessions at Annapolis, Maryland. December 4, Washington bade farewell to his officers in New York City and on December 23, he resigned his Commission to Congress.

Many years of turbulence passed. The French Revolution was fought, with Philadelphia, and other eastern seaboard cities and states serving as home to exiles.

From thirteen states, all bordering on the Atlantic, the nation grew into thirty-four states with a large amount of territory not yet divided and taken into statehood. By 1861, the population had grown from 4,000,000 people into 32,000,000.

Men had swarmed over the mountains and crossed the plains. Railroads and canals had been built and steamboats were busy on the rivers and lakes. Inventions, changed jobs done by hand to jobs done by machine; factories turned out goods of every kind; mines were opened; forests cleared away; and schools and colleges grew in number and size; newspapers and magazines were published; all marks of progress for our country.

Pennsylvania and Maryland quarreled

DEDICATED

The Washington State Auctioneers held their Third Meeting, Dec. 12, 1965, for the purpose of electing new officers and adopting a Code of Ethics.

It was very disappointing to have only six members of a 37 membership show up. It really meant a trip of not more than 200 miles for most members.

We carried on the business at hand and plan to develop our Association to the extent that no auctioneer in Washington will want to miss a meeting.

It wasn't too far away for the National Secretary, Bernard Hart, even though he had to hitch-hike the last 200 miles because his plane was grounded by fog. How fortunate the NAA is to have him as their representative.

Every auctioneer should have this attitude toward his chosen profession. YOU CAN IF YOU WILL!!

**Bob Heaverlo, Director
Washington State, A.A.**

for nearly a hundred years over their boundary line. Finally it was settled and two English Surveyors, Charles Mason and Jeremiah Dixon, began to mark the line in 1763. After a time men began to speak of Mason and Dixon's Line as the dividing line between North and South.

After the Mexican War, the north wished to shut out slavery from the territory gained from Mexico and wanted to admit California as a free state. The Compromise of 1850 was introduced by Henry Clay. This came into law and was called the Fugitive Slave Law. In 1854, Senator Stephen A. Douglas, of Illinois, presented a bill organizing the two territories of Kansas and Nebraska. This Kansas-Nebraska Act was passed.

This was the time when a new political party was formed to oppose slavery. This party was made up of men from both the Whig and Democratic parties who had come to believe that something must be done to prevent the spread of slavery. This new party was called the Republican Party.

IN UNITY THERE IS STRENGTH



An Amateur Show with the participants being sons and daughters of auctioneers, has been an interesting part of our last two National Conventions. Here we see the 1965 prize winners. BACK ROW, from the left: Darline Eilers, Kimberly, Ida.; Martha Fulkerson, Jonesboro, Tenn.; Wanda Wendt, Granger, Wn.; Martha Eilers, Kimberly, Ida.; Vicki Johnson, Story City, Ia. SEATED: Master of Ceremonies, Bill Hagen, Billings, Mont.; Janet Messersmith, Jerome, Ida.; Sheryl Johnson, Story City, Ia.; Bruce Mullen, Pasco, Wn.

This will again be a feature of the 1966 National Convention in Philadelphia. We hear there are already some young folks practicing for this event.

Up to this period in our history from Washington's first term until the Civil War Period there elapsed seventy-two years. During this time Southern-born presidents had been elected for terms amounting to fifty-two years, while only five Northern presidents had been elected for one term each, or twenty years in all.

At this time John Brown decided to stir up the slaves to rise up against their owners. In 1859, the Harper's Ferry incident occurred. Things did not work out for him. The Negroes didn't come to his aid but instead the arsenal was surrounded and the United States Marines captured Brown and his men. He was tried and hanged. Some historians believe that he was partly insane from

thinking and living the subject of slavery too long.

In 1860, the Republicans nominated Abraham Lincoln. The Democratic party divided into two parts with Stephen A. Douglas and John C. Breckinridge being nominated. As soon as it became known that Lincoln had been elected, a convention was called in South Carolina with the convention repealing the act by which it had ratified the Constitution seventy-two years before, and declared the state was again Independent. Mississippi, Florida, Alabama, Georgia, Louisiana and Texas followed South Carolina in this move. Maryland, Delaware, Virginia, North Carolina, Kentucky, Tennessee, Arkansas and Missouri did not wish to secede although they sympa-

IN UNITY THERE IS STRENGTH

thized with the other slave states.

In February 1861, delegates from the seceding states met and elected Jefferson Davis of Mississippi as President and Alexander H. Stephens of Georgia, Vice President. This delegation adopted its new constitution. They considered the United States a foreign government.

In March 1861, Lincoln was inaugurated president. Efforts were made to heal the rift between the states without any end results. Finally Lincoln sent supplies and reinforcements to Fort Sumter. Firing was begun on Friday, April 12, 1861, and on Sunday the Fort surrendered. Five days later Union troops marching through Baltimore were attacked by a mob and several killed. These were the two incidents that set off the powder keg. Up until this time many men in the North believed it was better to let the states go than fight, but after this the situation changed. The next day President Lincoln called for 75,000 men to volunteer as soldiers.

Then came the battle of Bull Run when the Confederates gave way but General Jackson stood "like a stone wall". Then came in succession 2,400 battles, great and small, during the war and 112 of them were real battles.

In 1863, General Lee invaded the North and this time marched into Pennsylvania. Hooker was succeeded by General George G. Meade, and on July 1, 2, and 3, the armies met at Gettysburg. General Lee was defeated even though here the most famous charge in history occurred, where 13,000 men under Pickett and Pettigrew failed to break the Union Center. General Grant on July 4, 1863, took the city of Vicksburg. The Mississippi was now lost to the Confederacy.

