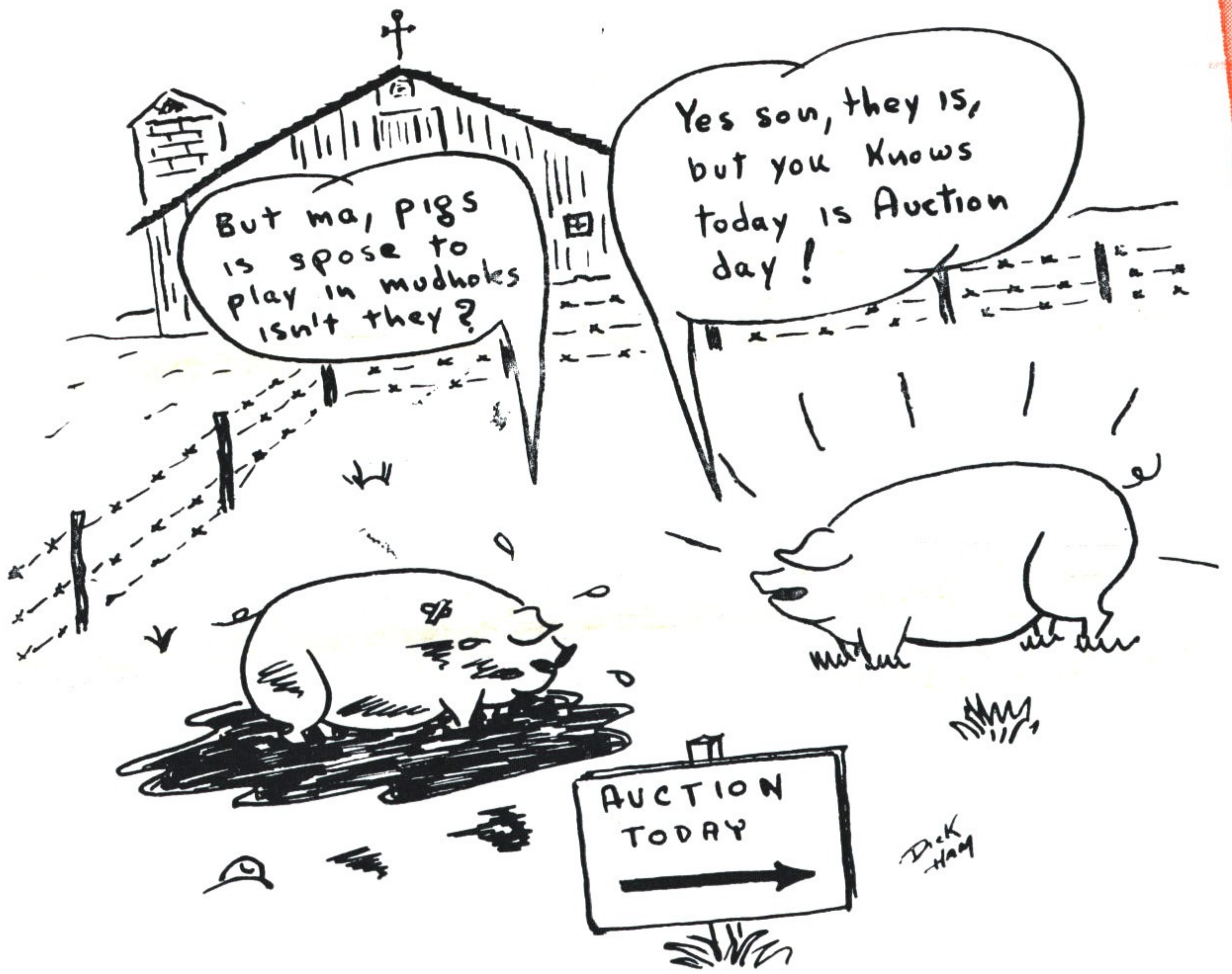


# *the* AUCTIONEER





**It's Denver  
The  
Mile High City  
For  
1959**

***National Auctioneers Convention***

***Shirley-Savoy Hotel***

***Denver, Colo.***

**July 16-17-18**

**Don't Miss It!!**



**THE AUCTIONEER**  
is the  
**OFFICIAL PUBLICATION**  
of  
**NATIONAL**  
**AUCTIONEERS ASSOCIATION**

803 S. Columbia St.  
Frankfort Indiana

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

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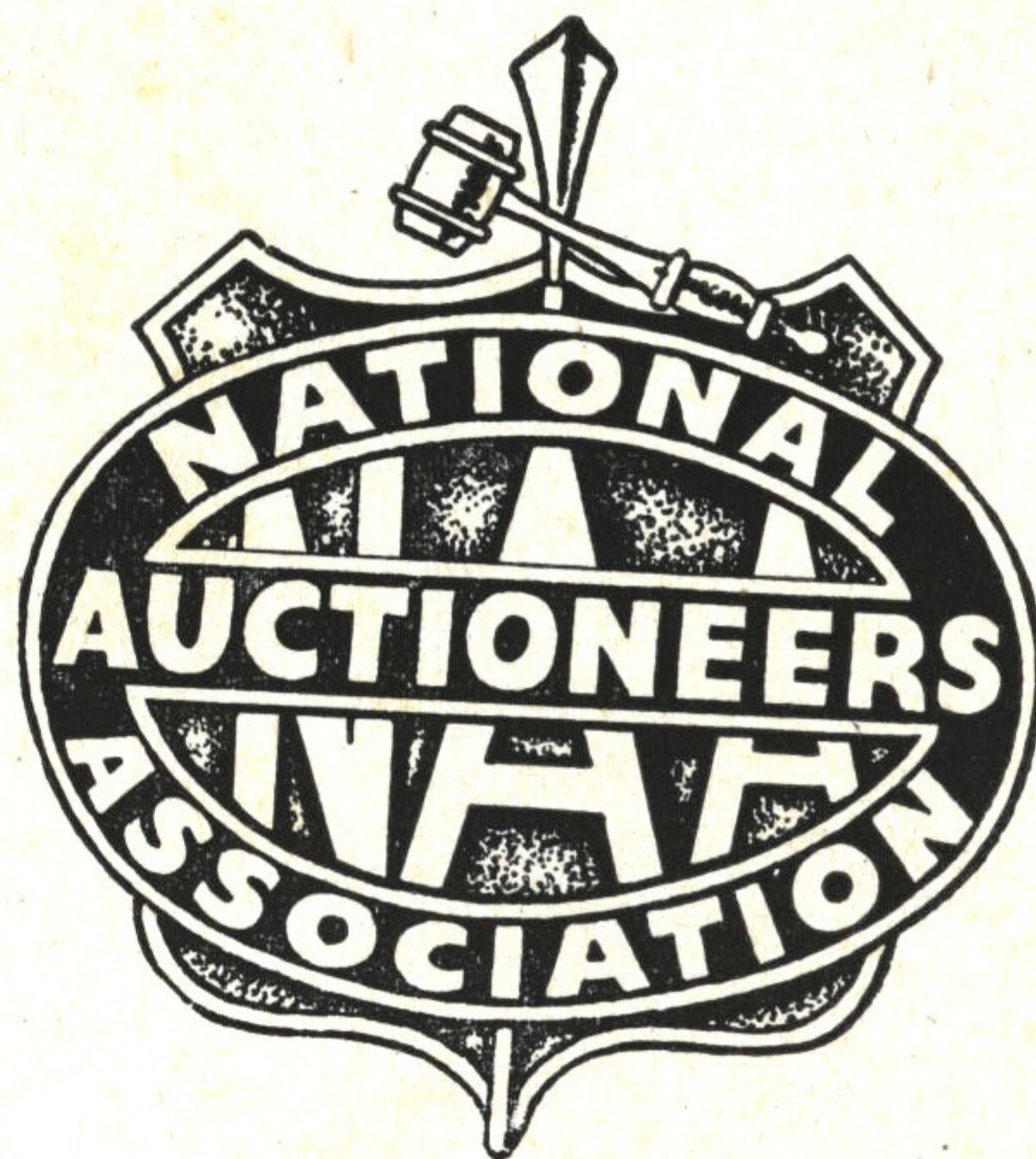
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803 S. Columbia St. Frankfort  
Indiana



# Landmarks of Progress

By COL. B. G. COATS

After any landmark occasion such as a national convention of the National Auctioneers Association, it is natural for all those present to pass through a period of reappraisal. It invariably produces a post analysis of the things that were done, and the things that were not done. Too often, in the more leisurely light of retrospection, it suddenly occurs to us that the latter classification enjoys a majority.

The intense concentration of committee service amidst the turmoil and confusion of a crowded schedule, the late hours with their loss of sleep, the interminable private and semi private conferences, and the pellmell rush to attend as many events as possible produce fatigue, but we all enjoy every minute of it. The trip home is accomplished in a mental vacuum. But, after one has fully recovered, he cannot avoid a critical review.

Long ago when I first joined the N.A.A. (15 years to be exact), I made it my paramount purpose to find out exactly what I had joined. No one could ever tell me.

Eventually, I perceived the N. A. A. to be a national organization of Auctioneers united in a common purpose — to accomplish the things which are important to each of us but which we could not hope to accomplish as individuals. I found myself contemplating it in terms of my playing days in school on the baseball and football teams. One man alone might move forward with great effort, but nine men or seven men working together could go forward with very little effort. The same nine or seven men, working without unity or mutual understanding, and motivated by the spasmodic whims of individuals, could not go forward.

Thus it occurred to me that there is a vital reason for a National Auctioneers Association. One member putting forth a maximum of intelligent effort can

always accomplish something. A group of Auctioneers who are well organized, and working in cooperative and harmonious unity, can accomplish a great deal with a minimum of individual effort. A group of Auctioneers, disorganized, uncooperative and working at odds with each other, can accomplish nothing.

Please do not misunderstand me. I believe implicitly that the right to govern, as well as the techniques employed, depends entirely upon the consent of the membership. I will be the first to recognize the inalienable right of any member to give or withhold the required consent, as well as to voice his own opinions. What I find difficult to understand is why we, as individuals having voluntarily subordinated a certain measure of individuality for a common purpose, invariably frustrate that purpose by reasserting our individuality in relatively unimportant conflicts with the common cause.

