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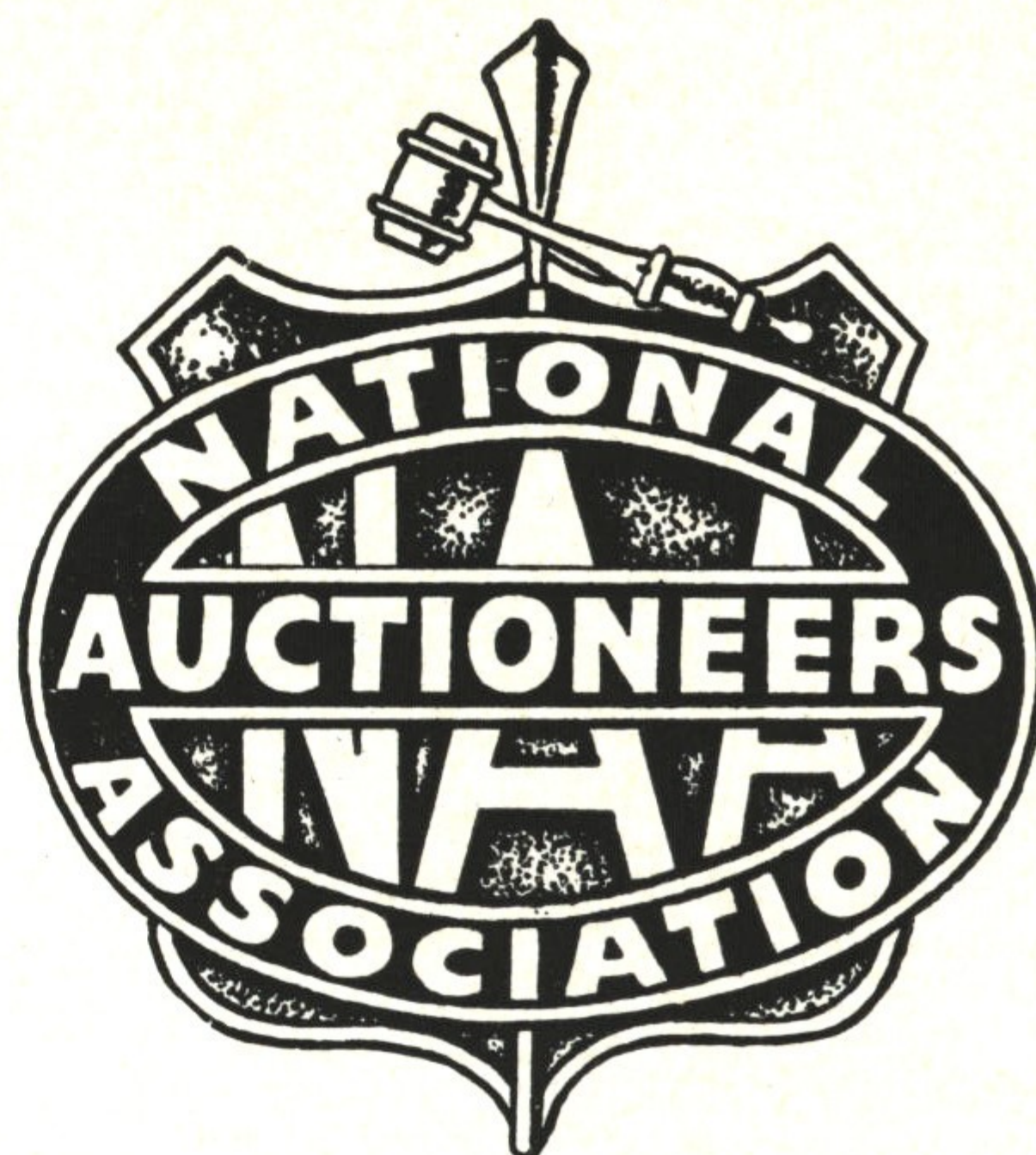
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Indiana

There Is A Key To Opportunity

By COL. B. G. COATS

As a boy every Auctioneer in the United States read from books about how to succeed, and if there should be an Auctioneer among us that has not experienced such pleasant reading he has missed much. Now there are many keys to success and each key is fitted to the work you have chosen. Any Auctioneer is a success who has done creative work, or who has demonstrated his ability to achieve something useful that he wanted most to do, which was auctioneering.

There is a sure and certain satisfaction in the accomplishment of anything worth while, but that which inspires most Auctioneers is the unlocking of the door which gives to us serenity and peace of mind, and the key which does that is the Master Key, which we may well call the "key of opportunity." All through life this key of opportunity will keep coming in handy, for it fits a thousand doors to the great opportunities in the auctioneer profession. It could not be better named than the key to opportunity.

Once we loose this Master Key all doors to achievement and success become suddenly closed to us. This is the one key every Auctioneer should cling to for so long as he is engaged in auctioneering. We should carry it with us wherever we go. The greatest Auctioneers of all time have carried it with them from their youth. Every business man in America that has been successful, every professional man, men in all walks of life, each know the value of this Master Key, for it has proven again and again the one essential to the door of opportunity and one's heart's desire.

Now if you are content with yourself, read no further for it will do you no good. If you are ambitious to improve yourself and your profession, then grab this key to opportunity, for it is a key that will open many doors for you. Members of the National Auctioneers Association picked up the key to opportunity when they became members of the Association. Every issue of "The

Auctioneer" hands out keys to opportunity, if you will but grasp them. Every national convention of the National Auctioneers Association affords every one in attendance to go home with a pocket full of keys to opportunity. Every auction sale held in the United States offers keys to opportunity to the Auctioneers conducting them, to the Auctioneers that may be visiting them.

Visit an auction sale conducted by an Auctioneer that returned from a national convention with a pocket full of keys to opportunity. You will observe that he is opening the field wider for more and better business because of what he has captured from his fellow Auctioneers. He knew that the national convention was a key to opportunity and that he was determined to open the door. He returned to his community and with new ideas, which by reason of opportunity made him a better Auctioneer.

Have you ever stopped to think that behind every auction sale is the product of some one's faith, some one's labor and some one's opportunity that made possible the gathering together material things, the result of which, you, the Auctioneer is placed the responsibility of liquidating.

Behind all that we enjoy in the practice of our profession, is the product of some one's labor, some one's faith. Who are we as Auctioneers to loose sight of the years of toil of the farmer, the business man, the professional man and all those who call upon us for our services. Let us not lose this key of opportunity which is every Auctioneer's greatest asset. Let us think more of the other fellow and less of ourselves. Let us take advantage of every opportunity to improve ourselves and our profession. Let us join together for the benefit and happiness of all Auctioneers. Let us plan now to latch on to that key to opportunity which the national convention will give us if we will but only accept. July 14-15-16 will be three big days of opportunity.

NAA Members Received From All Directions

Twenty-four states and one Canadian province were represented in the memberships received from March 16 through April 15. Iowa led the list with six members followed by Nebraska and Wisconsin with four each.

New members were quite conspicuous for this period with 35% of those received becoming members of the NAA for the first time. Following is a list of those received, the asterisk denoting renewal:

- *Col. Joe S. Schmidt, South Dakota
- *Col. I. A. Wagner, South Dakota
- *Col. Loyal K. Smeltzer, Indiana
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- Col. Everett C. Clinton, Idaho
- Col. Dittman Mitchell, Arkansas
- Col. John Hillman, Kansas
- Col. Harold N. Courter, Kansas
- Col. Bert W. Geiselman, Missouri
- *Col. B. L. Wooley, Arkansas
- Col. Howard Harris, Jr., New Jersey
- *Col. J. E. Russell, Illinois
- *Col. Theo H. Holland, Iowa
- *Col. Chester Bell, Wisconsin
- *Col. Archie Boyce, Alberta
- *Col. Henry Jones, Kentucky
- *Col. E. C. Weller, Nebraska
- *Col. Edward Krock, Massachusetts
- Col. Harvey Greenwood, Colorado
- *Col. R. C. Martin, Nebraska
- Col. W. H. "Bill" Hogg, Texas
- Col. Ronald Lyon, New Hampshire
- *Col. Ray Gevlinger, Wisconsin
- *Col. Ralph M. Schain, New York

- Col. Willis O. Hanson, South Dakota
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- *Col. Carroll R. Kirby, Jr., Virginia
- *Col. G. S. Adams, Jr., Iowa
- *Col. R. E. Richards, Iowa
- Col. J. C. Carter, Kentucky
- *Col. P. M. Parkin, Wisconsin
- Col. James W. Smith, New Jersey
- Col. Kenneth M. Rice, New York

License Proposal In New Hampshire Dies

A bill to license auctioneers in New Hampshire was defeated quite easily. This proposed law (HB 352) was opposed by the New Hampshire Auctioneers Association. A delegation led by the president, Col. George Michael, appeared at the committee hearing on the bill and pointed out their objections and explained that it would be of no benefit to the State of New Hampshire, in fact it would be a hindrance. They also presented a letter from the Secretary of the NAA in regard to licenses which, among other things, stated that nearly all license proposals were sponsored by some individuals who could not stand honest competition.

The New Hampshire Auctioneers Association deserves the compliments of every auctioneer in America for their work against this proposed legislation. They feel that rather than fight competition negatively by seeking restrictive legislation, they would rather approach it positively by letting everyone know that they in New Hampshire can do the job in New Hampshire better than anyone else. This attitude brings improvement in our profession through better service to the public.

