

the AUCTIONEER



I NEVER BUY THINGS I CAN'T
USE LIKE NETTIE BROWN DOES.

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



“Lincoln, Nebraska, the home town of one of America’s outstanding auctioneers, hopes to provide the site for an equally outstanding National Auctioneers Convention in 1962.”

Adolph Zicht, 1953-54 President
Nebraska Auctioneers Association

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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Association.

THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Subscription \$6.00 per year. Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half Page	22.50
Quarter Page	11.25
Column Inch	3.00

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Published the 1st of each month
except August



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Col. Art Thompson Receives Plaque At Nebraska State Fair

By Charles Corkle, President of the National Auctioneers Association

"The National Auctioneers Association has become a great organization through the efforts of men truly appreciative of the auction method of selling — men with the desire of elevating the auction profession to its proper place in the selling field. It will continue to grow in membership and, as it grows, it can and will surpass in im-

portance to its members that of any professional organization."

These were the words of Col. Arthur W. Thompson, Lincoln, Nebraska, as he expressed his appreciation when being presented the plaque which had been accepted in his behalf at the National Auctioneers Convention in Houston, Texas.



At the National Convention, plaques were presented to two outstanding men, Col. Art Thompson, Lincoln, Nebraska, and Col. H. W. Sigrist, Ft. Wayne, Indiana, in appreciation of their contributions to the profession of auctioneering and the National Auctioneers Association. In the presentation scene above, Col. Art Thompson, center, who was unable to be present at the Convention, receives his plaque from Col. Charles Corkle, left, National President from Norfolk, Nebraska, and Col. Dick Grubaugh, right, Past-President of the Nebraska Auctioneers Association from David City, Nebraska, during the Nebraska State Fair.

The plaque was presented to Col. Thompson by Col. Dick Grubaugh, David City, Nebraska, a Past-President of the Nebraska Auctioneers Association, at the Coliseum during the Nebraska State Fair. Col. Dick Kane, Wisner, and Col. Henry Buss, Columbus, Past-Presidents of the Nebraska Auctioneers Association; Col. Henry Rasmussen, St. Paul, N.A.A. Treasurer; and Col. Marvin Grubaugh, Rising City, had arranged for the presentation to take place following the Beef Cattle Show before a ringside of livestock producers for whom Col. Thompson had conducted sales during his many years of specialization in this field.

It was while visiting following the presentation that one came to realize how a man who has devoted so many years to the business feels about its future. How necessary he feels it is that thought be given to self-improvement and the encouragement of others to prepare themselves better for each days work. How essential it is that unwarranted jealousy and selfishness be eliminated from the business. Col. Thompson stressed also how very much can be gained from the experience of others in the field of Auctioneering. He remarked that one of the rewarding features of the profession is the number of outstanding people you have occasion to sell for and the many splendid men you meet who are engaged in your line of work.

It was his interest in the future of the Auction business, his opinion of the importance of membership in the National Auctioneers Association and the part that this magazine, "The Auctioneer," plays in the promotion of the profession generally that was impressive. It was much the same line of reasoning that he had used some years ago when he encouraged many of us to take greater interest in our business and the Association if we wished to be members of a truly worthwhile profession. His forecasts as to the increase in popularity of the Auction method with buyers as well as sellers has proven to be quite accurate. May he be equally as correct in his thinking regarding the Association, its influence and its growth.

Let us have faith that right makes might. And in that faith let us to the end dare to do our duty as we understand it.

—Abraham Lincoln

New York Village Sold At Auction

McKEEVER, N. Y. — This tiny hamlet in the central Adirondacks was sold at public auction for more than \$100,000.

Two of its three families were able to buy the homes in which they had lived for many years. The third was outbid.

The sale, which attracted a crowd estimated at 5,000 persons, included about 30 pieces of real property spread over some 100 acres.

The property on the block included about a dozen homes, most of them vacant, a hotel that had been turned into an office building, some storage buildings, and a lumber mill.

All had been owned by the Georgia Pacific Corp., a giant lumbering company which headquarters in Portland, Ore. Charles Vosburgh of Cortland, N. Y., bought the hamlet after the lumber company ceased operations here about three months ago, and cut it into parcels for the auction.

The highest price that was paid for any one parcel Saturday was \$15,700 for a large, prefabricated metal building used for the mill and for storage.

"As time goes on and the smoke has cleared away, I am beginning to appreciate how really great the Houston Convention was. Those fine lectures were instructive as well as entertaining. The entertainment was well above average. All indicates that the officers of the N.A.A. are taking their jobs seriously and giving a lot of time and attention to making these conventions really valuable.

"The plaque given to me becomes more appreciated each day as I comprehend more fully the attitude of the men who approved it. Naturally, I regard it as one of the two greatest recognitions of my life. The other was the placing of my picture in my church at the time the new church was dedicated. Both are far more than I deserve. However, both are deeply appreciated." Herman W. Sigrist, LaGrange, Ind.

Keep Rolling Ahead and Assume Roles of Partners in the N.A.A.

By COL. B. G. COATS

This is Monday, September 4th Labor Day, but rather than wistfully long for the time to pass, I will use the time to develop an idea that I have tabled since our national convention.

It was a wonderful convention. Inspiring, informative and constructive and also entertaining. I find every national convention entertaining even without professional entertainers. Every Auctioneer is an actor and each is an entertainer in one form or another. The Texas Auctioneers Association did a superb job in staging a national convention that in my opinion met with the approbation of every member present. Doing things in a big way in Texas one always expects the best of everything and the Auctioneers of Texas accomplished just that. If the Shamrock Hilton Hotel had not been air-conditioned "yours truly" would have caught the next plane back as the heat was just too hot for comfort and even the Texas boys remained in the hotel most of the time. The dipterous insects, better known as mosquitos, rode motorcycles so to venture out for any length of time after sun down was not very pleasant. No, I am not complaining as every place has its advantages and disadvantages. Even New Jersey has its share of mosquitos but they don't grow them as large as in Texas. The convention was well worth getting bitten and annoyed by mosquitos. If there is one within a mile it will find me.

To make my approach permit me to here record some observations I regard as having reached the status of truisms. The National Auctioneers Association came into being for the preservation and propagation of the auctioneering profession. Without the pre-eminence of these our association or any organization with ideals will deteriorate to mere social gatherings. As such they lose the right to exist as anything of special importance. State and national conventions of Auctioneers are of themselves impotent to stem the tide for heritage and we must keep rolling ahead

to find life in contemporary membership. In the field of human relations today we are largely a group of boys finding amusement in playing at the business of living and crying over the inevitable result of our adolescence.



Now for the present point. The statistical record of the past year of the National Auctioneers Association was the best in the history of our Association. This we are all proud of but when you take into consideration the number of members in our Association, we have no cause for pride. Our membership should have been 3000 instead of 1500. In this past year far too many were dropped because of unpaid dues, due in large part, to economic reasons, also carelessness and indifference. The roll of the deceased rose higher. This is inevitable.

Added to everything was a tendency on the part of too many members to succumb psychologically to these adverse factors and therefore fail to make a real effort

to overcome them. Officers and really loyal workers made a valiant effort and their efforts did produce the largest membership of all time.

Any and all conditions could have been overcome. It is my feeling that they were not because of the insidious penetration of the spirit of the age plus the equally dangerous folly in an age of regimentation that the individual does no longer rate as of primary importance.

Now we enter upon another year under another administration with a fine corp of officers and directors and under the leadership of our president Col. Charles Corkle, who I am sure will serve without any cranial enlargement and upon whom we lean heavily for dynamic leadership.

Suppose we about face and each of us accept the privilege and responsibility of moral and ethical manhood. Suppose we take with sincerity and seriousness the role of partners in the National Auctioneers Association. That means that we accept the concept in which we realize our Association can not remain healthy unless each of us says and believes "I am necessary and important." The success of the whole is dependent upon the contributions of the parts. Even if one part is withheld there is failure.

Like it or not the days are separating the wheat from the chaff, the men from the boys. Leave the ranks of the cheerers and the viewers and join those of the doers. Come July, 1962, when we again assemble in national convention may each of us do our part in establishing a record for our Association in which we can take pride. In all our national conventions I have never witnessed more enthusiasm and interest than was manifested in Houston. Retain that enthusiasm and increase it during the months ahead by never overlooking the opportunity of getting a new member. Just as ever auction sale is a challenge so is our Association. Can we meet the challenge? You alone hold the answer. Let's keep rolling along as never before.

If you have no enemies, you are apt to be in the same predicament in regard to friends. — Elbert Hubbard

Ray Sprengle Dies On August 18

Livestock auctioneers serving the states of Colorado, Montana, Wyoming, Nebraska, and adjoining states lost a great friend and supporter when Ray Sprengle died August 18 from a ruptured appendix in an Alliance, Nebr., hospital. Sprengle, who was 53 years old at the time of his passing, was the senior member of the field staff of the American Hereford Association having served that organization since 1947.

Prior to joining the American Hereford Association he had spent 12 years as a county agent in Colorado and also a member of the extension staff at Colorado State University, the school from which he graduated in 1932. His home was at Steamboat Springs, Colorado, where he is survived by his wife, a son and a daughter. He is also survived by another daughter at Leadville, Colo., and his mother at Pueblo, Colo., and five grandchildren.

Many an auctioneer, young and mature alike, have benefited from the counsel of Ray Sprengle and his presence in the auction box during a Hereford sale has bolstered the morale of the auctioneer selling. Ray will be missed by those who worked with him in the auction field as well as the many livestock producers who have sought his counsel.

Penny Sells For \$100 At Auction

WILTON, Conn. — A 900-year-old silver penny minted in Wilton, England, was sold for \$100 at the antiques auction of the Wilton Congregational Church's Connecticut Yankee fair.

The buyer, Charles West of Wilton, said he and two other residents, Mrs. Arch Millikan and Mrs. Edward S. Rimer Sr., would give it to the church as a keepsake.

The coin, donated by an anonymous resident of Wilton, England, was sent here by his fellow townsmen as a gesture of goodwill for the Wilton church's annual auction.

It had been assessed at \$17 as a collector's item.

Government Fails To Benefit From Past Auction Experience

The Navy conducted what it called "a highly successful" experimental auction of surplus property at Norfolk, Va., receiving a return of about 16 per cent. Before the auction, Rear Admiral Joseph R. Herlihy had said that a return of between 10 and 12 per cent would be considered adequate.

We don't know why, every time the Navy or Army sells some surplus by auction, there is such widespread surprise at that fact that it is successful. Certainly this is no news to our readers for we have indicated many times in past editorials that the Government was missing a good bet by not utilizing the auction method of disposing of all surplus materials. There have been many auction sales that have been found to be most efficient and more profitable to the Government than sales by other methods.

It seems, however, that whenever an Army or Navy official recommends the auction method, the politicians step in or it gets wound up in Government red tape and somehow the issue is sidetracked and lost. Only last year, no less an important public figure than Senator Lyndon Johnson, acting as chairman of the Senate Armed Services Subcommittee pointed out that the Government was only realizing about 7 per cent of the original cost of the billions of dollars worth of surplus goods it was selling and indicated that in some instances when the auction sales method was used, the return was almost double that from the sealed bid, private or negotiated sale method. Senator Johnson's comments at that time caused a temporary stir but then the whole matter simply fell back into obscurity.

It is one of the mysteries of Government operations why enthusiasm over auction sales methods is never followed through. In 1954, the Philadelphia Navy Base and the U. S. Naval Supply Depot in Bayonne, N. J., sold large quantities of surplus by auction. The results were enthusiastically hailed by Navy officers who attended. One would have thought that, following these auction sales, an attempt would be made to run wide - scale auctions at various

Army and Navy depots. Nothing of the sort happened, however. Having tried and tested the auction sales method and found it effective and successful — and having realized a good return at the auctions it held — the Government for no obviously sane reason decided to abandon auctions and sell its surplus under sealed bids.

It has been apparent to all that auction sales — held as they are in full view of prospective customers — the so-called "goldfish bowl" procedure—offer the possibility of best results under the competitive conditions, both for buyer and seller. And yet, for some strange reason, the auction sales method has come under the heel of the politician and has been stamped out wherever possible.

Certainly, when Senator Lyndon Johnson's subcommittee complained last year that only a minor part of the surplus was being sold via the auction method, there was hope that the Government would re-evaluate its disposal program and would attempt to sell more of its surplus materials under auction, which in the past has been proven to be the best and most effective and most profitable sales method. But no — every time an auction sale was praised, back they went to the other less remunerative forms of selling.

The Government would have no difficulty in securing the services of topnotch auctioneers for there are responsible auctioneers located in every section of the United States and some of them have already been used in the few auction sales that the Army or Navy engages now and then.

It is certainly ironical that whenever an auction sale is held, the commanding officer in charge enthusiastically praises this method of surplus disposal, as in the case last week at Norfolk Navy auction. But evidently, more income for the Government, fair competition, and open bidding to the general public seem to have little attraction to those who have authority over the Government's vast surplus disposal program.



Transfer of leadership as retiring President, Carman Y. Potter hands gavel to incoming President, Charles Corkle.

Free Auction System Held Vital To Wool

THE HAGUE — The thirtieth international meeting of the Wool Textile Organization has called on Australia not to introduce a price reserve scheme for free auctions of wool.

This view was expressed by 250 delegates from 18 of the 21 member countries in a resolution adopted here at the last plenary session. The meeting lasted five days.

Present at the last session was the Australian Government appointed woolmar-

keting committee, headed by Sir Roslyn Phillip.

The resolution said: "Just as there is no substitute for wool there is no substitute for the free auction system for its sale on the world market." The resolution said there should be more promotion of wool as a fiber.