The National Auctioneers Association is in little danger of defeat by direct attacks from those opposed to mutual understanding and unity. But we could destroy ourselves.

We have a collective job to accomplish. That job is the principal reason for our existence as a national organization. Together we can attain our goal, but only if we reappraise our individualism in the light of the common good. We can realize our collective ambition only if we commence making individual decisions based on what is good for our organization as a whole, and for the aims to which we collectively aspire. We cannot do it, if we continue to give individual prejudice and selfish bias the place of honor in our deliberations.

We cannot all agree at all times on every issue. No one expects us to. On matters of substantial principle we owe it to ourselves and to the precepts of human dignity, to fight to the finish. But when a principle itself is not an issue



## IN UNITY THERE IS STRENGTH

---

but is in fact a basis for common agreement, when the ultimate aim is stipulated to be one which we all seek, why do we persist in frustrating our collective ambition by attaching great importance to the alleged value of unimportant matters. We are derelict as members of the National Auctioneers Association when we permit our individualism to blind us to facts that clearly delineate the common good.

Many of us pay dues for one reason or another in other organizations in which we take very little part and have only a passive interest. Yet, in practically all instances, this financial contri-

bution is greater than that which we make to our own N. A. A. Your name appearing on the "BOOSTER" page in "THE AUCTIONEER" helps the publication and the N. A. A. We routinely pay a hundred bucks a year for the dubious privilege of retaining an unwanted membership in some service club which does little more than meet periodically for a second rate luncheon at first-rate prices in some third-rate restaurant which could not remain in business on its own merits. And we invariably end up getting fined by some exalted whistle-blower for something we haven't done about something for which

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## The President's Letter

Dear Fellow Auctioneers:

I can hardly believe it has been six months since our outstanding Convention in Buffalo, N.Y. So many things have happened so rapidly that we seem to lose track of the movement of time.

It is time to start thinking about and making preparations for Denver in 1959. This should not only be a very interesting Convention, especially for eastern and midwest Auctioneers and their families, but should be a most interesting trip. It will no doubt give us an opportunity to meet and get acquainted with many of the Colonels from the far west whom most of us have not met.