Three cheers for the New Hampshire Auctioneers.

Depreciation expense on a Mainline DC-7 amounts to \$611.00 per day. For a DC-6B \$393.00; DC-6 \$319.00; and for a Convair \$226.00 per day.

An "educated guess" has been defined as a preliminary approach to the beginning of an approximation of an estimate.

Michigan Auctioneers Faced With Injurious License Law

A bill to regulate sales at auction has been introduced into the Michigan legislature through SB 1161. Col C. B. Smith, president of the Michigan Auctioneers Association, and William O. Coats, Secretary, are heading a fight to defeat the bill.

A meeting of the Michigan Auctioneers Association was held with every auctioneer in the state being invited. It was their unanimous opinion that this bill would be detrimental to the auction profession. Each auctioneer in the state was requested to contact the senator from his own district in opposing the bill.

Here again, we find a law evidently sponsored by a group that can't stand competition. To bear this out we are reprinting from "The Saginaw News" under date of April 10, the sort of unfavorable propaganda that is being circulated by the sponsoring group.

LANSING — Northern Michigan Senators want to protect rural and small town residents from being victimized by the "glamour of fly-by-night auction sales."

Debate on a bill to permit townships to license auctioneers and establish control has been made a special order for Monday night.

The chief sponsor, Sen. Don Vander Werp, (R-Fremont)—explained Saturday, "our small towns are being flooded with these sales of gyp merchandise. Some adjoining states have passed laws to regulate them and there is a bill in the Ohio Legislature to do the same thing."

There are exemptions in the bill for merchandise commonly sold at farm and household auctions, and also for cities that already have ordinances on the subject.

"It is easy for me to understand how these fellows can impose on the decent people in our small towns," Vander Werp said in support of his bill. "It is

always possible to get bidders at fly-by-night sales of shoddy merchandise under the glamour of the auction setup.

"If a bidder finds he has bought shoddy merchandise, then the auctioneer is gone. They often describe the stuff with a famous brand name, but when you get it home it is obvious that it is not standard and not as good as the buyer was led to believe.

"This bill is designed to protect merchants who pay property taxes against traveling peddlers who do not. It also will provide safeguards for the protection of people in small communities."

Townships would be empowered to license traveling auctioneers, require them to post bonds, pay a fee of \$25 a day and furnish accurate inventories of all merchandise before and after sales, along with a statement of sales.

Sen. Perry W. Greene, (R-Grand Rapids), chairman of the State Affairs Committee which cleared the bill, said, "We can't stop that type of auction, but requiring an inventory and bill of sale will at least let bidders know exactly what they're getting."

Sen. John Minnema, (R-Traverse City), who is a co-sponsor with Vander Werp and Greene, pointed out "sad experiences" in his district.

"Even at the Northwest Michigan Fair, of which I am president, we've had that type of auction," Minnema explained. "I watched a fellow with a \$4.95 blanket. He carefully told the crowd, 'Similar blankets are sold for around \$24. He'd usually sell them for \$6 or \$7, but when his shills were working well I have seen him run a blanket up as high as \$16.'"

Minnema said, "I know that other counties have been bothered, including Leelanau, Manistee and Wexford. In addition, people come in and use the place where our fine livestock sales are held to dispose of sub-standard merchandise."

Vander Werp, in his preliminary ex-

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KEEP THIS IN MIND

planation of the bill, told of investigations by the Bad Axe Chamber of Commerce, which revealed that items sold were not bargains."

Another signer on the bill, Sen. Bert J. Storey, (R-Belding), said, "Up my way there are an awful mess of those sales. They move in two semi-trailers loaded. Paint with a misleading label, to make it look like a widely-advertised quality brand, is a favorite auction item. They also get rid of sub-standard electric kitchen mixers by describing them as a well-known standard item."

Sen. Robert E. Faulkner, (R-Coloma), secured delay of the bill "because I'm afraid reputable auctioneers will be put out of business."

Vander Werp said he is certain he can convince Faulkner that he is unduly worried.

CATTLE AUCTION RINGS

There are more than 2,000 cattle auction rings scattered throughout the United States.

Legislation Defeated By N. M. Auctioneers

Legislation that would have had a serious effect on auctioneers was introduced through HB 72 in the New Mexico legislature. This bill would have regulated auctioneer's fees or commissions calling for a fee not to exceed 5% on sales whose total exceeded \$500.

New Mexico auctioneers voiced their opinions on the proposal and we are happy to report that it was thrown out by the legislative committee. Another example of where alertness and co-operation paid off for the auction profession.

NEARLY TWO MILLION PUREBREDS

Eighty-nine purebred livestock registry associations issued a total of 1,830,937 certificates of registration in the year 1954.

Business, like an automobile, will not run itself—except downhill.

The Horse on Today's Farm

Some farm children are the envy of all their city cousins: they have a horse. And, as one drives around the countryside now, he fancies more farmers are keeping pleasure horses. This is good, for a dog and a horse are man's natural companions, returning love and devotion in equal measure to the love and attention bestowed upon them. A city child can have a dog—sometimes, but only a farmer's child can have a horse.

Quite often the cost is a significant factor in deciding whether or not to have a horse. But a farm horse does not have to be, indeed should not be, a spirited steed. These belong on the race tracks, in the show ring, or to the livery stables of the rich. These are the animals that cost several hundred or a thousand dollars and need showy tack. The farm horse should be gentle, placid, perhaps even with a little draft blood in his veins. In Summer he will live off pasture, in the winter on hay.

The initial cost might be set at \$100. Sometimes a children's camp, dude ranch, or riding stables will want to sell off the horses in the Fall of the year, perhaps for as little as \$50. In buying one of these horses, the purchaser must realize that the horse has had many people handling him and probably has picked up some bad habits. However, provided the horse is not vicious (which fault is perfectly obvious by the flat, backward tilt of his ears), he will respond rapidly to kindness.

For riding the horse, all that is actually needed is a bridle. All the top-notch riding instructors make their wealthy patrons learn to ride bareback. Nevertheless, a saddle is more comfortable. Here circumstances play an all-important role. The author had a relative with a no-longer-used western saddle in his attic; although it had been uncared for for 20 years, several dressings with neatsfoot oil, restored it to serviceability. Later, when we needed an additional saddle, we easily located a second-hand English one for \$10.

Most farms have a sleigh and harness

tucked away somewhere, nostalgic relics of the past. A little scouting is sometimes necessary to unearth them. But, once found, the sleigh usually just needs a cleaning and the harness an oiling. A caution should be observed: Do not try to buy these items from an antique dealer or a horse dealer unless you are completely aware of what value you should receive for the price you pay. Harness, particularly, they like to doll up with a coat of polish or paint, neglecting the fact that these will dry still more the already parched leather.

A second valid objection is that there is no practical value to the beast, yet it requires considerable care. It is possible to create some utility. The manure, for example, is the best fertilizer available for berries. Also, if you like an early garden, you will have in the natural course of events the material for an old-fashioned, no-expense hothouse.

Anyone of the family can ride the horse around the fences to check on them regularly. We haul our firewood out by bobsled in winter. When our sugar bush is in production, we expect to rig up pack-barrels for collecting sap. One dairy farmer salved his economic conscience for getting his boys a pony by requiring one of them to ride to the distant pasture daily and open the gate for the dog to bring the cows home. Once the psychological value of a horse is realized, the practical value will soon be evident.

What, then, is this psychological value? Here I can only speak from my own observation, for I cannot pretend to understand the workings of the human mind and emotions. When we moved to our farm from the city, our children were quite young. At that time we wanted to protect them from cars and "gangs." People thought that "was nice, but . . ." The "but" was that, as our children grew older, they would crave the glamour that a farm lacks.

Between then and now we had the good fortune to get a young, gray mare with foal, sire unknown, for \$100. The

foal developed into a handsome palomino, which is our eldest daughter's—now in her 'teens. While her father did the early, long training, Anne has done all of the saddle training. She can ride a horse at its three natural gaits—walk, trot and canter in English and Western saddles, and bareback. She cleans the stalls, feeds and grooms both animals, with occasional assists from the smaller children. Grooming includes currying, brushing, combing mane and tail, cleaning all four feet with a hook, oiling the hooves in hot, dry weather to prevent lameness, and treating minor cuts with carbolated vaseline. She undoubtedly could also rasp the hooves, but thus far we have not allowed her to.

When children can do all this with a horse every day that they behave themselves and do their chores, they attach a kind of glamour to their life that goes deeper than city lights and excitement. And the envy of approximately 100 per cent of their friends impresses upon them still more the glory of farm life.

Over the years urban centers have been luring men from rural areas. It is only an unquenchable love of the land that keeps many people still on their farms. But, as farmers are developing their livelihood more and more into big business, this love is gradually dying out. Industry has only the hazards of the market to contend with; farming has also the hazards of nature. Without something greater than economic security, farming loses its hold on men.

It is perhaps too much to claim that horses are the magic formulae for maintaining the necessary balance between urban and rural dwellers if we are to continue as the leading nation of the world. Yet it is difficult to find a farmer today who does not recall with affection the team his father had when he was a boy. In fact, many farmers still keep their retired teams in pasture.