The battles raged on in rapid succession with Ulysses S. Grant being brought east and placed in charge of all the armies of the United States. The blockade of the southern ports was now complete. The blockade runners, swift little steamers painted a dull slate color, slipped in and out of the ports with their cargoes. Profits from this trade were enormous.

Battles raged on during the following months with the main battle lines in Virginia, North Carolina, Florida, Georgia and Tennessee. The battles of At-

lanta, Richmond, Savannah, Columbia, and Petersburg, occurred in rapid succession.

On April 8, Lee realized that nothing more could be done. So on April 8, 1865, he and Grant met at the little village of Appomattox and arranged terms for the surrender of 27,000 men—all that were left.

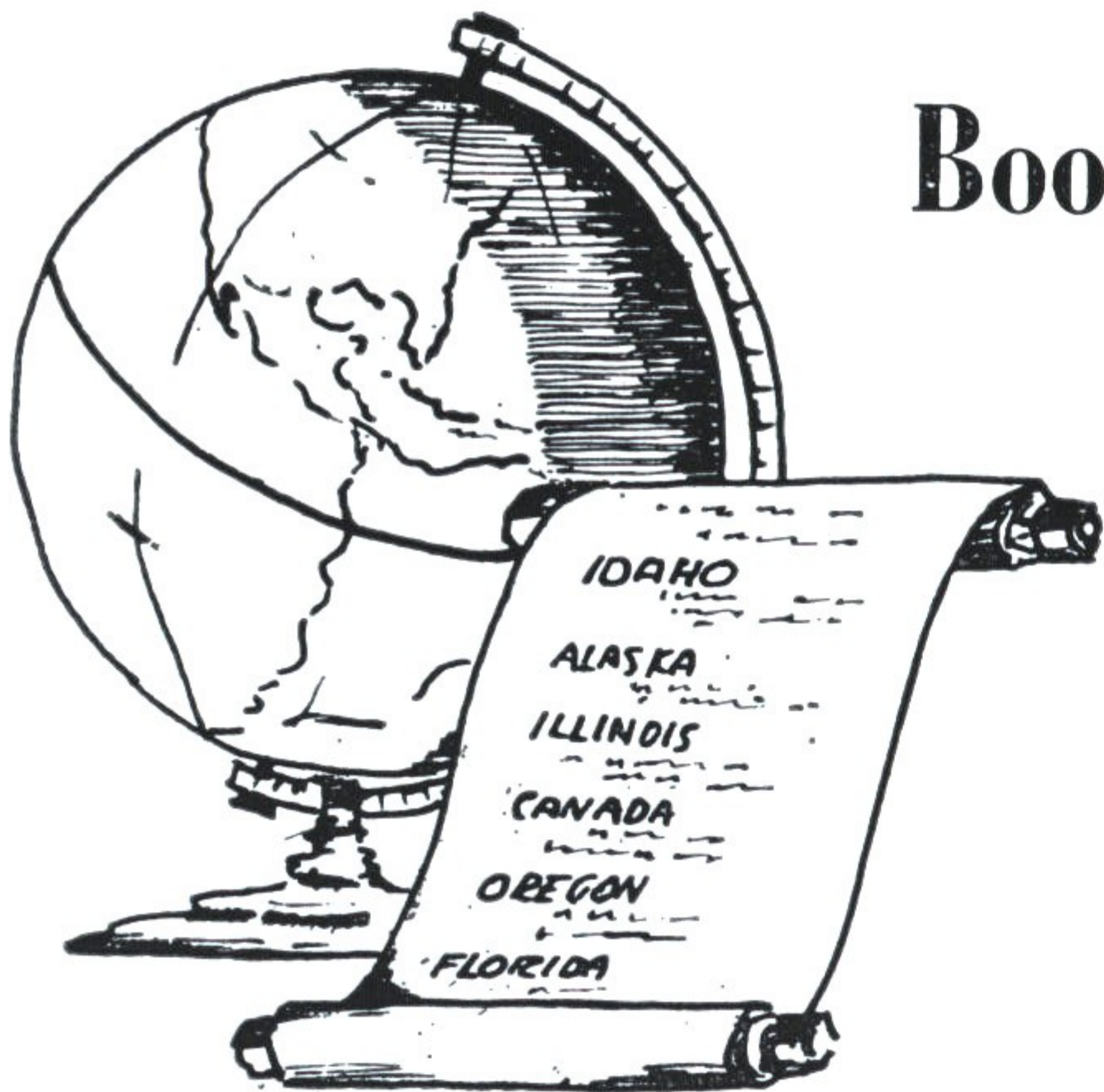
The news of Appomattox had hardly spread over the United States when the news of Lincoln's assassination by John Wilkes Booth hit a stunned nation. On this same night Secretary of State William H. Seward escaped from an attempt made on his life.

The thirteenth amendment to the Constitution forbidding slavery anywhere under the United States Flag was adopted in December 1865, and became a part of the Constitution.

In one way we may be proud of this war, no matter whether we live in the north or south. No soldiers ever showed greater bravery than was exhibited in many of the 2,400 battles of the war. While there was much that was cruel and hard, there were many bright spots, deeds of kindness and of heroism which will live forever.

Pennsylvania is not mentioned as to the progress of its industries or the progress that was made in the fields of arts and sciences during this period. It is felt that the early history as reiterated is a part of the history which can be found in Philadelphia.

