

the AUCTIONEER



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NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



Texas has a lot to live up to but we have a lot to offer and we want to offer you a good program and I do want you folks to make your plans now to come visit with us, and we'll try to show you a good time.

—Walter Britten,
1961 Convention Chairman

THE AUCTIONEER
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of
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Association.

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The Editor reserves the right to accept or reject any material submitted for publication

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803 S. Columbia St. Frankfort
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The Kickoff Of Drive To Increase N.A.A. Membership

Autumn is a time for taking stock. The season of harvest by nature of its feeling of sadness causes all of us to look into ourselves. Personal inventories may not be as satisfactory as the inventories of grain and fruits and vegetables. It is impossible to measure our personal harvests by the bushel or peck or pound. Nor can we store them in graneries or root cellars or pantries.

We, as Auctioneers, make individual surveys of our successes or failures regularly. We rejoice if our successes gradually exceed our failures. Failures cause us to work a little harder but with less joy than the incentive given by success. Auctioneers, individually, are responsible for their professional growth. Each Auctioneer is qualified to assess and promote himself, his abilities and his opportunities.

All men who are responsible for earning adequate livings for themselves and their families have given some thought to goals. In our youth our goals were high and, in most cases, impossible to reach. As we mature, our goals may become lower but we are aware of our ability to judge our ability to attain them. Our goals change as our abilities increase and our efforts improve. We gain experience and wisdom as we top attainable goals and we are aware of the satisfaction of having done our best. Our best efforts must improve to attain the new goal which we set for ourselves and we learn to keep alive the joy gotten from accomplishment as opposed to the sadness of having failed. Those who, having done their best to achieve a goal, remain forever pleased with their one achievement are bound to stop growing professionally.

Our National Auctioneers Association has reached a point of maturity. We are wiser now and realize that human nature governs the organization's growth. We would like to have 5000 Auctioneers in the National Association but having

become wiser we know that it is impractical to expect nearly three times as many members at once. An association numbering 5000 may be an attainable goal ten years from now but at this time there is no use in considering it.

We have, however, an attainable goal. Our National President, Col. Carman Y. Potter, has expressed the hope that by next July, the N.A.A. will have a membership of 2000. We can do this. It will take the concentrated efforts of all of us. We must count on a total increase of over 755 at the least since our last years membership totaled 1296. We must add at least another 100 for members who will fail to renew their memberships. Therefore it will be necessary to gain over 800 members. From past records we know that we have grown each year. In no year have we made such a tremendous gain. However, to indicate that the goal of 2000 is attainable we wish to point out an encouraging fact. So far the total membership for the fiscal year is over fifty members ahead of last years count at this time.

We have the incentive of past success rather than the desperate feeling of fighting a losing battle. We have the added joy of working for the continuing growth of an organization that collectively reflects the opportunities, abilities and promotion of the individual members rather than the self-conscious and somewhat ashamed feeling that if we worked a little harder we might succeed.

We, as Auctioneers, collectively note the progress of our profession and keep abreast of the advances of Auctioneers as a group through conversations with each other, through state and national meetings and through our jointly owned publication, "The Auctioneer."

The National Auctioneers Association, started by a small group of Auctioneers ten years ago, has not failed. Each member has been responsible for its

IN UNITY THERE IS STRENGTH

HELP THE NATIONAL AUCTIONEERS ASSOCIATION GROW



SEND A NEW MEMBER BY NOVEMBER 15, 1960 TO:

NATIONAL AUCTIONEERS ASSOCIATION
803 SOUTH COLUMBIA
FRANKFORT, INDIANA

Enclosed _____ is to cover National Auctioneers Association fee and subscription to "The Auctioneer", for the following Auctioneer..

(COLORADO, KANSAS, KENTUCKY, NEBRASKA, PENNSYLVANIA, TENNESSEE, AND TEXAS Auctioneers fill out following). Enclosed _____ is to cover N.A.A. membership fee, subscription to "The Auctioneer", and

_____ Auctioneers Association dues for the following
(state)

Auctioneer:

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

MEMBER ENROLLED BY

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

ADDITIONAL PROSPECTS

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

Attention

**COLORADO, KANSAS, KENTUCKY, NEBRASKA,
PENNSYLVANIA, TENNESSEE, TEXAS
AUCTIONEERS**

KANSAS, KENTUCKY, NEBRASKA, TENNESSEE AND TEXAS AUCTIONEERS ASSOCIATIONS require **STATE** membership as a requisite to **N. A. A.** membership. The **STATE** membership dues payment per year in these states is \$5.00, making a total of \$15.00.

COLORADO AUCTIONEERS ASSOCIATION state dues are \$10.00 per year making a total of \$20.00 for Colorado members.

PENNSYLVANIA AUCTIONEERS ASSOCIATION members must be processed through the State Society. Send membership drive applications to:

Kenyon B. Brown, Secretary

Pennsylvania Auctioneers Association

Box 388

Doylestown, Pa.

The Pennsylvania office will cooperate in getting your applications to us before November 15.

All state dues payments will be forwarded to the individual state offices when received at the National Auctioneers Association headquarters.

success. Each month the contributions from Auctioneers for "The Auctioneer" give more and more scope to the group. Each of us have friendships and speaking acquaintances with more Auctioneers each year. We meet our professional fellows at the State and National meetings, in the Auction Schools, in our towns and cities, and through the pages of our local newspapers. We meet our national associates time after time at conventions and in the pages of "The Auctioneer."

All of us know other Auctioneers. Some are new Auctioneers and some have worked in our towns for years. We have seen their names in advertisements for sales and we know some of them personally. Some are partners and some are competitors. All of us undoubtedly know at least one Auctioneer who is not a member of the N.A.A.

If we were to visit with an Auctioneer who is not a National member and tell him about the National Association perhaps an interest in becoming a member would develop. It might be well to stress that the Association depends upon its members. A prospective member might enjoy looking at "The Auctioneer," especially when he finds that a year's subscription is included with membership. Remember to point out the advantages of our newly inaugurated Group Insurance Plan offered as an optional benefit to members by Mutual of Omaha.

We, as Auctioneers, deal with selling collectively and individually. We must become experts to satisfy our own goals. To sell a non-member Auctioneer on the importance of the National Auctioneers Association in order to satisfy the membership and growth goal of the N.A.A. may require a little more effort than selling to a layman. In many cases expert will be selling to expert.

In this issue of "The Auctioneer" a membership application is printed for your convenience in bringing a new member into the organization before November 15. As you send your new member applications with the \$10.00 dues payment into the editorial offices, results will be tabulated and membership credentials will be sent to the members for whom you have been respon-

sible. The December "Auctioneer" will feature a published list of present N.A.A. members who have sponsored a new member and the name or names of the members. If there are five or five-hundred the list will be published.

If you talk to an Auctioneer and are unable to enroll him as a member at this time but feel that he may become a member at a later time list him as a prospect and information will be sent out to him from this office. If he becomes a member before the December issue goes to press you will be given credit.

The National Auctioneers Association carries on a continued drive for members as you all know, and results are published in the Convention issue of "The Auctioneer." The members gaining new members through this concentrated membership drive will be counted among the yearly totals also.

Since many of you keep a file of "The Auctioneer," the membership application has been printed so that it can be clipped from the magazine without damaging any of the published copy.

Irish Stamp Dealer Convicted Of Fraud

DUBLIN, IRELAND—Arthur Desmond Shanahan, a stamp dealer, was sentenced to fifteen months' imprisonment at hard labor after being convicted by a jury on sixteen of twenty-two charges of conspiracy and fraud. He was charged with defrauding investors in his stamp auction concern of more than \$2,000,000.

On The Cover

Retiring president of the Ladies Auxiliary of the National Auctioneers Association, Mrs. Gretchen Featheringham of Asheville, Ohio, and the President for this year, Mrs. Madonna Hall, Celina, Ohio, are pictured on this month's cover of "The Auctioneer."

Livestock Auction Guide Distributed

KANSAS CITY, MO. — The Livestock Market Council of the National Association of Livestock Auction Markets has announced industry-wide distribution of the 1960 edition of the "Guide for Livestock Auction Market Operations Under the Packers & Stockyards Act, 1921, As Amended."

Multiple copies have likewise been supplied to the Packers and Stockyards Division and Agricultural Marketing Service, Washington, D. C. as well as to the 21 district offices of the P & S Division.

The 14-page printed "Guide" is described by C. T. 'Tad' Sanders, executive officer of the livestock auction markets national business trade association, as a "handbook of livestock auction market operations for equal use by NATIONALLY CERTIFIED markets and USDA personnel." It was initially released upon adoption at the 1960 Livestock Marketing Congress in late June.

The 1960 edition is the result of the Trade Practices Conference Procedure initiated by the Council with the U. S. Department of Agriculture in October, 1958, following the amendment of the P & S Act that expanded its provisions to all livestock marketing transactions in commerce. Five such conferences have been held.

Special emphasis is placed on the Industry Code of Business Standards and 17-principle certificate subscribed to by all NATIONALLY CERTIFIED markets.

The statement of purpose of the "Guide" sets forth that it seeks to:

"1. Clarify pertinent provisions of the Packers and Stockyards Act, 1921, as amended, and the rules and regulations promulgated thereunder, as applicable to livestock auction market operations and those livestock market transactions associated or related to them;

2. Provide a basis of sound business methods for those engaged in the operation of a livestock auction market;

3. Establish standards of market operations and services in accordance with existing law;

4. Encourage self-government of the industry on the basis of its own adopted code of business standards; and

5. Prevent, through voluntary and industry-wide cooperation, unfair business trade practices which would constitute violations of the Act as administered by the Secretary."

The National Association took steps to inaugurate the means of self-government in market trade practice matters in the adoption of a revised Constitution & By-Laws at its June convention and the "Guide," including the nationally adopted Code of Business Standards, is one cornerstone in accomplishing such objective, Sanders stated.

End of Season For Parke-Bernet

Although the figures are not yet finalized, it is already certain that the 1959-60 season's total at Parke-Bernet will surpass nine million dollars, making it the second highest gross total in U. S. auction history.

It was a particularly successful period in the fields of modern paintings, antique French furniture, jewelry and books.

Among the paintings, the works of Cezanne, Monet, Renoir and other French Impressionists and post-Impressionists continued to rank high, but there was also a decided upswing in prices for Cubist and other abstract works, in particular examples by Braque, Leger and Picasso; as well as a marked surge of interest in such younger contemporaries as Dubuffet, Hartung and Soulages; all of which was most pointedly illustrated in the historic benefit auction for the Museum of Modern Art, in which coast-to-coast closed circuit television was employed for the first time, and in the sale of paintings collected by the late Baroness Gourgand and others, which was held about six weeks before the Museum sale.

The jewelry event of the season was the dispersal of the Lillian S. Timken collection, which brought \$1,095,460, and provided one of the top individual prices of the season, \$157,500 for a 28.75-carat diamond ring. Sales and exhibitions during 1959-60 brought a significant increase in attendance and in distribution, with our clientele becoming even more widespread both nationally and internationally.

Bits Of Thought

By R. C. Foland, Real Estate Auctioneer and Realtor

On the basis of Col. R. C. Foland's many sales in the towns, cities and villages through which the Monon Railroad runs, the following contribution was requested by the Monon Railroad Company. It was published some years ago in a brochure honoring James E. Hayworth, a section foreman retiring after 53 years of service. The thoughts are as valuable today as they were at the time the folder was published.

While our hats are off to Mr. Hayworth for his long and faithful service to the Monon Railroad and to the railroad itself for its advancements and its service to the various committees, we do not fail to realize that long strides have been made in other fields during the span of the past half century.

The business of the auctioneer is to render service to those who have selling problems. Clean auctioneer-

ing assures a growth in the selling enterprise that is steady and enduring. The buying public is the safest guarantee of a fair value for the seller. Each sale must be held on the square, and clean, ethical salesmanship must be used.

The auction method is the sure way of selling — at the time the owner desires and for the very highest value. It is the system which arouses in the buyer all the interest which can be developed, concentrates it collectively on a definite piece of real estate and adjudges the sale to the last one to increase the price; the highest bidder. There are only two plans of selling, public and private. Compare the merits of the two; have the courage of your convictions and adopt the system which has the greater advantages.

Too Many Hecklers

Once upon a time I heard a sermon by a prominent Preacher on "Too Many Hecklers". I thought this a unique title and I don't mind saying I thought the Clergyman gave his listeners something to think about. Frankly, I could not see any cause for "heckling" on the part of his listeners.

Being in the real estate auction business, I tried to associate a real estate auction with "too many hecklers." This sometimes occurs after we obtain an auction listing contract. Sometimes well meaning relatives and friends begin to heckle the owners for accepting auction services. Occasionally bankers and lawyers are consulted and heckle the owner for selling in such a manner. Indeed it may be a preacher who helps to carry on a heckling campaign. Even though these hecklers may have good intentions, nevertheless it has a tendency to upset the owner and perhaps hurt the sale.

I am pleased to say however, that as the method has been so successful, the hecklers are less likely to operate. On the other hand the hecklers sometimes turn into boosters and comment favorably and many times complement the owner upon using the auction method to solve his real estate selling problem. In fact we have made many sales where business men and other friends boost for the success of the sale and really render a service, rather than destroy the interest by heckling.

To be ambitious of true honor and of the real glory and perfection of our nature is the very principle and incentive of virtue; but to be ambitious of titles, place, ceremonial respects, and civil pageantry, is as vain and little as the things are which we court.

—Sir P. Sidney

Magazine Pays Tribute To Col. Herman W. Sigrist

(Reprinted from August, 1960, Farm and Home Review)

It was just a small change and possibly few readers noticed it. On Page 2 of last month's issue of the Farm and Home Review, the familiar Sigrist name was to be found in the list of Directors, but instead of Herman W. it had been changed to Alan.



Although this change looked small in print, it had a much more poignant meaning to us in the Home Office, for it meant the retirement of Herman W. Sigrist from the Board of Directors of the Farm and Home Insurance Co. and his son Alan's selection as his successor.

Every successful business enterprise, particularly a young one, rises because of the business acumen of the men who plan its strategy from week to week. Farm and Home has been particularly, in fact uniquely, fortunate in having

men of high caliber and sound business sense on its Board. One of the leaders among them is the most versatile individual we have ever known. Where the average man is content to have one career, Herman Sigrist had had at least five.