The 31st meeting of the international wool textile organization will be held in Oslo at the end of May, 1962.

UNSELFISH

"Oh, Lord," prayed Sally, "I'm not asking anything for myself, but please send mother a son-in-law."



OFFICERS AND DIRECTORS OF THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION. Front row (left to right): Mrs. David Tracy, New York; Mrs. Tom Berry, Pennsylvania; Mrs. Ernest Freund, Wisconsin. Center row: Mrs. Albert Rankin, Ohio; Mrs. Al Boss, Iowa; Mrs. C. B. Smith, Michigan; Mrs. Owen Hall, Ohio; Mrs. Harvey Baldwin, Colorado. Back row: Mrs. J. O. Lawlis, Texas; Mrs. Ernest Niemeyer, Indiana; Mrs. R. E. Featheringham, Ohio; Mrs. Tim Anspach, New York; Mrs. Walter Britten, Texas; Mrs. Charles Corkle, Nebraska; Mrs. Earl White, Texas.

THE LADIES AUXILIARY

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Fine Arts Outlive Political Systems

We have been cajoled into jotting down a few thoughts from our mite's-eye view of the world of today, which (as we are informed by our more articulate neighbors) is going to hell in a handcart, to the accompaniment of atomic bombs, political corruption, progressive education, juvenile delinquency and the arch-corrupter, television (both plain and colored). And if this article appears out of place in a modest family organ, we can but answer, in the words of the servant girl with the unexplained baby, that it is only a little one.

In the days before Bertrand Russell's logical positivism swept two thousand five hundred years of metaphysics into the discard, we had a degree of choice among the philosophies of the great thinkers. If our natural bent was towards optimism, we could embrace an area stretching from the cosmic outlook of Plato to the prosaic meliorism of Jeremy Bentham; if pessimistic, we could travel from the Manicheans to Schopenhauer and have the primacy of evil analysed for our inspection on the way. But under Whitehead and Russell, with their tidy mathematical propositions, we seem to have reached an end-point; and out of the calculus of probabilities and Peano's incomprehensible short-hand has come the latter-day slogan for living (or rather, existing) "Better Red than dead."

Soberly speaking, we do not think this is a valid antithesis, or that the great concept of individual freedom could be destroyed, even by atomic missiles. There is little room in all these logical demonstrations for the ethical or the aesthetic mysteries; and no one has yet suggested that the deep-seated sense of values which is implicit in art, and which also has elevated saints and written innumerable epics of self-sacrifice, can be deduced from a given universe of curved space and irrational numbers.

The great triumphs of the human mind are today in the realm of (electronic) science, and all the comparative social equ-

ations — e.g. between Russia and the West—are purely quantitative curves on squared paper. What business is it of ours, dealing in artifacts of bygone centuries, unless it is—as one of our friends pointed out—that we sell the rocking chairs, so to speak, in which free men, thinking or unthinking, can still contemplate a spectacle of history not yet falsified and re-written by brute force.

A lifetime spent in the field of fine and applied art—both good and bad—does not make one very receptive to dogma. We do not believe in teleological certainty (least of all in the Marxian variety) but we see no reason why the faithful would embark on the wholesale destruction of themselves and the rest of us to bring about universal Communism, a state of political bliss that they maintain will come inexorably of itself. Meanwhile, the world of St. Francis and of Schweitzer, of Rembrandt and of Rouault, remains—a continuum of values that will exist in the face of all the scientific and economic systems that can be erected (or demolished) — a Fifth Dimension, an exquisite and unshatterable field of force, less tangible than the scent of a single flower.

(Reprinted from October, 1961, Parke-Bernet Bulletin).

Scenic Wallpaper For White House

A nineteenth-century scenic wallpaper that adorned the walls of a Maryland home for more than a century has been purchased by the National Society of Interior Designers for use in the diplomatic reception room of the White House.

The paper was bought by Michael Greer of the society for \$20,000. The thirty-six panel wall covering includes scenes of New York, Boston and Niagara Falls. It was printed in France in 1834 and is believed to have been the first scenic wallpaper made abroad for American export. The paper will be restored and installed in the White House by the time the reception room is completed in October.

Lincoln Musket To Be Auctioned

CRAWFORDSVILLE, Ind.—A militia-issued musket believed owned by President Abraham Lincoln and carried by him when he was a captain during the Black Hawk War in 1832 will be auctioned off at a public sale.

The weapon is being sold as part of the liquidation of the estate of the late Col. Ben Herr of Lebanon. Sale manager is James Leaming, an armorer from Romney, who was appointed by the estate's executor, Remley Herr.

The gun has a long history and remained in the Lincoln family until May 24, 1942, when it was purchased by Col. Herr's brother, John Herr, from Nancy A. Hall, the great-great granddaughter of Sarah Bush Lincoln, who was Lincoln's step-mother.

Presently the musket is locked in the vault of the First National Bank and Trust Company here and Leaming is negotiating to insure it for \$75,000.

Leaming says the weapon was made by J. E. Linssian at St. Etienne, France, a famed French arsenal town, about the year 1818. The history of the weapon, as far as Leaming has traced it, follows:

In 1832, Chief Black Hawk started causing trouble among the Indians and crossed the Mississippi River into Illinois in the early spring.

The uprising lasted into the summer and was one of the most minor conflicts to be called a war in the history of the United States.

Lincoln enlisted in the militia of Illinois and was elected captain by his company. During the conflict he wrote that he had accidentally damaged his musket.

In a speech July 27, 1848, while he was U.S. representative from the 7th Congressional District of Illinois, Lincoln was lampooning the war record of a political rival, Gen. Cass.

He said that while the General broke his sword in disgust upon hearing of a surrender he did not break his sword because he had none, but did, however, bend his musket—by accident.

On Lincoln's return from the war, the musket hung in the family home, where it stayed during his terms as President.

At one time, a relative decided to put the musket in operating condition and sawed the bent end off the barrel.

Sometime through the years, the escutcheon plate was lost from the musket and family letters state that it was replaced with a "common nut." The stock also was cracked and a chip about an inch long and a quarter inch wide is missing. Leaming says the musket is a cap-and-ball type weapon, although he has not been able to determine if it was originally equipped with the mechanism or if it was a flintlock.

Gun collecting authenticating committees from New York, Texas, Missouri, Pennsylvania and California have been invited to examine the relic.

Old Gold Coins Sell For Double Value

ESTHERVILLE, Iowa — Gold Coins and old currency found among the personal effects of the late Barbara Hoff of Wallingford, were sold at auction for more than double the sum of their face value.

Mrs. Selby Broms, executrix of the Hoff estate, called the sale "Very successful." She and her husband had discovered the coins in an old trunk in the Hoff home.

The coins were sold in three batches, bringing a total of \$5,825, and the \$175 worth of old currency went for \$285. Total receipts of the sale were \$6,110.

Face values of the 95 \$20 gold pieces; 78 \$10 gold pieces; 20 \$5 gold pieces; 7 \$20 bills and 7 \$5 bank notes total \$2,955.

Proceeds from the sale will go to the Barbara Hoff estate, the worth of which is estimated in excess of \$100,000. Miss Hoff died last May 22 at the age of 89.

Lawrence Brothers of Anamosa, coin dealers and publishers of "The Coin Collector," were successful bidders on the \$20 gold pieces. A representative got the bid at \$3,775 when Richard Rickabaugh of Harris dropped out.

Rickabaugh bought both the \$10 and \$5 gold pieces with his bid of \$1,695 and \$355 respectively.

A Mason City man, Bill Gillis, purchased the old currency for \$285.

Position brings wealth; disposition brings happiness.

Octogenarian Plans Series To Begin In November

By POP HESS



The date of this writing is September 13. I am somewhat tired and leg weary since I have been hitting the the pike quite hard the past six weeks making personal appearances at my usual five-day run at our Ohio State Fair where each year we broadcast the program, Parade of Champions, from the show arena. It was my 12th year to serve on that program with Radio Station WRFD. One week out of each year it is good to meet and renew friendships with many old friends and make a few new ones.

Also, a few of my old time customers that I often conducted sales for have held auctions recently and requested that I be their Guest Auctioneer for old times sake. I also made a quick trip to Richmond, Virginia and back. The past few days we have had those hot and humid days and nights that make me very lazy.

This week the September issue of this Publication came to my desk. I was much interested to get it to see what had been cooking and to see more low down on the past Convention. From what I can observe, it was as good or better than any of our Conventions so far held. The attendance was good and there were many new faces. The total membership we wrestled with all last year to make bigger reminds me very much of my bank account with many ups and downs as I read it in this last issue. But maybe we will will grow up and stay up through this coming run of months to next Convention time.

From what I have seen and been told, the Auctions in General Farms and Live-stock are good. Just this past week I saw 93 head of Registered and Grade Holsteins make an overall average of \$483.00 per head. Beef cattle sales are holding good. Our Ohio boy, Merlin Woodruff, Vaughn Lipp of Indiana, and Tip Tipton, along

with a few jesters from Yours Truly, turned 200 head of bred and open Hampshire gilts selling in small groups for a total of a few dollars over \$20,000. Bred gilts sold from \$100 to \$145 per head. It was a hot 2½ hours run at night but we feel that for boys of our make-up it was worth a little mention.

All indications are that our Ohio general auctioneers in all divisions are facing a big run in auctions for the remainder of 1961 and many are booking 1962 sales at this time. From what I can gather from the many Breed Publications and Farm Papers throughout the land, many auctions are listed with many great herds in full dispersal. However, that comes and goes every year and for each that goes out there seems to be two to take its place.

Since my last column written for the September issue, my mail has been very quiet from Auctioneers out over the land as I read my page published and can not see any reason why I should get any kick-backs as it was a little dry and formal. One thing I see, I have stuck my head out that I would, in reply to a former request, put into my columns this coming season due to my age and long time here something about what I have seen come and go and some things that have come that may not go. I note in my September page that I said I would take it on in this issue.

Well, as I look back over what all I could write about, to put it all in one column would consume the full 48 page book, which would throw all machinery out of joint, so I have decided I will take it a little piece each month — like the fellow said about cutting off his dog's tail, he would cut off a little chunk each day so it would not hurt so much all at once. To fill this in proper form between now and next column-

time I will set up what I recall came and went and stayed the first ten years of my life from February 6, 1880, to that same date ten years later in 1890. Then I should wind it all up in sections by the time I write my July, 1962, column. It would be a shame to try and pour all this down in one swig, it could have many kickbacks. So if no objections come from the firing front before or between now and October 10, the first section will be written and appear in the November issue and each issue through to July. To brace you a little I will bring out some items and events that will make you smile, some laugh, a few roar. However, some will be distasteful and may get ruled off the lineup.

So what a fellow now past eighty years of living has seen come and go along with numerous events some younger men and women have never heard of will be in this write-up for I do have a long book of memories that will be put into print. I may involve my best friend, an honest Auctioneer competitor, that I had in my hey days, in some of my recollections. He already knows my plans to write a continued column on this and says, "If this Auctioneer Publication is not yet dead it will be by the time you get through." He is already proclaiming that he will write a short column advising whatever I may say about him will not be at all true. (I omit the real language he has used to me personally in proclaiming his viewpoint.) However, he is my best friend in every way and we have plenty of time now to shoot at each other as we are both bullet proof and no personal harm can be done regardless of what will be written as we are now very harmless retired auctioneers trying to live over the past.

Well, so much for that. If our Proofreader under our editor, Bernie Hart, does not stuff a rag in the knot-hole and stop this proposed continued month by month tale I will try to unravel eighty years of living and winding up as an Auctioneer. The story will be forthcoming in a reasonable chunk of the lower portion of my column. If it never appears, you will know it got censored. However, I have a feeling it will appear as planned. Now the thought has struck me that maybe my readers would not want it. If so, as soon as you get this October issue, and if you get nervous, wire your Stopper, for the most of the

writing will be mostly what I have observed personally and it could become unreadable.

Well, for this issue I rest my case as far as my proposed column is concerned.

Do not overlook the fact that Auctioneers of the land face many things this coming season otherwise than the holding of Auctions. We have rumors of war. We have uneasiness in many business lines over Production. Millions are starving to death. Labor Unions are striking. Regardless pocket money has jumped from when a man was rich with five bucks in his pocket. Today he is very uneasy if he doesn't have at least \$500.00 in his pocket called pin money. The average man today has to pay around \$20,000.00 for the same home we used to buy for \$5,000.00 Most homes are named "Mortgage Manor," and fifty bucks will fade faster in today's grocery store than ice in the deep South. But who wants to live like we did years back? The majority vote would be "No!" What has that got to do with Auctioneers and the Auction business? Just a faint reminder from here on in that the Auctioneer of today must be a plain clean thinking chap who can guide his boat where he can make a safe landing in case he has to make a landing before he is ready.

Do not misunderstand me. We are living in the never dreamed of times of our ancestors and we are now eating the fruit from many trees they did not live long enough to plant. But we have inherited from our fore-fathers a great country to live in and it is ours to keep and make better.

Yours for better auctions and progress.

Young Auctioneer Drowns in River

Richard D "Ric" Smith, St. Johns, Missouri, met death by drowning in the Mississippi River near St. Louis, Missouri, August 27. He was alone at the time of his death and details are vague. Col. Smith, who was 29, was a member of the National Auctioneers Association. He had sold regularly at the Floyd Hauhe Auto Auction, St. Louis, and had assisted at many other auto auctions in the area. He had a wide acquaintance among the auto auction patrons.

Military Surplus Is Sold By Phone

The Department of Defense held its first nation-wide closed-circuit telephone auction of surplus property.

Six auction sites scattered over the country were linked by telephone, and buyers in all six places bid on each of 435 items, ranging from combat boots to an oceangoing tugboat.