Philadelphia is one of the leader cities of the eastern seaboard and we have taken this city to elaborate on as we are going to this city in July as our convention city. It is a city of history and a city which shows the end results of the pain, suffering and death which as cruel as it may seem, is why we have grown. This city is made up, as all of our cities are, of the descendants of these brave, strong and reliant people who took us through the period of declaring ourselves a free nation with the right to govern ourselves through the period when thinkers and great minds realized that to be a free, great nation, to enjoy further growth, that all men in this country must be free. Here was the decision to free men. **This was DEMOCRACY WORKING.**



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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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The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Bernie:

All at once I seem to miss getting my copy of "The Auctioneer" and wondered why. In checking I found I hadn't sent in my dues, so here they are and please get me back on the mailing list.

Really enjoyed our visit in Ft. Pierre, last summer. I got some good pictures, taken at the Ranch.

We had about the usual run of sales this fall. Prices and crowds were both good. We had the best small grain crop here we've had in years. The corn yield was good but it froze too soon.

Am looking forward to seeing you in Sioux Falls, this summer. Please pardon the delay in sending my dues.

Yours truly,
Ole Hall
Bryant, S. D.

* * * *

Dear Mr. Hart:

Attached find my check for 1966 dues in the National Auctioneers Association. I enjoy reading "The Auctioneer" very much and look forward to each issue.

I greatly appreciate the fine work that you and the other officers of the association are doing. Keep up the good work.

S. Braden King
Boonsboro, Maryland

* * * *

Dear Sirs:

Over the past year I have enjoyed "The Auctioneer", very much. I have received several tips from it.

I have been busted from a Colonel to a private because of the selective service draft. I will be going into the army very soon. I will still be looking forward to reading "The Auctioneer".

Included you will find my dues for the up coming year and also the payment for the Booster Page.

Sincerely,
Harold E. Covert
Charleston, W. Va.

* * * *

Dear Mr. Hart:

Please find enclosed check for \$15.00 to cover 1966 dues and Booster Page.

I look forward to and enjoy every issue of "The Auctioneer".

I have an auction every Saturday night on housewares and etc., (all new merchandise) and wholesale this merchandise to fellow Auctioneers in nearby towns and states.

Open daily from 9:00 A.M. to 5:00 P.M. for retail sales.

Any N.A.A. brother will find a warm and hearty welcome at Dick's Barn.

Yours for a good 1966,
R. O. Root, Jr.
Roanoke, Va.

* * * *

Dear Bernie:

Enclosed you will find my check for 1966 dues and the Booster Page. I would also like to take this opportunity to thank you personally and the National Auctioneer Association for all your help and consideration during the year just past. Being President of the Illinois Auctioneers Association is truly a wonderful experience. We have a great organization here in Illinois and you would have to look a long time before you could find so many helpful and considerate gentlemen as we have in our association. I am indebted to them for all of the help they gave me during 1965. We have an excellent group heading our organization.

Dwight Knollenberg was a fine choice to head up the organization during 1966. I know that he will receive the same support that I had.

Bernie, the farm land at Auction Mar-

IN UNITY THERE IS STRENGTH

ket was at the all-time high here last year.

I had the honor of selling 24 tracts of farm land during 1965 and 15 of them brought over \$700.00 per acre. We had two different tracts at \$920.00 which was the highest figure obtained.

Again let me say thanks for everything, wishing you the best for 1966, I remain.

Very truly yours,
William L. Gaule
Chatham, Illinois

FIGHT FOR PEACE

Sail on oh clouds
Across the sky
The sun will shine
Bye and bye.

The night will be clear
When we can see Mars
In the far off land
Of the sailing stars.

A meteor falling in the night
Makes a tiny speck of light
As we hope to make a speck of light
In the future, for the fight.