As an auctioneer, "Colonel" Sigrist is known from Maine to California, for he has held every office in the National Auctioneers Assn. except that of treasurer. His year as President (1955) of the association was one of the most successful in its history.

But that's only a small part of his accomplishments. After his graduation from Tri-State College, Angola, Ind., he was a school teacher for several years. Subsequently, he attended a school for auctioneers and became first a real estate and later a commercial auctioneer.

In 1924 he founded the Sigrist Furniture Co. and also became an instructor in the Reppert Auction School. He became even better known after writing a book, "The Art of Selling Real Estate at Auction."

Later, Mr. Sigrist became Secretary-Treasurer of the Sigrist Realty Co. of Fort Wayne, Ind. In addition, he won many civic honors in Ft. Wayne as director, trustee and donor for many organizations in Ft. Wayne.

Now, at 78 years of age and recovering from a heart attack, Col. Sigrist has left Ft. Wayne where he lived for 50 years and returned to LaGrange, Ind., where he lived as a boy.

His friendly smile, his wise advice and his helpfulness will be sorely missed. We know that his son Alan is a worthy successor on the Board to a great father.

May the Lord bless you, Herman Sigrist, and keep you with us for many years, and may he give an abundance of sunshine and health. We will miss you.

Wit is the god of moments. Genius the god of ages.

Help To Make This Year One Of Action

By Col. B. G. Coats

Upon returning from a sale last week it suddenly occurred to me that the summer is just about over and autumn is upon us, that is it time to drop a few lines to "THE AUCTIONEER" for the September number.

First of all, may I say that I sincerely hope that you have had a happy, healthy and enjoyable summer; and that you were able to get away — even if only for a short time — from your every-day duties and responsibilities. I know that several hundred of you did by attending the national convention and that you made a vacation of it at the same time. A period of rest and relaxation and change is a vital need for all of us. From it comes refreshment after the strenuous days of the past year, and renewed energy for the great days ahead. The week that I took to enjoy myself along with Mrs. Coats, served to do us both good. Now we are making plans for the coming year and if the Texas Auctioneers Association gives us a convention with great stimulation and inspiration as did the Kentucky Auctioneers Association every member of the N. A. A., had better start now to make plans to attend and at the same time make a vacation of it. A multitude of ideas and suggestions were presented at our 1960 convention all bearing upon the growth and progress of the National Auctioneers Association and even at this early date results are beginning to show and I am sure that the present administration hope to activate as many of the proposals as possible during the coming year.

Now here is where each of us come into the picture. In order to do all the things we should do and in order that our Association may go forward in strength and glory it needs the help of many willing hearts and active hands. When you are called upon, therefore, to serve on a committee, or to act as an individual in some capacity, never forget that your contribution will be for the good of the Association. Never forget also, that when I say the Association, I mean in the final analysis that

whole wonderful body of outstanding men who are brothers together in a magnificent organization. Will you match the challenge?

Why not start, first of all, by making certain that your calendar is marked so that you, your wife and family will attend the 1961 national convention in Houston, Texas, July 20-21-22.

Next, since our Association is no exception to the rule that every organization must grow, why not make a pledge right now that you will get at least one candidate, I use the word candidate as that is what every Auctioneer is until he becomes a member, so that our President's program can be more than realized long before convention time. He is only asking for 2,000 members and if each of us will make our pledge now we can have 5,000 members just as easy as 2,000 members. You may be sure that whoever you invite to affiliate with the Association will always be grateful to you for having been the agent through which he enjoys the richness and vast experience of others in the greatest Auctioneers Association in the world.

Join with others in making this year one of greatness, of inspiration, and of dedicated service to your Association.

How To Get Rich

Contributed by KEN BARNICLE,
Ellisville, Missouri

If you absolutely cannot refrain from heavy drinking, start a saloon in your own home. Be the only customer and you will not have to buy a license. Give your wife \$12 to buy a gallon of Whiskey.

There are 128 shots in a gallon. Get all drinks from her at 40 cents per, and in four days, when the gallon is gone, she will have \$39.20 to put in the bank and \$12 to buy another gallon of whiskey.

If you live 10 years and buy all the booze from your mate then die of delirium tremens, she will have \$35,750.40 on deposit . . . enough to buy you a nice tombstone, bring up the children, buy a house and lot, marry a decent guy, and forget she ever knew you.

It's easy to get on the wrong track by constantly trying to engineer things.



Col. W. P. "Bill" Scully, Lexington, Ky., Auctioneer at the sale of the Loughridge Antique Collection at Lexington. He is assisted by Col. E. I. Thompson, Lexington; and Col. Leon Gatson, Winchester.

Selling Antiques In The Heart Of The Bluegrass

By W. P. SCULLY, Lexington, Ky.

The sun shone bright in Ol' Kentucky the sixth day of August and my assistants, Col. E. I. Thompson, Lexington, and Col. Leon Gatson, Winchester, and I, all members of the National Auctioneers Association, had our work cut out for us in selling the lovely collection of antiques that had been in the Loughridge family for over one hundred years.

The sale began at 10:00 A.M. with the sale of Real Estate and at approximately 10:45 the first object of personality was offered to the large crowd. Six small china nut bowls, "so much each and take 'em all," were quickly knocked out for \$48.00. Beginning at a swift pace, with the customers seated and comfortable, lunch being provided, our 'wrecking-crew' moved along! Timing was the thing. "All in? All done on the tall case clock? Sold! \$165.00," and the clerk noted the same passing the ticket to the cashier. "Well, look out!" And a lovely four piece silver service was whisked away and the clerk indicated \$425.00 on the record.

Now was the time while the money was big. Now for the next item. "Boys, hold up and show around that lovely imported French ladies writing desk. And, folks, can you see the perfect enamel inlay? And isn't it the nicest that you have ever seen? All right. Two, three, and four and five. Well, four-fifty then. Thank you and now, five. Round 'er out. What do you say?"

"Yes!" shouted Gatson, our ground man, as the ladies hand shot up, and "Sold!" cried Scully.

And so it went, on and on and on. Some sterling plates sold for \$60.00. A lovely Capi DeMonte Figurine went for \$77.00. A Pier Mirror brought \$168.00. A piano sold for \$200.00, a Harp base card table, \$100.00, a set of Girondles, \$100.00, and a miniature portable doctors apothecary kit, \$72.00. One letter opener went for 50 cents and on and on and on.

The crowd thinned. The sun had long gone down and the time was approaching six o'clock as the last item was disposed of. With a smile and a "Thank you, and pay for what you bought," from the auctioneer, the sale ended. There were three very tired auctioneers. The realty brought \$14,000.00 and the antiques over eight thousand. Everyone seemed satisfied and that's the kind of sale to have if it is possible — and it is.

End Of An Era?

With more and more terminal livestock markets ceasing operations, particularly in the west, and the growth of the livestock auction markets in this same area we are reprinting the following observations of John Cholis, Field Editor of WESTERN LIVESTOCK JOURNAL with reference to the once great Los Angeles Yards:

Across the street is the sickening sight of the nearly demolished stockyards, now a graveyard of memories that will eventually be occupied by warehouses and manufacturing plants. Gone is the smell, the belling, the bawling and the flies. Gone are the cane-toting commission men who bartered the beef critters you sweated and strained over. Gone are the eagle-eyed buyers who searched the alleys for "the kind the boss wanted."

You look at the shattered remnants and wonder at how many dreams came true when a trainload, carload of cattle sold; how many college educations were paid for across the street; how many kitchens were remodeled; how many new parcels of land were added on to the old homestead. And you wonder, too, how many dreams were shattered by the fickle, unpredictable "Market."

The smell is gone. So is an era. But the memories remain. And no amount of architectural finery can erase them.



Officers of the Ladies Auxiliary of the National Auctioneers Association who were elected at the July Convention at Louisville, Kentucky are Front Row: Mrs. Tom Berry, 1st Vice President; Mrs. Owen Hall, President; Mrs. Ernest Freund, Secretary-Treasurer; and Mrs. John Overton, 2nd Vice President. The Directors for the year 1960-1961 are, Back Row: Mrs. Earl White, Mrs. C. B. Smith, Mrs. Al Rankin, Mrs. Tim Anspach, Mrs. Artie Baldwin, Mrs. J. O. Lawlis, and Mrs. R. E. Featheringham. Not present when the picture was taken are Mrs. Walter Britten and Mrs. Harris Wilcox.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Dear Ladies of the Auxiliary:

It was so nice to see you all again in Louisville. I hope you enjoyed it as much as I did. Although I will admit when you are an officer of an organization, the tension is greater than for one who can sit back and enjoy it. I would not take back my experiences that I encountered as President. It will always be something I will never forget — and I will always cherish the memories.

As always, it was such a pleasure to meet old friends as well as to make new ones. To the many new members of the Ladies Auxiliary, we are more than happy to have you and, in behalf of the Auxiliary, a most hearty welcome. We will be looking forward to seeing and visiting with you again next year.

As your former president, I want to again thank my officers and directors for the splendid help given me during the past year. A special thanks goes to Mrs. Orville Moore, Chairman of the Kentucky Ladies for all her fine work to help make the Convention a success. Also to the rest of the Kentucky Ladies for all their efforts. You all did a fine job and many thanks.

I shall always treasure the lovely jewelry which was presented to me at the luncheon. I am enjoying wearing it, too!

Best wishes to Mrs. Madonna (Owen) Hall, our new president and all the new officers and directors.

To you Ladies of Texas, may I wish you much success in planning for next year's Convention. It at any time I can be of any assistance, don't hesitate to write me and I will do my best to answer any questions.

Sincerely,
Gretchen Featheringham

Jim Wilson, Youngstown, Ohio, is the contributor of the following aphorism for auctioneers: "An auction is a place where you get something for nodding."



Mrs. Owen Hall, Celina, Ohio, is the new President of the Ladies Auxiliary to the National Auctioneers Association.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Owen Hall, Celina, Ohio

1st Vice President

Mrs. Tom Berry, West Newton, Pa.

2nd Vice President

Mrs. John Overton, Albuquerque, N.M.

Secretary-Treasurer

Mrs. Ernest Freund,
Fond du Lac, Wis.

Historian

Mrs. Tim Anspach, Albany, N.Y.

DIRECTORS:

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. Earl White, Madisonville, Tex.

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Tim Anspach, Albany, N.Y.

Mrs. Artie Baldwin, Denver, Colo.

Mrs. Walter Britten,
College Station, Tex.

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Harris Wilcox, Bergen, N.Y.

Mrs. Al Rankin, Algier, Ohio

Membership Count By States Shows Loss Since June 30

In accordance with the suggestion made by Pop Hess in this issue of "The Auctioneer" we are publishing a tabulation of N.A.A. members by states in order that all members of the National Auctioneers Association can see at a glance what strides must be made in the membership drive during the next months. This count was made September 15, 1960. As a comparative figure we are listing the membership count of June 30, 1960, as well as a count of those members who have failed to send in renewals for their memberships expiring July 1, 1960.

Subsequent issues of "The Auctioneer" will carry similar tabulations in order to establish gains — or losses — in memberships.

It can be easily seen that the new members gained since June 30 have failed to make up the loss suffered by the non-renewals. We hope that this will serve as a reminder to those members to send in their renewals.

State	Mem- bers June 30	Mem- bers Sept. 15	Ex- pired July 1
Alabama	7	7	2
Arizona	1	0	1
Arkansas	6	6	
California	25	26	1
Colorado	30	30	
Connecticut	3	3	
Delaware	1	1	
Dist. of Col.	1	1	
Florida	16	15	1
Georgia	14	14	
Hawaii	1	1	
Idaho	5	11	
Illinois	81	80	7
Indiana	93	86	10
Iowa	44	43	2
Kansas	64	58	14
Kentucky	76	78	
Louisiana	5	8	
Maine	5	5	
Maryland	18	17	1
Massachusetts	21	22	2
Michigan	32	30	3
Minnesota	17	13	4

Mississippi	3	4	
Missouri	46	42	7
Montana	11	11	
Nebraska	107	88	19
Nevada	2	2	
New Hompshire	5	6	
New Jersey	32	25	7
New Mexico	6	6	1
New York	57	54	5
North Carolina	22	18	5
North Dakota	8	8	
Ohio	95	97	8
Oklahoma	10	7	2
Oregon	11	9	2
Pennsylvania	70	54	19
Rhode Island	5	5	1
South Carolina	2	3	
South Dakota	9	7	2
Tennessee	59	48	15
Texas	30	34	
Utah	1	2	
Vermont	2	3	
Virginia	21	20	4
Washington	8	8	
West Virginia	12	12	1
Wisconsin	68	70	6
Wyoming	12	14	
Canada	15	11	4
Germany	1	1	
Totals	1296	1224	156

Mrs. Berry, Col. and Mrs. Burrows Injured

Col. and Mrs. Ken Burrows, New Wilmington, Pennsylvania, and Mrs. Tom Berry, Vice President of the National Ladies Auxiliary from West Newton, Pennsylvania, were involved in a serious automobile accident, September 9. At the time of going to press, Col. and Mrs. Burrows were still patients at the Jamison Memorial Hospital in New Castle, Pa., and Mrs. Berry was at the Monongahela Hospital, Monongahela, Pa.

150 Peacocks To Be Be Sold At Auction

LOS ANGELES — Want something different for your lawn? The County Botanic Garden has found itself with a surplus and will sell to the highest bidders, 150 of its excess peacocks.

Auctioneers Should Not Publish Selling Formulas

By COL. POP HESS



This time of writing is September 12th. Time waits on no one. To think we are now reading the October issue about Auctioneers and things that may hook into their way of living.

The September issue has been on my desk for some days and is now fully digested. Many letters have come in the past few days wanting to challenge me somewhat for trying to jump the gun to a 3000 membership in the N.A.A. by next Convention time. Here is my reply. We go to Texas next July and less than three thousand would look very small in Texas. One chap would like to make a wager that I would miss it and so would Col. Coats but in the letters to follow they were more on the steam up trend and by the time I was through looking them over I felt we are on the run for a big gain in this latter part of 1960 and the first half of 1961.

One fellow wanted to know when I was going to start this campaign. I tell him — as of now. Now if Bernie, the Editor, will in each issue show the total figures in membership the day of going to press the heat will be on.

Here is one letter I do not know how to answer. This man says, "How much do I get if I send in the most? How much per head?" Who can answer that one? If any of you readers have some suggestions, mail them in. It is a political year with a two party system. Auctioneers in public stay out of politics but there is no lid on getting a two party set up in the N.A.A. for a drag race to have in Texas a double in membership. Suggestions are in order now.