At the beginning of this new year let each Auctioneer try to not only obtain one or more new members, but also get their families interested in the National Association. After all, you will be doing them one of the greatest favors you have ever been able to do a friend.

The auction method of selling is growing rapidly in every field. We found the past 12 months in the purebred dairy cattle business the best we have ever known it to be. Prices have been 15% to 25% higher, with many more sales, and my prediction is that this will continue for several years to come. In talking to other Auctioneers throughout the nation, we find the same thing is true in other fields of the auction business.

Let's all pull together for a bigger and better National Auctioneers Association.

May I take this belated opportunity to wish each Auctioneer and his family a Happy and Most prosperous 1959.

CBS:L

Yours very truly,  
C. B. SMITH



no one ever intends to do anything. We drop into the nearest "greasy spoon" a half-dozen times every day to gulp a cup of muddy water, under the alias of coffee, for which we indifferently part with a dime and throw in a quarter tip because we can't find any smaller change and don't have the guts to just walk out without rewarding the waitress for spilling the stuff on us.

Auctioneers are a peculiar lot of individuals including myself. We are difficult to organize because we are all possessed with self-importance, egotism and self-conceit. But we go right on ham-stringing our own organization and the purposes for which we beat our chests and swear undying devotion, because we are just too damned stubborn to give enough time and efforts for the N. A. A. to do a first class job. Despite our liabilities we have as an organization continued to progress and we will go forward in the future. Perhaps it is our idiosyncrasies that makes us interesting to one another.

We are voluntarily banded together in one great organization for a common cause. That cause is genuinely dear to the hearts of us all. We know that we cannot possibly accomplish our goals as individuals. Only by working in intelligent harmony can we hope for success.

Why then do we, as individuals, so persistently delay its attainment? Why do we defeat ourselves? Throw off those shackles of self-importance, egotism, self-conceit and jealousy and all join in meeting one another at our national convention in Denver, Colorado, July 16th, 17th and 18th, and make this event a "Landmark of Progress".

Why did I write these few words? I have said nothing but what has been previously said during the past twelve years through the medium of "The AUCTIONEER". To all who read this article may it be received with an open mind and inspire you to give your best in every way for the fulfillment of our goals. New members will do much to encourage our leaders.

## Certified Livestock Auction Markets

KANSAS CITY, Mo.—412 livestock auction markets from 41 states have been designated as "Nationally Certified Livestock Auction Markets" as of January 1, 1959, it was announced from offices of the National Association of Livestock Auction Markets.

Certificates are issued annually denoting the "Nationally Certified" status of those livestock auction markets found to have conducted their market operations in compliance with the Association's Code of Business Standards. The 15-man Livestock Market Council of the national association makes the investigation and issues the certificates. It is likewise empowered to revoke them where a market is found to not be adhering to the Code.

Each market receiving the certificate is authorized to display it prominently at its market. It contains a statement of 17 operating principles governing the market's operations and services. As signed by the market owner it constitutes a mutual pledge of good faith to the livestock public.

"The certificates as issued to qualifying markets are for the general information of the public served by the market," C. T. 'Tad' Sanders, Executive Secretary and Counsel of the National Association, stated. "It is the insignia of responsible livestock auction market services and issued only after the Council is satisfied that the market receiving it is fully qualified. It is the industry's method of maintaining high standards of market services, integrity and responsibility," he stated.

1959 is the second year the national business trade association of the livestock auction markets has issued such certificates to qualifying markets.

All livestock markets and dealers handling livestock in interstate commerce are now subject to the registration, bonding and fair trade practice provisions of the federal Packers & Stockyards Act as amended by Congress last September.



## Treasure in Glass

HOUSED in a small museum at Sandwich, Mass., are more than 1,000 pieces of Sandwich glassware — treasures of Americana.

They are authentic examples of the work done between 1825 and 1888 at the Boston and Sandwich Glass Company, when at its peak had 500 employees.

Although the Sandwich craftsmen turned out fine blown glass and contact blown mould glass before and after their employer invented the glass-pressing machine, the collector is thinking of pressed glass when "Sandwich" is mentioned.

Glass-making dates back to antiquity but it got a slow start in this country.

Discovery of the secret of compounding red-lead, used in making flint glass

(crystal), gave the American industry a lift and when a machine for pressing glass was invented in 1827 the industry mushroomed.

Sandwich pressed glass became noted for its fine lace-like patterns, in all shades of coloring, and the resonance of its flint glass, which was heavy and brilliant. Workers in the industry were migratory, however, and soon many houses were making identical patterns, oftentimes attributed to the Boston and Sandwich Glass Co. Authentication of Sandwich glass pieces therefore requires great care.

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Florist: "You want to say it with flowers, eh? How about three dozen roses?"

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Col. Watson Van Sciver, past President of the New Jersey State Society of Auctioneers, and Mrs. Van Sciver celebrate their 48th Wedding Anniversary at the New Jersey Christmas Party. Col. Van Sciver is a Charter Member of the organization.





**Members of the New Jersey State Society of Auctioneers and their families at the Annual Christmas Party of that group, held in December at the Far Hills Inn, Somerville, N. J.**



## Wives of Statesmen In 'Antique Alley'

BERLIN — When the cold war turns warm in Berlin, and America's diplomatic and military leaders come flying to the city, why do their wives always insist on tagging along?

To succor their harrassed husbands? Not at all. The wives don't even pretend. Their plane no sooner touches the ground than they are off to Keithstrasse, what Berliners call "antique alley."

Keithstrasse is Paris' flea Market — with a difference. It looks junky, but the "junk" is as good as solid gold: Priceless antiques.

### Discovery of Mrs. Clay

Mrs. Lucius D. Clay, wife of the former

Commander-in-Chief of U. S. Forces in Europe, "discovered" Keithstrasse. The general's lady spent many afternoons browsing along the street while her husband's airlift planes roared and circled overhead during the 1949 Berlin blockade.

When Secretary of State John Foster Dulles came to Berlin for the 1954 four-power foreign minister's conference. Mrs. Dulles was right beside him. Mrs. James D. Conant, wife of the then American ambassador to West Germany, was there, too.