A total of \$2,079,052.44, about 16.11 per cent of value, was realized. The Army tugboat sold for \$100,000 and an Army supply boat for \$85,000, the top prices.

In New York, the auction took place at the New Yorker Hotel. The other locations were Atlanta; Columbus, Ohio; Fort Worth, Tex.; Denver, and Berkeley, Calif. The chief auctioneer was in Atlanta.

A color slide of each item was shown on a screen simultaneously in all six cities. Bids were reported by telephone to Atlanta ("\$1,600 New York! \$1,650 Columbus!")

A loudspeaker system permitted the bidders to hear all bids from all sites.

Some of those bidding were dealers buying large lots of clothing and other items for resale to stores. Others were representatives of concerns anxious to pick up a bargain in a truck, a railroad tank car or caboose.

Most of the items up for sale were used. One bidder bought 1,200 duffel bags for 75 cents each. Their original cost was \$2.75.

The sale of 1,084 pairs of used combat boots to one wholesaler for \$4.35 a pair shocked another wholesaler. "We can't even sell new ones for \$4," he said.

The total value of the surplus property was set at \$13,500,000.

A government for the people must depend for its success on the intelligence, the morality, the justice, and the interest of the people themselves.

—Grover Cleveland



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.**

BUMPER STRIPS—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana



Reppert School Of Auctioneering

Pictured on the opposite page are the August Term students of the Reppert School of Auctioneering, Decatur, Indiana. Graduating services were held August 18.

Seated in the front row, left to right, are Instructors, Guy Pettit, Bloomfield, Iowa; H. D. Darnell, Cynthiana, Kentucky; Harold D. Parker, LaPorte, Indiana; Homer Pollock, Delphos, Ohio; Roland Reppert, M. D., President; Q. R. Chaffee, Towanda, Pennsylvania; Clyde Wilson, Marion, Ohio; Ray Elliott, Portland, Indiana; Walter Carlson, Trimont, Minnesota.

First Row, Standing: William M. Ponder, Monterey, California; Jerry O. Grogg, LaGrange, Indiana; Joe Martin, Louisville, Kentucky; Thomas Eichhorn, Decatur, Indiana; Elin Pitre, Villa Platte, Louisiana; Blaine N. Rentzel, Mt. Wolf, Pennsylvania; Elston Protz, Patoka, Illinois; Richard L. Byers, Evansville, Indiana; Wilbur H. Hosler, Manheim, Pennsylvania; John Shonkwiler, Columbus, Ohio; Edward Dale Cockrel, Metropolis, Illinois; Billie C. Denton, Indianapolis, Indiana; William G. Bontrager, LaGrange, Indiana; Bobby G. Phillips, Elkton, Kentucky; Everett Elroy Burton, Sedalia, Missouri; Donald Lynn Goldsby, Mansfield, Louisiana; Eugene Syllis Hopper, Aurora, Illinois; Claude M. Strickler, Belle Vernon, Pennsylvania.

Second Row: Thomas E. Taylor, Canton, Ohio; Donald F. Porter, Vienna, West Virginia; Merlyn M. Krosch, Ledyard, Iowa; Jack F. Harvey, Bowling Green, Kentucky; Samuel J. Gray, Bellefonte, Pennsylvania; Roy D. Mason, Columbus, Ohio; Bob Barthauer, Quincy, Ohio; Francis O. Matson, Newark, Ohio; Francis R. Willey, Franklin, Indiana; F. G. Ordway, Kuttawa, Kentucky; Ralph E. Adams, Union City, Tennessee; O. M. Brown, Parkersburg, West Virginia; James B. Button, Clinton, South Carolina; J. T. Dillion, Jr., Manchester, Tennessee; Dave Jones, Shelbyville, Indiana; James C. Baer, Salem, Ohio; Gerald Copeland, Mobile, Alabama; Perry Petrie, Villa Platte, Louisiana.

Third Row: Richard Paul Nagy, Grand Rapids, Michigan; Dennis J. Phar, Lexington, Kentucky; William F. Randolph, Greenwood, Indiana; Jerry D. Murphy,

Stanford, Kentucky; Evan C. Davis, Farmdale, Ohio; Charles Ray Hudson, Morrisonville, Illinois; Lee Hostetter, Beaver Falls, Pennsylvania; Hugh H. Bond, Bedford, Virginia; Earl "Tom" Lawson, Seymour, Indiana; Mike Dameron, Vienna, Illinois; Quinn D. Smeltzer, Middlebury, Indiana; Leon Hulse, Sanford, Michigan; Jon Valentine, South Haven, Michigan; Jack T. Phillips, Evansville, Indiana; Dewey C. Martin, Hot Springs, Virginia; Robert M. Chandler, Port Dalhousie, Ontario, Canada.

Top Row: David H. Maxson, Ft. Leonard Wood, Missouri; John L. Vernon, Lebanon, Missouri; Joe E. Shearer, Mt. Vernon, Ohio; Bob L. Jessup, Phillipsburg, Kansas; Marion E. Grimes, Kirklin, Indiana; Neal W. Painter, Winchester, Virginia; William M. Yonce, Sheppard AFB, Texas; Duane Baxley, Tulare, California; James G. Williams, Detroit, Michigan; James G. Lowman, Haleyville, Alabama; James O. Bayman, South Whitley, Indiana; Robert F. McIntyre, Niles, Michigan; Delbert James, Lebanon, Indiana; Lloyd Peter Lyons, Flushing, New York; Sam Furrow, Knoxville, Tennessee; Joe G. Kasler, Delphos, Ohio; Leonard Conley, Huntington, Indiana; Paul M. Brown, Chesapeake, Ohio; Lester G. Breeding, Carlisle, Ohio.

Edward H. Smock, Lentner, Missouri, and Clifford Russell Gilmer, Andrews, South Carolina, are not in the picture.

Charity Auction For Little League

Col. John R. Fishdick, Eagle River, Wisconsin contributed his services as auctioneer to raise funds to send the Little Leaguers, of Watersmeet, Michigan to Milwaukee to see the Milwaukee Braves in action.

Items such as toys, trinkets, groceries, lawn mowers, motors, clothing, furniture etc. were gathered by the Little Leaguers and after three hours and fifteen minutes of fast auction work the clerk and cashier ran their total which was more than double the amount needed to defray the cost of their trip to Milwaukee. It was Watersmeet, Michigan's first charity auction conducted by a professional auctioneer. Col. Fishdick, is a member of the Association of Wisconsin Auctioneers and National Association.

169 New And Renewal Memberships Received During Last Period

New and renewal membership received in the Secretary's office totalled 169 during the period from August 16 to September 15. The percentage of new members continues to be high with nearly 30% of the memberships received this period being new. Of the July 1, 1961 expirations, 185 remain unrenewed. We are hoping to receive at least 100 of these during the next period.

The memberships received during the last period are listed below. An asterisk indicates renewal.

Jimmie R. Condit, Oklahoma
Robert F. McIntyre, Michigan
*George Levitin, New Jersey
*Willis O. Hanson, South Dakota
*William O. Coats, Michigan
*Pat Keenan, Kansas
*Joseph L. Zieman, Michigan
*G. R. Burger, Tennessee
*Clyde White, Tennessee
*J. Robert Hood, Tennessee
*Martin S. Scott, Tennessee
*Tom E. Hays, Ontario
*George H. Shields, Jr., Virginia
*Thomas Matthews, Maryland
*Richard A. Mader, Wyoming
*Herb Bambeck, Ohio
*George J. Wittstadt, Maryland
*Van Smith, Ohio
*Ralph P. Masengill, Tennessee
*Delmus Trent, Tennessee
*R. K. Pattin, Ohio
*Donald W. Maloney, New York
*William A. Maloney, New York
*Ralph D. Zimmerman, Maryland
*Stacy McCoy, Nebraska
*Wilson E. Woods, West Virginia
*Lewis Bronstein, New York
*Edward P. Gottschalk, Michigan
*Billy G. Hobbs, Tennessee
*Richard G. Bagley, Ohio
*Earl S. Bliss, Illinois
*Donald L. Day, Kansas
*J. L. Adams, Alabama
William P. Gross, Missouri
Del Stroupe, Wisconsin
*Jerry Nuckolls, Missouri
*Donald H. Stafford, Ohio

*I. Shoolman, New York
*Billy Howell, Tennessee
*Frank O. Seymour, New York
*Barr Harris, Maryland
*George W. Skinner, Indiana
*Peter M. Feinberg, Massachusetts
*Frank Mountain, New Jersey
Art Hazen, New Mexico
*Eddie Potts, New Mexico
*Charles W. Taylor, Nebraska
*John R. Martin, Nebraska
*Bill Potts, Georgia
*Milton J. Wershow, California
*Jesse Scott, Jr., Kansas
*Hugh Campbell, Missouri
*John E. Murdock, Sr., Tennessee
*James P. Ross, Missouri
Scott "Bob" Walker, Oklahoma
*J. L. Judy, Missouri
*Ernest Niemeyer, Indiana
David H. Maxson, Ohio
Duane Oberlin, Indiana
Billie G. Denton, Indiana
Richard L. Byers, Indiana
Ralph E. Adams, Tennessee
*Arthur G. Porter, Minnesota
*Harlan Kirk, Kansas
*Walter Fropf, Ohio
*Adolph Zicht, Nebraska
*Ralph Saylor, Florida
*Peter J. Faith, Wisconsin
*George J. Nichols, New York
*Lawton O'Quinn, Georgia
*James F. Rife, Illinois
*Norman Levy, Michigan
*Bob Keller, Tennessee
*Bryan L. Swilley, Tennessee
*Robert O. Brannon, North Carolina
Jack R. Shuler, Illinois
Maude Posten, Pennsylvania
Thomas E. Taylor, Ohio
*Marvin L. Wilson, Ohio
*Jim Stevens, Tennessee
*S. J. Frey, Oregon
*Kenneth Veon, Nebraska
*Martin J. Ford, Washington
*John W. Heist, Nebraska
*Earl W. Kinney, Montana
*Richard K. Mather, Connecticut
*William A. Parks, Tennessee

IN UNITY THERE IS STRENGTH

*William L. Suddarth, Tennessee
*Adrian M. Rhyne, Michigan
Joe Walton, Michigan
Jack Milwe, New Jersey
Eugene S. Hopper, Illinois
*B. F. Mick, Oklahoma
*Al Cunningham, Nebraska
*Billy Dunn, North Carolina
William M. Ponder, Oklahoma
Wayne Casteel, Oklahoma
Ivan L. Argo, Oklahoma
Ellis Lemaster, Oklahoma
Arthur Lee, Oklahoma
Jim Richards, Oklahoma
*Frank Wakefield, Indiana
*Odell Sampson, Tennessee
*G. T. Gilbert, North Carolina
*C. O. Hancock, Massachusetts
*Stanley C. Hayworth, Virginia
*R. J. Rocheleau, North Dakota
*Tom P. Whittaker, Vermont
*John W. Rigsbee, New York
*Jimmie Welch, New York
*Edward P. Gillespie, New Jersey
*Dale D. Nichols, Indiana
*Lilliard Thomas Dickens, Tennessee
*Boyd Michael, Missouri
*Clifford L. Swan, Maine
*Dale E. Rawdiin, Illinois
*Norman J. Kirkbride, New Jersey
*Morris F. Fannon, Virginia
Ray H. Weaver, Virginia
Smith Preston, Missouri
Gilbur Mills, Arizona
Ann Michael, Ohio
Dennis G. Black, Missouri
Meredith Hill, Indiana
Bess Rice, Ohio
Jason Gardner, Ontario
*Frank Onischuk, Massachusetts
*Don Werner, Nebraska
*Kendall M. Pratt, Massachusetts
Donnas A. Warner, Indiana
Bill Yoder, Indiana
*Howard Raser, Montana
*Herman D. Strakis, Indiana
*Vernon McCracken, Missouri
*Clyde J. Johnson, Louisiana
*Lowell Roberts, Tennessee
*Warren Easter, Tennessee
Donald E. Perry, Missouri
*Kenneth W. Teague, North Carolina
*Ernest C. Weller, Nebraska
*Gene Navalesi, New Mexico
*Walter Wiegmann, Indiana
*Elwood Heller, New Jersey
*E. R. Harrison, Kansas

*John A. Hilditch, Massachusetts
*Arnold J. Emerson, New York
*Gordon Reid, Massachusetts
Francis Haley, South Dakota
*Eldon F. Schraepfer, Wisconsin
*William Stinebaugh, Ohio
*Joe Watkins, Arkansas
*Paige Richardson, Maryland
*James Kelly, Ohio
*Max Puckett, Tennessee
*H. H. Chambers, Virginia
*Dick Robinson, Kansas
*Guy E. Freeman, Tennessee
*L. Howard Jewell, Ohio
*Kenneth P. Erickson, Iowa
*Joe L. Horn, Missouri
*Ervin F. Smith, Nebraska
*B. Everett Johnson, Minnesota
*W. Hugh Ownby, Virginia
Harold E. Ellingson, North Dakota
Bert Riveland, North Dakota
*Edward G. Dean, New Hampshire
*Charles Nash, Ohio

Ten Years Ago In “The Auctioneer”

Ten years ago “The Auctioneer of October, 1951 featured the Decatur Convention address by Col. Lester Winternitz of Samuel L. Winternitz and Company, Chicago. Col. Winternitz said, “Auctioneering is a lucrative profession. Your potentialities for making money are limited only by your desire and willingness to work and your application to your profession.