Well, before I get shot at sunrise I will drift off on some remarks that have come in the way of my thinking about Auctioneers and their business as public

servants to convert property into hard cash the public bidding way. Yes, Public Bidding. Secret bidding, listed as "sealed bids", always gives me more or less a sour stomach. As a rule it is started by some guy who has something to dispose of and doesn't know what it is worth and wants some one to tip him off so he can add more to it and so on. From fifty years of looking on and selling I can put my finger on more top sales in the way of prices received, where the bidders stood right out in the wide open and bid loud and wide. Every-body knew where everybody stood and how much he was paying. All knew well there was no trump card up anybody's sleeve to win the race.

Yes, this is a modern world and we are living in a great day of knowledge and it is somewhat surprising to hear some remarks from folks of various ages on what is an auction and why. True, there are more auctions held now than of all time but, of course, we have more people. In a careful check made through channels of contact I find many who do not know the Auction way of business and have met some who are really afraid of an Auction to either buy or sell. It can be that some education can be set up to meet this situation through the auctioneers to the public they serve.

I was amused in reading an article printed in a local newspaper of an interview of one of the local Auctioneers. Here is one thing he came up with that would not do any Auctioneer much good. This remark was that Auctioneers must have many cards up their sleeves to use at some critical moments of an Auction. He didn't explain the remark any further. John Q. Public drinks that one up, hook, line, and sinker and belches up

IN UNITY THERE IS STRENGTH

these words, "Beware that Auctioneer when you are bidding." For many years John Q. Public has always had one ounce of distrust of any and all when it comes to favors, prices paid, and promises made. The Auctioneer in public interviews today should leave his interviewer free of all thinking but that the Auctioneer as a Public Servant is the man of the hour for confidence and one you can trust with your property whether buying or selling. This confidence should be established in any Auctioneers community and field. He is not begging for future business. Every Auctioneer faces a buying audience who have within the group people who are as well advised and in the know as he is himself. He should never overlook the little pitfalls that can become deep holes if he stumbles over them often enough. An Auctioneer of today must be able to get the job done. He does it the way it works out the best but he should not at any time write a prescription on the items he puts into the pills he uses to get results and have it published in a newspaper or talked of in public. The Doctor cures you but he never tells you what the pill contains. If he did, then John Q. would try to make his own pills — and kill somebody with them.

The writer can look back and recall some sales that needed in more ways than one to be successful. Yet had he followed the ideas of the owner, the results would have been a sad loss. However, in the pills used, the ingredients they contained were never divulged to the owner before or after the sale, or to anyone else. It took that certain pill to do the job and make it pay off. This pill talk is the by-word used by the experienced. It is a tried and trusted formula that will cure only under certain conditions. It should be used only by experienced Auctioneers who know how to use them with judgment. The Modern Auctioneer of today and of all time has been more successful when he kept his pill box under lock and key, kept it shut in public, and kept it out of sight. The formula was his own to know and to administer to his clients who need them.

There will be a young somewhat new beginning Auctioneer who will read this column and this will answer quite a long

letter he wrote under much confusion on pills he felt he would have to have as well as the ones misused by his competitor. From my observation of this letter, neither he nor his competitor are capable of carrying a pill box, let alone giving them, at this stage of their work as Auctioneers.

What I am trying to convey in this pill business, is that Auctioneers of experience, with eye teeth well cut, do not make up such pills to fraudulently soak the public who attends his Auctions. They are used in situations where a gas pocket is clogging his passage to the price he should obtain for the value of the item selling to save his client from going broke, and at no time overselling his bidders. But it is not a subject to be bragging about around the corner store, or in public gatherings, as the average John Q. Public will misconstrue what the real facts are by calling the Auctioneer a crook.

Here in Ohio we are having some fine fall weather and we had a wonderful summer. Auction sales are numerous in all sections and the farmer is coming through in good condition and will have a good year in the returns of crops and livestock sold. The Auction way is in the lead in sales made. Through the months of August and September we had many outstanding County Fairs and a great Ohio State Fair. Yours truly again this year was on the microphone over the air by Radio WRFD to announce the Parade of Champions. It was our tenth year to do this. With our broadcasting booth in the large Coliseum at the Ohio State Fair, we reported Champions in all divisions of livestock, thus saving the winners from taking time out to call back home that they had won and saving the losers the embarrassment of explaining back home how the judge misjudged his entry.

Speaking of State and County Fairs, all Auctioneers should be on hand at such fairs in their communities. It is a very good place to do some personal campaigning, without a begging notice for future business. For myself, I can look back on many sales I helped to conduct just from calling on a Livestock Exhibitor and admiring his stock and shaking his hand without mentioning

that I knew he had a sale in the making for a later date.

This column is made up of letters received and points I felt should be touched on for our Auctioneers who are striving to become better Auctioneers in demand in spite of the hurdles they have to jump. Remember the drag race for the remaining of 1960 and 1961 until Convention time. Lets have an overall high membership by Convention time in July in Texas. Col. Potter says 2000, Col. Coats says 2600, I jump the gun and say, "Texas 3000." Who wins is determined by the readers and membership of the N.A.A. Send in your membership now.

We must be doing something to be happy. Action is no less necessary to us than thought. —Hazlitt

What a superb thing it would be if we were all big enough in mind to see no slight, accept no insults, cherish no jealousies, and admit into our hearts no hatred. —Elbert Hubbard

New Sales Program At Vineland Auction

NEW JERSEY — The Vineland Egg Auction has initiated a retail-level sales program for its members' finest eggs. It was the first time that the 29-year-old auction had ever attempted such a venture.

The eggs, which are packed in a new, full - color carton, were available for the first time in local stores on July 6. The carton features a picture of four poached eggs, the State Seal of Quality and the auction's new registered brand name, "Vineland Perfect Dozen Eggs."

Auction officials state that the new carton will contain only the top 10%, qualitywise, of the co-op's total egg volume. They will be sold at a premium to South Jersey customers looking for top quality eggs.



Promotional Items

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

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, closing out @ **\$25c each.**

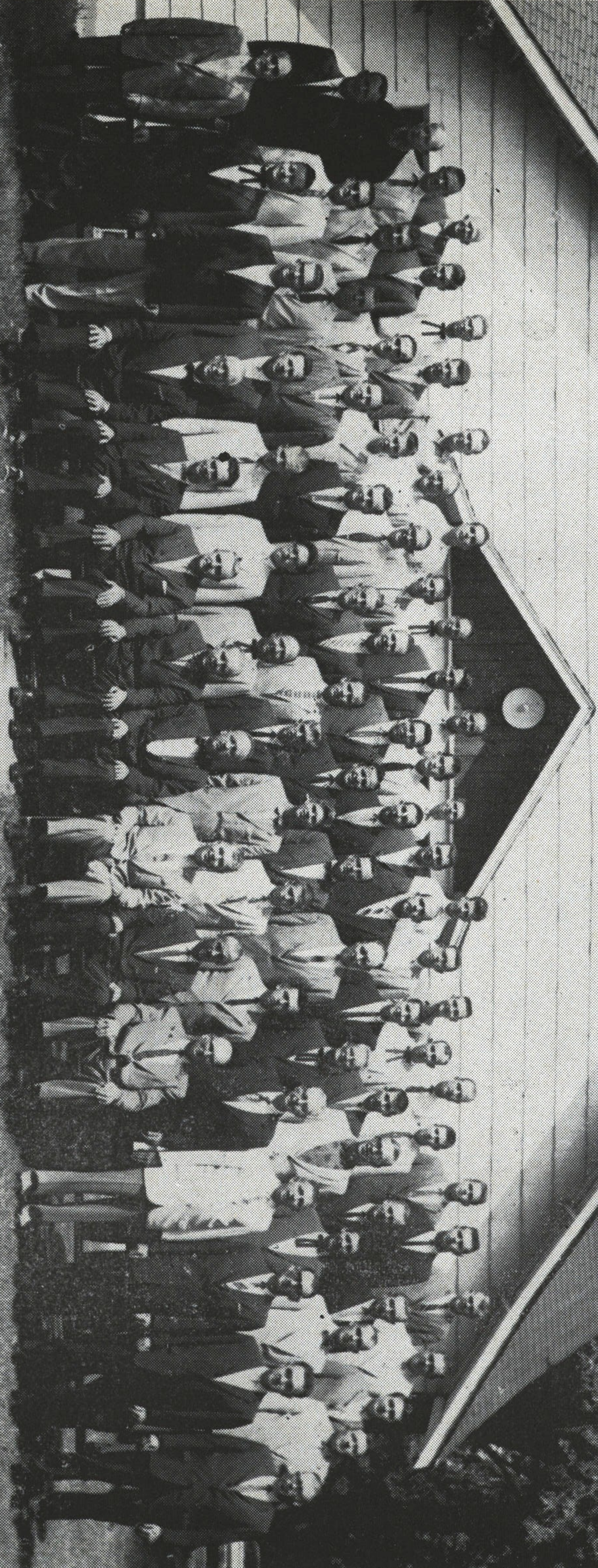
All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

• REPPERT AUCTION SCHOOL •



August Graduates Of Reppert School

Pictured opposite are the August 19, 1960 Graduates of the Reppert School of Auctioneering, Decatur, Indiana. On the Top Row from left to right are: Claude W. Meade, Farmington, Mich.; George Rife, Wichita Falls, Tex.; Stanley O. Allen, Huntington, Ind.; Alvin C. Williams, Madison, Tenn.; Bud Rhynard, Troy, Ohio; Frank R. Elliott, South Bend, Ind.; Joseph Z. Van Dusen, Osceola, Pa.; Lawrence Bishop, Germantown, Ohio; Richard Newton Dilgard, Ashland, Ohio; Paul N. Shealy, Leesville, S. Car.; Paul R. Wiggers, Jr. North Clymers, N. Y.; Fred E. Jensen, Columbus, Pa.

Second Row: Jack L. Bales, Muncie, Ind.; Aquilla Martin Kinnard, Bennettsville, S. Car.; James Adams, Mt. Crawford, Va.; Benjamin C. Barrett, Easton, Ill.; Harry Anderson, Burgettstown, Pa.; John A. Swartley, Jr., Lansdale, Pa.; Leonard K. Pence, Somerville, Ohio; Henry M. Stanley, Jr., Bainbridge, Ohio; James C. Bevins, Lucasville, Ohio; Tommy E. Johnson, Mountain City, Tenn.; Denzil Kim White, Kuttawa, Ky.; Norvel Reed, Jr., Sherman, N. Y.; Verlo Bayne, Twin Lake, Mich.

Third Row: Ben Bledsoe, Elizabethtown, Ky.; Steven A. Parker, Brigham, Utah; William H. Klepper, Jr., Dover Pennsylvania; R. P. "Bobby" Nichols, Leesburg, Fla.; William Prince, East Lansing, Michigan; John W. Almburg, Aurora, Ill.; Richard H. Wells, Stillwater, Okla.; M. Robert Hoog, Dayton, Ohio; Richard J. Baier, Canton, Ohio; Michael B. Lawrence, Edmonton, Alberta, Canada; Dwaine K. Ward, Bringhurst, Ind.; John W. White, Valparaiso, Ind.; Arthur Payne, Nashville, Tenn.; Walter Schuckert, Akron, Ohio.

Fourth Row: Clayton Robin, Chappaqua, N. Y.; Doug A. Garrett, Tatum, New Mex.; William Licker, Nicholasville, Ky.; J. W. Watts, Baton Rouge, La.; Valery C. Watts, Livingston, La.; Robert E. Sanders, Columbiana, Ohio; Howard L. Eunice, Jacksonville, Fla.; Jack Goldenberg, Harrison, N. Jer.; Preston L. Black, Hilda, S. Car.; Virgil Peterson, Enumclaw, Wash.; Donald R. Morris, Muncie, Ind.; Richard A. Cal-

land, Springfield, Ohio; I. Lee Baldwin, Lakewood, Ohio; Marvin Berens, Fremont, Mich.; Raymond J. Rippey, Stockport, Ohio.

Fifth Row: Charles Collins, Nebraska City, Nebr.; Ronald D. Spitler, Arcanum, Ohio; William R. Jacobs, Decatur, Ind.; Joseph Erdody, Fairgrove, Mich.; David Nicolls, Conneautville, Pa.; Lawrence Zollinger, South Dayton, N. Y.; William C. Jamie, South Amherst, Ohio; Wayne F. Craig, Jr., Shippensburg, Pa.; Gene Pittenger, Eaton, Ind.; Howard D. Zollinger, Randolph, N. Y.; Robert E. Duis, Buchanan, Mich.; Charles May, New Philadelphia, Ohio; Lawrence R. Koebka, Belle Plaine, Iowa; Steve Pierce, Marshville, N. Car.; Roy E. Gates, Roaring Spring, Pa.; Gene Carman, Hartsville, Tenn.

Breakfast Meeting Of State Officers

An added feature to the 1960 National Convention at Louisville, was the Breakfast meeting of officers of various State Auctioneers Associations held on Saturday, July 16. A total of 44 persons turned out for the meeting and discussion which was led by NAA President, Ernest Freund.

Purpose of the meeting was to encourage better programs on the State level and a closer working relation between state and national offices. Figures prove that NAA membership follows closely the progress of the various state groups. States with strong organizations are among the leaders in National membership and in most cases these are the states that have complete and interesting programs at their state meetings.

Interest and attendance at this meeting practically assure that it will occupy a permanent spot in future National Convention programs. This office welcomes any suggestions and comments that will strengthen State programs and further bind these groups to the National Auctioneers Association.

Very foolish is the man who wins success through working and lets his success keep his son from working.

127 Memberships Added To Roster During Last Period

During the period from August 16 through September 16, 127 memberships have been processed at the editorial offices. Of the total, 26 or 20½% are new members of the National Auctioneers Association.

There is an indication that more members than ever are concerned with the membership growth of the N.A.A. and it is our sincere hope that future months will show a decided increase in the membership list.

Those members entered during this period follows. An asterisk indicates renewal.