A neighbor whose last mare got sick recently expressed the attachment he and many others have for this obsolescent creature. The horse had to be done away with, and it seemed to him only sensible to sell her to one of the local



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The emblem not only lets the public know that you are a member of the only all-National Auctioneers Association, but it also dresses up your advertising. It attracts attention. \$2.50 ea., postpaid.

glue factories. The truck drove up, the man led the horse out of the barn to a convenient spot for loading, and shot her.

"Right in my barnyard," my neighbor cried indignantly. "Just like any other old, sick animal. Why she was my horse!"

A Good Idea

An item from a newspaper published March 12, 1880:

"Following the example set by some of the leading journals out West, this paper has employed for the use of this office an ex-prize fighter, who is in excellent training, and carries 200 pounds of solid flesh.

"This gentleman is under contract to settle all disputes and to soothe any exciteable party who wishes to raise a row with any member of the editorial staff. If a man comes scooting out of the office like a roman candle with his pants kicked up under his hat and both ears chewed off, the law can't touch the paper for it, as the public has been solemnly warned."

Well Defined

Atheist: A fellow who can watch a Notre Dame-SMU football game and not give a d—— who wins.

What Relation Is The Peddler To The Auctioneer

By COL. HENRY SILVER

My dictionary defines a "peddler" as "One who goes from house to house selling goods." So to my way of thinking, the Auctioneer is quite closely related to the peddler, just as the peddler is related to those who follow other methods of merchandising. In fact, many Auctioneers were once peddlers, just as many of our leading merchants started their careers as peddlers. For that matter, our greatest statesmen have been peddlers for they have had to call upon individual citizens in order to have their ideas accepted.

Sears, Macy, Sachs, Wanamaker, Marshall Field and countless others on the list of notable names in merchandising started their illustrious lives very

humbly. One may have been the old Irish linen peddler, another the vendor of pots and pans, while still another may have been the Jew with his sackful of notions. Yet all of them established themselves as peddlers of commodities needed and wanted by their fellow men.

Then, too, I might mention Watkins, Raleigh and Fuller, the brush men. Their products are still being sold by a host of peddlers in every part of the continent. And how about the fine men who represent the most honored manufacturers of the country? Do they not travel from one merchant's place to the other presenting their lines of quality goods? Are they not traveling from "door to door with goods to sell?"

Now, let me bring this down to myself. I was a peddler before I became an auctioneer . . . and I have nothing to be ashamed of in the practice of either profession. Nor does any auctioneer have to be ashamed of his relationship with his cousin, the peddler, who, if he lives up to his code of ethics is just as honorable as the next man.

When I was a peddler, I tried to be an honorable peddler. As an Auctioneer, I have tried to be equally honorable. As a peddler, I never tried to sell "woolen" blankets made of "Alabama" wool. As an Auctioneer, I have kept away from selling fake jewelry with side bidders all around me. Very likely there are still some peddlers of the wrong type. And it might even be true that we still have Auctioneers given to questionable practices. But if there is such an Auctioneer, I would not want him in our organization, even if he never traveled from house to house with goods to sell.

The aim of our organization should be to embrace every honorable Auctioneer in the United States and Canada. Each one of us should strive to be respected in his own community, and thus



COL. HENRY SILVER

Auctioneers will be honored throughout our countries.

I have peddled over the biggest part of the United States. Following my years of peddling, I have had auctions in nearly every section of our country. And I say proudly, that I honestly believe I would be welcomed back by every customer of my peddling days and into every community in which I have conducted a sale.

Let us all work together for the United Auctioneers and, also, let each one of us help every other fellow Auctioneer achieve a brighter future.

Let's forget his past!

Livestock Auction Tops \$119,000 Mark

BATTLE CREEK, Mich. — The local yards of the Michigan Livestock Exchange recorded a gross volume sale of \$119,749.83 at Wednesday's weekly auction.

A total of 481 area livestock producers consigned animals for the Wednesday sale boosting the sales volume well over last week's \$89,206.30 sales volume.

W. F. Noffke and Son of Coloma received the top price paid for cattle, getting \$24.70 per hundredweight for one 1,075 pound steer and prices ranging from \$23.40 to \$24.70 for nine steers. Julius Frey of Delton got \$23.75 for a steer weighing 905 pounds, and George Dunham, Jr., of Lawton sold a 1,025-pounder for \$23.70.

Topping the calf market was Dale Lowe of Vermontville, who received \$28.50 for a calf weighing 185 pounds. Donald Weston of Schoolcraft sold a 195-pounder for \$28.25, and George Bentz of Bellevue got \$28.25 for a 250 pound calf.

Albert Shellenbarger of Lake Odessa sold 19 hogs averaging 200 pounds for \$18.30 to lead the hog consignors. Next in line was Russell Imes of Charlotte who received \$18.20 for five hogs averaging 222 pounds, and Berwin Flack of Mendon got \$18.10 for nine hogs averaging 197 pounds.

Receiving the top price of \$23.50 paid for sheep and lambs was Herbert Storms

of Sturgis who sold five animals averaging 97 pounds. Bernard Hills of Cassopolis received \$23.30 for 12 sheep averaging 86 pounds and Dr. F. E. Stiles of Battle Creek got \$23.20 for 26 animals averaging 97 pounds.

First Reservations From New Mexico

New Mexico is going to be well represented at the Indianapolis Convention, in fact the first Hotel Reservations received were from Col. and Mrs. Max Hood, Col. and Mrs. John Overton, and Col. Elmer Bunker, all of Albuquerque.

If you have not made your reservations yet we urge you to do so. A form for this purpose appears elsewhere in this issue.

English Version

An Englishman, checking out at the Hotel Astor in New York, asked the clerk to tell him a story that he could re-tell to the boys in London.

The clerk replied, "See if you can get this one: 'My father and mother had a child; it wasn't my brother and it wasn't my sister. Who was it?'"

After a few minutes thoughts the Englishman said, "I give up." Then in his bad English the clerk said, "It is me." The Englishman laughed and replied, "That is a good story. I shall tell it, old boy!"

When he got back to London, his friends gathered around him and demanded a good American story. "I have one," he assured them, "See if you can get this: 'My father and my mother had a child. It wasn't a boy and it wasn't a girl. Who is it?'"

After a while they all said, "We give up!" Then the Englishman exclaimed and explained, "It is the clerk in the Hotel Astor in New York City."

A fisherman friend of mine wonders whether a fish goes home and lies about the size of the bait he stole.

The most pointed remarks usually come from blunt people.

Three Words Describe Your Success As An Auctioneer

By COL. POP HESS



The April issue of this publication landed on my desk April 4th. As usual, I have read it from cover to cover—also the cover pages and even my own column. Now that I have the entire book digested it is time to come out with something that could be of interest to most auctioneers. After writing a column for this publication about as long as it has been in existence it does seem somewhat of a task due to the dangers of repetition.

I have drifted all through the April issue but have failed to come up with any certain subject to cover. However, don't think the items were not first class—they were tops, even the ads and the jokes. In summing it up and looking back over previous issues one can come to a definite conclusion—there is someone along the line who is burning a lot of electricity and spending many late hours to keep this, the only publication in existence prepared for Auctioneers and their reading pleasure on items of interest on the profession they have chosen for their life's work.

Much has been written on what one really thinks it takes to become an auctioneer. I have written some on it, myself. However, three words just about tell the story: JUDGEMENT—HORSE SENSE—GUTS!! As I look back I think most of our top auctioneers in the past, and, today, followed that rule and made good.

Of course from the first word to the last there are other angles to work out and much preparatory work to be done to comply with the full text, and it will not be completed in one year's time. But the Auctioneering ability will grow with you and in due time you will "come of

age" and be well grounded. How far one gets "off the ground" depends on these three words, **Judgment, Horse-sense and Guts.**

In the next three issues we will be reading a good deal about the coming **NATIONAL AUCTIONEERS CONVENTION**, the dates, **July 14-15-16**, the place, **Indianapolis, Indiana**. Good old Indiana, home of a lot of fine auctioneers. I have always considered them as second to Ohio when it comes to being the home of good auctioneers, and after these Hoosiers play host to this 1955 Convention, my Ohio may have to take a back seat. Now Mr. Auctioneer, let me combine in three more words about this National Convention—**JUST BE THERE**. From the time you arrive until you have returned home, nature will have done much for you and you will never regret those few days taken from your regular routine. Besides, who wants to have a sale in the middle of July—or even work. They tell me the boys have worked out a great three day and three night program to fit all comers.

About this Convention, and you do not attend, you might have the same thing said to you that I heard a woman tell her husband. She said, "**Look here, old man, no one can ever drag you to church — but you all is everlastin' bellyachin' over what they don't done—so get there, get on the front seat and help get right what they do get done—done.**" So, Mr. Auctioneer, be there so that what is done will be done right.

Really, I am looking for this coming National Auctioneers Convention to be one of the best yet. Yes, we always predict that for each one held but if you will stop and roll back the time from the

first National Convention you will realize how the rolling stone has rolled. It has not been easy. Although I have been somewhat on the sidelines, I have been a good spectator and observer. Our present NAA has now about outlived any previous association covering the auction field and when it comes to accomplishments we are ten to one ahead of anything in the past.