“A wide-awake auctioneer will not think himself too old or too skillful to learn. He will take an interest in and observe the methods and talks of other good auctioneers and use whatever ideas of value may be suggested. He will not merely copy others, but will improve upon their methods. He will more or less be original in his adaptation of others’ methods”

Col. and Mrs. Alvin Van Loh of Freeport, Illinois were the host and hostess at the fall meeting of the Illinois Auctioneers Association. Walter Holford, Edwardsville, was elected president of the group during the meeting. Ray Hudson, Morrisonville, was elected Vice-President and Carman Potter, Jacksonville, was elected Secretary. Jack Gordon, Chicago, and Lowell Buck, Avon, were re-elected as directors. New directors chosen were Alvin Van Loh,

Freeport; Virgil Scarbrough, Quincy; and A. C. Dunning, Elgin.

In "The President's Message," Paul F. Backelman, Sr., N.A.A. President from Sioux City, Iowa, suggested that the N.A.A. as a membership get closer together, campaign for new national and state members, and write to the editor of "The Auctioneer" to exchange methods and information regarding selling.

Col. "Pop" Hess wrote that even his custom of taking a bath and having his car washed had failed to produce a much needed rain in Ohio.

Walter Carlson, Trimont, Minnesota, in his column "Along the Way," told the story of a Swede in Alaska who was the owner of several rich mines. All of his friends wondered how he had managed to become so successful and one night one of them asked him. "Ay never tolt anybody before," he replied, "but Ay will tal yu. Ay yust kept on diggin' holes."

The editor, John Rhodes, hailed autumn by considering hunting seasons. "It's a funny thing," he wrote, "how a fellow can't get up enough energy to walk to the corner store, even though it is not over two blocks away, but when he is there and meets a fellow who invites him on a hunting trip he immediately finds enough energy in his old frame to propell him all over 160 acres in search of a ball of feathers that comes out of a bunch of weeds so fast and with so much noise he never gets to do anything but shoot a couple of times and then find some excuse for not getting him.

"I'll never forget my first trip Pheasant hunting. It was way back when I was a kid in high school and when the season was only open in the Northern counties of Iowa and that for only 3 days. On our first trip my brother, just two years younger than myself, went along and we had to share the same gun, an old double barreled twelve guage with hammers that stuck way up high. He would use it until he had a shot and then it was mine to use until I shot. We traded thus all day long and when we were not shooting we carried the game shot by the others hunters. I found out later that the only reason they took us along was because we were such poor shots the men knew we wouldn't be able to hit the broad side of a barn and they

would be able to shoot enough birds to make our limit. This old gun we shared had a faulty pair of firing pins and it would only go off when it was held at just a certain angle and when you held your mouth just so or some sort of thing. When we would take aim at a bird we never knew if it would respond or not. All day long that day my brother and I would take aim and then the bird would keep on flying. If the gun went "Click" we would say, "Doggone, I sure had a good bead on him and if this thing had just gone off I would have got him sure." When it would go off like a cannon and the bird still flew on we would say, Shoot, I didn't take enough time to get a good bead on him cause I didn't think it was going to go off anyhow." We kidded ourselves along all day that way and I told the story so much I even got to believing it myself. I am sure the old saying that "Men are just boys grown tall, is true because men make the same sort of alibis yet about similar failures on their part to accomplish things they attempt."

Sidewalk Auction Sold by Students

Kansas City, Missouri — Over fifty student auctioneers from the summer class of the Missouri Auction School auctioned off some fabulous merchandise to the public the evenings of August 9 and 10 at the Truman Corners Shopping Center in Kansas City. The public enjoyed the chanters from every part of the United States and Canada at the auction which was started each night at opposite ends of the shopping center and which stopped in front of various stores.

The summer auction, which was arranged by Missouri Auction School officials, Col. Richard W. Dewees, President, and Col. Boyd Michael, Registrar, and managers of the shopping center stores, proved to be very successful and in all probability will become an annual event.

During the sale, the summer clearance merchandise for about twenty different stores was liquidated. Top selling item was a boat and a motor which a student sold for \$605.00.

Illinois Auctioneers to Hold Convention October 29 and 30

By William L. Gaule, Chatham, Illinois
Illinois Auctioneers Association Convention Chairman

As Chairman of the 1961 Illinois State Convention to be held in Springfield, Illinois October 29 and 30, I would like to take this opportunity to personally welcome all of the Illinois Auctioneers and their families to what we think will be our biggest and best Convention to date. Our Convention will be held at the newly re-decorated, beautiful Hotel Leland which has thrown its doors open to us for this occasion. Excellent rooms and service will be waiting for those who will come to stay both days. We have sincerely tried to have for those who come, a Convention that will be both educational and entertaining. We are very pleased and honored to have LeRoy Van Dyke on our program and know that those who were unable to see him at the National Convention in Houston will not want to miss this occasion.

We urge all of the Illinois Auctioneers to come to this Convention and bring a friend. The Convention Program follows:

SUNDAY, OCTOBER 29

- 10:00—Registration of members, handled by ACI. Social Hour at which time members can meet their friends over coffee. Special Space has been reserved for your pleasure.
- 12:30—Business Luncheon.
- 1:30—Invocation.
Introduction of Convention Chairman
Welcome to Convention by Chairman
- 1:35—Introduction of speaker, Judge Samuel O. Smith, well-known and popular judge who will speak on a topic of interest to Auctioneers. (Ladies will be shown Lincoln's Home and Museum if they do not desire to stay for the program.)
- 2:00—Panel of Six Distinguished Auctioneers will hold Clinic. Questions from the floor in written form may be directed to individual Auctioneers or given for general discussion among panel members. Each Auctioneer

was selected for the panel for his success in a specialized field of Auctioneering.

- 4:00—Adjournment until 7:30. Auctioneers and their families from out of town may use this opportunity to see some of the Capital City's tourist attractions — Lincoln's Tomb, State House, etc.

- 7:30—Entertainment in the Leland Ball Room. Featured are the Vi Cal's, a professional girl singing team that has appeared at 33 conventions the first six months of 1961. LeRoy Van Dyke and his musicians are starred for the Sunday evening entertainment and will perform for one hour. (Mr. Van Dyke, who is known for his recordings of "The Auctioneer's Song," records for Mercury records).

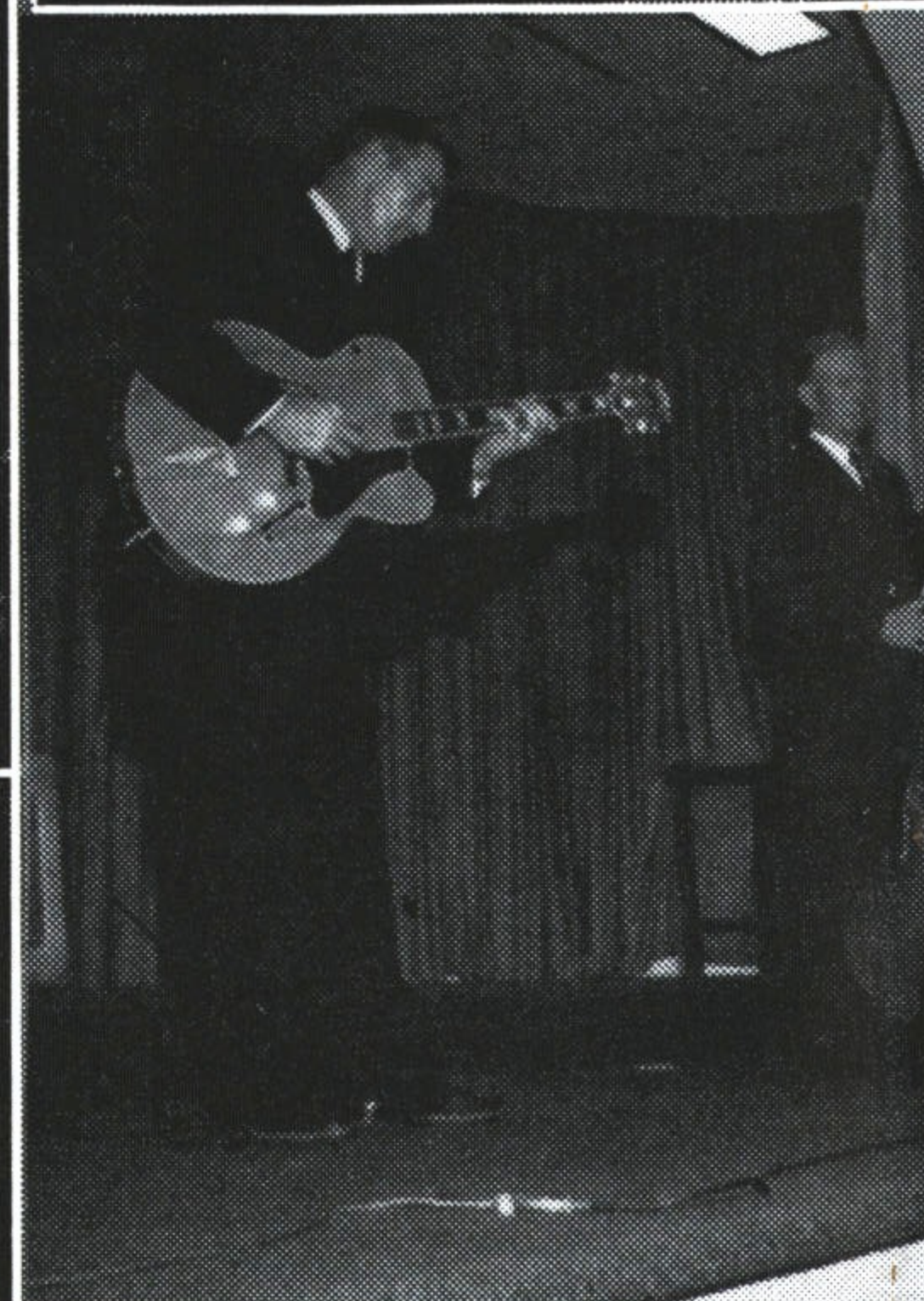
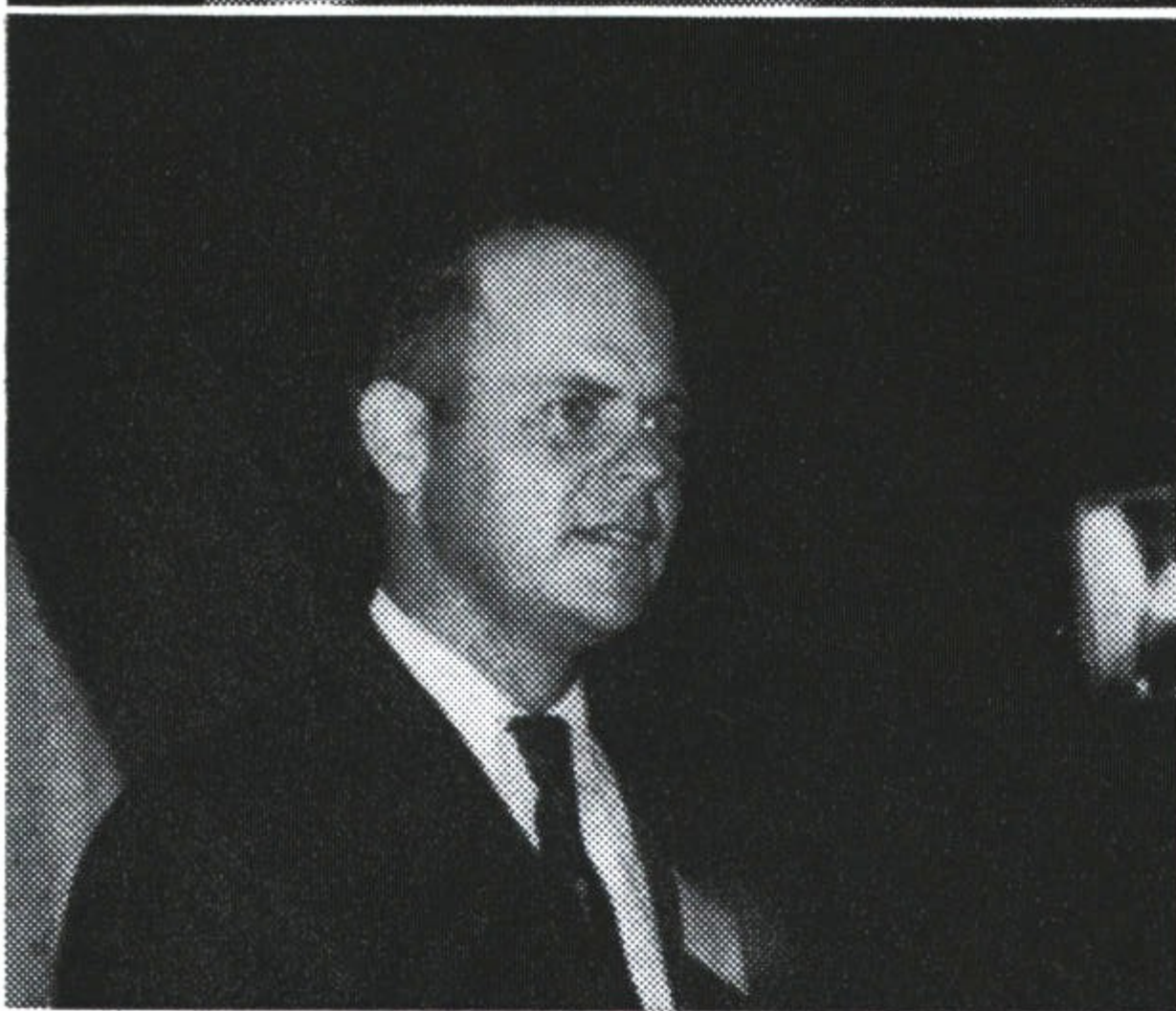
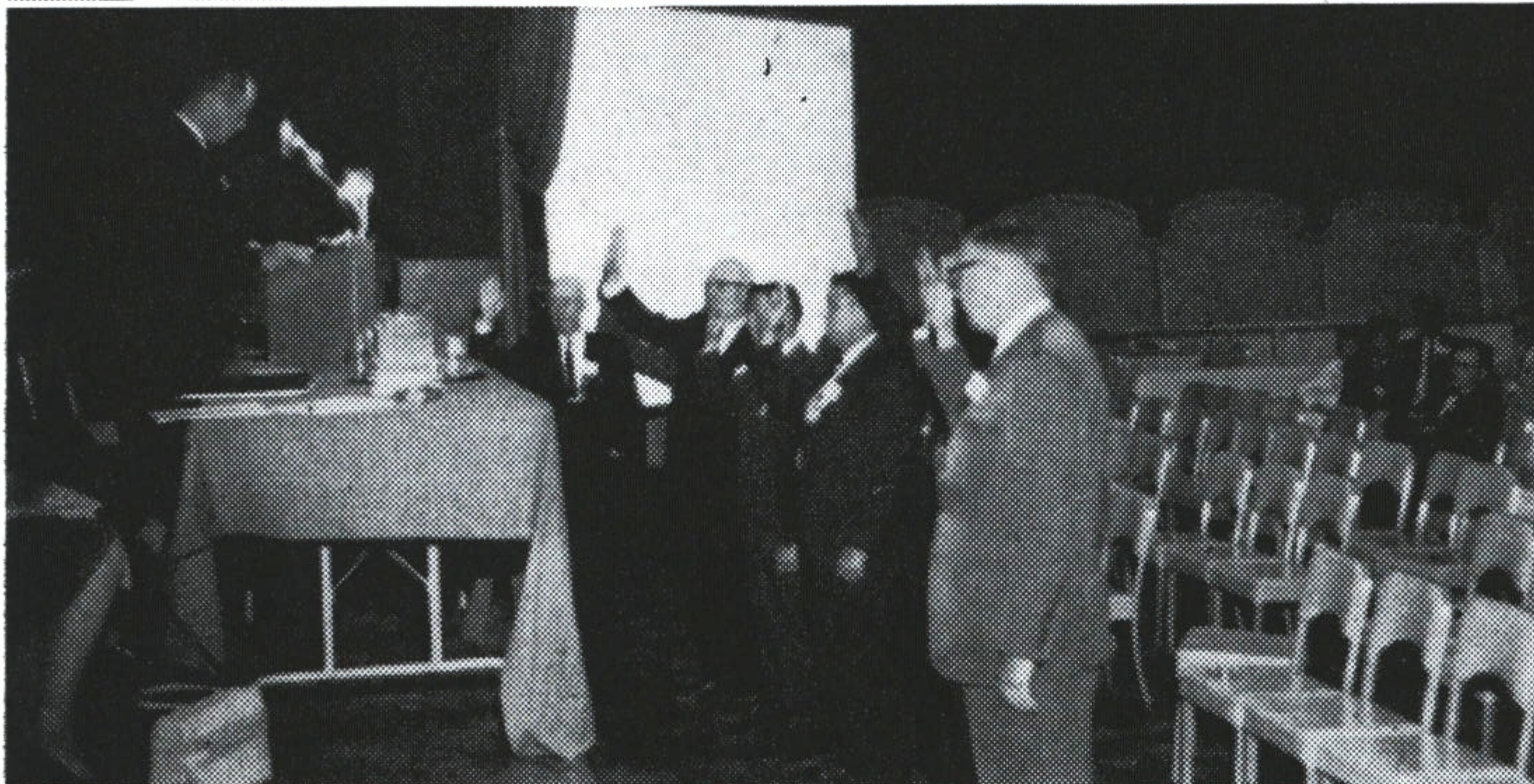
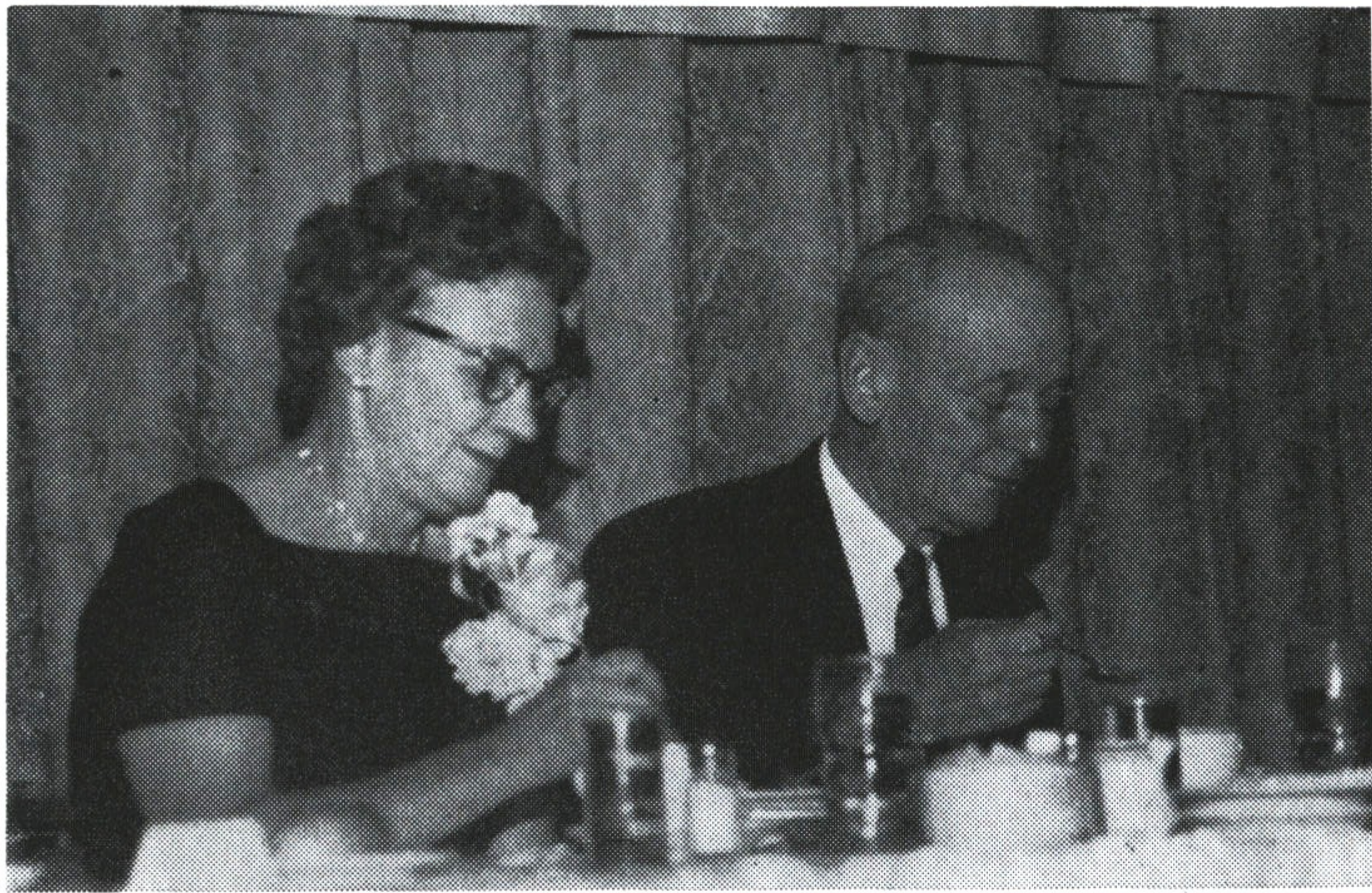
MONDAY, OCTOBER 30