While their husbands huddled with Russia's then Foreign Minister Vyacheslav Molotov, their wives were happily haggling with the shopkeepers on Keithstrasse. What's more, the women accomplished more, at their conference than their



New Jersey's Col. Elwood Heller doubles as Santa Claus at the big Christmas Party of the New Jersey State Society of Auctioneers. With him are children of the auctioneers including the "weight-lifter." (See page 7, Dec. issue).



husband's did; they went home laden with antiques, but the men carried away only disagreements.

Keithstrasse was a favorite spot of Mrs. John J. McCloy, when her husband was the high commissioner. And it is a magnet for Mrs. David K. E. Bruce, wife of the present American ambassador to Germany.

Why the wives flock to Keithstrasse is a matter of Baroque furniture, old master paintings, pewter, brass, and copper utensils — and porcelain.

Berlin is the antique, as well as cold war, crossroads of Europe. Antiques filter into West Berlin from East Germany, Poland, and Czechoslovakia.

Vast stocks of antiques were accumulated by Berlin black marketeers in the early years after the war. Dealers bought for a song the antiques carted in by millions of refugees from East Prussia, Pomerania, Silesia, and East Germany.

Even now, many families fleeing East Germany finance their new life in the

West with antiques. And Keithstrasse keeps luring the wives of Americas leading citizens.

## Table Carpet Brings \$46,200

LONDON — A London antique dealer paid 16,500 pounds (\$46,200) for an Elizabethan table carpet dating from 1564.

The carpet, a thick woolen tapestry made to cover heavy tables in baronial halls, is 16 feet long and nearly 7½ feet wide.

Known as the Lewknor table carpet, it is believed by antiquarians to be the finest surviving example of such Elizabethan work.

The carpet was bought at auction by Frank Partridge, an antiquarian dealer.

Middle age is when your memory is shorter, your experience longer, your stamina lower and your forehead higher.



"Sons of Auctioneers" furnish the music for the Annual New Jersey Christmas Party. The drummer is Col. Winfred Hinckley, 2nd, the others are members of the Parr clan, 18 of them when they all turn out at one time.



# Cold Weather Cuts Crowd

## At Excellent Indiana Meeting

Indiana auctioneers continued their tradition of selecting a cold, snowy day for their Annual Convention. This no doubt cut the attendance at the group's meeting at the Washington Hotel in Indianapolis, January 5. However, those who were there witnessed one of the most outstanding programs sponsored by any State Auctioneers Association.

Col. James Liechty, Berne, Ind., President of the organization, called the meeting to order at 10:30 in the morning. Col. Bernard Hart, Secretary of the NAA, was introduced as Convention Chairman and the day's program was under way with the Invocation being pronounced by Rev. L. M. Hieber, Pastor of the Grace Lutheran Church in Indianapolis.

Col. George Skinner, Secretary of the Indiana Auctioneers Association, welcomed the visitors to Indianapolis, and was followed to the rostrum by Paul A. Pfister, Federal Referee in Bankruptcy for the Southern District of Indiana. Mr. Pfister described bankruptcy proceedings, recited a few of his experiences and answered questions pertaining to the subject.

The forenoon program was concluded by Col. Paul Cuskaden, Indianapolis, who gave an account of his first year's experiences in Auction profession. This young man had experienced many of the same set backs that others are familiar with but he seems to have the necessary courage and quick thinking ability to succeed.

Following the noon luncheon, Harry Martin, wellknown TV personality of WFBM-TV, Indianapolis, and an associate from the same station, described TV advertising of auctions and gave price schedules for same. They also entertained a question period.

Col. Tom Bartlett, Muncie, spoke on furniture auctions, describing the right way and the wrong way in his opinion.

Two out-of-state auctioneers were featured in the afternoon program. Col. J.

Meredith Darbyshire, Wilmington, Ohio, gave a very good address in regard to selling real estate at auction. Col. Carman Y. Potter, Jacksonville, Ill., used the subject, "The Responsibilities of a Successful Auctioneer." These two addresses alone were well worthwhile to all those who were fortunate enough to be present as the speakers were both able and well qualified.

Concluding talk of the afternoon was "Farm Auction Sales" by Col. Ernie Niemeyer of Crown Point, Ind.

In the election of officers, Col. Herman Strakis, Indianapolis, was elected to the office of President for the coming year. Col. Roy Crume, Kokomo, was named Vice-President; Col. George Skinner, Indianapolis, re-elected Secretary; and Col. Jim Buckley, Shelbyville, Treasurer. Cols. Amos Wittmer, Montgomery, and Egg Hood, Anderson, were elected to the Board of Directors along with retiring President Liechty.

Banquet Speaker was Mr. Francis Kiss, Portland, Ind., who gave an account of his ten years imprisonment by the Russians. Mr. Kiss, a native of Papa, Hungary, was a journalist for twenty years. During this time he covered some of the most important international conferences between the two World Wars. During World War II he was in England, returning to Hungary after the war, only to discover that the Russian "liberators" were even worse than the Germans. Mr. Kiss became chief advisor of foreign political questions for the "Liberte" party. After the party was outlawed in 1947 he aided in underground activity. Early in 1948 he was arrested. He called himself the most beaten man in the world as he was tortured almost beyond human endurance. He was eventually sentenced to life imprisonment. After serving ten years he was rescued by the "freedom fighters." He has been in the United States a little over a year.



• REPPERT AUCTION SCHOOL •





## ON THE OPPOSITE PAGE

Graduates of the Reppert School of Auctioneering, Decatur, Ind., Class of December, 1958. Reading from left to right:

**TOP ROW:** E. E. Cox, Oregon; George D. Queener, Georgia; George E. Spenceley, Ontario, Charlie E. Nash, Ohio; O. M. Hauck, Florida; Glen W. Davis, Indiana; Harold Cox, Kentucky; Harvey Grigsby, Jr., Missouri; C. B. Stockton, Pennsylvania; Fred T. Gordon, Ontario, Sheldon Platt, New Jersey; Raymond C. Imbrock, Ohio; Robert L. Hickey, Maryland; Herbert F. Myers, Ohio; Richard S. Wood, Illinois; Forrest Bouse, Indiana;

**THIRD ROW:** Dave Kindell, Ohio; Ernest G. Lowery, California; George T. Bowers, Indiana; Richard Jagger, Ohio, Jude Kruer, Indiana; Leslie J. Shackelton, Ontario; Harley W. Shannon, Illinois; John A. Ryan, Maryland; Dwain Green, Missouri; Exley E. Wical, Ohio; Carleton M. Meinders, Iowa; Allen B. Hassler, Nebraska; Dewey Webster, Kansas; Emerson Lehman, Indiana; George Thompson, Indiana; Edward Burke, Illinois;