The Auction Profession as a whole has an outstanding record over all other corporations and business organizations now on record. It has taken over 75 years to get the Auctioneers organized but we are sure doing it now. Attend this coming Convention and you will go home happy—and wiser. Do not stay away thinking something will be said or done that you will not like—or you don't want to become involved in the responsibilities of being a member. I think many auctioneers who do not attend Conventions are like a fellow I once knew. This man refused to attend church, yet he liked the church and would not live in a community where there were no churches. On being asked why he refused to attend he said he had a weak resistance and if he attended he might

weaken and "get religion." Many of the excuses I receive from auctioneers sound a good deal like this old boy's answer — they might wake up and find themselves a member. Yes, a member of the only organization that has their interests at heart.

Now to get down to brass tacks and reason this thing out, let's go back nine years and check up on the footsteps and progress of the NAA. We cannot find where our Association has tried in any way to corner the Auctioneering Profession for any certain personal interests. They have come a long way in uniting and promoting friendship among all auctioneers throughout the United States and Canada. They have been strong in fostering better ethics and better auctions and at all times, the general, John Q. Public, has not been overlooked when it comes to providing him with a better auctioneering service. The NAA sets aside three days each year to compare notes on good and bad and try to make the future better. It affords each auctioneer a vacation spot each year and he has a full year's notice in which to reserve the dates. Simple isn't it? Let's go — INDIANAPOLIS — JULY 14-15-16!!

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ON THE OPPOSITE PAGE

Antique auctions create interest and attract large crowds wherever held. We are showing a portion of the crowd at the Albuquerque (N. M.) Auction Center in a photo taken last December. Miss Jerry Hood (now Mrs. Paul Rector, An-niston, Ala.), daughter of owner, Col. Max Hood, takes her turn on the Auction block.

This particular sale lasted four days and four nights. More than 3,000 persons (all adults) attended and the total receipts passed the \$125,000 mark. A different class or type of antiques were offered at each session.

Kansas Auctioneers Hold First Meeting

The first meeting of the Kansas State Auctioneers Association was held in Topeka, on Sunday, April 24. Purpose of the meeting was to elect officers and to discuss business relative to the welfare of the profession. A full report will appear in the next issue of "The Auctioneer."

Problem

He was a glib, persuasive talker, and he turned to the girl with this plea: "Let's have a companionate marriage. We'll live together for a while, and if we discover we've made mistakes, we can separate."

She smiled on him with the wisdom of the ages. "Sounds fine the way you say it. But what'll we do with the mistakes?"

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How It Looked to Me In South America

By COL. ERNIE WELLER

Although just under the equator, Lima lives in continuous spring. Its climate is temperate—not tropical—to be compared with that North American area around Phoenix, Arizona. Winds, rain, frost or thunderstorms just don't happen in Lima. This phenomenon is brought about by the "Humboldt Current" which, moving up from the frigid ice-bound antarctic, carries the cold stream along the coast of Peru, lowering the temperature and preventing the fall of rain. In the cool months of July through September they frequently have light mists (called garua)—which are sufficient to moisten the pavements.

Peru is not a beef cattle state. Long and narrow on the Pacific coast, it can be divided into three belts agriculturally. The coastal area around Lima, where year-around crops are grown under irrigation; high elevations of the Andean Mountains, where sheep and cattle are ranged at over 15,000 feet elevation, and that area east of the Andean Mountains that is mostly jungle. Dairying and irrigation farming are the principal sources of agricultural income. It is interesting to note that corn (as we know it) was first found being grown by the Inca Indians of this area over 400 years ago. Recent discoveries of oil, plus much copper in the Andeans, are

EDITOR'S NOTE—Col. Ernie Weller, one of the most prominent and successful livestock auctioneers in America, made a trip to South America early last spring. Those who attended the Omaha Convention witnessed an extremely interesting three-dimensional moving picture of what Col. Weller saw on his trip. For those who could not attend the Omaha meeting, we are publishing a portion of his observations. Col. Weller is owner of the Atkinson Livestock Auction Market, Atkinson, Nebraska.

another source of good income to Peru.

Lima, founded by Pizarro after he had conquered the Incas in 1535, is the capitol city of Peru, with a population now approaching one million. It embraces much of the early history of South America. Countless colorful Plazas (squares) abound, the most famous of which are the Plaza de Armas and Plaza San Martin. On the west side of the Plaza de Armas, is the Cathedral built by Pizarro and his thirteen men of Gallo, in the year 1535. The mummy of Pizarro, open to public gaze, lies in a crypt to the right of the entrance. A Mosaic mural telling briefly of his history and the thirteen men of Gallo is nearby.

Although a million people call Lima their home, and the new, or modern part of the city is comparable to any city of equal size anywhere, there are no traffic regulations whatsoever. To us this was very amusing, and at every opportunity we employed the services of a taxi just for the thrill of it. Darting in and out of heavy traffic, passing to the right or left, pulling up on the wrong side of the street, or if occasion demanded just turn around and head the other way, it afforded we old boys the same sensation (and legal too) that must allure to some of our young "Jalopy Jockies" around Atkinson.

A visit by our entourage to the Peruvian Agricultural College and Experiment Farm disclosed that the main emphasis here is on dairy cattle, sheep and swine. Tests are currently being made on feeding thin three and four-year-old cattle of low quality on cheap feed from the lower irrigated area, where corn often grows to heights of 12 feet and taller. It is being field cut, by hand, and fed as green silage.

Modern irrigation farmers can well take a lesson on irrigation in Peru. Here we saw irrigation canals 300, and more, years old. We were told that even pre-dating the advent of the white man, the

IN UNITY THERE IS STRENGTH

Inca Indians had developed a system of irrigation comparable to that in use today.

The Cerro De Pasco Copper Company, the largest copperminers and refiners in South America, are currently carrying on an interesting experiment on over one million acres of mineral reserve lands they own in the Andean mountains. At altitudes averaging from 12,000 to 15,000 feet they are producing sheep and cattle. At the time of our visit they had more than 200,000 sheep and about 6,000 cattle. Using a Brown Swiss-Brahman cross on their cattle operation, they are quite enthusiastic about the results. A young Texan by the name of Jones is in charge of their livestock venture.

To keep the record straight, it is well for me to mention here that we visited Peru and Lima on the first days of our tour, before going to Argentina. Now, to get back in sequence of flight, and last week's article, we go to Limatambo Airport, to continue our flight to Panama and the United States.

For sake of brevity I will eliminate many of the details of the flight, only to say that it was at night, by the light of a big, bright moon and over perfectly smooth airways. After a short stop, for refueling and check-up at Guyaquil, Ecuador, we flew on to Panama. It was daylight when we sat down at Tocumen Airport, Panama.

A 17-mile ride by bus over an excellent highway conveyed us to the beautiful and luxurious El Panama Hotel, which was to be our home for the next four days.

American influence is evident on every hand in Panama, and for the first time since we left the States our money was interchangeable dollar for dollar with the Panamanian Balboa. Food, customs and manner of life were akin to those of the States. Baseball parks were numerous, with Junior League ball clubs playing for keeps, everywhere you looked. The attendant cheering by the spectators, crabbing the umpire, hot dogs and pop, all helped to give it a "Homey" atmosphere.

A tropical climate is tempered by refreshing sea breezes beginning in late

afternoon. It is of course, quite hot and humid during the day, but nights generally are fresh and delightful. Annual rainfall is very heavy. During the months of April to December it rains nearly every day.

Panama City, the capital of the Republic of Panama, located on the Pacific side of the isthmus, adjoins the Canal Zone communities of Balboa and Ancon. Joined by a paved highway through the jungle country paralleling the canal (leased by the U.S. Government) it is but 8 miles to the Atlantic Ocean and Cristobol, in the Zone, and Colon in Panama. Near Colon is old Portobello, fortified city which defended the coast in the days of pirates. Anti-aircraft installations (U.S.A.) all along the route of the canal are very much in evidence, giving the appearance of a well fortified position.

The Canal Zone, a ten-mile-wide strip running about 8 miles long, between the Pacific and Atlantic Ocean, is leased by our government at a cost of 10 million dollars and an annual rental of 430,000 dollars, from the Republic of Panama. This does not take into account the cost of construction of the canal, or the cost of administrative buildings and installations, which, as you know, were also paid for by Uncle Sam.

However, in spite of this we were surprised to learn that the Canal Zone is one of the few government projects that is self supporting. Revenue, based on tonnage weight of ships passing through the canal, is sufficient to pay all expenses of operation and leave a small package each year. The charge for taking a ship through the canal is 70 cents a ton empty and 90 cents a ton loaded. An average of about 18 to 20 ships a day pass through. Total toll last year amounted to 37 million dollars, or an average of about \$5,000.00 a ship.

Six double locks which raise or lower ships 85 feet, are each 1000 feet long and 110 feet wide. The three installations of double locks are the Miraflores, Pedro Miquel and Gatun, with the large Gatun Lake furnishing the water for their operations. We saw the Miraflores locks in operation. The lift at this part is 37

(Continued on Next Page)

feet. As ships approach the entrance to the lock, they are taken in tow by 6 large motors, travelling on a cog-rail track, three on either side. These large motors (called mules) are lashed to the ship by heavy cable at front, midship and back. As the lower gate opens and water rushes down, they move forward, steering the ship through the lock and into the upper channel.

Panama is a land of tremendous possibilities, with many great natural resources still largely undeveloped. Farming is gradually becoming mechanized. Mahogany, cedar and about a dozen different kinds of timber, all of commercial value, abound in abundance. Sugar cane, bananas and coffee are other sources of income. Fishing is a big business on both seacoasts. Its climate and natural scenery are attracting increasing numbers of tourists annually.