- 9:30—S. Phil Hutchison, one of Illinois' most eminent authorities on Real Estate Law, will give a 30-minute talk of interest to all Auctioneers. Following his address Mr. Hutchison, who is the author of a book on real estate, will answer questions.
- 10:00—Entertainment by Miss Cheryl Billiter.
- 10:15—Business Meeting—Election of Officers for the coming year.
- 12:15—Luncheon.
- 12:50—Installation of Officers.
- 1:30—Adjournment.

SPECIAL NOTE: At 10:00 a.m. ladies will be given a special tour of the Governor's Mansion by Illinois' First Lady, Mrs. Otto Kerner. The tour will follow a tea at the Governor's home.

Again, let me welcome all of you to this Convention. There will be other surprise personalities on the program. Come and help us to make this the best Convention ever.

IN UNITY THERE IS STRENGTH



From the camera of Col. Edward E. Bill, picture above including some of the officers and entertainers at the July Convention at Houston.

IN UNITY THERE IS STRENGTH



brück, Chicago, Illinois, comes the composite
nd members of the N.A.A., their families, and
n.

Idaho City Antique Auction Recalls Historical Auctioneer

IDAHO CITY, Idaho — This Boise Basin community reverberated again to the age-old chant of the auctioneer. The air was filled with nostalgia reminiscent of the olden days when thousands of miners and pioneers alike were carving a metropolis out of the wilderness and building the boomtown of Idaho City.

Coincidence palyed a part in the event. In searching the early-day records — the general directory and business guide of the principal towns east of the Cascade Mountains for the year of 1865 — it was found that George Owens compiled and published the file. The man who plays an important part in the antique auction was Paul L. Owens, N. A. A. member from Boise, Idaho.

As early as 1865, Idaho City had its auctioneers. O. D. Cagwin was listed in the directory as a pioneer with offices on Main Street. An issue of the "Idaho World", dated January 21, 1865, carried an advertisement for Duncan and Turner, auctioneers and commissioner merchants. The latter establishment stated they handled clothing, groceries, provisions and every species of merchandise.

It would appear that nothing has changed much in nearly a hundred years. The early-day auctioneer, also, was the "junk" or second hand dealer. Duncan and Turner had their business located on Wall Street, one door above the Idaho Stable in Idaho City.

As the auctioneer's voice rang through Idaho City again history was not forgotten . . . not even the day that business stopped in Idaho City on April 25, 1865.

Without telegraph or railroad it had taken ten days for the news of the East to reach this outpost of civilization. The mailbag was opened and the dispatch read: "President Lincoln is dead!"

The people who heard were stunned, according to newspaper accounts. The news fell like a pall on the community. John Duncan, auctioneer, mounted a drygoods box and began to speak.

"As you well know, I am a 'Sesesh'

through and through. However, I want it distinctly understood by one and all that I cannot countenance, even for a moment, any such damnable work as this! Abraham Lincoln was a great and good man, and I would suggest that in honor of his memory every business house in the city be closed today, and the doors draped in mourning."

Charles Teeter in his diary reported that within an hour every business establishment, even the saloons, were closed and draped with black. Flags were hung at half-mast in deep sorrow. Rough miners were unashamed as tears streamed down their weathered cheeks.

It was a solemn day for Idaho City after John Duncan, auctioneer, urged that business stop for a day in reverence to President Lincoln, the man who had signed the document that made Idaho a territory.

Heirlooms of yesteryear passed across the auction block to the chant of the auctioneer, recalling days gone by when the coal - oil - lamp and trivet were common place household items.

Encounters with Indians by the first proospectors may well have been remembered as tomahawk Indian axe and arrowheads were "called". One of the essentials of the mining boom-town, the precious gold scales, again appeared.

Nostalgia filled the memories of the oldsters as they glimpsed the carriage lamp and old love seats, recalling early-day romances when courting was done in the one-horse shay or in the family living room.

Many momentos of Idaho City pioneers, were placed for sale to the highest bidder.

Many years have passed since the auctioneer barked a sale in Idaho City, where the necessities of bygone years were sold to the general public.

"During my 24 years in the Senate I have seen many an aid program start at the size of a mouse and rapidly grow to the proportions of an elephant." — Harry F. Byrd.

Oklahoma Group Has Successful Meeting

Members of the Oklahoma State Auctioneers Association chalked up their most successful Convention when they met in the Youngblood Hotel at Enid, on Monday, August 28. A good turnout and a well arranged program made this a successful event for all who attended.

Clinics on various phases of the auction profession in the form of panel discussions proved to be both interesting and instructive and the President, Delbert Winchester of Enid, was the recipient of many compliments for the program which had been arranged under his direction.

Panels discussed Livestock Auction Markets, Purebred Livestock Auctions and Furniture Auction Markets. With practically everyone present taking an active part in the various discussions these were most successful.

Bernard Hart, Secretary of the National Auctioneers Association, was the featured speaker following the Noon Luncheon. He spoke on the advantages of organization of auctioneers and marked the progress that had been made in the immediate past by the NAA and various state organizations.

Elected to serve as President for the next year was V. K. Crowell, Oklahoma City. Verne W. Brown, Chickasha, was elected 1st Vice President; George Shults, Enid, 2nd Vice President; and Bryan "Bill" Blew, Cherokee, was re-elected as Secretary-Treasurer. Melvin Cherry was elected to a three year term on the Board of Directors and Joe Burgert was elected to a one year term.

An expense paid trip to the 1962 National Auctioneers Convention at Lincoln, Nebr., will be awarded to the member who secures the most new members by the time of next year's meeting, which was set for July 2, 1962, at Oklahoma City. It was also voted to continue the policy of awarding a one year membership in the state organization to all who graduate from an Auction School during the year, providing they express a desire to become members.

An auction of gavels held immediately following the Luncheon proved so popular that it was voted that all past Presidents

of the Oklahoma State Auctioneers Association be given a gavel bearing an inscription with the year each served in that office. The gavels sold in the fun auction were made from various types of Oklahoma native timber and sold up to \$22 each.