James L. Helm, Kentucky
 *Stanley C. Haworth, Virginia
 *Thomas A. Scarane, Florida
 *John S. Kasten, Illinois
 *Arthur Bennett, Quebec
 *Richard Mather, Connecticut
 *Paige Richardson, Maryland
 *Jimmie Welch, New York
 *Ralph P. Masengill, Tennessee
 *Kendall M. Pratt, Massachusetts
 Jim L. Murdock, Illinois
 John Wiebke, Wisconsin
 James W. Cushing, Illinois
 Freeman R. Smith, Alabama
 J. Reed Thompson, Alabama
 Elman H. Schweiger, Illinois
 Robert O. Brannon, North Carolina
 *Jerry E. Nuckolls, Missouri
 Don Howington, Mississippi
 Walter Kropf, Ohio
 *Jim Hush, Kansas
 *William O. Coats, Michigan
 *H. Orville Davis, Massachusetts
 *L. C. Christensen, Wisconsin
 *Johnny J. George, Georgia
 *Max Rouse, California
 *Gene Navalesi, New Mexico
 *W. F. Potts, Georgia
 *Harry W. Kerns, Ohio
 Patrick H. Waddle, Texas
 Jon R. Hampton, Texas
 *Warren Collins, Iowa
 *Elaine Rogers Richman, Nebraska
 *John W. Brown, Kansas
 *William T. Barnett, California

Charles H. Tripp, California
 *Donald H. Stafford, Ohio
 *Herman D. Strakis, Indiana
 *Edward P. Gottschalk, Michigan
 Don R. Fultz, Kansas
 Fred Hiett, Kansas
 *Odell Sampson, Tennessee
 *William A. Emerson, New York
 *J. L. Judy, Missouri
 Arthur W. Mahnke, Wyoming
 *F. E. "Mike" Bloomer, Iowa
 *Kenneth W. Teague, North Carolina
 *George W. Skinner, Indiana
 *H. H. Chambers, Virginia
 *Tom H. Chunn, Tennessee
 *Billy Howell, Tennessee
 Victor L. Horejsi, Kansas
 *Harry J. Hoynacki, New York
 *Lloyd Laughery, Iowa
 *Ervin F. Smith, Nebraska
 *John W. Heist, Nebraska
 *William Kent, New York
 *R. K. Pattin, Ohio
 *Robert E. Musser, Wyoming
 *Ken Hurlburt, Alberta
 *Freddie Chandler, Iowa
 *Jewett M. Fulkerson, Missouri
 *Norman J. Geolat, Illinois
 *Phil Neuenschwander, Indiana
 Nick Didier, Wisconsin
 *Clarence Rhymer, Wisconsin
 *Norman J. Kirkbride, New Jersey
 *Edward P. Gillespie, New Jersey
 *Lowell Roberts, Tennessee
 *C. B. Smith, Michigan
 *Willis O. Hanson, South Dakota
 *Homer B. Henderson, Oregon
 *Vic C. Schoenberger, Kansas
 *Gale D. Copeland, Tennessee
 *W. P. Drake, Illinois
 *Nelson W. Gemono, West Virginia
 *G. T. Gilbert, North Carolina
 *William Craig Lawing, North Carolina
 *R. W. Henderson, Jr., Arkansas
 *Richard Sears, Iowa
 *C. W. "Pete" Slater, Illinois
 *Marley Neal, Indiana
 *Vincent J. DiGiacobbe, Ohio
 *Ralph A. Weschler, Washington, D.C.
 *Ralph G. Richards, Pennsylvania
 *Jacob C. Finer, New York

- *John M. Miller, Maryland
- *Howard Raser, Montana
- *Roger A. Hollrah, Missouri
- *Bernard Jellema, New York
- *Ray G. Houle, New Hampshire
- *Harold L. Steggs, Nebraska
- W. A. Trusdel, Texas
- *Charles E. Adams, California
- *Ernest C. Weller, Nebraska
- *R. C. Westbrook, Wyoming
- John Lee Overby, Mississippi
- John G. Collins, Kansas
- Paul J. Doss, Kansas
- *Merle Van Winkle, Kansas
- *Richard C. Wright, Virginia
- *J. A. Garnett, Alabama
- *Frank Onischuk, Massachusetts
- *Harry L. Hoffman, Virginia
- *J. L. Todd, Georgia
- *Leroy Teske, Wisconsin
- *Richard M. Tydings, New York
- *David H. Tracy, New York
- *Richard C. Tracy, New York
- *Donald W. Maloney, New York
- *William Maloney, New York
- *M. M. Mobley, Illinois
- *Henry Berman, Massachusetts
- *Omer F. Bonney, Oregon
- *Fred W. Radde, Jr., Minnesota
- *Philip E. Lambert, Massachusetts
- *S. J. Frey, Oregon
- *George E. Borum, Illinois
- Dean D. Hauserman, Kansas
- *Ray A. Sanch, Michigan
- *Lyle Burr, Kansas
- Edd Sharpe, Virginia
- *John W. Rigsbee, New York
- *Richard A. Mader, Wyoming
- *Vernell Johnson, South Dakota
- *J. Gordon Hannagan, Illinois
- *William S. Day, New Jersey

The Missouri Auctioneers Association wishes to thank the Kentucky Auctioneers Association for a splendid National Convention in Louisville in July and would like to express appreciation for the fine hospitality shown by the Kentucky Auctioneers during the meeting.

"A very small river will carry a good deal of water to the sea—if it keeps running."
—Sunshine Magazine

Block Of Stock To Be Sold In New York

NEW YORK — Nearly 7,000 shares of stock of Eastern Life Insurance Co. of New York will be put on the block to be sold to the highest bidder.

Milton Sanders, New York lawyer, will conduct the sale as a court-appointed referee at the Martinique Hotel here.

Stock auctions have become rare in recent years, but Mr. Sanders says he decided the method offered the best way to get a fair price in this instance. He noted that Eastern Life shares are seldom traded and brokers told him it would be hard to place a block of this size in the normal over the counter market.

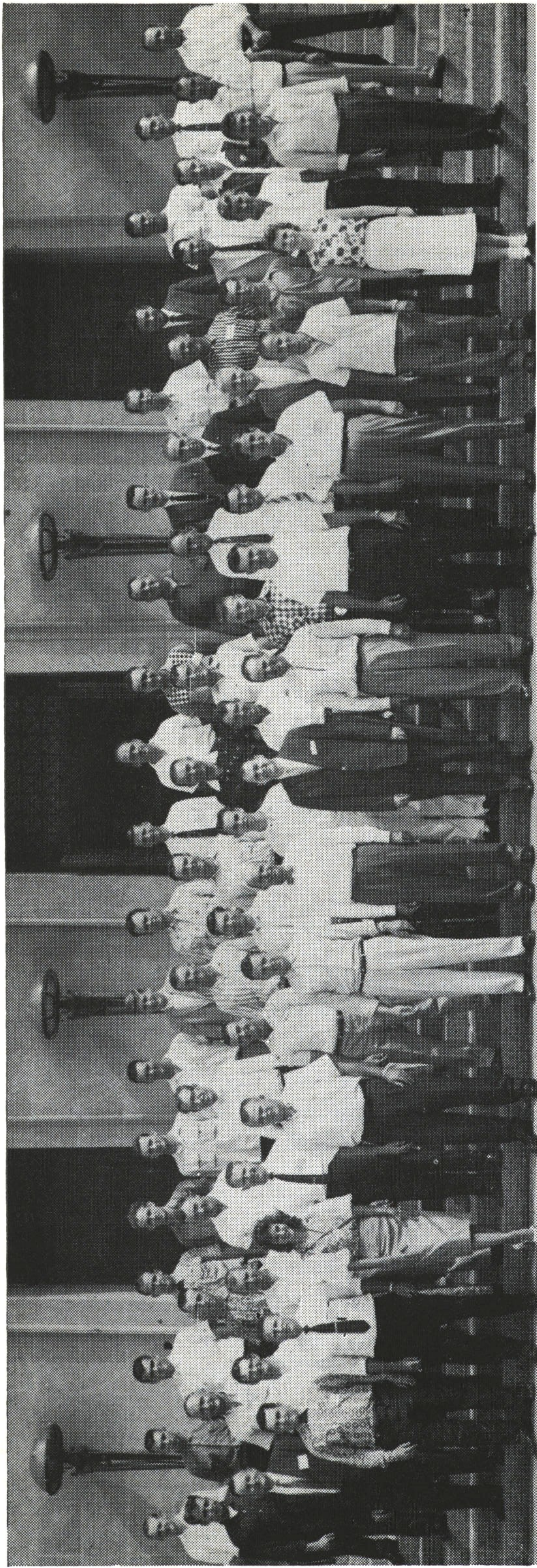
Security auctions were fairly frequent a generation or two ago, old-timers in the investment business say. But as dealers gradually built up a smoothly-working nation-wide over-the-counter market for unlisted stocks and bonds, the old-type stock auction all but disappeared.

In earlier years, Adrian H. Muller & Sons, a firm of auctioneers founded in 1837 and still in business, sold many batches of securities to the best bidder.

But an official said it has had only three or four such sales of any consequence in the past two years.

Nowadays auctions are used only in certain situations, according to a Muller representative. An auction might be held, for example, when stock offered is of a closely-held corporation, for which there is no established price; when an executor of an estate wants to insure getting the best possible price for securities lacking a regular market; or when a lender who has seized collateral for a loan may be bound by the loan agreement to put it up at auction.

The New York Stock Exchange and other organized stock exchanges operate on the basis of what is termed a "continuous auction." The specialist in a stock acts in effect as an auctioneer, receiving running bids from would-be buyers and sellers of that stock.



Missouri Auction School, Kansas City, Missouri, Class of August, 1960. Front Row: John Williamson, Jr., Wichita Falls, Tex.; John Gabriel, Sycamore, Ohio; Peggy Sue Edelblute, Topeka, Kans.; Don Howington, Little Rock, Miss.; Col. O. R. Ireland, Bonner Springs, Kans.; Col. Boyd Michael, Kansas City, Mo.; Col. Richard Dewees, Kansas City, Mo., Col. Carman Potter, Jacksonville, Ill.; Col. LeRoy Moss, Jacksonville, Ill.; Wm. A. Trusdel, San Antonio, Tex.; Neal Tarbox, Orleans, Vt.; Martha Dewees, Kansas City, Mo.

Second Row: Fred Hiett, Newton, Kans.; Don Hoke, Spring Grove, Pa.; B. W. Kimbrell, Hawkeye, Ia.; Bob Brannon, Waynesville, N.C.; Donald Hartley, Columbia, Mo.; Ezra Nash, Jr.; Escondido, Calif.; Frank Graham, Garnett, Kans.; John R. Robbins, Warren, Ill.; Don Fultz, Pleasanton, Kans.; Elman Schweiger, Mendota, Ill.; James Strange, Ft. Pierce, Fla.; James Helm, Jeffersonton, Ky.; Jerry Nuckolls, St. Louis, Mo.; Robert Robertson, Washington, Ia.

Third Row: Fred Kuhlman, Hotchkiss, Colo.; Walter Kropf, Canton, Ohio; Jim Murdock, Williamsfield, Ill.; Troy Olds, Halls, Tenn.; Ray Rees, Montgomery City, Mo.; Clarence Harridge, Stockton, Ill.; Don Roche, Blue Rapids, Kans.; Victor Horejsi, Kanopolis, Kans.; James Cushing, Coal City, Ill.; J. Reed Thompson, Clanton, Ala.; Arthur Lacey, Dallas, Tex.; W. Dean Shull, Landisburg, Pa.; D. A. Bloodsworth, Frederick, Okla.; K. O. Aldrich, Kansas; Lewis LaFlin, Nebraska.

Top Row: Norman Tanner, Smethport, Pa.; Richard Shelburne, Riner, Va.; Pat Waddle, Frisco, Tex.; John Overby, Brandon, Miss.; Jon Hampton, Port Arthur, Tex.; Robert Duksa, E. Berlin, Conn.; Donald Day, Council Grove, Kans.; John Wiebke, LaCrosse, Wis.; Stan Carrico, Texas; Calvin Patterson, Lockport, Ill.; Gene Smith, Kansas City, Mo.; Lowell Richburg, Dimmitt, Tex.; R. L. Cordell, Columbia, Mo.; Freeman Smith, Long Island, Ala.; Charles Tripp, Bakersfield, California; Ed LaPorte, Hennessey, Okla.; Dean Hauserman, Wichita, Kans.; Paul Page, Louisville, Ky.; Randall Raymer, Chattanooga, Tenn.

Auto Auction Men Meet In Kansas City

Kansas City, Mo., and the Muehlebach Hotel was the scene of the Annual Convention of the National Auto Auction Association, September 16-17. Auto Auction operators from all parts of the country were on hand to discuss the various channels of their business and plan for the future.

Participants in the program included Walter B. Cooper, Ft. Collins, Colo., 1st Vice President of the National Automobile Dealers Associations; John Kinnaid, Ft. Worth, Tex., President of the National Independent Automobile Dealers Association; Albert J. Veglia, Registrar of Motor Vehicles, State of California; W. Mark Felt, FBI Special Agent in Charge, Kansas City; and Mr. Charlesworth, representing used car sales for American Motors.

J. C. Briley of Greater Chicago Auto Auction, Chicago, was elected to the office of President; Eugene C. Waldrep, Dixie Auto Auction, Birmingham, Ala., Vice President; and Norman Early, Colorado Auto Auction, Denver, Secretary-Treasurer. Harold Henry, Los Angeles Auto Auction, retiring President, was named Chairman of the Board and Tim Anspach, past President of Albany, N. Y., was named President Emeritus.

Next year's meeting will be held in Chicago, August 11-12. Offices of the National Auto Auction Association are at Frankfort, Ind.

Anspach Elected To Head New York Group

Tim Anspach, veteran auctioneer and Auto Auction operator at Albany, New York, was elected President of the New York State Auctioneers Association at the annual meeting of that group in the Hotel Syracuse at Syracuse, September 11. Col. Anspach comes into his new office with more than average leadership experience. He served as President of the National Auto Auction Association for two terms and it was under his leadership that members of the Western

Auto Auction Associates became members of the National group.

Arnold Ford, Rome, N. Y., was elected to the office of Vice President and Donald Maloney, Syracuse, was re-elected Secretary-Treasurer.

The afternoon program included addresses by Edward Michael of the Dale Carnegie organization and Deacon Doubleday, Radio and TV personality. Both of these men were on the program of the National Auctioneers Convention when it was held in Buffalo in 1958.

Various business items were discussed in addition to the election of officers. Future plans call for series of zone meetings in an attempt to boost membership and interest in the organization.