But alas, all too soon, our visit has ended. We must pack now and get ready for our flight to Miami and Good Old U.S.A.

So we say farewell to South America and our newly made Latin friends. May the same God who watches over all of us, His children, keep and protect you—till we meet again.

The most inflammable kind of wood is a chip on the shoulder.

From New Hampshire To New Mexico Sale

Col. Max Hood, Albuquerque, N. M., can tell you first hand about cooperation in the Auction profession. On one of the coldest days of the season Col. Hood had a large farm sale. Col. Ronald Lyon, of Claremont, New Hampshire, had come to New Mexico for a vacation in the warm climate (well, it was warmer than New Hampshire) and learning of the sale, drove 190 miles to see a New Mexico auction. He offered his services to Col. Hood and, it being one of those days when the auctioneer needed a friend and a helper, his offer was accepted. Results were a good sale, two auctioneers seeing the good that comes from cooperation—and Col. Lyon is now a member of the NAA, thanks to Col. Hood.

If you held your nose to the grindstone rough,

And keep it there long enough —
You'll soon forget

There are such things as bees that hum and birds that sing,

And for you the whole world will compose,

Just you, the grindstone and your poor old nose.

Predictions and Hunches

By Col. Elias Frey

The market this month on Farm Machinery turned out to be a red hot affair. Prices in general were up as much as 10% from the previous month, which is a nice increase in anyones language. Tractors are in very good demand again, as spring rolls around. The sale of March 8th, at Yoder & Frey, Inc. Archbold, Ohio, found 290 tractors offered with 86% changing hands. This is a very good turnover for a tractor sale. Tractors sold very easy and the price showed increases of as much as 15% on many models. The quality has

also improved some on tractors and could stand a bit more improvement.

Other farm implements showed more strength also, with a good percent moving out at reasonable prices.

Farm Machinery Auctions throughout the mid-states, all report good turn-overs at good prices.

I predicted this to happen back in December and I also predict this market to be good for April and May, then drop off some on tractors. Here's hoping you find things the same, I remain,

Yours truly,

Elias Frey

Organization Aids Nebraska Auctioneers

A bill (LB 498) sponsored by the Hardware Men's Association and with the full support of the Nebraska Retail Jewelers Association has been introduced in the State of Nebraska. This proposal in its original form would have been very objectionable to auctioneers.

Col. Dan Fuller, president of the Nebraska Auctioneers Association, read the proposal quite carefully and discovering what he considered hidden "Jokers" then secured the advice of a good attorney. It was the attorney's opinion that the bill was unconstitutional, it was class legislation and was opposed to free enterprise.

Armed with this information, Col. Fuller contacted all directors and past presidents of the Nebraska Auctioneers Association, requesting them to appear with him before the legislative committee to state the auctioneer's side of the issue and perhaps defeat the bill in committee. The day of the hearing, March 21, was also the day of a severe blizzard in Nebraska. However, Col. Fuller and Col. Leon Nelson, secretary of the Nebraska group, drove the 125 miles to the State Capitol in an effort to help the auction profession. Only one other auctioneer showed up so it was up to three auctioneers to oppose 15 or more representatives of the Hardware Men's Association.

Col. Fuller offered amendments written by Col. John Aufenkamp of Julian, a member of the legislative body, and the committee assured them they were willing to accept them. These amendments would remove the auctioneer's liability from the bill. At the time this is written, no vote had been taken on the bill.

Men like Col. Fuller are doing a lot for the auction profession. Organization of auctioneers has proven of undeterminable value in several states already this year. It is up to every auctioneer to lend his support, recruit more members and put his shoulder to the wheel. We have good leaders but let us all help out when we are the ones that receive the benefits.

FRONTIER TOWN

Frontier Town is an old-time "wild-west" spot in the East where Junior can get a close-up view of the pioneer life he loves to watch on TV. Here he can see men in buckskins clean muzzle-loading muskets while the women make candles in old-fashioned molds. He can write a card and send it by Pony Express when the rider dashes in for the mail pouch and a fresh mount. He can even see an old time stage coach hold-up (while he's a passenger) and a gun battle between "bad men" and the deputy.

On the old Mohican Indian Trail, between Lake George and Lake Placid in New York, Frontier Town is a full-size pioneer log town in a clearing surrounded by the Blue Ridge range of the Adirondacks. The result of a lifelong dream of Arthur L. Bensen, the village is full of primitive equipment in actual operation by hired villagers whose homes and mode of living duplicate life in the era 1750 to 1850.

Handhewn log buildings include a manned blockhouse, chapel and school, trading post, express office, stockade, frontier kitchen, blacksmith shop, stables and workshops for village maintenance. Of course, old pillories and stocks were not overlooked. There are frontier homes where men and women in old-time garb perform the rugged chores of pioneer living. There is also a village potter, a glassblower, women carding and spinning wool, and a weaver with a hand-shuttle loom who proudly fashions homespun rugs and cloth for garments of the town actors, all of whom live in or near Frontier Town.

Opened to the public first in 1951, the new pioneer village recreates scenes from American history, so visitors can learn first-hand something of the hardships and resourcefulness of our forefathers.

Tragedy Averted

Bride: "Boo-hoo! The dog ate up all the nice cookies I baked for you."

Groom: "Don't cry, honey. We'll get another dog."

Hallmark Plagued Old Silversmiths

One generation's troubles can be another's blessings. Take the hallmarks of old English silver, for instance. Today these small symbols are a joy to collectors, assuring them of an object's good character and pedigree. But to the silversmith who made the piece, they were, in many ways, a headache.

Eric Shrubsole of S. J. Shrubsole, the firm at 59 E. 57th St. that specializes in beautiful antique English silver, told me many interesting things about marks and their meaning. When you buy silver of this sort, it will be to your advantage to look at the marks and remember what he said.

From a modern viewpoint, the lot of an early English silversmith, as Mr. Shrubsole explains it, was hardly a happy one. Strict laws governed the quality of silver articles and they were enforced by the Goldsmith's Halls in London and various provincial towns.

Open for Inspection

This was the usual procedure:

The silversmith's shop, one of many clustered around the Hall, always had to be open for inspection visits from the warders. And woe betide the silversmith if the warders found a scrap of copper or other non-silver metal for which he had no satisfactory explanation.

When a silversmith finished an article he added his punch or mark, already registered with the Hall, and took it there for assay. Small quantities of silver were scraped from the body and other parts of the piece and tested. If they came up to standard quality (usually sterling, which is 925/1000 pure silver) the object was hallmarked.

In London, Mr. Shrubsole pointed out, where the largest quantity of important silver was made, seven different marks were developed from the 15th century on. With one exception, all are still in use today.

The Leopard's Head

Beginning with the oldest, they are:

The leopard's head crowned—the town

mark of London. After 1821 the crown was dropped.

The date letter. Twenty letters of the alphabet (J, V, W, X, Y, Z omitted) were used in proper sequence to cover a cycle of 20 years. Each year had its own letter. For instance, 1716 was A; 1717, B, and so on. The style of the letters and the shape of the shield in which they appeared were changed for each new cycle.

The maker's mark. Until 1739 this consisted of the first letters of his surname. After that date it became the initials of his given and surnames.

Higher Than Sterling

The lion passant—the mark for sterling quality. Passant, a term used in heraldry, simply means the animal is shown from the side, as if walking past.

The figure of Britannia and the lion's head erased. When these two marks replace the leopard's head and the lion passant, they indicate London-made silver of higher standard than sterling. "Erased" is another fine point from heraldry, meaning the lion's head has jagged edges, as if torn from the body.

The reigning sovereign's head. Used to signify payment of duty from 1784 until 1890 when duty, and the mark, were abolished.

So much for the main set of marks on London silver. In the provinces, it is well to remember there were minor differences. It was also the London custom, Mr. Shrubsole added, usually to mark small members of a piece, such as cover, handles and candlestick bo-beches, with the lion for sterling. The idea was to discourage silversmiths from substituting parts of inferior quality when they had their work safely back from Goldsmith's Hall.

POOR DAD

A young man was graduated from college and got a job with a firm at a rather low salary. He worked hard for a year, when the boss called him in and told him he was to be vice-president of sales at \$25,000 a year.

The young man was so surprised that he couldn't say anything for a while. Finally he stammered: "Thanks Dad."

Make Your Hotel Reservations Early

For the convenience of those who are planning to attend the Convention of the National Auctioneers Association at Indianapolis, July 14-16, we are furnishing a rate card and reservation form of the Claypool Hotel. All meetings will be held at this Hotel but you are NOT required to stay there.

The Claypool is completely air-conditioned and all rooms have Radio and Television at no extra charge. Make reservations directly with the Hotel or through your own national office, 803 S. Columbia St., Frankfort, Indiana. We will be glad to assist you in any way possible.

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E. Parlor suites, 1 or 2 persons	\$20.00, \$25.00
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Yours truly,

BOOSTERS FOR "THE AUCTIONEER"

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

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ELSEWHERE

The Ladies Auxiliary of the
National Auctioneers Association

Col. Watson Of Kansas Featured In "Ranchman"

Col. Gene Watson, Hutchinson, Kansas, was the subject of a feature article in the April issue of "The Ranchman." The article was written by Mrs. Ferne E. King, owner of "The Ranchman" which is published at Tulsa, Oklahoma. We are happy to report that Col. Watson is a member of the National Auctioneers Association.