Banks Bid On Ram Island Accepted

NORWALK, Conn. — A successful bid on Ram Island has been entered by the Marine Midland Bank of New York, holder of a second mortgage on forty-five acres. The sale price was \$66,000. Marine Midland will now negotiate with the city for its purchase of the site.

City officials had said that the bank agreed to buy the property at a public auction if the city would in turn purchase the island from the bank.

A \$75,000 item is earmarked in the capital budget of the city for the purchase of the island, which is less than a mile off shore and is known as one of the most beautiful of the Norwalk islands. It is planned to turn it into a recreation spot.

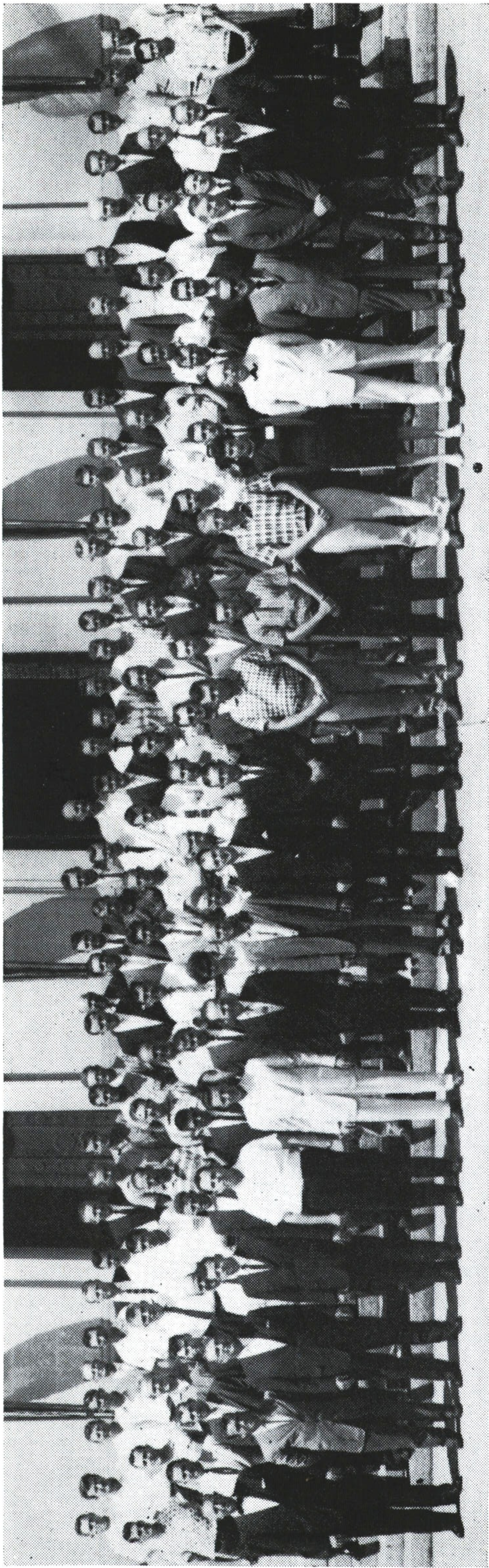
Duncan Phyfe Suite To White House

WASHINGTON — The White House is scheduled to get a rare gift — an authentic set of sofas and chairs by Duncan Phyfe, the celebrated nineteenth-century American cabinetmaker.

The suite has been acquired by the American Institute of Decorators for the ground-floor library in the Executive Mansion.

Although many American homes have pieces patterned after Duncan Phyfe's famous styles, authenticated pieces are rare.

The two six-foot sofas, six sidechairs and two armchairs are a gift from several heirs of the Rutherford family of New Jersey, owners of the pieces since the early Eighteen-Hundreds. Their estate was near the Duncan Phyfe workshop at Andover, N. J.



The August, 1961, Class of the Missouri Auction School. First row, left to right: Alva W. Creach, Mo.; Winfred A. Burr, Mo.; George C. Peters, Kans.; Don Burke, Ky.; Miller T. Hunter, Hawaii; Col. O. R. Ireland, Instructor, Mo.; Col. Carman Y. Potter, Instructor, Ill.; Col. Boyd Michael, Registrar, Mo.; Col. Richard W. Dewees, President, Mo.; Col. Dean Cates, Instructor, Mo.; Col. LeRoy Moss, Instructor, Ill.; Col. Jim Humphreys, Instructor, Ind.; Col. Conrad Burns, Instructor, Mo.; Colleen Sanford, N. Hamp.; William H. Son, Tex.; Jack Milwe, N.J.; Steve Greenfield, Iowa; Jerry O'Neal Ritchie, Tex.

Second row: Meredith Hill, Ind.; Alonzo Thomas, Kans.; R. Leverne Boyer, Pa.; James G. Musko, Minn.; Fred R. Sekoll, N.Y.; Wallace McGinnis, Jr., Mo.; Bob Parrish, Ga.; Ann Michael, Ohio; Bess Rice, Ohio; Lawrence D. Donner, Ohio; Marlin J. Reifein, Pa.; J. O. Sowers, Kans.; William H. Amoss, Md.; Alvin Martin, Ill.; Alan P. Baker, Ky.; Ray Weaver, Va.; Gilbur Mills, Ariz.; Frank H. Gates, Mich.; Marvin B. Cline, N. Car.; Clifton C. Cooper, Va.

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Fifth row: Fred T. Moore, S. Car.; K. L. Jordan, Calif.; J. J. Jones, Tex.; William A. Clear, Mo.; Ronald Snyder, Ind.; Jerry M. Brown, Ky.; John A. Gordon, Fla.; C. L. Carter, Okla.; James W. True, Ky.; Roy E. Williams, N. Mex.; Homer Matlock, Wash.; Melvin Conley, Ky.; H. L. Littlejohn, La.; Donald E. Perry, Mo.; Blane H. Friend, Md.; Fred Richardson, Okla.; Jimmie R. Condit, Okla.; Scott Walker, Okla.; Louis Winter, Ill.; Paul Knight, N. Car.

Instructors not in picture: Paul McClure, Mo.; Dr. Robert Hertzog, Mo.; Ken Barnicle, Mo.; John D. O'Flaherty, Mo.; Edward Yearbury, Mo.; Victor D. Bremer, Nebr.

Total Membership Only 67

Below All Time High Of 1595

A total of 1528 members of the National Auctioneers Association were counted September 15. We are presently 67 members behind the all time high of 1595 June 30, 1961. Since 185 members have not renewed their memberships expiring July 1, 1961, we earnestly hope that this will serve as a reminder to those members to send in their renewals immediately. It is our hope that we will be able to surpass the June 30 high by October 15. This can be done if the July 1, expirations are renewed.

Illinois again leads the state tabulation by 123 members. Ohio and Nebraska remain in second and third places with 111 and 103 members respectively. Indiana moved up to fourth place with 94 members and Pennsylvania slipped back to fifth position with 85 members. Wisconsin kept its sixth place spot with 81 members.

It is interesting to note that the membership count on September 15, 1960, was 1224, which indicates an increase of 304 members during the last year.

The tabulation of membership by states as of September 15, 1961 follows:

STATE	Members Aug. 15	Expirations July 1	Members Sept. 15
Alaska	1	0	1
Alabama	5	1	6
Arizona	4	0	5
Arkansas	21	3	21
California	38	3	40
Colorado	38	0	39
Connecticut	5	0	6
Delaware	3	0	3
District of Col.	1	0	1
Florida	15	0	16
Georgia	15	1	17
Hawaii	1	0	1
Idaho	10	6	9
Illinois	119	9	123
Indiana	82	10	94
Iowa	54	2	55
Kansas	66	13	72
Kentucky	65	0	65
Louisiana	7	1	8
Maine	3	1	3
Maryland	12	0	17

Massachusetts	18	1	24
Michigan	40	6	47
Minnesota	14	1	16
Mississippi	1	2	1
Missouri	38	6	47
Montana	39	0	41
Nebraska	91	23	103
Nevada	1	1	1
New Hampshire	3	1	4
New Jersey	30	2	35
New Mexico	8	1	10
New York	41	7	50
North Carolina	15	3	18
North Dakota	9	2	12
Ohio	96	11	111
Oklahoma	21	1	29
Oregon	15	1	16
Pennsylvania	84	19	85
Rhode Island	4	2	4
South Carolina	5	1	5
South Dakota	7	0	9
Tennessee	26	18	47
Texas	50	0	50
Utah	1	1	1
Vermont	5	0	6
Virginia	21	3	27
Washington	11	0	13
West Virginia	9	2	10
Wisconsin	78	14	81
Wyoming	8	4	9
Canada	10	3	12
Germany	1	0	1
Australia	1	0	1
Totals	1366	195	1528

GUIDE TO AUCTIONS

Bid: Any sound or movement by a customer. Never clear your throat at an auction, you may come home with 35 yards of used stair carpet.

Late Model Appliances: Means they were late getting to the Wembley Exhibition of 1924.

Sectional furniture: That's right, only a section of it remains.

Grand Piano: Grand to be rid of it, is what they mean.

Old Master: the auctioneer.

Free Enterprise Kept Alive By Livestock Auction Markets

(REPRINTED FROM AUGUST, 1961, "THE RANCHMAN")

FREE ENTERPRISE — or the lack of it — causes, in these vociferous times, a lot of clamoring. Some may call it an over used term but few, if any, can point out where it has been too much practiced to suit that hardy species of our citizenry who are and like to be referred to as cattlemen.

Chief among the concerns that effect the welfare and happiness of the cattleman is the market, or markets provided for his products. Beef producers have fought government regulation of their products. They have declined—to the point of resistance, the acceptance of subsidized payoffs for the results of their efforts—or for their lack of effort.

Now — and seemingly more rapidly than ever during the several years the procedure has been on the uptrend, cattlemen are showing a decided preference for a method of marketing which embodies free enterprise. That method is the livestock auction market.

These market places provide central clearing houses where free-born, free thinking, free booting participants in both the buying and selling of livestock can get together. There they can go their unrestricted best or do their most subjugated worst. Whatever they do or do not buy or offer for sale is their own business. They will receive no criticism, except maybe from themselves, because of deals they did or didn't make.

Statistical evidence of the popularity of livestock auction markets is the fact that Oklahoma's State Board of Agriculture has during the 1960-61 period issued licenses to more than 90 such agencies. They are located in some 64 of the Sooner State's 77 counties.

The latest and one of the most significant additions to the modern selling trend is the establishment of an auction at Oklahoma City's Oklahoma National Stockyards —the state's largest stockyards and one of its two terminal markets. The other is Tulsa where an outstanding and private

treaty business is still being carried on through a progressive group of five commission firms. The Oklahoma City auction to be held each Thursday will be jointly operated by the Stockyards Company and the Livestock Exchange which is made up by the market's some 17 commission firms.

The Fort Smith Stockyards located in the eastern extremities of Oklahoma is another of the state's larger markets—and it probably receives more Arkansas cattle than any other market in that commonwealth whose current reputation for producing both better beef and pork has caused its citizens to resent it being called the "Razorback State." Fort Smith, long the home of one of the nation's largest horse and mule selling firms—and more recently the home of the world's largest Quarter Horse auction market — has recently installed an elaborate auction pavilion where weekly cattle sales are held. Six commission firms participate in the Fort Smith selling procedure.

Another of Oklahoma's largest and its newest stockyards market is literally built around one of the Southwest's finest livestock auction pavilions. It is the Union Stockyards Co., at McAlester. Here sales are held twice weekly, on Mondays and Thursdays. Drawing both buyers and consignors from throughout Oklahoma and from North and East Texas, as well as from Arkansas, Louisiana and other states, the market has literally rejuvenated beef cattle production in Southeast Oklahoma.

At Muskogee under the management of operator Obal Laster is the Muskogee Stockyards and Livestock Auction, Inc. This establishment is one of the pioneers among the stockyards establishments which turned to the auction method of selling. The Muskogee auctions, now held on each Tuesday and Friday were founded in 1950. These sales and the wide patronage they received from both sellers and buyers were largely responsible for the establishment by owner Laster of the Muskogee Feed Yards. The latter facility

IN UNITY THERE IS STRENGTH

is located just off OK Highway 51-B near its junction with U.S. Highway 69.

The Muskogee Feed Yards now in the process of completion and modernization will be in full operation by mid-August. They and similar establishments are another of the pertinent indications that there has been and is a big change in the cattle business everywhere and in particular right here in the great beef producing area of Oklahoma.

Other major commercial cattle feeding places include the Neill Feedlots at Welch, Okla., and a large commercial operation near Spiro, Okla., where the ownership is headed by Joe Jarboe, of Tulsa and long one of the leading cattle merchandisers in Oklahoma and several of the states that surround it.

McKinley — Winters Commission Company's feedlots and auction market at Dodge City, Kansas, now handle more beef animals than any other concern in the Sunflower State. Other instances in many others of the Western and plains states can be cited. More news from Kansas is that Judd Lackey and Vincent Elliott, both of Vinita, Okla., have recently bought the Parsons Feedlots from Walter Jarboe.

Yes, indeed, the beef cattle selling picture is changing now— and rapidly. Cattle feeding and selling are big business — buying and selling cattle also add up to being big business. Both of these businesses will help the cattlemen in the areas mentioned herewith. The more markets that are operated and the more feedlots that are provided, the more competition there will be for the products of the cattlemen in Oklahoma who like to do their selling and buying where and when they please — that they say is FREE ENTERPRISE.

Commission firms and their trained representatives have, since the days of the trail herds, been known as the cattlemen's best friend. They are good salesmen. They know the buyers that represent the killers, the stocker and feeder purchasers. They have done a creditable job of doing business with those who have gone to the yards to buy cattle to take back to the country. But, as evidence by the auction activities at stockyards markets, they too are going along with the auction way of selling. In most cases

where stockyards companies have established auctions, the commission men are joint operators of the sales.