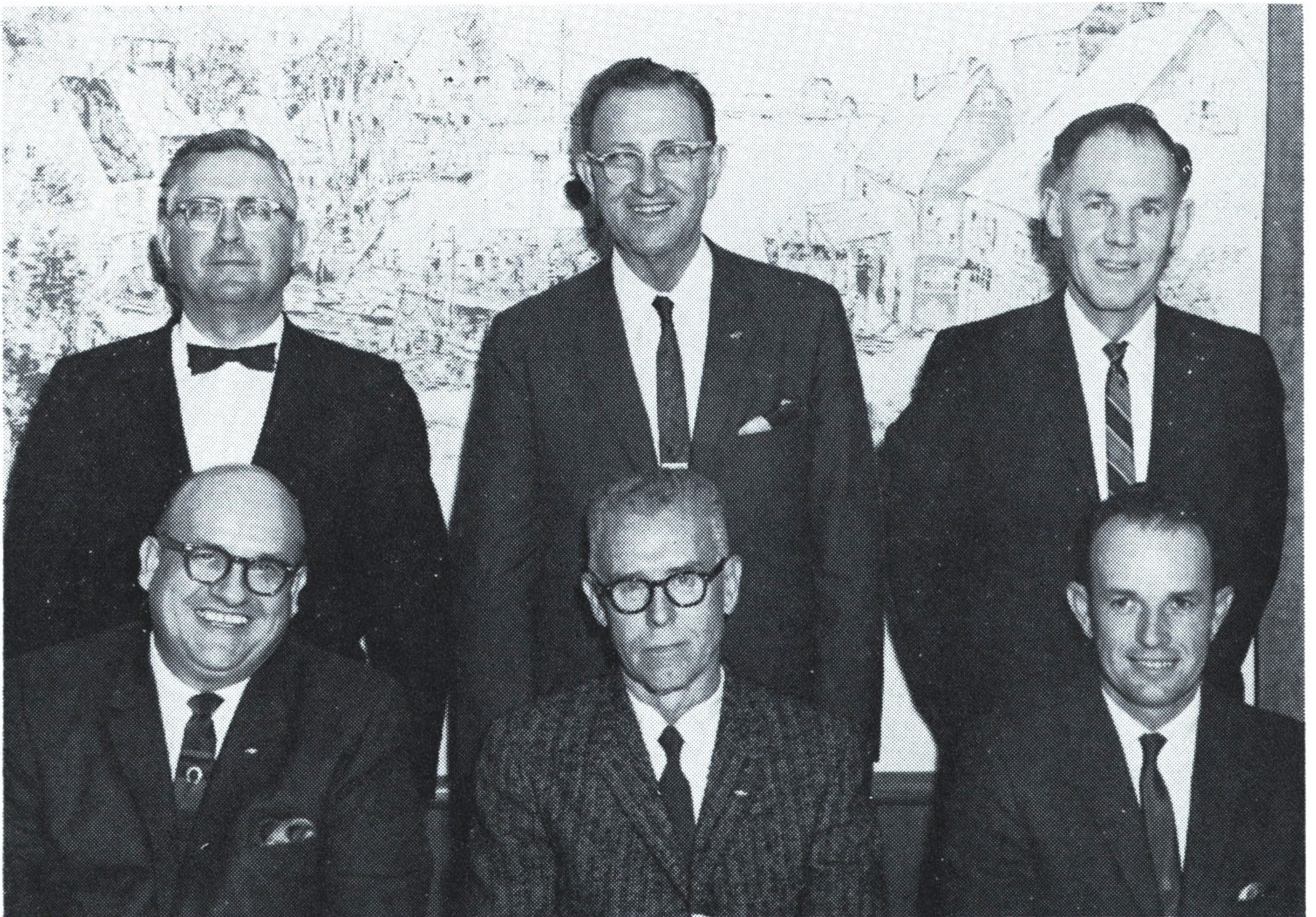
Not a thought of war
But a peaceful fight
That we will wage
With all our might.

A speck of light
In the unknown
We hope to be
When we are grown.

Greenville, Ohio
Ken White,

(Written while still a boy)

“You can’t be sick here,” said the admiral. “That’s what you think,” said the sailor.



Officers and Directors of the Mississippi Auctioneers Association at their first annual meeting, January 9. Seated, from the left: Vice President, W. E. “Bill” Tinnin, Meridian; President, Lew Henderson, Gulfport; Secretary-Treasurer, Bennie Blount, Decatur. Standing are Directors, S. E. Gelvin Tunica; Toxey T. Fortinberry, Water Valley; and Jack Alford, Cleveland.



WESTERN COLLEGE AUCTIONEERING

W A A

BILLINGS MONTANA

W A

Western College Of Auctioneering

Pictured on the opposite page are graduates from the December, 1965, term of the Western College of Auctioneering, Billings, Mont. Identification follows, reading from left to right:

Front row, kneeling: Instructors Vern Dustin, Billings; Armon Wolff, Golden Valley, N.D.; Jim Messersmith, Jerome, Ida.; Bill Hagen, Billings; Bob Thomas, Billings; Merle Clark, Marmarth, N.D.; Jack Ellis, Lavina, Mont.

Front row, standing: Woody Dutton, Cody, Wyo.; Hersel Cousins, North Battleford, Sask; Vess Hurley, Fairview, Mont. Marlan Northrup, Espanola, N. M.

Second row: Jack Dunn, Jr.; Ft. Collins, Colo.; David Roberts, Somerset, Colo.; Pete Boysen, San Luis Obispo, Calif.; Tom Filbin, San Luis Obispo, Calif.; Larry Cole (Class President), Gillette, Wyo.; Jim Scott (Class Secretary), Gillette, Wyo.; Arlos McCarty, Tullos, La.; George Bartole, Big River, Sask.; Jim Stewart, Airdrie, Alta.

Third row: Francis Cushen, Spanway, Wn.; Karl Salzseide, Chehallis, Wn.; Richard Tieszen, Richey, Mont.; Elgin Brown, Daysland, Alta.; Harold Hupp. Gordon, Nebr.; Robert Estes, Albuquerque, N.M.; Orin Lamport, Hecla, S.D.; Thomas Buller, Richey, Mont.; Robert Morris, Crawford, Nebr.

Back row: Dean Oseen, Turin, Alta.; Ted Mann, Henefer, Utah; Bob Lamport, Vermillion, Alta.; Roger Barkell, Bozeman, Mont.; Dee Edmondson, Quailicum Beach, B. C.; Glen Jacobi, Calgary, Ata.; Rod Kekich, Sheridan, Wyo.; Tom Scott, Gladstone, Man.; Le Ray Pahl, Medicine Hat, Alta.

H. W. Walker Victim Of Long Illness

Horace W. Walker, Indianapolis, Ind., died December 26 in a local hospital. He has been in ill health for a long time but maintained his activities until the end. He was 55 years old.

Walker was well known in livestock circles, especially in the Shorthorn breed,

as an auctioneer, sale manager and consultant. He served for a time as field representative for the SHORTHORN WORLD, the breed publication.

He was also active in dairy cattle sales for a number of years and served important roles in the International Dairy Show when it was held in Chicago. For many years he was right hand man to the late Jess Andrew in supervising livestock events at the International Livestock Exposition in Chicago.

Until the time he joined the SHORTHORN WORLD staff and curtailed his auctioneering work, Walker was a member of the National Auctioneers Association. He is survived by his widow and a brother.