**SECOND ROW:** Floyd G. Fouts, Illinois; James B. Fahy, Ohio; Edward E. Robinson, Tennessee; Jim G. Wayment, Idaho; Bernard J. Wehinger, California; Donald H. Jervis, Maine; Norman E. Knowles, Jr., Virginia; Felix Mudd, Kentucky; Ronald S. Ligon, Tennessee; Eugene J. Vogel, Iowa; Carl E. Hefner, Indiana; Larry Sears, Iowa; Walter W. Pryse, Jr., Pennsylvania; Alfred Fortune Coste, New York; C. E. Coleman, Indiana; Charles L. Bennett, Missouri;

**FIRST ROW:** Rube Carson, Arkansas; Walter L. Bales, Indiana; Seattle Myers, Virginia; James R. Tarleton, Ohio; Hugh Stewart, Jr., Ontario, Fred Melvin Motes, Fla.; Robert E. Hale, Indiana; Jack H. Griswold, North Caro; James Bandy Bailey, Jr.; Virginia; Hollis L. Burns, Iowa; Joseph F. Monforton, Indiana; Everett C. Killian, Illinois; Elmer W. Koester, Indiana; James Loss Crouch, Tennessee; Herbert L. Hardy, Indiana; Burton Q. Adams, Indiana; Thomas H. Chunn, Tennessee.

**INSTRUCTORS:** Cols. Pettit, Elliott, Pollock; Dr. Roland Reppert, President; Cols. Chaffee, Wilson, Slagle, Carlson.

## Parcel Post Auction

NAME any article of less than 70 pounds and if it's ever been made, the Chicago postoffice auction at some time has had it or will get it. (The parcel post weight limit is 70 pounds).

Six times a year, several hundred persons crowd into a large room in the old postoffice building, to bid on undeliverable merchandise. They make deposits with the cashier (a minimum of \$10) and get a numbered paddle which they hold up during bidding, lowering the paddle when they've reached the limit of their bid. The holder of the last paddle showing is the successful bidder. Purchased goods cannot be picked up on the spot, for that would delay the auction. Delivery is usually taken the next day.

Sales at each Chicago auction usually total around \$17,000. The average lot brings about \$14.40. Chicago sales are larger than in most the 11 cities where auctions are held because the city is a rail center, has many mail order companies.

## Cattle Prices Spur Rustlers in S.A.

**BUENOS AIRES, —** With Argentine cattle prices soaring, rustlers are active on the pampas.

Buenos Aires Province policemen have rounded up twenty-eight head of cattle being herded across into Santa Fe Province. Among them were eight head of Aberdeen Angus stolen early last week from a ranch near General Villegas, capital of a western district of Buenos Aires Province.

They were being driven to a cattle auction at Sancti Espiritu in Santa Fe Province, which is seventy-five miles from the ranch.

Livestock prices have tripled at country auctions in the last two months as a result of devaluation of the peso and export demand.





**WINTER TERM GRADUATES, WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONT.—Front row, from the left: Ray Koenen, Alberta; Mike Aldoff, Alberta; Gaylon Paulson, North Dakota; Harry Taylor, Wyoming; Jess Ferguson, Idaho; Arthur Toergerson, Montant; Sylvester Voller, Montana; John Cisinski; North Dakota; Gail D. Kats, Colorado; Chas. H. Winsor North Dakota.**

**MIDDLE ROW:** Freddie Wicka, Montana; Merle Clark, North Dakota; Carl Anderson, Colorado; Billy Allen, Alberta; Larry Sisier, Idaho; Dale Murphy, Alberta; Frank Cole, Jr., Montana; J. R. Wilcox, Idaho; Eddie Wood, Texas; Len W. Smith, Saskatchewan; Warren Smith, Instructor, North Dakota; Bob Thomas, Instructor, Montana.

**STANDING: Simon Vanderploeg, Alberta; Buddy Heaton, Kansas; W. L. Lawrence, Wyoming; Robert Jess, Washington; Irvin Eilers, Idaho; Ronald Bakken, Saskatchewan; Grant Stephens, Montana; Dale L. Hillstead, North Dakota; W. J. Hagen, Instructor; John Burkhardt, Colorado; Dan Lattin, Montana.**



# Implementation of New Rules Started by Auction Markets

Kansas City, Mo., — Important steps have been taken in North Carolina and Michigan toward the uniform application and administration of the recently amended Packers and Stockyards Act, according to the office of the National Association of Livestock Auction Markets here.

Working in cooperation with the Livestock Division, USDA, the national association office is assisting in coordinating meetings of its affiliated state market associations for a complete explanation of the law and filing of necessary registrations of markets and dealers.

The North Carolina Livestock Auction Markets Association and the states livestock dealers held the first meeting in Raleigh, N. C., on Dec. 6 & 7, 1958. Donald Bowman, Chief, Packers & Stockyards Branch, with two district supervisors as assistants, attended and reviewed trade practice provisions of the federal law now applicable to all livestock market and dealer transactions in interstate commerce.

The second state meeting was conducted by the Michigan Livestock Auction Markets Association on December 13, 1958, at Kellogg Center, Mich. Lee D. Sinclair, Deputy Director, Livestock Division, and two district supervisors, reviewed the Act in similar manner.

Under the procedure being followed between the Livestock Division and the markets' trade associations, the mechanics of formal notice to the markets, their registration as market agencies, registration of all dealers, and filing of bonds will be facilitated and accomplished more efficiently and at greatly reduced expense, it was reported.

J. T. Wooten, Rocky Mount, N. C., is president of the North Carolina association and vice president of the national association. J. W. Prince, St. Johns, Mich., is president of the Michigan association and Michigan national director. Each presided at his respective state

meeting. Similar meetings are now being scheduled throughout the other states for a similar purpose, it was stated.