Bernard Hart, NAA Secretary, addressed the group following the Banquet, closing the program.

Major Real Estate Auction In Indiana

In one of the major real estate auctions ever held in Indiana, a 150 acre tract of land was sold for \$215,000. This auction was advertised on the inside back page of "The Auctioneer (July issue) and was the property of Mrs. Leona Drake, owner of Indianapolis Auto Auction.

Herman Strakis, real estate broker and auctioneer of Indianapolis, was in charge of the auction and was assisted in the ring by James Liechty and Maynard "Miz" Lehman of Berne, Ind.

Offered first in tracts and finally as a whole it was ultimately purchased by the buyers who were high bidders on the first tract offered. Interested parties from several states were present for the auction which was held in the Ballroom of the Holiday Inn in Indianapolis.

IT'S POSSIBLE

After saying no words for 6 long years, the baby son finally complained at breakfast, "Mom, the toast is burnt."

His amazed mother shrieked joyfully, "Junior, you talked!" How come you never talked before?"

"Well," Junior replied evenly, "up to now everything's always been O.K."



MISSOURI AUCTION SCHOOL GRADUATION BANQUET AUGUST 12, 1960

August Meeting Of Virginia Auctioneers

By FRANK D. SALE, Sec.-Treas.

Stanley King of Wytheville, was elected President of the Virginia Auctioneers Association at their meeting August 24. Richard Wright, Bridgewater, was elected Vice President and Frank D. Sale, Radford was chosen to serve as Secretary-Treasurer.

Regional directors elected at the meeting are Hugh Ownby, Richmond, Tidewater; C. B. Runyon, Falls Church, Northern; G. D. Powell, Martinsville, Southside; Martin Strate, Bridgewater, Valley; Earl Bland, Roanoke, Central; A. I. Booher, Abington, Southwest; and Morris Fannon, Pennington Gap, Director-At-Large.

At the meeting it was decided to try to get the Auctioneer registered under the Professional and Occupational Regi-

stration of the Commonwealth of Virginia. We feel this will help to obtain a more professional status for the Auctioneer and raise his prestige. It is not the aim of the Virginia Auctioneers Association to keep anyone from becoming an Auctioneer, but we would like to stop those who go out and try to conduct an auction without the knowledge an auctioneer should have. We would like to see the auctioneers have some standard whereby he could conduct a successful sale with honesty and dignity.

We have been very successful in getting the license law revised whereby we may operate in any county in Virginia under one license whereas before, we had to buy an auctioneers license in each county we conducted auctions in.

We, in Virginia, would be interested in hearing details of any state that has their auctioneers under the Professional and Occupational Registration or which has some standards one must meet before securing an auctioneers license.

Yesterday, Today, Tomorrow

The auction business of the yesterdays has taken on a new look. The auctioneer of yesterday had much less competition than the auctioneer of today. He performed less service and his general qualifications level was less.

Yet it was the auction way of selling that continued to gain in popularity through the years.

Today, young auctioneers are finding it increasingly difficult to become established as successful auctioneers. It is astounding the number of specialists we have in the auction profession today. Auction organizations and companies have sprung up in all corners of the land.

However, we have seen just the beginning. The changes and new developments in the auction profession of tomorrow will be just as numerous and spectacular as those witnessed by the oldtimers of today.

One of the greatest opportunities of our day awaits all auctioneers, young and old alike. This opportunity is realized by the members of the N.A.A. and especially by those who attend the annual National Conventions.

You'll be doing yourself and others who cherish the Auction Profession a great favor by signing up a new member this year.

Carman Y. Potter
President of N. A. A.

Livestock Market Council Announced

KANSAS CITY, Mo. . . Appointments to the Livestock Market Council of the National Association of Livestock Auction Markets were announced this week from the Association's offices in Kansas City.

Serving by virtue of their election as officers of the national trade association are President-elect Cecil Ward, chairman, Gainesville, Texas; Vice president-elect, Raymond Schnell, Dickinson, N. Dak.; Treasurer-elect, Joe L. Sorenson, Roseville Livestock Auction, Roseville, California; and Secretary-elect, J. W. Prince, Wolverine Stockyards Co., St. Johns, Mich.

Ten **NATIONALLY CERTIFIED** livestock auction market owners were appointed by Ward: J. T. Wooten, retiring president, Rocky Mount, N. C.; J. W. Marvel, Webster City, Iowa; Forrest Noel, Mexico, Mo.; C. O. Emrich, Norfolk, Nebr.; Ingvard Svarre, Sidney, Montana; W. I. Bowman, Montgomery, Ala.; G. W. Gardner, Lexington, Ky.; J. E. Manning, Ogden, Utah; Clay Wilson, Delhi, Louisiana; and Hugh Jones, Woodward, Oklahoma.

C. T. 'Tad' Sanders, Kansas City, Mo., was named Secretary-Counsel to complete the 15-man industry governing body. Members take office December 1, 1960 for a term of one year. All appointments are subject to confirmation by the National Association's Executive Committee.

The Council is charged with the responsibility of administering the National Code of Business Standards governing operations and services of all **NATIONALLY CERTIFIED** markets. Members also represent those markets in the Trade Practices Conference Procedure with the U. S. Department of Agriculture, involving application and interpretation of the Packers and Stockyards Act. Two editions of a "Guide for Livestock Auction Markets Operations Under the P & S Act" have been published as a result of the Conference Procedure.

The newly appointed Council will hold its first meeting in Kansas City on Dec.,

10, 1960 in conjunction with the Industry Trade Association Assembly scheduled at that time. Howard J. Doggett, Director of the recently established Packers & Stockyards Division, USDA, will meet with the Council on that Date.

Auction Market Holds Dinner

FLEMINGTON, N. J.—Approximately 125 employees, their wives, friends and associates sat down in "family" style with directors of the Flemington Auction Market during the annual employees' dinner held April 23 at Landwehr's restaurant on River Rd., Washington Crossing.

All the directors were in attendance—"Jim" Weisel, market president; Vice-President Leslie M. Black, Stockton; Secretary Oscar J. Grossman, Frenchtown; Treasurer William Lauderdale, dinner chairman, Lambertville; D. W. Amerman, Neshanic; Azariah M. Frey, Stewartsville; Kenneth Foster, Stockton; Robert L. Mackey, Belvidere, and Adolph Miller, Quakertown.

Also attending were Clayton H. Stains, auction manager; Dr. Samuel Bamber, veterinarian; Herbert Van Pelt, auctioneer; E. K. Price, auction C.P.A.; Dwight M. Babbitt; William McIntyre, county ag agent; Calvin Weettstein, assistant county agent; Warren Patterson, Stains' assistant; Frank Plain, egg and poultry consultant, and Karl H. Frederick, public relations.

Sales Pavilion Destroyed By Fire

ENUMCLAW, Wash.—Fire of undetermined origin destroyed the Enumclaw Sales Pavilion early this month. Damage was estimated at \$70,000 and was partially covered by insurance, states owner Frank Wetzel.

Fire began in a hay storage building at the rear of the plant. The pavilion was established in 1938 and is claimed to be the oldest livestock sales barn operating in one location in Washington. Rebuilding of the pavilion is expected.

Bible Manuscript Bought By Dealer

NEW YORK CITY — An English manuscript of a Bible excerpt in the ancient Anglo-Saxon language, has been brought to this country.

The manuscript, dating to about 1050 A.D., is a copy of a translation from the Latin Vulgate. It was purchased in an undisclosed country by Hans P. Kraus.

Mr. Kraus, whose rare book and manuscript shop is at 16 East Forty-sixth Street, said his acquisition was the second largest Anglo-Saxon manuscript in private hands anywhere. He said it was the only Bible excerpt of its kind in this country.

The eight pages of script, known as "insular minuscule," are on four leaves of vellum. They contain portions of the Book of Exodus, including the Ten Com-

mandments. The translation from the Latin was made by a prolific writer of his time, Abbot Aelfric of Eynsham Monastery, in the Westminster area.

The largest work in Old English, held privately, is a book of sermons called the Blickling Homilies. It is owned by William H. Scheide of Princeton, N. J.

Most of the surviving Old English manuscripts—and there are not many—are in the British Museum in London and in British university libraries.

When Middle English came into use in the Middle Ages, great numbers of manuscripts in obsolete Old English were destroyed. Others met destruction later when the monasteries were suppressed in the sixteenth century by King Henry VIII.

Seems to us that the one sure thing wrong with the younger generation is—a lot of us don't belong to it any more.



The above photo was taken at the first real estate auction conducted by the Stinebaugh-Hall Auction Service. The principals of the new partnership are Owen Hall, Celina, Ohio, and William Stinebaugh, St. Marys, Ohio. The farm shown above had been appraised for \$200.00 per acre and sold for \$320.00 per acre.

New York Auctioneer Sells In Australia

Bernard P. Day, a New York real estate auctioneer and broker, says he broke the law on a recent visit to Australia. Without a license, he auctioned off some lots in the suburbs of Sydney.

"But the police weren't about to see it," he smiles. "I was able to get away with it."

Mr. Day, who is president of Joseph P. Day, Inc., thus extended his auctioneering experience half way around the world, after years of selling to the highest bidder in Canada and in twenty states in this country.

In most respects, Mr. Day says, real estate auction practices in Australia are similar to those in this country. One of the chief differences, however, is in the American "upset price" and the Australian "hidden reserve price."

Under the American "upset price," the auctioneer publicly announces a minimum sale price. Unless the bidding reaches that price, the property is withdrawn from auction.

The Australian "hidden reserve price" is a minimum price known only to the seller and the auctioneer. None of the bidders knows the minimum price until a bid is made at that level. Then the auctioneer announces, "I am going to sell," and the bidding proceeds until the top offer is made.

Draft of Novel Brings \$18,200

LONDON — The draft, autograph manuscript of E. M. Forster's novel, "A Passage to India," was sold at auction for \$18,200.

The work was part of a sale of twentieth-century manuscripts and pieces of art held at Christie, Manson & Woods Gallery on behalf of the London Library. The works, many of them donated by authors who were present to watch the bidding, netted a total of \$71,770.

A spokesman for Christie, Manson & Woods said after the sale that the price for the Forster work was the highest

paid for a manuscript by a living author.

The original manuscript notes regarding the sale of the privately printed edition of T. E. Lawrence's "Seven Pillars of Wisdom, 1926," brought the second highest sale price of \$10,640.

The Forster manuscript and a hand copy of T. S. Eliot's poem "The Waste Land" were bought by Lew Feldman, a New York dealer in rare books. Mr. Feldman indicated he made the purchases for a client. The London Library has been seeking funds to pay its taxes.

Missouri Auctioneers To Meet In October

By KEN BARNICLE, President

The fall meeting of the Missouri Auctioneers Association will be held in Sedalia, Missouri, October 16 at the Bothwell Hotel. We will have H. Bemis Lawrence, Attorney-At-Law from Louisville, Kentucky, as our speaker. During the meeting there will be a discussion on advantages and disadvantages of incorporating, a proposed license law, and consolidating with the National Auctioneers Association.

We are expecting a big meeting and invite all Auctioneers to attend.

Marting Injured In Farm Accident

Emerson Marting, Washington Court House, Ohio, auctioneer, was seriously injured in a field chopper accident at his home late in August. Although avoiding the knives of the machine, Mr. Marting's foot became entangled with the gears and he received severe lacerations which will keep him on the sidelines for several weeks.

Col. Marting is a member of the Board of Directors of the Ohio Auctioneers Association, a member of the National Auctioneers Association and has acquaintanceship throughout America as a result of his capacities as a purebred livestock auctioneer.

Iowa Auctioneers To Hold Annual Meeting

By B. J. BERRY, Sec.-Treas.

The Iowa Auctioneers Association will hold its Annual Convention October 29 and 30 at the Burke Motor Inn in Carroll, Iowa. On Saturday, October 29, a Fun Auction will be held, followed by dinner and dancing for anyone who is interested.

Col. Ken Barnicle, President of the Missouri Auctioneers Association from Ellisville, Missouri, will be the guest speaker during the Sunday session. Following his address, the annual election of officers will take place. At the close of the business meeting, special entertainment will be given by a group called the "Nubbins."

All auctioneers, their wives and families are cordially invited to attend, whether they are members of our association or not. A special invitation is of-

ferred to Auctioneers from adjoining states. We welcome all who wish to attend.

Jersey Auctioneer Dies At Age 62

Mullica Hill, New Jersey — Charles Holtzhauser, 62, who never missed a day's work in the 29 years he was auctioneer of the Glassboro market until stricken ill a week ago, died Monday at his farm on the Swedesboro road here.

Holtzhauser, widely known throughout South Jersey as an auctioneer for public sales of household items and real estate, was famous for injecting humor into his rapid-fire chanting when things got dull.

He graduated from the American Auctioneer College at Kansas City and went to work at the Glassboro Market, operated by the Gloucester County Cooperative Association, in 1931.

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

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.



New officers of the Tennessee Auctioneers Association for the year 1960-61 are E. B. Fulkerson, Jonesboro, Secretary-Treasurer; Milton Jenkins, Lebanon, 1st Vice-President; Fred Ramsey, Madison, President; Toxey T. Fortinberry, Memphis, 3rd Vice-President. and C. B. McCarter, Sevierville, 2nd Vice President.

Colt Sells For \$45,000 At Saratoga

SARATOGA SPRINGS — Mrs. James P. Mills of Middleburg, Va., paid \$45,000 at the Saratoga yearling sale for a bay son of Princequillo out of Sometime Thing, a Discovery mare.

It was the highest price of the night and equaled the highest price of the current sales. The colt had been consigned by the Korven Stud of Whitney Stone, Charlottesville, Va.

The second highest purchase was made by George D. Widener of Philadelphia, the chairman of The Jockey Club. He went to \$41,000 for a chestnut colt by Nashua. The colt, consigned by the Jonabell Farm of Lexington, Ky., as the agent for John W. Hanes of New York, is out of Fairy Stone, a Court Martial mare.

Forty-nine head were sold for \$563,300, an average of \$11,496. In four nights, 192 yearlings have been knocked down for \$1,754,000, an average of \$9,135.

New York Properties Sell For \$1,688,510

NEW YORK CITY — One hundred and seventy city-owned properties were sold at auction for a total of \$1,688,510 at a sale held in the Statler Hotel for the Department of Real Estate. Henry G. Waltemade was the auctioneer.