Those topless bathing suits may not be much to speak of but they're plenty to talk about.

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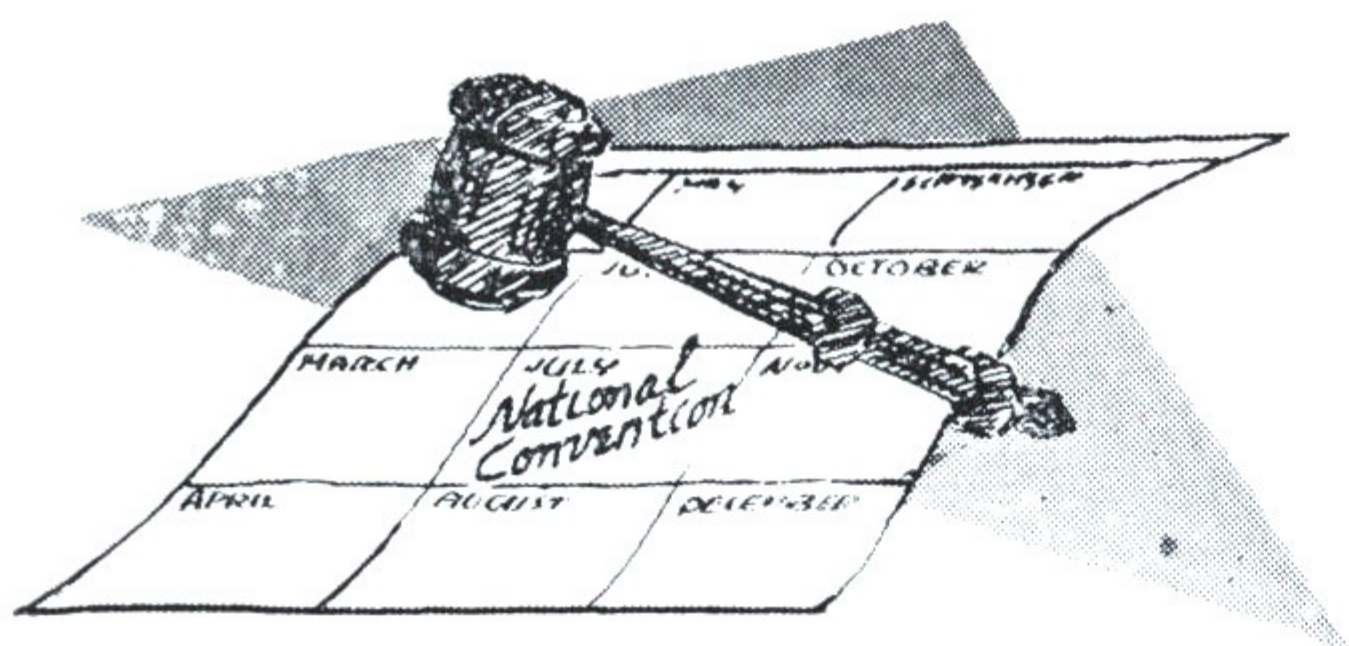


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May 1 — Missouri Auctioneers Association, Missouri Hotel, Jefferson City.

June 5 — Ohio Auctioneers Association, Atwood Lake Lodge, Dellroy.

July 14-15-16 — National Auctioneers Convention, Bellevue Stratford Hotel, Philadelphia, Pa.

July 23-24 — Mississippi Auctioneers Association, Hotel Markham, Gulfport.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

Are You Ready???

Don't let anyone kid you—We are in a boom, we've been in one for four years and "you ain't seen nothin' yet! ! !"

Right now, nationally, every large manufacturer or employer is under ever increasing pressure. Good help doesn't exist, poor help is getting scarcer, wages are going higher each year. Fringe benefits are becoming more burdensome to all employers and Social Security and Medicare will be increasingly expensive!

Remember four years ago? Your advertising was cheaper, your cars and trucks were cheaper—repairs were cheaper. Motel and Hotel rooms and meals were all cheaper—what does it mean? It means that there will be no change from this gradual creeping inflation with the exception that it could accelerate its pace.

The economy is on a sleigh-ride and with the added pressure of the Vietnam war plus the stimulus of the biggest

population explosion to ever hit this country due in the next few years (reaction from World War II and the Korean conflict).

This is not meant to be pessimistic in tone—far from it—It is only a warning to get ready to ride the greatest boom this country has ever seen.

How far it will go depends on how far the government is willing to go to control inflation!

Whether you realize it or not you do have a partner in your Business—The Government of the U.S.A. You are going to have price contracts—You are going to have tighter money—You're going to be amazed at the attempts by government to manage all business and you'll be more surprised at the success they will have in securing that control.

If you have twenty or more employees in your organization, you are going to experience pressure from all sides. Increased Wages, Unionism in the white collar market, more taxes, more fringe benefits, more government red tape to keep records on—

Don't worry about a bust—its more likely to be a runaway economy that deceives you by its infiltration, penny, nickel and dime at a time.

Don't worry about the future—Prepare for it! !

Contributed

ALL IS NOT LOST

We can hardly agree with the statement that people cannot think for themselves. We consider and sincerely believe that every American is a sound thinker, an energetic worthwhile human, but his incentive has been taken away from him. He has been brainwashed with poverty programs, with welfare ideas, with aid programs, until he believes that only Washington can do what needs to be done. To us this is extremely disappointing — we have stated many times, and still believe in pioneer spirit — the drive and intestinal fortitude which discovered this great country of ours. — Ault (Colo.) Progress.