C. T. 'Tad' Sanders, executive secretary and counsel of the national association, stated that "the Packers & Stockyards Act is essentially a fair trade practices act, and as amended by the last Congress, is now applicable to all livestock transactions of a market nature in commerce. Further than that, the amendment of the Act made it possible for the law to be administered uniformly throughly the packer and livestock industries. The National Association and its 36 affiliated state associations welcome the opportunity of cooperating fully to facilitate the necessary registrations and other formalities under the Act."

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## Art Collection Nets Million and a Half

CHICAGO — Two attorneys who dabble in art sleuthing and collecting have picked up 1½ million dollars in masterpieces on an outlay of only \$2,200.

Prof. Amadore Porcella, catalogist for the Vatican Gallery of Art, pronounced the 16th Century paintings authentic. He described them as:

"Christ Carrying the Cross," by Giorgione; "Sacred Conversation," by Giovanni Bellini, and "The Massacre of the Innocentz," by Raphael Sanzio.

The lucky barristers are Rudolph Vassalle and Paul Delaney. They bought the Giorgione for about \$1,000 from a Chicago dealer who apparently knew little of its history.

The painting, one of the last by Giorgione before his death in 1510, was valued by Porcella at one million dollars. The Venetian artist painted only about one dozen masterpieces.

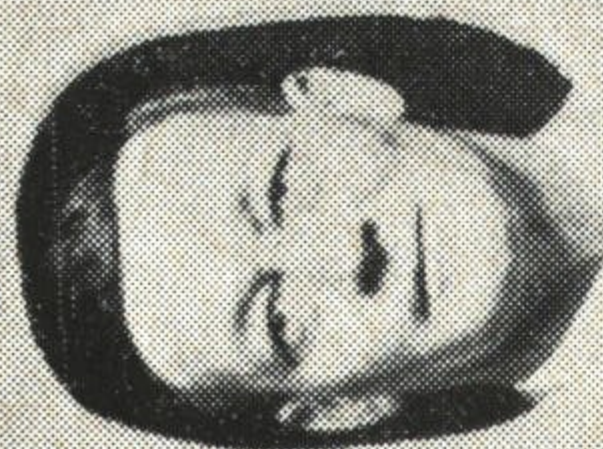


# Auctioneers Training Service

Established 1951

By Clarence E. Davis

Morgantown, Indiana



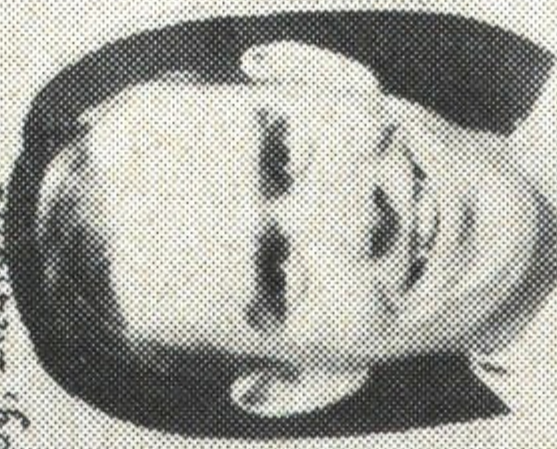
Silas Kemp  
Morgantown, Indiana



Earl E. Cornwell  
Indianapolis, Ind.



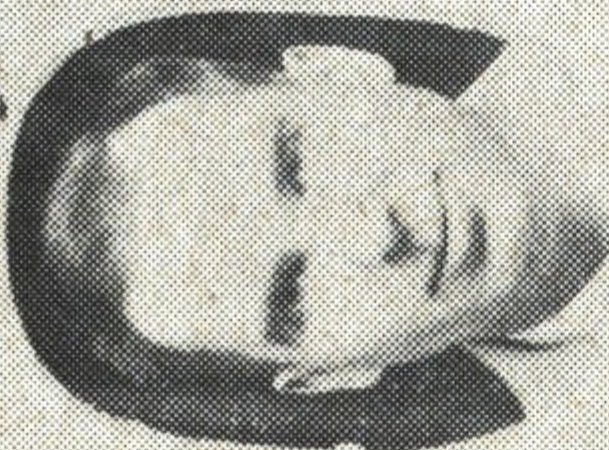
Joseph (Joe) Reynolds  
Camby, Indiana



Edwin O. Jones  
Dayton, Ohio



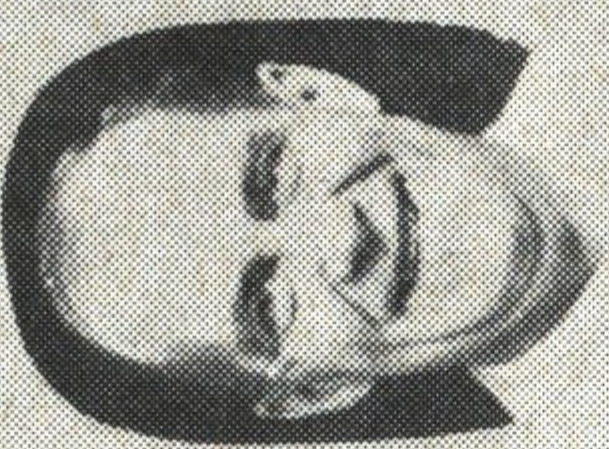
Col. Wendell Leonard  
Instructor - All Subjects



Robert J. Hopkins  
Indianapolis, Ind.



Col. Clarence E. Davis  
(Pop and Mom) Owners  
Instructor - All Subjects



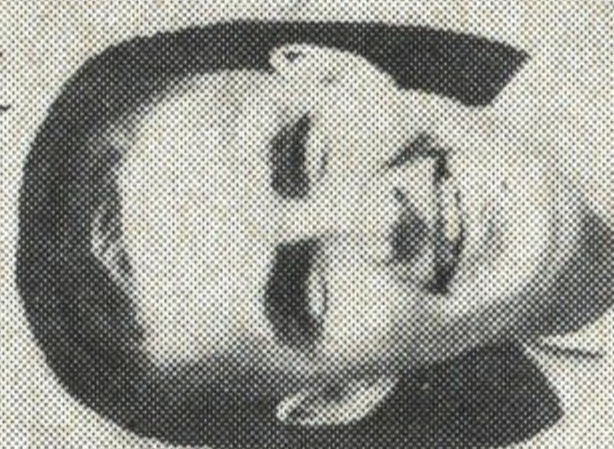
Walker Montgomery  
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Stella J. Davis  
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Earl Lee Harvey  
Bridgeport, Ind.