Cattlemen like a little gambling (or at least a bit of speculation) in their selling activities. They like the wide-open above board dealings that go on when every seat in the large auction arena is maybe filled by a prospective buyer. All those prospects have to do to become buyers is to have the final nod or wave of a hand when the auctioneer is chanting for bids. Cattlemen know that some bidders may be influenced by attractively presented consignments. Some buyers might bid a quarter per hundred more on a carload of calves simply because he liked their color or because of where they came from. Experienced order buyers are possibly more apt to find ways of beating down prices rather than to add to purchasing figures.

Some would-be private treaty buyers at stockyards have complained that they were unable to get the attention of a market's limited number of commission men before what they wanted to bid on was already sold at private treaty. At the auction markets this is a poor excuse for not buying. Most all auctioneers make a final call for bids and veritably issue a public alarm before they sell out.

Commission salesmen that work both the stockyards and pavilion markets — especially if they are good showmen, like the opportunity of doing a good job of publicly selling their customers' cattle in an open sales ring. They know the drawbacks of the whispered conversation method of private treaty selling. Perhaps they appreciate the equitable opportunity to show the cattle owners the value that the public puts on what said owner brought in. No better ways of arriving at the true value of anything has yet been found than to put that thing up at a well publicized public sale. The most stringently adhered to rule at those affairs is that the one who has the last bid is the new owner.

All auction markets that do interstate business come under the supervision of the Federal government's Packer's and Stockyards Act. In Oklahoma they are also licensed and regularly inspected by a division of the State Board of Agriculture.

The National Association of Livestock

Markets has somewhat recently increased the prestige and service of leading sales organizations and establishments. It has given the label of "Nationally Certified" to agencies that render superior Auction Marketing Service. The some dozen Oklahoma sales owners and operators that have been recognized by the organization and have paid the necessary assessment, all proudly display the monogrammed symbol of the National Association of Livestock Markets.

The regularly inspected and improved sanitary conditions of current sales barns' facilities are popularizing them as locations for purebred sales of both the individual and consignment variety.

Time was that buyers of breeding stock hesitated to buy out of what was referred to as a "disease spreading" sale barn. Now the regularly inspected and disinfected barns are more sanitary than most privately owned selling facilities. Their well equipped handling alleys and pens now make them favorite locations of large dispersals or other auctions where cattle not broken to halter are to be sold.

Oklahoma breeders and livestock associations are working with auction markets in staging feeder calf sales. Most of the larger auction firms have their own special carload stocker and feeder auctions in the fall when runs are heavy . . . they feel the special sales help acquaint all stockmen, including cornbelt feeders, with the area and the kinds of cattle there . . . the markets' work with associations encourage the use of better bulls which results in gaining that sale location a reputation for moving large numbers of choice calves.

Again we remind readers that sales barns are big business in local communities. In many cases, although its gross profit is not the greatest, the auction market does the largest dollar volume of business of any concern in its community.

Perhaps the operations mentioned will serve as a remainder that the livestock marketing business is no different from any other. It requires hard work, original thinking and promotion. It encourages individual incentive and — if readers will bear with us in referring to it again — it keeps the breath of life in FREE ENTERPRISE.

Auction-Rally Held By Freedom Forum

FULLERTON, Calif. — Plans for the Orange County Freedom Forum's Anti-Communism Auction-Rally got a boost with the offer of full support by Anaheim's Mayor A. J. Schutte. The auction, complete with an anti-communism speaker was held in Anaheim Saturday, Sept. 30 at 7 p.m., according to Dr. James Garry of the Freedom group.

Mayor, Schutte welcomed the anticipated overflow crowd of countians who bid on items of household furnishings auctioned by Tom Long, N.A.A. member with Ellis-Schrader Realty of Fullerton. "In our all-out war against the Communist conspiracy, the citizens of Orange County and Anaheim particularly could well provide "the shot heard 'round the world through their interest and support," said Schutte.

The public was invited to donate "white elephants" to be sold to the highest bidder. This included all items of personal property which could by auction be turned into cash to be used by the Freedom Forum in providing the educational ammunition needed to carry on the fight against communism. Other projects of the Forum include the local sponsorship of the Schools of Anti - Communism, the operation of Freedom book stores in various locations in the county, and the booking of outstanding speakers heard in auditoriums during seminars, dinner meetings and rallies.

Antique Sleigh Bed To White House

PAXTON, Mass. — One of the bedrooms in the White House soon will be the home for a handcarved sleigh bed that has been in the possession of a Paxton family since 1805.

The bed was purchased for the White House by the Fine Arts Committee from Mr. and Mrs. Mervyn E. Richards. It is made of inlaid mahogany. The head and foot of the bed stand about five feet high and are decorated by hand-carved swans, as are the sides.

The purchase price was not disclosed.

IN UNITY THERE IS STRENGTH



C. B. McCarter, his son, Scot, Robert Pollard, and the pilot of the pictured helicopter just before they embarked on a trip from Seiverville, Tennessee over the Smoky mountains for a sale. Mr. Pollard, 77, has attended nearly all of Col. McCarter's sales.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

We here in LaPorte County opened our new County Fair Ground last week. The record paid attendance for the week was over 41,000. The spacious grounds on the west edge of LaPorte include the 70 acre fairgrounds and a 30 acre wooded area to be developed later.

The Auction of the 4-H livestock at the fair on Saturday was the largest in 4-H history. I had the privilege of opening the sale and selling the hogs.

Sincerely yours,
Max Loucks
LaPorte, Indiana

* * *

Dear Bernie:

This is Sunday evening. We have had an

all day service at our little country church with a table over 100 feet long loaded with the most delicious food. Each year the second Sunday in August we have an old fashioned home coming. All the services today were wonderful and the singing would make your hair raise. We had lots of visitors from other churches and home folks coming back home. We had a three-service evangelist service starting last Friday night with Ellis Adams, a wonder-preacher and speaker. I wish all the auctioneers could have been present at these services. They did me and our family lots of good. We have a wonderful pastor, T. Lee Ownby, who is 6 ft., 4 in. tall, sandy headed, weighs 225 pounds, and is the best country preacher you ever heard and a real man with it. We love him and his

IN UNITY THERE IS STRENGTH

family very much. Today was his birthday.

We are back in the saddle again. We sold three nice sales last week. Each sale would tire any auctioneer out. One sale was very complicated with friction and things happened that I never saw before, but we were prepared for the worst and it came out the best. We threw all the friction out the window. Some of the auction schools should have had their classes there.

Recently we flew over our mountains to a sale and set down just the minute the sale was to start. The owners would have been happy with \$15,000.00 but we wound the sale up with \$18,000.00 and we had the sale as usual on 10 per cent. We have had 44 real estate sales this year and this is no bull. We sell lots of machinery, cattle and what have you too, but we specialize in real estate auctions. If more auctioneers would drop their private sales and let the private boys have them they too would do a better auction business. We think we have developed some high points in our way of selling real estate that are unexcelled and that have added a real auction builder in selling of real estate by way of auction.

Eight years ago in 1953 there were only 13 real estate auction sales in Sevier County. My Competitor sold five of them and I sold eight. With one sale I remember bringing \$850.00 and the farm for \$11,000.00. It was my first sale in Sevier County and I had been here since the 15th of April and this was in October. I booked this sale on five per cent and lost \$150.00 on it. My contracts have been strictly ten per cent ever since. I spend more money promoting auctions than any auction company I know of and get criticized by my competitors and some of the business men but eight years ago there were 13 sales, last year, to my knowledge, there were 70 some real estate auction sales. C. B. McCarter Auction Company sold 44 in Sevier county, as well as 12 sales out of the county. The price is even stronger now than ever. Who says that auctions can't do the job is a black liar and the truth is not in him. It seems now that people just keep us busy all the time.

We have not forgotten the great convention in Houston. My family and I enjoyed every minute of it. I could set

through it all again. Edd and Fred sure enjoyed it too. Col. Dit Mitchell is an honest judge. Old Col. Shaw sure got what was coming to him. Man, I sure would have been ruined if I'd got locked up with all that bunch of rough necks. Thank goodness I had the right wife with me. I enjoyed every speaker. Naturally I enjoyed Col. Charles Gerth from New Orleans, Louisiana on real estate and I certainly think Col. Walter Britten was the most prompt in handling the convention so smooth and on time. The people at the Shamrock Hilton Hotel were most nice to the C. B. McCarter family. We shall never forget the great Texas hospitality they showed us to make our stay with the kiddies just perfect. I can well understand Conrad Hilton being such a success. I've since read some of his life story. Courtesy and service will do the job and all the faith he had gave me a great lesson.

We are now planning to attend full blast the convention in Lincoln, Nebraska next July. Auctioneers out there plan now to attend this great convention. You can't afford to miss.

I can never equal Col. Jack Gordon on member getting, but I've already got one good auctioneer over at Alcoa, Tennessee almost a member. Lets all get at least a few members. There are many things I'm deeply interested in pertaining to our great auction business that we can only hope for through our State and National Associations.

It should come to pass that the court be compelled to employ a professional auctioneer to handle sales on his regular commission and not allow the sheriff or chancery clerk or some narrow-eyed lawyers to sell. Every lawyer I know of is handling real estate and they pay no license fee and a lot of them fight auctions. I know a few lawyers that are good to work with. Most of our Sevierville lawyers are good to work with but some of these lawyers will jump on an auctioneer's commission too quick to talk about it. Auctioneers, lets stop this. Some private brokers really fight auction of real estate and these private brokers have power and are really organized. They could give us real estate Auctioneers trouble. The C. B. McCarter Auction Company is a state licensed broker and we try hard to cooperate with all private brokers, but in the large towns most of

them hate the thoughts of a real estate auction. If we Auctioneers will organize strong enough over the United States, real estate auction will break loose and it will promote progress in a lot of dead communities where land moves slow. It will make the private real estate business much better and as a whole the private boys can do twice as much business as they are now doing. Organized we can make them see our point, but one little helpless auctioneer can simply do nothing.

I have four boys, all auctioneers of the future, and I sincerely hope they don't have to take a lot of jolts their old dad has taken that have cost the C. B. McCarter Auction Co. thousands of dollars to promote the public's way of right thinking of selling real estate by the fair way at auction.

Lets all write more of our opinions and put our ideas and opinions to work together. Be looking for more ideas from more Auctioneers in "The Auctioneer."

Always true to our Great Auction Profession.

C. B. McCarter
Sevierville, Tennessee

* * *

Dear Bernie:

Enclosed please find my check for \$15.00 representing my membership for the next year and \$5.00 for the Booster Page.

I was sorry that I was unable to attend the National Convention this year in Texas and I am very anxious to read the report in "The Auctioneer." It is sort of like not being able to complete a year's business when I am unable to attend this Convention. I feel that it is of prime importance to any auctioneer active in the business to attend this meeting.

Anything I can do to be of help at any time please feel free to let me know.

Sincerely yours,
Paul W. Calkins
Peru, New York

Stockyards Sold for Livestock Auction

Billings, Mont. — Acquisition of the Billings Public Stockyards, including the land, stockyard facilities and equipment, by a group of Montana marketmen, was announced by the St. Paul Union Stockyards

Company, of South St. Paul, Minn.

The transfer of possession will take place Oct. 1. Officers and directors of the purchasing group include: L. R. Rector, Billings, Mont., president; Bob Casper, Billings, vice-president; Claude Smith, Billings, secretary-treasurer; and directors, Kenneth Lucien, Billings; Bill Fox, Billings; Robert Ellerd, Bozeman, president, Bozeman Livestock Auction Co., and Galatin Stockyards Co., and Ingvard Svarre, Sidney, owner of Yellowstone Livestock Comm. Co.

The Billings Public Stockyards is a division of St. Paul Union Stockyards Company. United Stockyards Corporation, Chicago, in turn owns a controlling interest in the St. Paul Stockyards along with nine other terminal stockyards in the country.

The Billings Stockyards was opened Sept. 23, 1940, and has been operated continuously since that time. Present commission firms conducting selling operations at the Stockyards are Arrow Commission Company, Central Livestock Association and Sig Ellingson & Company.

While some remodeling and changes in market operations are planned, there will be no disruption in service to livestock men. Selling by auction will be introduced at a later date.

"With the acquisition of this stockyards property and its operation as a complete market under one management, we look forward to providing the best possible market service to merchandise all classes of livestock," the group said.

"With the operation of two outstanding livestock markets here, we expect to make Billings the largest livestock market center in the Greater Northwest," they concluded.

R. B. McCreight, president of the St. Paul Union Stockyards Company, expressed the company's appreciation to the customers of the stockyards over the past years.

L. R. Rector, president of the group stated that the name of the new livestock auction, and its manager, would be released at a very early date.

If you don't want your children to hear what you're saying, pretend you're talking to them.

Auction Galleries Reflect Price Rise

NEW YORK, N.Y. — An increased demand for antiques and works of art in the auction season just ended was accompanied by rising prices in virtually every field, an expert reported last week.

William H. O'Reilly, president of the Plaza Art Galleries, 406 East Seventy-Ninth Street, said that shortage in ratio to demand would inevitably contribute to rising values.

In the international art-antiques auction market, in which prices have been high for some years, New York has reflected a price trend equal to other large centers, Mr. O'Reilly reported.

His gallery conducted eighty-three sales, and realized \$2,594,771. French period furniture, in particular, reflected collectors' interest and commanded such sums as \$9,250 for a Louis XV inlaid occasional table.

New Yorkers Buy \$168,000 Renoir

LONDON—London's largest art sale of the season saw 169 impressionist and modern drawings, paintings and sculptures sold at Sotheby's galleries for a total of £757,700 (\$2,121,560).