Maybe hard work never killed a person, but you never heard of anyone resting to death, either.

Former N.A.A. President Writing Autobiography

Reprinted from the LaGRANGE (Ind.) STANDARD
By Glendon Sears, Soil Conservationist

Herman Sigrist, successful businessman, agriculturist-conservationist and auctioneer extraordinary, is now composing his memoirs into an autobiography.



Sigrist has seen many changes since he made his advent into the world and came to Mongoquinong.

The family came from Ohio, originally from Switzerland, and settled three miles east and one-half mile north of the town of Brighton, formerly named Lexington.

Many of the old readers of this column may relive the days in 1882 through 1885 and into 1890 as they read this report when published. Only a few will recall walking barefoot to the Greenfield Mills store when Ferris was proprietor of it and when a man named "Patches" was in charge of the mill.

The youthful "Herm" journeyed there with his grandfather to get flour for the

huge flour bin. The women baked bread and pies by the dozens. The walnut wood flour bin was about three feet tall and 12 feet long, carrying across the room on a slant to slide the flour to the sieve.

Our friend remembers well the four poster bed of his youth. It was made of quarter-inch ropes with a "ticking" filled with straw.

One of the wise thoughts which Herman received from his father was to plan an entire activity before leaping into it. "You must take good care of a driving horse on the way out because you will need her help on the return trip," was a saying of his father.

While attending his grandfather's dispersal sale, the young man became intrigued with the chant and psychology of the auctioneer. This never left his imagination and he started studying the art.

Among his accomplishments are 41 years of teaching in the Reppert Auctioneering School. The society of auctioneers has voted him a huge trophy commemorating the uniqueness of his mastery.

Herman has a long line of philanthropies. He has placed pipe organs in two churches, one at Brighton and one at Fort Wayne. He sponsors the 4-H safety effort of LaGrange County and maintains the soil conservation movie projector for youth conservation education. Wise treatment of soil has been of prime importance in the farms he has managed as well as on the land he has owned.

This interest, moral support and valuable contribution to our work makes us doubly pleased to call attention to Herman Sigrist's latest work, his book.

MATRIMONIAL WARFARE

Wife: "Look at these hideous old clothes I have to wear. If anyone came to visit us they'd think I was the cook."

Husband: "Not if they stayed to eat they wouldn't."

THE LIGHTER SIDE . . .

SOLITUDE

The afternoon tea was a brilliant affair thought the hostess as she made the rounds checking on the wants of her guests. Then she spotted the guest of honor seated in a chair far removed from the other guests. Are you enjoying yourself?" asked the concerned lady.

"Yes," replied the gentleman, "but that's all I'm enjoying."

PENTAGON COMMANDO

A young fellow in the Naval Reserve was telling his friends that if he were ever called for active duty, he would like to be assigned as commander of an LMD.

"What's an LMD?" asked a friend.

The young fellow quickly replied: "Why it's a Long Mahogany Desk!"

A CHALLENGE

A hard driving taxi driver ignored a red signal, threatened a traffic policeman's knees, missed the street safety island by a hair, and grazed a bus, all in one dash.

The policeman hailed him, then strolled over to the taxi, pulling a big handkerchief from his pocket en route.

"Listen, cowboy!" the policeman growled. "On yer way back I'll drop this and see if you you can pick it up with yer teeth."

BLUFFER

A rich but well-seasoned old maid in Philadelphia finally landed an eligible gent. She was dreadfully near-sighted, but, knowing how much stock he put in perfect physical health, was resolved to conceal this defect from him by hook or crook. One day she surreptitiously fastened a diamond stickpin into a tree, and later, seated with her swain on a bench two hundred yards away, exclaimed, "Look, darling! Isn't that a diamond sparkling in yonder oak tree? I'm sure I couldn't see a diamond as far away as that," he marveled. "I'll get it for you," she said happily, and got up to retrieve it. Suddenly her house of cards collapsed. She tripped over a cow.

NO CONFIDENCE

INMATE No. 4622 of the alcoholic ward fingered his electric flashlight lovingly. "If I turn this beam straight up in the air," he said to inmate No. 4623, "I'll bet you a trillion dollars you can't climb up it."

"I'm wise to your tricks," sneered No. 4623. "I'd get half way up and you'd turn it off."

FIRST THINGS FIRST

"Doctor, Doctor," called Mr. Schultz frantically, "come quick. You know my wife sleeps with her mouth wide open and just now a mouse ran down her throat."

"I'll be over in a few minutes," said the doctor. "Meantime, try waving a piece of cheese in front of her mouth and maybe the mouse will come out."

When the doctor reached the Schultz apartment, he found Mr. Schultz in his shirt sleeves waving a six-pound flounder frantically in front of the prostrate Mrs. Schultz' face. "What's the idea?" said the exasperated doctor, "I told you to wave a piece of cheese. Mice don't like flounders."

"I know, I know," gasped Mr. Schultz. "But we've got to get the cat out first."

WHO'S NEXT?

In accordance with the time-honored curriculum of the State Penitentiary, "One-Eye" Shamkin spent part of his first morning at the prison barber shop. "New guy, ain't you?" hazarded the barber. "One-Eye" grunted assent. The barber set to work with his electric clipper, accompanying his art with a running commentary on politics, baseball, sex, music, and the lamentable inefficiency of co-workers on either side of his chair. "By the way," he said at the end of his oration. "What you get sent up for, brother?" "One-Eye" Shimkim glared at him balefully with his good eye and answered, "The barber in de toid chair at Greco's talked too much, so one day I grabbed de razor outa his hand and cut de bum's troat wid it."