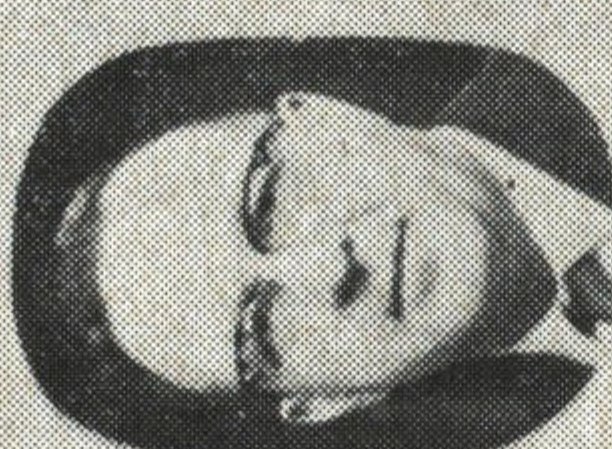
Raymond E. Fischer  
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Indianapolis, Ind.



Edmund B. Faistel  
Bridgeport, Ind.



Harold Edwardson  
Instructor - Live Stock



Col. Ray Hurt  
Instructor - Live Stock

Graduation Class

Dec. 15-1958



# THE LADIES AUXILIARY

## Ohio Ladies Hold Biannual Meeting

By Mrs. Owen Hall

On January 11 the Ohio Auctioneers Association Ladies Auxiliary met at the Southern Hotel in Columbus. An informal coffee hour was held from 10 to 11 a.m. at which time rolls and coffee were served. We find this is a pleasant way to begin the day by being able to chat a few minutes with those we see perhaps once or twice a year.

Our president, Mrs. Jack Braddock presided over the meeting. Old and new business was taken care of and Mrs. Braddock appointed Mrs. John Sargent, chairman; Mrs. Rolland Featheringham and Mrs. James Peddicord to the nominating committee.

At the noon hour the ladies joined their husbands for a delicious dinner and then a very interesting speaker.

In the afternoon Mrs. Ruth Tammany gave an interesting talk to the ladies. She had lived in Hungary but came to America a few years ago. She gave a few of her favorite recipes and also had the samples of such which were very good.

There is much interest shown in the coming convention at Denver. Many are making plans now to go. See you in Denver!

## From the Secretary:

Dear Friends:

After the holidays I thought things would slow down a bit but it seems '59 has brought the same mad rush we experienced in '58. The winter months have meant many closing out farm sales plus an unusual number of land sales, so needless to say, the McGuire Auction Company has a busy schedule. Since Hugh and Jim have their office in the home, Florence and I keep busy answering the door and telephone. I have much

help (?) in my work — namely two little girls, Molly, 3½, and Peggy, 2½.

The elder McGuires celebrated their thirty-fifth year of wedded bliss on December 31, 1958. They have seen and experienced many changes in the auction business during those years. As Florence always says, "I could write a book!" I wish she would as I'm sure it would be a best seller to auctioneers wives.

We were saddened to hear of the death of one of the most colorful auctioneers in the business. Tim Preece of Battle Creek, Nebraska, passed away in January at the age of ninety. My lasting memory of him will be at the National Convention in Omaha in 1954. His bright blue eyes twinkled as he entertained us with his endless supply of jokes and stories. He will be long remembered by all who were fortunate enough to know him.

As we sit here shivering in below zero weather, a warm thought is the convention in Denver in July. We hope to see all of you then.

Sincerely,  
Margaret McGuire

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

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

#### 1st Vice-President

Mrs. John Overton, Albuquerque, N.M.

#### 2nd Vice-President

Mrs. Owen Hall, Celina, Ohio

#### Secretary-Treasurer

Mrs. James McGuire, Holstein, Iowa

#### Historian and Parliamentarian

Mrs. Tom Berry, West Newton, Pa.

#### Three-Year Directors

Mrs. Al Boss, Carroll, Iowa

Mrs. B. G. Coats, Long Branch, N. J.

Mrs. Harris Wilcox, Bergen, N. Y.

#### Two-Year Directors

Mrs. R. A. Waldrep, Atlanta, Ga.

Mrs. R. E. Featheringham,

Ashville, O.

#### One-Year Director

Mrs. Arnold Ford, Constableville, N.Y.



## Attention New York Ladies

There will be a meeting of New York State Ladies Auxiliary on March 15, in Syracuse, N.Y. Watch for announcement of meeting place.

Mrs. Tim Anspach, President  
Mrs. Paul Calkins, Secretary

## Indiana Ladies Have Top Notch Program

The crowd was rather small but the program was good and those ladies who attended the annual meeting of the Ladies Auxiliary to the Indiana Auctioneers Association spent a most enjoyable day. The meeting was held at the Washington Hotel in Indianapolis, on January 5.

First activity was the serving of coffee and doughnuts to those who braved the winter weather to attend the annual convention of the Indiana Auctioneers Association. The noon meal was enjoyed with the women and men joining together.

In the afternoon, Mrs. James Liechty, President, called the group to order and introduced the guest speaker, Miss Irene G. Meyers of Fort Wayne, Ind. Miss Meyers has had a long and varied career with General Electric in Fort Wayne. For over 20 years she was supervisor of Women's Activities. She has directed 33 trips for women, the best known of which was "The Magic Flight to Europe" in 1953. At that time it was the largest civilian group ever to cross the Atlantic Ocean by air, and the first of its kind to be recorded in the Congressional Record. Her talk was very entertaining and highly appreciated by those in attendance.

In the election of officers for the coming year, Mrs. Herman Strakis, Indianapolis, was named President; Mrs. Ernie Niemeyer, Crown Point, Vice-President; Mrs. George Skinner, Secretary (re-elected); and Mrs. Roy Crume, Kokomo, Treasurer. Mrs. Liechty, retiring Presi-

dent, was elected to the Board of Directors.

Following a tea period the balance of the afternoon was spent playing "Krazy Bridge."

## Caves Yield Ancient Art Treasures

JERUSALEM, Israel — French Archaeologists have discovered treasures of cave dwellers who lived near Beersheba 5,000 years ago.

The objects, sacred bowls of blue basalt and figures in ivory of men and women, are among the most valuable yet uncovered near this ancient crossroads.