The parcels, all in Queens and Richmond, included six old school buildings and firehouses.

The auction was part of a two-day sale of 426 parcels. It will be continued with the sale of properties in Manhattan, the Bronx and Brooklyn and in Westchester and Orange Counties.

Shetland Stallion Brings \$56,500

GAINESVILLE, Tex. — Captain Popper, a Shetland stallion regarded by many experts as the greatest model stallion of its breed, sold recently for \$56,500.

Miss Patricia Burton of Dryden, Mich., bought the stallion at the production sale of the Brewer Pony Farm. Some 500 buyers from all parts of the United States attended the sale.

Captain Popper, who is 4 years old and has won many championships, was one of 72 ponies sold. All were descendants of Larigo's Popper, another famous Shetland stallion.

AN OUNCE OF PREVENTION

An expectant mother said to her little boy: "Now, Ronnie, if you pray real hard, maybe the Lord will send you a little sister."

The following night, after he had said the usual short prayer, his mother heard his add:

"Dear Lord, if you Have a baby sister almost finished, don't bother to put her tonsils in as they will just have to be taken out anyway."

MODERN MAN

Two men were discussing the high rate of taxes and governmental waste of money. Just then a school bus passed them. "See what I mean," exclaimed one. "When I was a boy we walked three miles to school and three miles back home each day. Now we spend \$5,000 for a bus to pick up the children so they don't have to walk. Then we spend \$50,000 for a gymnasium so they can get exercise."

REVOLT

Three turtles were having some beer. Just as they ordered another, it started to rain so the biggest turtle said to the smallest one, "Go home and get the umbrella."

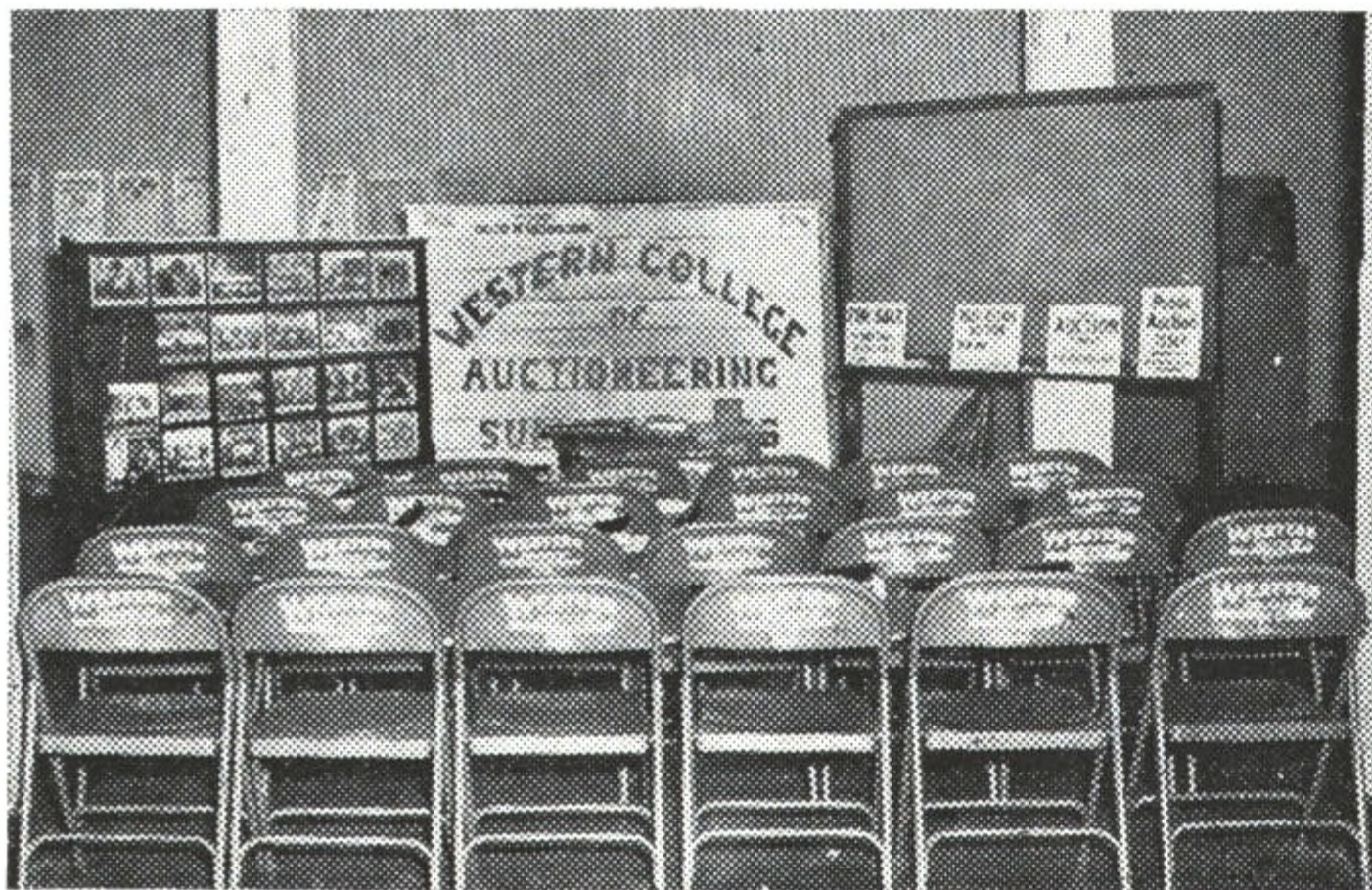
"I will if you don't drink my beer," the little one said. The other two promised they wouldn't.

Two years later the big turtle said to the middle-sized one, "Well, I guess he isn't coming back so we might as well drink his beer."

Just then a little voice called from outside the door, "If you do, I won't go."

Did you hear about the man whose wife had quadruplets—so he went out and bought a fifth!

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The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Friend Bernie:

Business is fine and we have three government sales of real estate coming up. The roof is now going on our new building which will make us the largest in the Central States. It is strictly modern and air conditioned with factory bleacher seats. We'll be ready for the Grand Opening late this fall.

How is your Auction House? Going fine, I hope.

Our next Government sale will be at Canton, Ohio, October 19. It includes seven modern brick homes to be sold.

Clyde M. Wilson,
Marion, Ohio

* * * *

Dear Bernie:

We just returned from vacation in Canada, so will send along my late dues. While there I enjoyed the hospitality of several Canadian Auctioneers, had the privilege of selling at some Canadian Auctions and took in several more sales. One in particular at Sidney on Vancouver Island was real interesting and quite a contrast to the way we sell here in the states — or anyway Wyoming.

My family and I really enjoy "The Auctioneer", particularly Pop Hess and

all the articles of the informative and educational variety as I have plenty to learn yet about this business. I like to get some of it by someone else's experiences.

Sincerely,
Bob Musser
Cody, Wyoming

* * *

Dear Sir:

I'm sorry I haven't sent in my dues before but I have been pretty busy. I am holding a consignment sale every Saturday night and between that, the horse business and the Auction I don't have much time to do anything.

I am just starting a \$10,000 building to hold my sales in. I have bought all the seats from a theater to put into it. It should make a nice place. If you are ever out this way stop in and see me and be my guest.

The School of Auctioneering has really paid off for me. I wish I had started it twenty years ago.

Thanking you very much.

Yours truly,
Jimmie Welch
Homer, New York

Dear Secretary:

Enclosed find a check for \$15.00 for my dues and kindly add my name to your Booster List.

I am honored to be a member of the National Auctioneers Association and I enjoy the fine magazine we receive monthly.

Respectfully yours
John Flynn
Ringo, New Jersey

Millions of Pennies Worth Eight Dollars

PHILADELPHIA — There are 1960 pennies in circulation that are worth — to numismatists—more than their weight in gold.

Because of a deviation in the engraver's master die these pennies have on the obverse side a "60" in 1960 that is microscopically smaller than the "19." That makes the coins a collector's item.

One collector reported such pennies were bringing as much as \$8 each. He also estimated that a total of 5,000,000 had been produced at the mints here and in Denver before the working dies made from the master die with the deviation were withdrawn.

Paul Heckman, assistant superintendent of the mint here, said that he had no idea how many of the pennies with the "small 60" had been turned out. He emphasized, however, that there is no flaw in the coins.

The pennies with the small "60" in the date constitute only a fraction of the number struck by the two mints. Last year the Denver mint produced 1,279,760,000 pennies and the Philadelphia mint 609,715,000.

The latitude taken by the engraver in turning out the master die for the 1960 pennies is believed to be responsible, at least in part, for the record demand for proof sets of this year's coins. A proof set consists of a penny, a nickel, a dime, a quarter and a half-dollar, a total of 91 cents in coins.

The mint charges \$2.10, the current cost, for sets, which are minted in Philadelphia.

Marketing Congress To Meet In Dallas

KANSAS CITY, Mo. . . The Sheraton-Dallas hotel, Dallas, Texas, has been selected as reservations and events headquarters for the 1961 Livestock Marketing Congress.

The announcement was made from the offices of the National Association of Livestock Auction Markets, Kansas City, Mo., primary sponsor of the annual industry-wide event. Arrangements were concluded last week between hotel officials and the Association for program, and entertainment events of the Congress to be held in the Sheraton-Dallas with the hotel contracting a sufficient number of rooms to honor reservations.

Dates of the event are June 21-24, 1961. First official reservations were made by husband and wife market owners, Mr. and Mrs. Tommy Cross, of Chandler, Oklahoma. Mrs. Cross is also secretary of the Oklahoma Association of Livestock Auction Markets.

Entertainment hosts for livestock, and livestock marketmen from throughout the nation, will be the Texas Livestock Auction Association. The aggressive, affiliated trade association of Texas livestock auction markets will also stage the annual Continental Sweepstakes Cattle Sale at the State Fair Coliseum as one of the highlight events of the Congress.

Registrations and attendance for the 1961 Congress are expected by Texas and National Association officials to far exceed all previous records.

Poultry Auction To Be Modified

BURLINGTON, N. J.— The Burlington County Cooperative Poultry Auction, recently destroyed by fire, will be reconstructed on the same site—on Route 38, Mt. Holly—reports the auction's board of directors. However, certain modifications and changes will be made in the structure to facilitate more efficient handling of the eggs and livestock.

A Heartbreaking Auction -- The Story Of A Sale

By C. B. McCARTER, Sevierville, Tenn.

This was a new experience for the C. B. McCarter Auction Company. We sold Mr. Lloyd Bradley's home on Gatlinburg Highway out of Sevierville, Tennessee for \$18,800.00 at auction on the 18th of May, 1960. We tied him up with an auction contract on his eight acres and home in Gatlinburg to sell the 8th of June. We had really worked his sale hard. Lloyd came down to my house late the evening before the sale. He said, "I saw the Trenthams. They are going to be at our sale tomorrow."

Mr. Omer Trentham and his wife are all right. They run their small farm and Mr. Trentham works at Alcoa and makes good money.

The day came for the sale. There was a little mist of rain but a large crowd turned up with several good prospects. Even all of our local candidates were present. The sale was a little hard. Mrs. Trentham had already talked to my brother, Carl McCarter, and told him they had money in the bank and if they lacked some money to pay the down payment, they would borrow enough on their farm to pay the balance. She also stated that this property would probably bring more than they could pay. W. Henry Ogle, our attorney, happened to be present. He told me the Trenthams were all right. For some reason we let W. Henry Ogle make the announcements. When I took the mike, I brought out the high points and paused for questions. I made the statement, "We want this sale so plain that any ten year old boy can understand." The sale was on. Carl Smith bought the first three lots for \$575.00 each. Another fellow bought the next three for \$500.00 each. Then we sold the house tract. Mrs. Trentham raised the house and six lots to \$12,000. Naturally by taking time and then stopping and pausing, answering more questions, we raised the bid, five per cent to even \$12,000. We sold nine more lots with

four people owning them a little bit cheap. We blocked all back together and we beared on these nine lots. Really going worth the money.

Mrs. Trentham asked the ring men how much she would have to raise the bid to buy the nine lots. I figured a reasonable raise to be \$16,500 for all. She paused and asked more questions and did not seem to be excited in any way. She was most natural except she had that truly serious look people have when they really mean business.

W. Henry Ogle, our friendly attorney, is truly a good lawyer to work with on selling real estate. He keeps lots of estate sales out of court which makes C. B. McCarter love Henry Ogle. Henry walked over to Mrs. Trentham and said, "Mrs. Trentham, you can't go wrong. I'm sure Omer would want you to buy all this together. You know whether you can handle it or not. If you can then, I believe, I would buy all."

She told Henry and my wife, who was clerking the sale and never fails to get the down payment and all contracts signed. Mrs. Trentham told them they had the twenty per cent in the bank and would borrow on their farm to pay the other thirteen and one third per cent when we make deeds. She raised the bid, no one else bid and we sold it to Mrs. Trentham for \$16,500.00 of which twenty per cent was \$3,300.00 by check.

Mrs. Trentham was very happy. She had two of her sons with her and they insisted for mother to buy this place. She told my good wife that her husband made good money. The boys are good to help and she weaves and makes enough to pay all their living expenses. She said they would soon have the place paid for.

"Sounded too good to be true," was my wife's first comment that night about 8:30 o'clock. My wife and I drove to Knoxville to see a good lady we were

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selling a home and all belongings for after the sale that afternoon. We were tired but feeling wonderful because we had another good sale. We had put Lloyd Bradley on Easy Street. We came back home. Brenda, our twelve year old daughter, had prepared a good hot meal for hard working Mom and Dad, the great Auctioneer. How good that meal tasted, not to digest good. We just got back in the living room when we saw Lloyd Bradley's new pick-up pull in the drive way. Lloyd came busting in the living room.

"We're in trouble," he said. "That darn woman is trying to back out. Come on out here and try to talk to them."

Mrs. Trentham and two sons were there. She said her husband was getting him a good lawyer and getting a divorce. She says, "I can't take that place. He won't help me pay for it. That's all I have to say."

She told us several big lies while talking. I said, "No use being excited. You all have bought a place for \$16,500.00 and we expect to see you go on with the deal." She said, "I thought it would be left open for thirty days."

I told her she knew better than that. There was no use trying to get out by that kind of talk. I said, "You have your husband meet us in the morning. We'll work everything out."