IN UNITY THERE IS STRENGTH

IT'S WORSE THAN YOU THINK

A pair of newly weds stepped into their hotel elevator. "Hello, darling," murmured the pretty operator. There was a chill silence all the way up, but when the couple reached their floor the bride exploded, "Who was that hussy?"

"Now don't you start anything," the groom said worriedly. "I'm going to have trouble enough explaining you to her tomorrow."

NOT MUCH

A harrassed guide had been trying to find something on the whole continent of Europe with which he could really impress a brazen, intolerent American tourist. In despair he played his last card — the magnificent view of the Alps from the Lausanne in Switzerland. "Isn't it the most beautiful view you've ever seen?" hazarded the guide.

"Oh, I don't know," said the American. "Take away your lakes and your mountains, and whaddya got?"

FOREIGN TEACHER

In darkest Brooklyn, a pupil reported to his nature teacher, "Dis morning I hoid a boid choiping."

"No, John," corrected the teacher. "You heard a bird chirping."

"Funny!" commented John. "I coulda swore it was a boid choiping!"

TIMELY REMEDY

A radio comic regaled a dignified assemblage in a Park Avenue mansion with a number of jokes that were born at a men's smoker and should have been kept there. The fact that nobody laughed did not deter the comic for a moment. Finally he ran down of his own momentum and asked the butler for a glass of water. The hostess added grimly, "And Charles, bring a cake of soap and a toothbrush with it."

WON'T COOPERATE

Two boy scouts, whose younger brother had fallen into the lake, rushed home to their mother with tears in their eyes.

"We're trying to give him artificial respiration," one of them sobbed, "but he keeps getting up and walking away."

WHAT IT TAKES

Matt Roberts m.c.'d a dinner at which four speakers in succession grossly exceeded their time limits. The audience was writhing with discomfort. Roberts arose and said, "Before introducing the next speaker, I'd like to tell you of two skeletons imprisoned in a dark, musty closet. One of them finally grumbled, 'If we had any guts, we'd get out of here.'"

Roberts says two vice-presidents were trampled in the stampede for the exits.

FAIR TRADE

"Henry," puffed the fat woman plaintively as her husband failed to assist her onto the street car, "you aren't as gallant as when I was a gal."

"I know, dear," puffed Henry, "but you aren't as buoyant as when I was a boy."

METAMORPHOSIS

"Has your wife changed very much since you married her?"

"And how! My habits, my friends, my hours —"

LOGIC

A circuit preacher, making his rounds on horseback through hill country, found one of his aged parishioners puffing a pipe on the porch of her shack. Pointing an accusing finger at the offending pipe, the preacher asked, "Miz Wilkins, do you expect to be saved?"

"Yes, Rev, I do," she answered.

The preacher's voice rose, "Don't you know, woman, that the Bible says nothing unclean shall enter Heaven? How do you expect to go there with your breath smelling of evil tobacco?"

"Well, Rev," Miz Wilkins said between puffs, "when I die I 'spect to leave my bref behind me."

TIMELY TIPS

Jailer: "Why do you want to see the prisoner?"

Husband: "I'd like to find out how he ever got into our house without waking my wife."

Trouble with most wives in a supermarket, they don't exercise shelf control.