We are reprinting the following from "The Ranchman" which is a portion, only, of the feature story:

Gene has become a very popular auctioneer, he has conducted 248 sales the past two years, and when asked to what did he attribute his success, he replied:

I am inclined to be just a little critical of most "self-made man" stories I read. For any degree of success I have attained, I would like to give the credit to the following:

My wife, who keeps the books, answers the letters, does a hundred household chores, referees the kids' fights, and packs my suitcase for another week of sales.

H. E. Floyd, long-time editor of the Kansas Stockman, who offered me a job as fieldman as soon as I got home from Italy.

Hayes Walker, Jr., and the many fine people I worked with as a member of the staff of the American Hereford Journal.

Hundreds of Hereford breeders who helped make things go while I was Secretary-Manager of the Kansas Hereford Association.

G. H. Shaw, Charles Corkle, Walter Britten, and Roy Richerson, instructors at the National Auction Institute, which I attended in July of 1950.

O. R. Peterson, Mgr. National Auction Co., who put me up to sell cattle on a moment's notice at the Switzer & Field Dispersal, and a number of other good breaks in the business.

Col. A. W. Thompson, for his counsel and encouragement in the auction business.

Perhaps most important is the team work and cooperation of a number of top-notch livestock fieldmen representing livestock publications and breed associations.

Some of the good sales I have been on are: Turner Ranch, 1954; Honey Creek Dispersal, L. L. Jones & Son, George Nance, J. P. McNatt, CK Ranch. However, I believe the effective selling of a small breeders one or two head in the county sale is just as important.

Point of Interest

A lawyer was defending a party to an auto accident and was cross-examining a girl who was undeniably beautiful.

"Have you any idea what caused this accident?" asked the attorney.

"I think so," sweetly replied the girl.

"Then tell the court what happened," said the lawyer.

"Well," said the girl, "I was standing at the corner and that man turned to look at me and ran into the other car."

"Ah!" snapped the lawyer. "He turned to look at you. That makes you an accessory before the fact, madam."

"I—I think it was the accessories he was looking at," murmured the witness.

Calling All Women

By Mrs. La Verna Smith, President
Ladies Auxiliary to the Indiana Auctioneers Association

Ya All Come!! Let us show you our Hoosier hospitality. You ladies don't know what you are missing if you have never attended the State and National Auctioneers Conventions with your husbands.

When our State of Indiana made a come-back in building our association bigger and better, three years ago, in my home town, I attended the meeting and made many wonderful acquaintances and friends. Now, I attend all the meetings and sales that I possibly can, far and near. In the past three years, my husband, Col. Lewis E. Smith, and I have attended all of the State and National Conventions of the Auctioneers' Associations. And believe me, something drastic would have to happen to keep me home now.

My father, Col. Tad L. House, of Arcadia, Ind., has been an auctioneer for 35 years so it is very natural for me to be interested in the Auctioneers' Associations. My husband has often teased me, saying that he had to take up auctioneering in order to get in a word or two at home. With three very fine daughters, Sandra, 14, Sonja, 12, and Sheila, 8, and myself, he says he never got a chance to talk. But believe me, enjoying this profession as much as I do, I have been tempted to become an auctioneer myself.

The ladies of our Indiana Auctioneers Association formed our Auxiliary in June of 1954. Already it has grown considerably. You know these men just can't get along without we women. That was the reason for forming our Auxiliary—to help our spouses and to gain friends throughout the country. Since I was born and reared in this great and wonderful state, I feel it an honor that Indiana is to be the site for our National Convention in July.

I am always proud to say that my husband is an auctioneer. Remember ladies, your encouragement is the key to your husband's success and what



MRS. LAVERNA SMITH

more encouragement does he need than to have you attend the State and National Conventions of his profession along with him. In doing so you can speak the same language as he. You hear encouraging words from other auctioneers, get new pointers and ideas, and go home feeling like conquering the world again.

My motto has always been, "Be yourself, do with what you have and do the best you can." If and when you do this, you'll find you have a lot more than you thought you had.

I am speaking for our State Auxiliary as well as myself when I say that we welcome each and everyone of the auctioneers and their wives, mothers, daughters and sons from everywhere in the world to attend our biggest and best of all National Convention, July 14-15-16. Just give us a chance to show YOU our Hoosier hospitality. I'm sure

THINGS YOU SHOULD KNOW

"THE AUCTIONEER" is seldom or never thrown into the post-office wastebasket. It is rarely thrown away at home until every adult member of the family and the children have looked it over. The recipients almost always file their copies for future reference. It is often sent to friends and relatives.

Consequently the advertising placed in "THE AUCTIONEER" reaches more people and stays with them longer than other types of advertising. Advertising rates will be found on page 1 of this issue. Send your copy and check to the Editor, Col. Bernard Hart, 803 South Columbia Street, Frankfort, Indiana.

you'll never regret it and always remember it as long as you live.

Here's hoping to make your acquaintance, may God bless each of you as you wend your way to our Capitol City in July.

Michigan Auctioneer Reports Good Season

Col. John M. Glassman, Dowagiac, Mich., reports that he is closing a most successful season in the auction business with two and three farm sales per week since early in the season. Prices received for livestock and equipment have been very good.

In the feed crops, oats have been selling at 85c to 90c, corn at \$1.15 to \$1.25, hay at \$15 per ton and straw at 40c to 50c per bale.

Col. Glassman adds that he is looking forward to seeing all auctioneers at Indianapolis in July.

Calf Scramble

If They Catch It They Can Keep It

Boys find the annual 12-day Fat Stock Show at Houston, Texas, a good opportunity to get into the cattle business. Each day, 20 youngsters race to catch 10 calves, and those who halter and drag the animals across a finish line keep them. The winners fatten their prizes and bring them back to the show the following year, to be auctioned off. The money they make helps them to go to college or buy ranch equipment.

Those Americans!

Washing windows bored a sweet young housewife and she forgot she was hanging out an open window. She lost her balance, fell one floor and lit in a garbage can. She just sat there disgustedly.

A Chinese student, passing by and seeing her, reflected, "Americans velly wasteful. That woman good for ten, twenty years yet."

More About Licenses

In the March issue of "The Auctioneer" we published an article regarding License Laws for Auctioneers. The purpose of this article was to get an expression of view points from a cross section of auctioneers. It is the opinion of your editor that License Laws are going to be an ever increasing problem for all auctioneers and the best way to handle it is to be prepared with a plan worked out by auctioneers, not by those who would like to hinder the auction method of selling. Pop Hess expressed some sound advice in his column in the April issue of "The Auctioneer."

We are presenting herewith two letters received from our members since the March issue was distributed.

Dear Bernard:

Just finished reading your article, "Do We Want Licenses?"

Personally, I am very much in favor of a license and if the restriction was made different, there wouldn't be the problem of some auctioneers working for \$10.00 and \$15.00 a day. This hurts the profession more than anything else. They take sales without knowing what they are selling.

In Indianapolis there are something like 60 so-called auctioneers. Our license is governed by the City. If the fee were higher it would give protection to the profession. If we based our profession on a higher level like Doctors or Attorneys and not as any cryer of sales I believe our profession would command more respect.

I am proud of being an Auctioneer and of being a member of the NAA and would like to continue to feel that way.

With best personal regards,
Harry J. Goldberg
Indianapolis, Ind.

* * *

Dear Col. Hart:

To your question in "The Auctioneer", "Do We Want Licenses?":

I wish to express my personal opinion. With a business as vast as the auction business there should be some very definite control to protect the public and

the honest auctioneer—and his business.

However, some states that do require Licenses and/or Bonds have so much legal red tape that the average man is never quite sure when he is right or wrong. Our State of New York has no License requirement but every little town and hamlet has its own law requiring a license with fees ranging from \$5.00 to \$50.00 per year and I presume there are many other states the same way.

I used to do a lot of selling in Pennsylvania, when I lived in Ohio. I carried a Pennsylvania State License but if I had a sale to sell in a certain Boro, another license was required for that particular Boro.

I feel that there should be a License and Bond law requirement in every State, with a fair and reasonable fee. When an auctioneer has obtained such license and furnished the required bond he should be permitted to conduct auctions in every county, city, town or boro in that state. Also, all states should have reciprocal agreements that any auctioneer qualified by license and bond to operate in his own state be permitted to operate in any other state where he may be called or invited to conduct auctions.

I am positive that in our N.A.A. we have men that are quite capable and familiar enough with the auction business to draft a license law, to present to their respective states, that will be fair to all honest and legitimate auctioneers in general, and the public in particular, that would satisfy most any reasonable and fair-minded body of law-makers.

Sincerely yours,
Morris Weinstein
Middletown, N. Y.

A fellow I know lives in a fifty-fifty house; he tells his wife what to do and she tells him where to go.

Will power is the ability to eat one salted peanut.

Wood Carving Brings Popularity to Area

Wood carving is more than just whittling to the folks around Brasstown, North Carolina. Through the activities of the John C. Campbell Folk School there, some 50 families have become skilled in a satisfactory hobby which also provides extra income. Their work has spread the fame of the school and brought visitors from all parts of the United States.