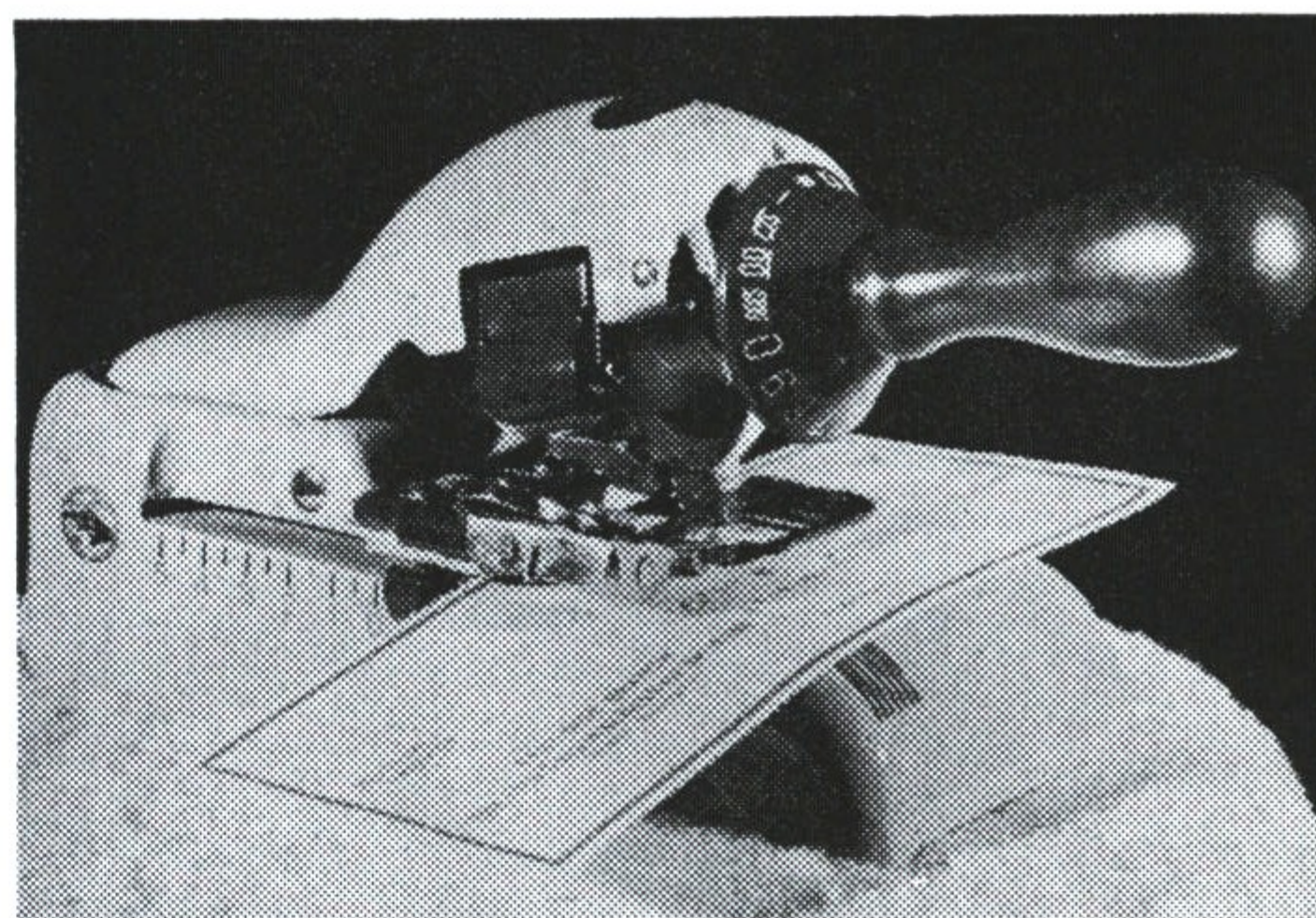
The highest price was paid for a small painting by Renoir, his portrait of a child entitled "L'Enfance," which he signed and dated in 1891. This was brought by the Newhouse Gallery of New York for £60,000 (\$168,000).

A small painting by Paul Gauguin of two bowls of apples and grapes on a white table cloth, completed in 1889, was sold to the Marlborough Fine Art Company for £45,000 (\$126,000).

Another work by Gauguin, a wood sculpture of the head of a young Tahitian girl, had never been exhibited before. It was purchased for £11,500 (\$32,200) by Frank Partridge, London and New York art dealer.

DEFINITELY

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Farmington, Washington



Western College of Auctioneering, Billings, Montana, Graduating Class, June Term, 1961. Kneeling, front row: Nick Nickols, Instructor, Nampa, Idaho; R. J. "Bob" Thomas, Instructor, Billings, Mont.; Jim Messersmith, Instructor, Jerome, Idaho.

Bottom row, standing: Glenn Spencer, Cottonwood, Ida.; Richard Mills, Mexico, Mo.; Ivan Skinner, Fort Laramie, Wyo.; Jim Sargent, Mannville, Alberta, Canada; Ray Holten, Norwalk, Calif.; Frank Holtkamp, Mexico, Mo.; Bill Hagen, Instructor, Billings, Mont.; Donald Hogan, Butte, Mont.; Lee Woolridge, Oakridge, Ore.; Albert Desilets, Bonnyville, Alberta, Canada; Anson Egbert, Harlem, Mont.

Second row: Robert Lohrenz, Billings, Mont.; Dick Jackson Eads, Colo.; Barry Crutchfield, Yreka, Calif.; F. B. Christiansen, Salt Lake City, Utah; James Arnold, Ft. Stockton, Tex.; Robert Wood, Riverton, Wyo.; Jack Audet, Sunnysvale, Calif.; Quentin Selby, Cascade, Ida.; Glenn Zingle, Edmonton, Alberta, Canada; Paul Leiker, San Bernardino, Calif.; Cary Paulson, Safford, Ariz.; George Peichoto, Hanford, Calif.; Jody Vetter, Cripple Creek, Colo.; Wm. Owen, Albuquerque, N. Mex.

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Secretary: W. J. Hagen, Box 1458, Billings

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Secretary: Leon Nelson, Albion

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Secretary: George E. Michael, 78 Wakefield St., Rochester

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Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

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THE LIGHTER SIDE . . .

IT TAKES A LITTLE LUCK

A politician about to rise and make a speech at an important meeting realized he had left his false teeth at home.

In a panic he turned to one of the committee. "What am I to do?" he moaned.

The man smiled, delved into his pocket and brought out a set of teeth. "Try these for size" he said.

But they didn't fit. The man took them back and handed the politician another pair. Those didn't fit either. The man brought out another pair, then another.

Finally he produced a set that fitted perfectly. The grateful politician put them in his mouth and delivered a wonderful speech.

"I don't know how I can ever thank you" he told his benefactor afterwards. "What a lucky co-incidence you happened to be a dentist."

"Dentist?" the man replied, "I'm an undertaker!"

NO SOONER SAID THAN DONE

"Which weeds are the easiest to kill?" asked the young man from the city, as he watched Farmer Jones at work.

"Widow's weeds," replied the farmer. "You have only to say, 'Will thou?' and they wilt."

HOT DOG!

A man in Chicago was grumbling about the heat. Said another, who had just returned from a trip through the South:

"Hot! Boy, you don't know what hot is. One day this week in Mississippi I saw a dog chasing a cat and they were both walking."

TV TOT

Four-year-old Joyce was plainly disappointed at her failure to win a prize at a friend's birthday party.

"Why didn't I get anything?" she demanded of her hostess.

"Because you didn't win any of the games," was the reply.

"But," persisted Joyce, "don't I even get a gift for appearing on the program?"

NOT A BIT

The young interns were discussing theories about pre-natal influence.

"Obviously there is no such thing" scoffed one. "It's been disproved time and time again. For example, before I was born my mother broke a huge batch of phonograph records. But it's never bothered me . . . bothered me . . . bothered me."

APPROPRIATE

A clergyman, famous for begging abilities, was speaking to a group of Sunday school children. When comparing himself-the pastor of a church-to a shepherd, and his congregation to the sheep, he put the following question to the children: "What does the shepherd do for the sheep?"

To the amusement of those present, a little fellow in the front row answered, "Shears them!"

HE'LL GO FAR

A bright little newsboy entered a business office, and, approaching a glum looking man at one of the desks, began with an ingratiating smile.

"I'm selling thimbles to raise enough money to—"

"Out with you!" interrupted the man.

"Wouldn't you like to look at some nice thembles?"

"I should say not!"

"They're fine, and I'd like to make a sale," the boy continued.

Turning in his chair to fully face the lad, the grouch casustically inquired: "What 'n seven kinds o' blue blazes do you think I want with a thimble?"

Edging towards the door to make a safe getaway, the boy answered, "Use it for a hat."

SOMETHING IN COMMON

Boy — We have a new baby in our house.

Girl — Where did you get it?

Boy — Doctor Brown brought it.

Girl — We take from him too.

IN UNITY THERE IS STRENGTH

NEEDS CHANGE OF SCENERY

"No thanks, I'll stay at home," said the man who had been invited to join a group who were to visit the zoo. "My oldest daughter does the kangaroo walk, my second daughter talks like a parrot, my son laughs like a hyena, my wife watches me like a hawk, my cook's as cross as a bear and my mother-in-law says I'm an old gorilla. So when I go anywhere I want a change."

JUST BOYS

"Men are only grown-up boys," says a woman novelist.

The child who used to take the clock to pieces to see how it works now does the same to his car to see why it doesn't.

DEFINITION

A consultant is an executive who can't find another job.

WORK 'N' SHIRK

Rock 'n' roll never tires but almost any teen-age girl finds the heavy end of a dish-towel positively exhausting.

AND STRAINS OF THE NOUNS

Now and then you still read that the victim of an accident "sustained lacerations and abrasions" which really means cuts and scratches.

GOOD ADVICE

It's fine to believe in yourself, but don't be too easily convinced.

NEVER A DULL MOMENT

Never waste household scraps — open the windows and let the neighbors hear them.

CHEER UP

If you can look happy when you aren't, you'll get along all right.

NEEDS ANOTHER NAME

Patient: "Doc, if there's anything wrong with me, say it plain so I can understand it."

Doctor: "Very well. You're lazy."

Patient: "Gee thanks, Doc. Now give me the scientific name for it. I've got to report it to my wife."

SILENCE IS GOLDEN

Doctor, placing a thermometer in woman's mouth: "You'll have to keep your mouth closed for a couple of minutes."

Husband: "Say, Doc, how much does one of those things cost?"

BUDGETED

Irate husband: "Light bill, water bill, gas bill, milk bill — you've got to quit this wild spending!"

ADAMANT

Some minds are like concrete — all mixed up and permanently set.

DEFINITELY

Arrival of a third child in a family means more than just another tax exemption. The parents become an oppressed minority.

ONLY THING

The only thing we know of that doesn't suffer from being panned is gold.

OPPORTUNIST

A chance remark is anything a man manages to say when two women are talking.

BEWARE

It's dangerous to place a woman on a pedestal. Makes it easy for her to kick you in the teeth.

NOW WE KNOW

Very often the reason a person is quieter as he grows older is that he has more to be quiet about.

COMFORTING

The advantage in owning just one suit is that you never have to go back for your keys.

TACT

A good salesman is a guy who can convince his wife that she looks fat in a mink coat.

IT GROWS ON YOU

There's really nothing wrong with money — except that it's so terribly habit-forming.

Services Held For Indiana Auctioneer

Services were held recently at Connersville, Indiana for Clarence G. Carr, a retired auctioneer. Mr. Carr, who was 80 at the time of his death, had been an auctioneer since 1913.

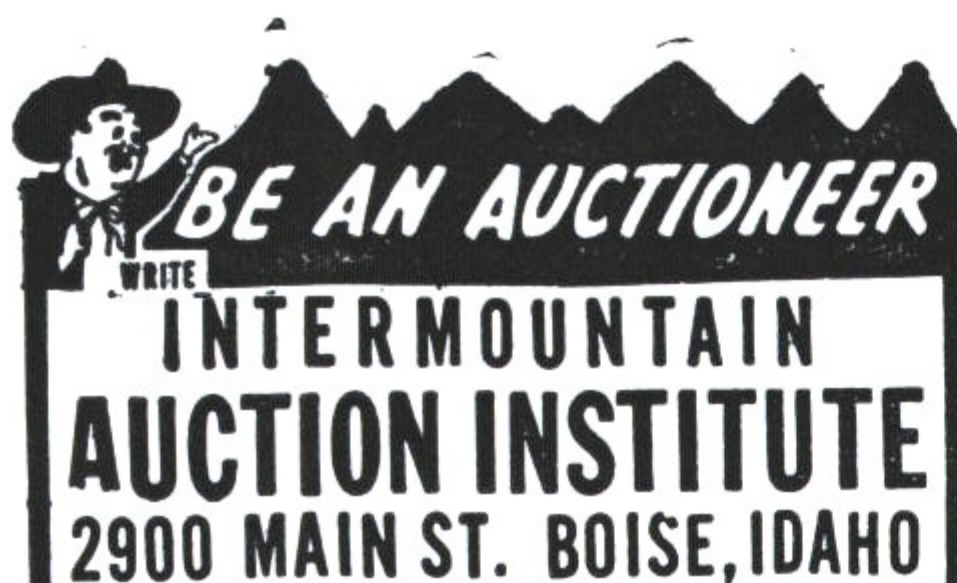
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He who exercises wisdom evercises the knowledge which is about God.—Epictetus.

"Salary is an amount of money that no matter how large it is some people spend more than."



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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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