She cooled down and said she would go back and talk to her husband and try to get him to meet with all concerned. The next morning at 9 o'clock in Henry Ogle's office, she told us that Omer, her husband, was going to get Henry Ogle to get him a divorce. She talked half-cracked part of the time. Next morning came. We went to Henry Ogle's office. First, Lloyd Bradley went to the bank with his \$3,300.00 check. There was money in the saving account and a little in the checking account in Omer and his wife's names. They stamped the check, "Insufficient funds." We waited until about ten o'clock and Mrs. Trentham and one of the sons came in and she said, "We couldn't get Omer to come in. He said he was getting a divorce and we could go straight to Glory Land."

She went to crying when Henry laid the law down. She says, "Lock me up. I may just take a gun and shoot myself."

Her son said, "Mom, I'll go get the gun. That's the thing to do." They took this thing as a joke. Me, there, half mad, still smiling and if I'd had a gun I would have given it to her and cocked it. Henry finally got sorry for her and told her we would all go up and talk to Omer for her if she wanted us to.

She said, "Omer wanted that place. He figured up what the interest would run and said he couldn't make ends meet." So she pepped up and said, "If you all can get Omer to go along, I'll take in washings or anything to pay for the place. I didn't mean to hurt anyone. Omer wanted that good home so bad of Lloyd's. So bad, I thought I was doing the right thing. He told me to bid if it didn't go too high. He thought it would bring \$20,000.00."

We all told her they bought a good buy. The place was probably worth \$20,000.00. It was worth at least \$16,500.00. The boy that bid on the house tract went the next day and bought him a house from another party but our hands were tied. These people would have sued us if we had tried to sell to anyone else and I'm not in the private selling business. C. B. McCarter only sells by the way of Auction. What a mess Lloyd Bradley was in by this being the first experience in the Auction way of selling. Lloyd is a broad minded person and blamed no one and more or less blamed himself. And Henry Ogle, our friendly attorney, was present and saw what happened or he would have said, "You're all gone nuts." He told us his time was more valuable trying bootlegger or murder cases. But Henry took part of the blame and says, "My wife and son have a trip planned this afternoon and I have more business to see to but I will spend full time until this thing clears up."

So Henry, Lloyd and myself drove up on Caney Creek, a hollow of probably forty families in cheap homes. There they sell a little moonshine and have cheap parties. Not long ago, a couple of neighbors, a young couple, got into a family row. The young man decided he didn't want the young thing he was hooked with. So he managed to let the car door fly open and kill a beautiful young girl. The next week another man

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caught him with his wife and run him off with a shot gun.

There was a time that I fully woke up. I told Henry and Lloyd they were simply to blame for this mixup. If they had told me Mrs. Trentham was from off Caney Branch I'd never accepted her bid. There's yet for me to find a good man on Caney Branch. All they do is fuss and fight. Anyhow we pulled up to Omer Trenthams little house almost in the road, worth approximately \$3,000.00. Mrs. Trentham was still able to drive their 1957 Ford car. She pulled in behind us. Omer came out and got in the car with us as if everything was fine, but he said he could never pay for that place. He said the interest would eat him up. We asked him if he and his wife had not figured that before now. Omer talked good about the whole thing. He said that he would meet us in the morning at Henry Ogle's office.

Lloyd Bradley assured him that he would not let him lose his place and even told him he would buy it back at full value within a year's time if they were not happy with it. Omer said that was fair enough. He continued, "I'll see you boys in the morning. We'll work everything out."

My old heart was now making its regular beats after about twenty-four hours of skipping. Henry Ogle even laughed out loud. Lloyd was now feeling better toward an auction. I said, "I've had things happen but not like this before, but this will all work out." I slept that night and dreamed old crazy auction nightmares too good to be so. That good meal I ate the day before had not yet fully digested.

Next morning was a beautiful morning. Birds were singing and the grass was dark green. It was a good day for an Auction and I had a big one coming up tomorrow in Knoxville, Tennessee that would last all day long. We met at the usual meeting place, Henry Ogle's office, at nine. I was there a little early. I had my fingers crossed. Henry says, "I believe everything will work out fine."

Soon Mr. Bradley came in and he had his wife with him. His face showed a few worry spots. About 9:30 Mrs. Trentham came busting in with her son by her

side. She says, "I saw the best lawyer in town and he told me I didn't have to take the place. So that's it."

She talked a little mean again. She had talked to the meanest lawyer in town. He would try to prove that a Texan was from down South. We asked her why Omer didn't come with her. She first said, "He was sick at his stomach all night last night." Her son spoke up and says, "Dad is down there in the car. We couldn't get him to come up here."

Again Henry says, "Well, Hell," and laid the law down again. She cried a little and then said she would try to get Omer to come up and talk this thing over with us. Her and her son went and tried to get Omer to come up and that is the last we have ever seen of them. Henry sent them a ten days notice for the check. They could have gone and got her in jail when the ten days were up. She would have to make bond from there. It would have been a state offense. Or Lloyd could have sued for judgment. He still could after his property was sold again if it lost money. The Trenthams will be in for damages. The public seems to understand what happened. Our friendly bankers said they would never loan the Trenthams a dime. The Trenthams don't realize their name is black balled forever.

We never had this happen before. Ninety-nine per cent of our East Tennessee people are good people but you had better watch that one per cent.

On July 8 the second sale of the Lloyd Bradley property was held. We put on the hand bill, "Back the second time." We knew we wouldn't be back the third. C. B. McCarter planned to use all the ammunition we had. We hoped it would be possible that the place would bring a little more money this time and that would mean that the C. B. McCarter Auction Co. is by far the strongest Auction Company in the state of Tennessee. We figured you can do something about anything if you try hard enough.

We invited all the good people to attend our sale. The crowd was about one fourth as many as for the first sale. It was a beautiful day at four o'clock but it seemed like someone had died. I made the statement at one time,

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"It's good to have friends in time of death." Even the boys that made music were dull in a low tone. I said, "Boys, get some pep in that music." There was not a soul smiling except the Auctioneer. My little wife forced a little silly grin. But the sale had to go on. This property had to transfer this time or C. B. McCarter Auction Company was to almost fold up.

We were too much involved to fold up. This good lawyer, W. Henry Ogle, was there. You know he got the final bid of the first sale. He made the announcements of the sale again. He wasn't going to explain when I punched him to explain what happened before. He had not cracked a smile since the last sale a month before. But he finally made it plain what actually had happened and said the Trenthams were legally in serious trouble. He said it was not the good Auctioneers fault nor the owners. He said it was just a thing that should never happen again. He further said, "I have followed C. B. McCarter's sales for some seven or eight years and this is the first occasion like this. But this property will sell today." I took the mike thanking Mr. Ogle deeply.

I almost lost my bulldog temper. Mrs. Trenthams two sons were there. One of them told W. Henry Ogle that he had

something to settle with him. Henry turned white as a sheet. I then made the statement that these people or anyone like them was not welcomed at our sales. I made other hard statements and I guess I almost said too much but one thing for sure, this will never happen again in our sales.

I asked for business and after making a few statements about this fine property and where it was located I was ready to begin. I had gone to Carl Smith. This is an Auctioneer's secret we don't talk about. Carl handles more real estate in Sevier County and East Tennessee than all the private brokers and Auction companies put together even though Carl only buys and sells for himself. I could tell you a long story about Carl Smith. He shined shoes in a Barber Shop, barefoot, to buy his own shoes to wear. He hauled stove wood and peddled and would trade anything that was loose. Carl is forty-two years old and it would take me three weeks to look over all of his property. Carl Smith has become one of C. B. McCarter's closest friends through our dealings in real estate. If you open your mouth or even limp you have traded with Carl Smith. Carl would never buy bid. There is not enough money to get him to. He means business.



For the second consecutive year the Wilson Auctioneers of Green Camp, Ohio took top honors in Mid Ohio League Baseball. The team, sponsored by Clyde Wilson, Marion, Ohio, won the 1960 League play as well as the Tournament. Robert "Bob" Wilson, manager of the team, is pictured on the front row at the extreme left.

Carl started the Bradley house at \$8,000.00 and they all looked condemned to die. I had tears all over the place. I got so humble trying to get another bid. I used everything I had and I made that long faced crowd laugh out loud. Nothing helped. Carl Smith owned the house. Henry Ogle owned \$3,150.00 worth of lots. D. A. McMahan owned \$800.00 worth of the Bradley property. It all totaled \$15,200.00.

After I said "Sold," I made the statement again that it pays to have friends in case of death. "Lloyd Bradley and C. B. McCarter have them. They have bought this fine property for \$15,200.00"! That does prove we did not stick anyone for this property is truly worth the money.

Our good friend, Carl Smith, has just made five hundred dollars on this purchase. He sold to a neighbor from Ohio.

The only right thing for the Trenthams, they should pay the C. B. McCarter Auction Company ten per cent on the first sale and pay Lloyd Bradley \$1,300.00, since the selling price of the property was damaged. We spent one thousand dollars on Lloyd's first sale and seven hundred and fifty dollars on the second sale. We are only charging our good friend, Lloyd Bradley, \$1,520.00 commission leaving us in the hole, our valuable time and approximately two to three hundred dollars in the red.

I went to an Auction the other day, took the hiccoughs, and bought an ugly Jenny. Everyone said I was stuck. I got out the next week and dressed the Jenny up with auction signs and got four hundred dollars worth of publicity. So don't worry about C. B. McCarter and Lloyd Bradley. We'll make it. I said with a joke that I hadn't slept in three weeks and sometimes got so mad I could bite a ten penny nail in two. D. A. McMahan handed me a steel nail. I took it in my teeth and pretended to bite it in two. The nail dropped on my Station Wagon. I says, "Now, see, I bit the nail in two."

Everyone got all the ice cold watermelon they could eat.

If anyone has property they want sold at Auction, I believe C. B. McCarter can prove by Lloyd Bradley that he will stay until the hair slips. Good luck, Auctioneers. Let's hear from you.

Farm Sale

"What'll you gimme? Now what am I bid?"

The auctioneer's selling "Old Barney" and "Sid."

"Two hundred! Two-fifty! Lissen to facts:

Three hundred's cheap for this team of matched blacks!

"Make it three-twenty? And ten? And now, two?

Say, ask the owner here, what they can do,

Steady as clock work . . . Ten years to the day

He bought them as colts. Now he's going away.

For his health, as you know, else they wouldn't be sold—

Gentle—fine workers. And both good as gold.

Three-sixty-five now? That's better! All thru?

And ten? They are sold! There — that fellow in blue!"

I turned away quickly—I can't see them go.

It was hard enough selling the cattle, I know.

The sheep and the hogs. I was proud of my stuff —

But Barney and Sid! Man, oh man, it is tough!

Many's the furrow they've plowed thru the years.

So patient and willing! My eyes fill with tears.

Here's hoping and praying, "Old Barney" and "Sid,"

Your new owner treats you as well as I did.

New Auction Barn To Be Built This Fall

HURON, S. D. — Bales' Continental Commission Co., Inc. a new livestock auction market, will be built 1½ miles west of the state fairgrounds on U. S. Highway 14. The 2-acre \$325,000 project set for completion Nov. 1 will include a sales pavilion with 750 seats.

Livestock Marketing Congress Holds Successful Meeting

LEXINGTON, KY.—Changing trends in modern livestock marketing were accented during the highly successful 1960 Livestock Marketing Congress which was staged here July 22 to July 25.

The 3rd annual Congress was climaxed with a closing banquet held at the Phoenix Hotel during which Coach Adolph Rupp, national famous University of Kentucky basketball coach, delivered an entertaining and inspirational address on "Responding to the Challenge."

The mentor of Kentucky's famed Wildcat collegiate cage crews emphasized the importance of the nation's free enterprise system and stressed the vital role of American sports competition as an important factor in helping preserve the basic competitive business system of the nation.

Penrose T. Ecton, prominent Lexington businessman and civic leader, was toastmaster for the "Continental Sweepstakes Banquet," which closed the Congress and 1960 conventions of the National Association of Livestock Auction Markets and the National Livestock Dealers Association.

The banquet followed the 1960 Continental Sweepstakes Cattle Sale at Blue Grass Stockyards, Lexington, Saturday afternoon.

The Sale featured carlot entries from Kentucky and eleven other states—Virginia, Iowa, Illinois, Tennessee, Alabama, Mississippi, Texas, Colorado, Nebraska, Missouri and Montana.

Topping the Sale were three consignments by Kentucky NATIONALLY CERTIFIED livestock auction markets.

Steelway Farms, Bourbon County, Ky., paid \$32.20 cwt. for 25 Hereford steer calves, averaging 482 lbs., and \$31.75 cwt. for another lot of 20 head, averaging 438 lbs., consigned by Blue Grass Stockyards, from Pin Oak Farms near Lexington.

Twenty-eight Hereford steer calves, averaging 440 lbs., and consigned by Joe Altsheler's Hopkinsville Livestock Co., Hopkinsville, Ky., brought \$32.00 cwt.

Buyer was Tom Baldwin, Richmond, Ky.

W. I. "Red" Bowman of Bowman-Capital Stockyards, Montgomery, Ala., one of the NATIONALLY CERTIFIED market consignors, was winner of the \$1,000.00 grand prize of the Continental Sweepstakes Cattle Sale awarded during Saturday evening.

The Congress was keynoted with opening addresses Thursday morning by J. T. Wooten, Rocky Mount, N.C., president, National Assn. of Livestock Auction Markets, and C. F. Augustine, Lamar, Colo., president, National Livestock Dealers Assn. Both accented the theme of the national 1960 marketing event: "Progressive Livestock Marketing—Aggressive Livestock Merchandising."

The four-day Congress featured a comprehensive program which covered practically every phase of modern livestock marketing and featured major addresses by Gov. Bert Combs, Kentucky's chief executive; Emerson 'Doc' Beauchamp, Kentucky Commissioner of Agriculture; Charles R. Koch, managing editor, Farm Quarterly, Cincinnati, Ohio; Wells E. Hunt, Hygrade Food Products Corp., Indianapolis, Ind.; Marc A. White, counsel, Natl. Assn. of Securities Dealers; Homer Quann, farm director, WSVA, Harrisonburg, Va.; David M. Pettus, director, Livestock Division, USDA, Washington, D. C.; Rupp, who also is president of Kentucky Hereford Assn., and Ralph K. Bennett, Canada Dept. of Agriculture, Ottawa, Ontario.