IN UNITY THERE IS STRENGTH

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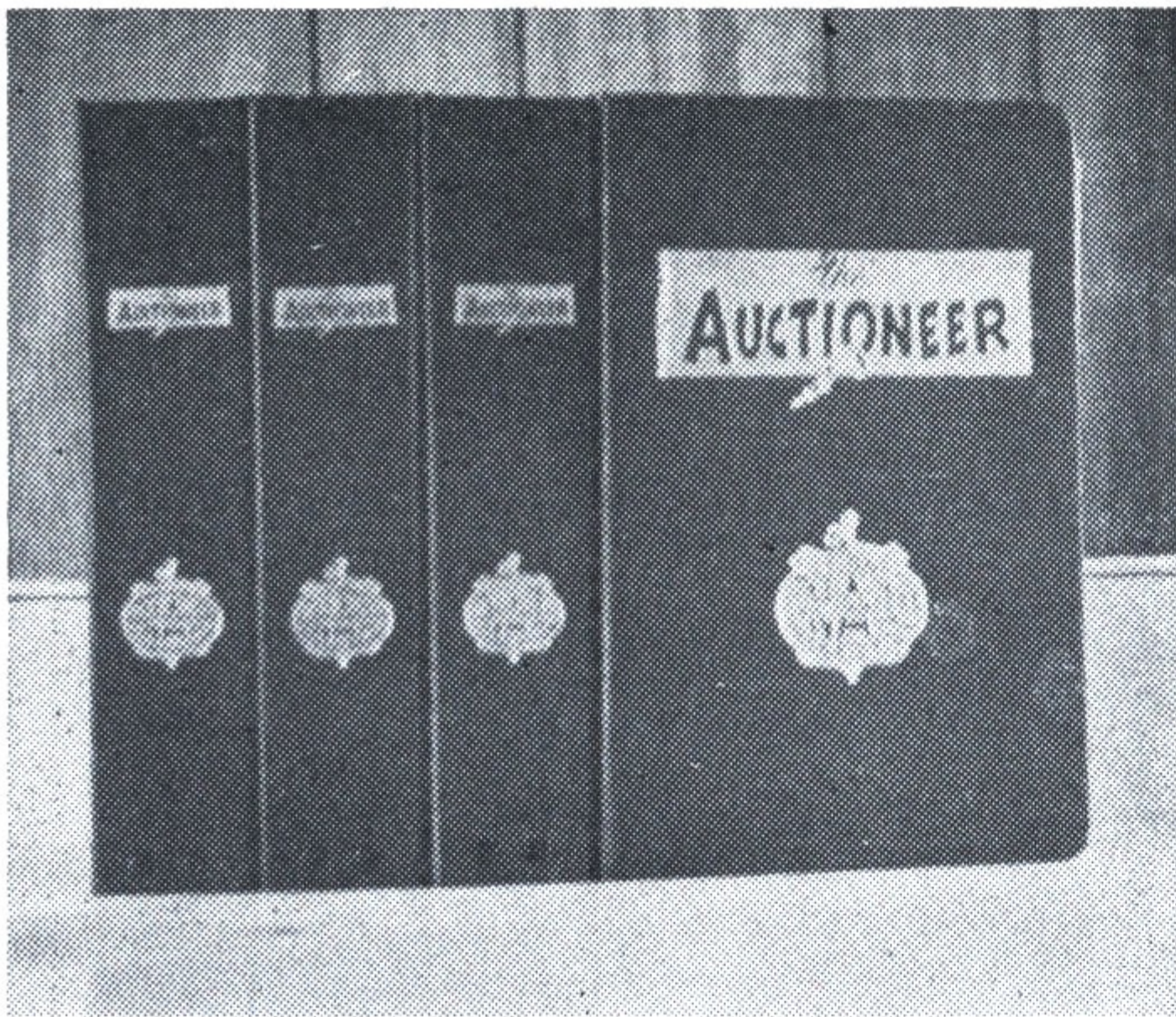
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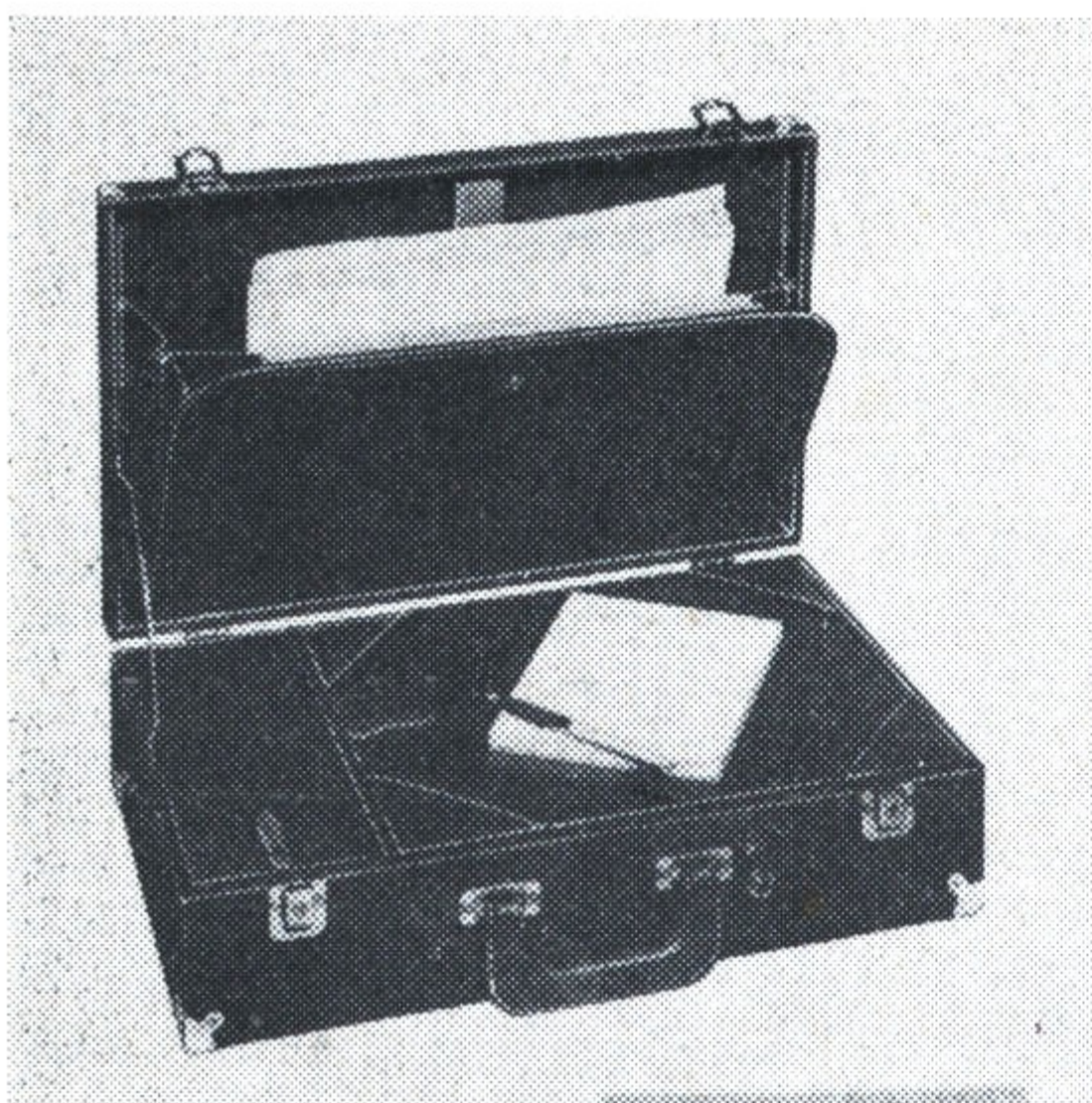
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