The lifelike figures these artisans create from native woods — apple, cherry, black walnut, holly, sycamore and water birch — are now sold not only in North Carolina craft shops, but in many other states. Some have gone to the White House and Buckingham Palace.

Practically all of the wood carvers live within 10 miles of the school, come in weekly to bring their finished work.

IN MEMORIAM

Col. Ted Witkin,
Burlington, Vermont

Col. Faye L. Houtchens,
Monmouth, Illinois

Col. William Rubin,
Norfolk, Va.

Col. Charles J. Madison,
Cedar Rapids, Iowa

Col. J. G. Sheets
Roanoke, Va.

Col. Ralph Drake
Montpelier, Ohio

If you don't believe in cooperation, just observe what happens to a wagon when one wheel comes off.

**YOU MISS
SO MUCH**

*When You Are
on the Outside*

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

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

Coin, Stamp Collecting Far From A 'Stodgy' Occupation

The scrawled generous writing of a lady with a big heart has found its way into the Webb collection — a letter of Marie Dressler, the movie actress of renown.

Donald Webb was thoughtful. "Mention a stamp collection and the thought comes to mind of a dusty, stodgy occupation. Nothing could be further from the truth. There is an alive quality about each facet of this collection — you might say it is invested with romance." He pointed to a cover. "Take this for an example. Years back in the oil regions of Pennsylvania, Pit Hole City in Venango County was a hot oil town. People working and living and dreaming. Now it's all gone — just a ghost town. But I have this cover with cancellation at my fingertips sent when the town was peopled and real. That's what I mean by romance."

Know Your Stamps

The Webbs come by their collection in varied ways. They swap with other philatelists, attend auctions, purchase from dealers and clubs. Their bywords are "Know Your Stamps" and much reading has been pursued to achieve their understanding. Thomas said, "Every stamp is like a person. It has distinguishing characteristics such as perforations, water markings and size. We sort and classify them and mount them in albums. We are not accumulators; that is getting collections and accumulating them in storage. We really pore over our finds and enjoy them."

A happy grin bespeaks an excellent find Donald Webb made in a barn in Monmouth County. "That was really thrilling. We bought 75 cartons of letters accumulated over 70 years. They afforded a wealth of material and some of our best pieces have come from that barn."

On one foraging trip through local antique shops Mr. Webb came across writing paper from the Civil War pe-

riod. Called "patriotics", they are headed with Magnus color prints. Earlier than Currier and Ives they feature Civil War songs such as "I Have No Mother, Now I Am Weeping." The lined paper originally sold ten for 50 cents and were mailed to any address at a convenience to the purchaser.

Days of the 1800's breathe again through the collection of hotel data the Webbs possess. Letters and covers written with mastheads of the hotels famous in that period; Howard Hotel on Broadway, Irving House, Metropolitan Hotel, etc. A bill of fare, wine list and bills for a hotel room are very revealing. For four full days with meals plus an additional breakfast in the Metropolitan Hotel in 1857 the patron paid a small \$10.50. Panorama sketches and photographs of Broadway during that period reflect the quiet pace and tranquility lost forever to the New York scene.

At this time father and son are working at revising and editing a Railroad Post Office catalogue for publication. As a reference work for other collectors the volume will contain a listing of all the railroads that carried mail by United States Post Office contract—some-where in the vicinity of 5,000 to 7,000.

Value Fluctuates

When questioned as to the monetary value of stamps on covers. Thomas Webb described some of the factors involved. "The romance associated with a stamp sets its value. Of course you must be familiar with its history and study its condition. A stamp is like stock—supply and demand make its value go up and down.

Mr. and Mrs. Donald Webb occupy the ground floor of a spacious home in Lawrenceville with Mr. and Mrs. Thomas Webb and daughter Patricia sharing the upstairs apartment. The two Mrs. Webbs have adopted a philosophical attitude towards being "stamp widows." Mrs. Webb, Sr., teases about

IN UNITY THERE IS STRENGTH

being surrounded with thousands of stamps and never finding an available one to paste on a letter. She says, "In a house full of collectors I fill my time collecting dust and dishes."

Her daughter-in-law, Joan Webb, explained she decided to avoid being too much of a "stamp widow" by joining the men with their work and sharing their interest. She aids in the meticulous preparation of sorting and mounting.

Not to be outdone by her family, nine-year-old Patty collects dolls and stamps. Her stamp collection includes the first issues from the date of her birth. Her grandpa is financing it until she graduates from the eighth grade, and then, he adds, "she's on her own."

A new word was introduced into the conversation and I expressed my puzzlement. "Talk about unknown meanings! Exactly what is a numismatist?" Thomas and Joan took turns talking about this, their shared hobby, the collecting of coins. Out came additional albums heavy with pennies, nickels and half dollars. Joan said "These are commemorative half dollars—here—let me show you." She pointed to two. "This one commemorates the Battle of Gettysburg and here's another on Booker T. Washington. There are many such coins on famous historical scenes and people."

Each year "proof sets", that is, a set of a nickel, dime, quarter and half dollar which is highly polished and has never been circulated, are released before the official date for collectors such as Joan and Tom Webb. I learned there are three mints in the United States, one in San Francisco, Philadelphia and Denver. They pointed out the small "D" for Denver and "S" for San Francisco and told me there is no marking for Philadelphia minted coins. Thomas said their collection includes Lincoln head pennies, Jefferson and Buffalo nickels, commemorative halves and that some of the pennies date back to the 1700's.

Feeling of Warmth

It is impossible to walk into the Webb household without immediately becoming aware of a feeling of warmth and a sense of delight for living. On every

side there are touches of personality. Nine years ago the Old Town Hall of Lawrenceville, a public property, was put up for auction. The Webb family were successful bidders and soon found themselves with a full-time renovating job on their hands. Calling carpenters in for the heavy work and doing the finishing themselves, they had the interior completely ripped out and had a second floor put in for the younger Webbs.

Donald Webb takes intense pleasure out of refurbishing old woods and restoring original lustre. He recalls with a wry smile the 25 hours spent on each door in the house, cleaning layers of paint down to natural wood. A patient man and a saving man, Mr. Webb collected interesting woodwork over many years hoping to someday find a house applicable to it. The Old Town House was the answer. He pointed with pride to the living room hearth. "Do you notice those are about three times the size of ordinary brick? They're early Dutch bricks used as ballast in sailing vessels coming to this country. It's fun to look around the house and think of the former places these things have been. Now our family enjoys them." He turned his head to glance at the colored glass in the big picture window, the odd metals and delicate china and laughed, "You might say we have just about one of everything."

In a complete workshop in the basement, Joan and Thomas Webb help Donald refinish antique furniture. Mr. Webb, Sr., in his rounds of old barns and dealers shops, sees a piece of usable antique furniture which strikes his fancy. He refinishes and restores it and starts to rearrange the house to allow room for the new member. In the beginning when friends admired his work he did pieces for them and now he has found the sphere has grown enough to keep him busy doing custom work. It's a dream of his to do this kind of pleasureable work exclusively when his day of retirement arrives.

Varied Interests

Listening to this energetic man talk, it would seem impossible for him ever

(Continued on Next Page)

to retire in the usual sense. His interests are so varied and his participation so thorough it is doubtful he would understand the meaning of boredom. For a long time Donald admired a certain table which was beyond his means. An undaunted soul, he undertook to make an exact copy of it—eight feet long, butterfly leaves, oval shape and all. His success in this venture is evident on the porch; old wood agleam, the table stands ready for use.

"I feel there is a place for everything," he explains. "I store bits of hardware in labeled boxes and though I may start with one H&H-L hinge in a box, over the years I find or collect others and sometime or other I find a use for them."

A story to illustrate this man's persistence is about the time he had a broken arm in a sling. A friend visited and remarked how this would be an excellent time to catch up on much needed rest. The retort is typical. "Rest? I'm planning to move the staircase from one side of the house to another. My other arm is in perfect shape."

Auction Marks Its 25th Anniversary

FLEMINGTON, N. J. — Twenty-five years ago the Flemington Auction Market made its formal debut with the first sale of 88 cases of eggs which netted \$909. The sale was attended by three auction employes including the Auctioneer, Col. Charles M. Woolley, now President of the New Jersey State Society of Auctioneers and a member of the National Auctioneers Association. Also a hand full of buyers and producers. Twenty-five years later the Flemington Auction Market celebrates its silver anniversary with 80 employes and gross sales for 1954 of over eight million dollars.

A feature story on the Flemington Auction Market appeared in the April, 1955 issue of "The Auctioneer."

Dairy Cows Sell Up To \$312.50 in New Mexico

Twenty-four head of dairy cows averaged \$202 at the Buck Dixon farm near Moriarty, N. M. A high producing Holstein cow topped the sale at \$312.50. The offering ran Holstein, Jersey, Guernsey and Brown Swiss, purebred and cross bred. The 150 head of cattle, machinery and crop attracted 1,100 buyers from New Mexico, Colorado, Texas and Arizona. The 320-acre farm, four miles south and a half a mile west of Moriarty brought \$210 per acre at sealed bid. The 17 head of heavy springer cows averaged \$176; open heifers, \$62; 18 small calves, \$22.50.

In the feed division, 350 tons of shocked Red Top cane brought \$18 per ton. The 110 bales of alfalfa hay sold at 90 cents per bale. About 600 tons of ensilage sold at \$12.50 per ton in the trench. Max Hood, Albuquerque, N. M., a member of the NAA, was auctioneer.