Bennett's address highlighted the "International Marketing Luncheon" held Friday at noon. Mayor Warren Cook, Norfolk, Nebr., was toastmaster, and humor was provided by mirth-provoking talks by Ace Reid, cowboy cartoonist, Kerrville, Tex., and Claude Olson, rancher oracle, Ludlow, S. D.

Bennett headed a delegation of 26 Canadian marketmen who participated in the Congress along with more than 1,000 livestock market men and dealers from over the United States.

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Three important Friday forums also were included on the agenda of the 1960 livestock marketing event.

Dr. John G. McNeely, Texas A. & M. College, and K. C. Williamson, Virginia Polytechnic Institute, were co-moderators of a forum on "Educators' Candid Comments." Presiding over a "Meat Packers Forum" was John A. Killick, executive director, National Independent Meat Packers Assn., Washington, D. C. Co-moderators were C. D. 'Doc' McEver, Austin, Tex., and Glenn D. Britton, Ogden, Utah.

Lee D. Sinclair, deputy administrator, Livestock Division, USDA, Washington, D. C., and C. T. 'Tad' Sanders, livestock marketing trade association secretary-counsel, Kansas City, Mo., led a special "Government Relations Forum."

The twin industry event at Lexington was hosted by Kentucky Livestock Auc-

tion Markets Assn., headed by W. E. Abell, president, Bowling Green, Ky. Other officers of the Kentucky group are Joe Altsheler, vice-president, Hopkinsville, and G. W. Gardner, Blue Grass Stockyards, Lexington. Mrs. William Gabbert, Jr., of Lexington was chairman of the Kentuckians' special women's Congress and Convention committee.

Officers of the two trade associations expressed gratification over the excellent attendance and success of the 1960 Congress and its contribution to the progressive development of productive livestock marketing.

If a man does not make new acquaintances as he advances through life, he will soon find himself alone; one should keep his friendships in constant repair.

—Johnson



Pictured above is a ring scene as Gray View Cricket Skyline, consigned by Harvey Nelson and Son, Union Grove, Wisconsin, sold for \$8,200.00, the top selling female in the National Holstein Sale at Syracuse, N. Y. on June 2. Left to right in front are Gene Nelson; Charles Harden, buyer; Ray Albrechtsen, contender; Peter Sinclair, at halter. In the box are Harris Wilcox; Dr. H. S. Harrison, and Maurice Mix.

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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

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On Thursday, May 9, 1960, the Steinbaugh-Hall Auction Service conducted a Delinquent Tax Sale for the Auditor of Mercer County, Ohio. There were thirty parcels of real estate. The bidding was active and the sale was completed in less than two hours.

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THE LIGHTER SIDE . . .

A WAX MUSEUM?

Museum Guide: "Now that I've shown you all through the museum, are there any questions you ladies would like to ask?"

Voice from the rear: "Yes, can you tell me what kind of wax you use to keep these floors so shiny?"

APPROPRIATE ENOUGH

The ladies garden club was holding its last meeting of the season. "Ladies," announced the chairman, "We understand a few husbands have raised a few new varieties of flowers, and named them after their wives. I know Mrs. Teagarden has a new rose after her — and you — Mrs. Van Snipperty — what new variety of flower did you say that your husband discovered?"

The speaker turned to a very belligerent-looking member in the first row, who frigidly answered, "I believe it was a snapdragon!"

GIVE UP, BOYS?

Some of the boys in Kansas City were showing a Texas salesman the sights of the town. "What do you think of our stockyards?" asked one.

"Oh, they're all right but we have branding corrals in Texas that are bigger," he said.

That night they put some snapping turtles in his bed. When he turned the covers back, he asked what they were.

"Missouri bedbugs," they replied.

The Texan peered at them for a moment. "So they are," he agreed. "Young ones, aren't they?"

JUST MAKING IT WORSE

A woman in the back seat of a car was haranguing her husband who sat behind the wheel. "And furthermore, Henry," she finished, "when we are driving, it is not necessary to preface every remark you make with 'Pilot to Navigator'."

SO WHAT?

He had just completed a long prison sentence and on the great day when those big gates opened and the whole world lay before him, his joy knew no bounds. "I'm free," he shouted, "I'm free."

A little girl who was playing nearby gazed at him for a few minutes and then came over. "That's nothing to shout about," she said, "I'm four."

TOO MANY COOKS

The family was seated at the table with a guest, who was a business acquaintance of Dad's all ready to enjoy the meal, when the five-year-old son blurted out: "Why, mother, this is roast beef!"

"Yes," answered the mother, "what of it?"

"Well, Pop said this morning that he was going to bring a big fish home for dinner tonight."

TAXABLE CHARITY

Said the kind old lady to the Internal Revenue clerk: "I do hope you'll give my money to some nice country."

ONE MISTAKE

Marty constantly annoyed his friends by claiming he was never wrong. One day, however, he startled them by admitting that once he had been wrong. "You—wrong!" exclaimed a pal. "Yes," he replied humbly, "once I thought I was wrong when I wasn't."

REAL ANTIQUE

Two old fellows from the country were spending the night in the city and went to burlesque show. During one of the acts, a curvaceous blonde was shown taking a bath in a large, wooden tub.

"Ain't that somethin'?" remarked one to his companion.

"Sure is," said the other. "Been years since I've seen a wooden tub."

NOT SPORTING

A man took his Great Dane to a vet. "Doctor," he said, "you've got to do something: My dog does nothing but chase sport cars."

"Well, that's only natural," replied the vet. "Most dogs chase cars."

"Yes," the man agreed, "but mine catches them and buries them in the back yard."

GOOD FISHING

The millionaire was showing his daughter, just home from college, around the new family estate. At the swimming pool they stopped to watch several athletic young men diving and stunting. "Oh, daddy," daughter exclaimed, "and you stocked it just for me."

MALE LOGIC

Two men were following a woman driver. The first one said, "She's got her hand out the window. What does it mean?"

Second man: "Only one thing for sure—the window's open."

SAVE IT FOR BABY

A young bride walked into a drug store and approached the clerk timidly.

"That baby tonic you advertise. Does it really make babies bigger and stronger?"

"We sell a lot of it," said the druggiest, "and we've never had a complaint."

"Well, I'll buy a bottle of it," said the bride after a moment and went out. In five minutes she was back. She leaned over the counter and whispered to the druggist. "Just one thing more. Who takes it—my husband or me?"

WEDDINGS

The curate of a large and fashionable church was endeavoring to teach the significance of white to a Sunday school class.

"Why," said he, "does a bride invariably desire to be clothed in white at her marriage?"

As no one answered, he explained:

"White," said he, "stands for joy, and the wedding day is the most joyous occasion of a woman's life."

A small boy queried, "Why do the men all wear black?"

SIDELINE SOLILIQY

Every baseball team could use a man who plays every position superbly, never strikes out and never makes an error. Actually, every team has plenty of men like that but there's no way to make'em lay down those hot dogs and come out of the grandstand.

FAST EXIT

First convict (to new cellmate): "How long you in for?"

New cellmate: "Ninety-nine years. How long you in for?"

First convict: "Seventy-five years"

New cellmate: "Then you take the bed near the door. You get out first."

LITERAL TRANSLATION

Owed by his secretary's new diamond ring, the boss asked for the particulars.

"Oh," she said, "When Grandma died, she left \$1,000 for a stone in her memory. This is it."

SLIGHTLY BEFUDDLED

The man was worried. His memory was becoming so bad that he decided to seek medical advice. He discussed his problem with his doctor. "No kiddin', doc, I talk to someone on the telephone, hang up and can't remember who had called. I forget where I parked my car or what I did with my hat. I need help."

The doctor assured him that losing one's memory wasn't always serious but added, "To make sure, let's discuss your problem further. Tell me, just when did this trouble first start?"

The patient looked puzzled and then asked, "What trouble?"

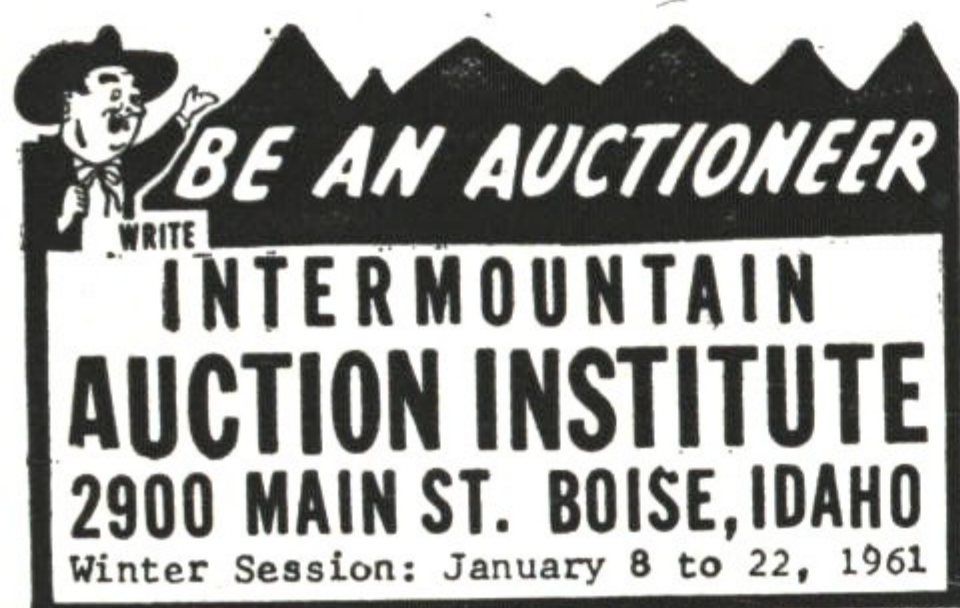
Dahlias, though named after Swedish botanist Andreas Dahl, were first used as food by ancient Mexicans. The tubers contain a healthful starchy substance, inulin, according to "The World in your Garden," a new book published by the National Geographic Society.

An opportunist is a person who, finding himself in hot water, decides he needs a bath anyway.

Always keep your words soft and sweet. Some day you may have to eat them.

IN UNITY THERE IS STRENGTH

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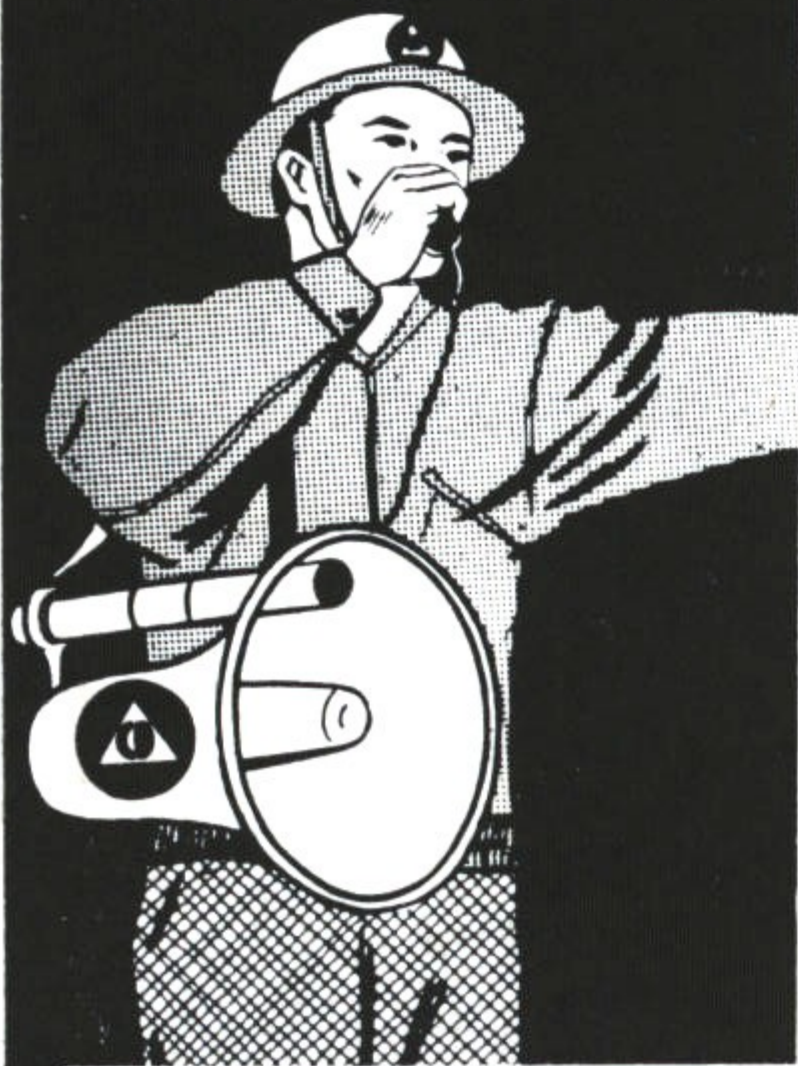
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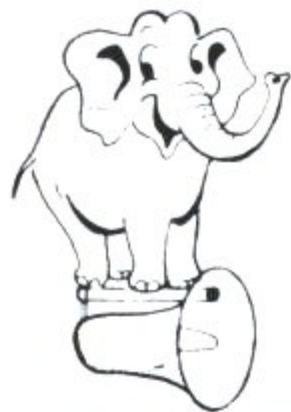


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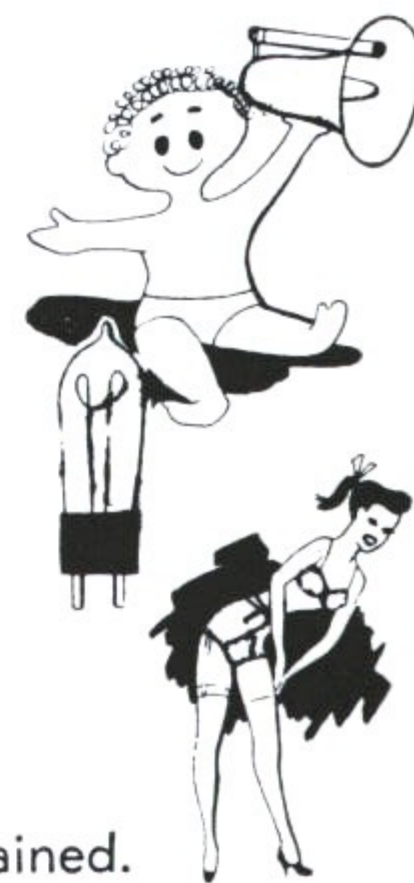


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