Deft Definitions

Courage: Fear holding on just a bit longer.

Propaganda: The other side presented so convincingly that it makes you mad.

Horse-sense: Just stable thinking.

Lady: A woman who makes it easy for a man to be a gentleman.

Egoist: One whose I's are too close together.

Friendly Criticism: A polite way of telling a man he's a fool without risking a punch on the nose.

Curio Shop: A place where they buy old furniture and books and sell rare antiques.

Wolf: A man who gives women the best leers of his life.

Adult: A person who has stopped growing at both ends and is now growing in the middle.

Statistician: A man who comes to the rescue of figures that can't lie for themselves.

Luxury: A thing that becomes a necessity when the neighbors get it.

IN UNITY THERE IS STRENGTH

CONTRACT FOR HOLDING AUCTION SALE

Date _____

1. Owner warrants and guarantees, that all goods offered for sale to be free from any and all liens, encumbrances or claims of every nature whatsoever, and that the owner has good title to said goods offered for sale; and the owner agrees to indemnify and saves the auctioneer harmless from any loss the auctioneer may sustain arising from any lien, encumbrances, claim or defects in title to said goods.
2. This sale to take place on the premises located in _____
in the City of _____, and in the County of _____.
3. Date Sale to be Held _____
4. Time _____ Open for Inspection _____
5. Owner agrees to pay to auctioneer cash on the day of the sale, an amount equal to _____% of the highest bid offered for any one goods offered for sale.
6. Auctioneer agrees to furnish clerk and pay for any and all advertising connected with said sale as is contracted by said auctioneer.
7. If the goods sold is subject to the State Sales Tax, if any, the owner agrees to pay said tax and to furnish tax stamps as acquired by Law.
8. Owner agrees to sell nothing connected with said sale after this contract is signed without the permission of the auctioneer.
9. Owner agrees not to interfere in any way after the sale starts.

Owner

Owner

Auctioneer

EDITOR'S NOTE: We have had from time to time requests for a contract form of the type shown above. This contract is simple and brief, yet adequate. It was furnished to "The Auctioneer" by Col. Lou Winters, Toledo, Ohio. Col. Winters is a member of the NAA, a Booster for "The Auctioneer" and a graduate of the Nelson Auction School.

THE LIGHTER SIDE . . .

DON'T STIR

A major walked into an army kitchen and when the mess sergeant shouted "Attention!" all obeyed except a new recruit cook.

"What's the matter?" asked the major. "Why don't you stand up when the command is given?"

"Sir," was the reply, "I have just started this recipe and it says, 'Don't stir for twenty minutes.'"

LABOR RELATION

Mrs. Fadel was the most fastidious housekeeper in the neighborhood. She spent many industrious hours dusting, sweeping, scrubbing, washing and thinking of all the things her husband mustn't do lest he undo her work by getting things dirty again. He couldn't smoke in the house, use the guest towels, let the dog in, or wear dirty clothes.

He became a thoroughly housebroken man who thought about each breath before he took it.

One evening, after a hard job of cleaning, Mrs. Fadel complained, "I'm just a slave around here."

"Why dear," quipped Mr. Fadel, "I always thought you were the master."

EAR OPENER

The attractive young sales-woman had set an amazing record in the house-to-house campaign of a vacuum cleaner manufacturer. Questioned by the delighted sales manager, she insisted it was nothing but the superior features of the product that accounted for her success.

"Of course," she admitted, "I do use a little ruse to gain the housewife's undivided attention. I always make it a point to address my sales talk to her husband . . . in tones low enough so that she wouldn't want to miss a word."

WHEN YOU PARK

Anguished sign behind the windshield of a parked car in New York City: "Please, won't you please leave me room enough to get out?"

TIME FOR EVERYTHING

In the hills of Arkansas, a son was born to one of the natives. As he grew from infancy he never spoke a word and his parents raised him as a deaf mute.

One day the father was bent over his work in the orchard and did not notice that he was directly in the path of an enraged bull.

"Look out, Pa," the son shouted. "Here comes the bull."

The father ran to safety and then expressed joy that his son had found his speech.

"Well, Pa," the son replied, "I just ain't had nothing to say before."

ITALIAN IMPORT

Since the Milwaukee newlyweds were honeymooning in southern Europe, the bride decided to get a real honest-to-goodness Italian haircut. Accordingly, she betook herself to a beauty shop in Rome for the clipping.

Pleased with the result and picturing her envious friends' comments back home, the bride was leaving the salon when she heard someone ask her operator, "What sort of haircut did you give that woman?"

"I don't know," the operator answered, "it's something that seems to be very popular now in the U. S."

HIRED A MULE TRAINER

Years ago Grandpa Taubeneck bought a Missouri mule for his farm. It was a sad deal. He couldn't make the critter gee-haw, whoa or anything. So he hired a professional mule trainer. The first thing the trainer did was whap the mule over the head with a two-by-four plank. The mule didn't budge. The trainer whacked him again with his murderous bludgeon.

"Hey," protested Grandpa, "are you aimin' to kill off my mule?"

"Guess you don't know nuthin' about these here animals," said the trainer. "First off, you gotta get their attention."

THREE TIMES AND OUT

A minister met an unregenerate acquaintance on the street and inquired during their brief conversation, "Just what do you have against coming to church?" "Plenty!!!" snarled the sinner. "The first time I went they threw water in my face and the second time they tied me to a woman I've had to support ever since." . . . "I see," said the minister quietly. "And the next time you go, they'll throw dirt on you."

GOOD OLD DAYS

It is not, explains our friend, stinginess that makes him continue to drive his ancient jalopy, but rather the thrill of adventure and suspense, you never know what you will find next; the other day he looked under his 1936 bus and found he'd picked up two large tumbleweeds, a bushel basket full of kindling, and one of those new low-slung sports cars.

NOT FOOLING HER

Father played possum while his youngsters tried their best to rouse him from a Sunday afternoon nap to take them to the movies as promised. Finally, his five-year-old daughter pried open one of his eyelids, peered intently and announced: "Keep trying, he's still in there."

POWER OF ADVERTISING

When a bunch of army recruits showed up for physical examination in the draft, a pudgy, gray, and balding gent of at least 50 stood with a dozen clean-cut youths. A service doctor eyed the old boy and calmly inquired: "Tell me, Pop, how do you happen to be here?"

"Well," came the reply, "all I know is that I've got a twin sister and I don't think she's always advertised her age honestly. Everybody knew we were twins, so when the draft came along—well, here I am."

BEAUTY PARLOR

(Stephen Schlitzer)

Where a woman can get,
As she sits there, inert,
A faceful of mud
And an earful of dirt.

HELPFUL BROTHER

In an effort to kill time before his fiancée put in her appearance, her suitor asked her little brother, "How does your sister like the ring I gave her?"

"Fine," replied the oblinging youngster, "but it's so small that she has an awful time getting it off when the other fellows come to call."

WILL RETURN TO DUST

Tommy—Mom, is that true that we come from dust and will return to dust?

Mom—Yes, dear, that's what the Bible says. Why?

Tommy—Well, I just looked under my bed and there's somebody there, either comin' or goin'.

WHAT A HORRID WAY

Yachtsman—If this storm continues I'll have to heave to.

Seasick Passenger—What a horrid way of putting it.

WRONG NUMBER

A young lady, telephoning a music store, was connected by mistake with a garage.

"Do you have 'Two Red Lips and Seven Kisses?'" she asked.

"No," answered the garageman, "but we have two tom cats and seven kittens."

"Is that a record?"

"We think it is."

JOHN! — MARY!

Soap opera, 1955 version:

"Mary, run to me, darling."

"No, John, I'll walk."

"Mary, run to me, darling."

"No, John, I'll walk."

Announcer: "Tune in tomorrow to see whether Mary runs or walks to her John."

WORRIED

"Am I scared! I got a letter from a man saying he'd shoot me if I didn't stay away from his wife."

"Well, all you gotta do is stay away from her."

"Yes, but he didn't sign his name."

JULY 14-15-16, 1955

Are Important Dates For All Auctioneers

**Mark Your Calendar Now And
Start Making Plans To Attend The**

National Auctioneers Convention

**Claypool Hotel
Indianapolis, Indiana**

**International Auctioneer
For Sale**

Collection of 250 Issues of The International Auctioneer, magazine. Oldest issue April, 1899. Latest issue in this collection is June, 1916. Price for whole collection is \$150.00 Cash.

If it is not sold within thirty days, will piece out the issues at \$1.00 each. First dollars get the oldest issues until all are sold.

These are real collectors items. This is part of the collection gathered by Col. Walter Carlson of Triumph, Minnesota, over many years in the auction business.

Rush your check today. There is only one such collection in existence. This is it!

**COL. E. T. NELSON, Owner
Renville, Minnesota**

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Includes privilege of attending six-day course in Renville, Minn.—FREE!

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Show "THE AUCTIONEER" with pride to your competitor. He, too may like to receive it monthly.

Display "THE AUCTIONEER" in a prominent place in your office or home. It will help in creating additional respect for your profession.

Patronize the advertisers in "THE AUCTIONEER" in order that they, too, may be BOOSTERS.

REMEMBER —

"THE AUCTIONEER" is the **only** publication owned by Auctioneers, published by Auctioneers, distributed to Auctioneers and devoted entirely to the Auction Profession.

The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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