They may shed light on the shadowy people who dwelt in subterranean caves 2,000 years before the age of the patriarchs.

The Book of Genesis mentions the Horites (or Cave Dwellers) who lived "beside the wilderness" and were smitten by the King of Elam. Just south of Beersheba archeologists already have found several chalcolithic cave dwellings which may have been of the Horites, and which contained jewelry, vessels and carved figures.

The new find in the same area contains some of the finest figures yet brought to light here. For the first time a large number of them were found together.

In a small well under one of the caves, diggers found a strongbox filled with ivory figures about 10 inches high, boxes, and an ancient scythe. Despite their great age, the figures were clearly detailed — the work of a skilled artisan.

The objects appeared to have been owned by a wealthy cave-dweller who hid them in the wall and pulled them out only on special occasions. The vessels probably were used in worship.

The Tel Aviv newspaper Maariv says the new finds prove that the ivory carvers of the wilderness of 5,000 years ago surpassed even the Egyptians of that period.

A practical nurse: One who falls in love with a rich patient.



# A Salute to the Ladies

## — On to Denver

By COL. POP HESS



Although this column is written on January 13 it is February minded. This is the birth month of many great men including Yours Truly, but as to greatness, this I will leave for your personal judgment. At least they have not established a National Holiday on my birth date as they have for Washington and Lincoln. But my grandson tells me the reason is at that time they had not heard of me. Maybe that is right.

We are just home from the annual January meeting of the Ohio Auctioneers Association and it was a humdinger all the way. Some 70 Ohio Auctioneers turned out for the day and 24 of this number brought their wives so they could attend the Ladies Auxiliary meeting, about 30 left their wives at home and the balance were batchelors or widowers.

The meeting got underway at 10:30 A. M., a big dinner at noon and a full afternoon program. President John Watson kept the program on the move, the Secretary gave the financial report showing a good bank balance and many new members. The largest group for one auctioneering firm to attend in a body was the famous DARBYSHIRE & ASSOCIATES with a staff of twelve. Their location is Wilmington, Ohio.

New officers for 1959 were elected, Jim Patterson of Bainbridge, President; and Ray Austin of Jefferson, Vice-President. Our three year successive Secretary-Treasurer Gene Slagle, said three years was his limit to hold office and Don Fisher, Delaware, became the new Secretary-Treasurer. New Directors are Chas. Hunter, Howard Engle and Emil Konesky. Yes, the Ohio boys are in safe hands for 1959 when it comes to a staff of Ohio auctioneers as their officers.

Over in the Ladies Auxiliary meeting, things were real interesting as reported to me by Mrs. Hess. She tipped me off to one thing that the ladies came up with concerning our coming National Convention in Denver, next July. Here it is — **God Bless the Ladies.** They propose to comb all auctioneer husbands and in fact all auctioneers in Ohio, married or single, and make up a complete Ohio group to go to this convention as a group on a **Chartered train direct from Ohio to Denver.** I also note that Mom is pointing her finger at me and I must get out of my usual rut. In all these years, regardless of the traveling I have done down through the years, I never took her on such a trip as this one would be. But if the deal goes over, she and I are going. Already I see her down in the chicken house giving the old hens an egg-laying pep talk on the eggs they must lay between now and July.

Now to you ladies in other states, you seem to be the ones who will have to start the ball rolling. Why not get behind the Special Train idea in your own State. Do your duty, girls, and put a full State Mr. and Mrs. Auctioneer force in Denver for the convention, and you boys who are still on the loose and wifeless, I have in years past observed that the Denver area is a good place to make some selections.

And there is no question but what these Ladies Auxiliaries, tied in with the needed strength so badly needed to get good State and National Auctioneers Associations up where they belong, will be making their mark and get a job done the male auctioneers have this past 100 years been trying to do without too much success. As a "he-has-been" auctioneer,



## IN UNITY THERE IS STRENGTH

I vote for more Ladies Auxiliaries throughout the States of this Nation. Many a man would have missed the mark of success had it not been for his wife. My good friend, the late Col. Perry used to say, "Man and man's religion were like his property — all in his wife's name."

The January 1959 issue came to my desk in due time and I find it contains many interesting pages. In my column of that issue I note that I hit the wrong key in years living. This year is my 79<sup>th</sup> although I am sorry it is not the 75<sup>th</sup> as it appeared. As we reach 1960 I will try and work out a backwards run and maybe I can get lower than 75, let's hope.

Not so many letters have come to me as in some months and we all hope this year of 1959 will unravel for many of our younger auctioneers new fields and more progress. We find here in Ohio, public auction sales are very numerous in all divisions. This modern world of today is fast expanding and who knows what auctioneer in our midst will be booked to conduct an auction sale up in the moon as this seems to be the farthest point the world is trying to reach as of the moment. However, there is a lot of open field here on earth to last all auctioneers to be born for many years to come.

In fact, an auctioneer and his business is one that can ride on both good and bad times as to the world in general. In times are good he is much in demand to pull from John Q. Public his highest dollar and in bad times the auctioneer is much in demand to pull a few extra dollars from John Q. Public to meet obligations of his client. So you, Mr. Auctioneer, are a very important man in the progress and relief of all people. If a man is sick the Doctor gets him, if in trouble the Lawyer gets him, if he dies the Undertaker gets him. It is the Auctioneer who has to come in and raise the money to pay off, regardless.

Down through the years I have heard the auctioneer called many names, good and bad. Some folks have said all auctioneers are well grown as they were raised on a bottle, some have said they were crooked and had many cards up their sleeves, some say he is an untruthful chap, windy, careless with words, low-down and upright on Sunday. But through the years the auctioneer and his way of doing things in holding public sales is still in demand and the thinking John Q. Public of today respects him and his work and all the words wasted about him has awakened the public to the fact the auctioneer and his work is on as high a level as any other business in the world and is as important in their

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## **THE CLEARING HOUSE AUCTION**

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**RUSS GUISS, AUCT.**

**Akron 12, Ohio**



life when it is a sale to be held. So I am sure we auctioneers can all join and agree it is no disgrace to have been listed in occupation as an auctioneer.

I have one very close friend who is an auctioneer and an undertaker. He believes he can be of service to his community by doing business with them while they are on earth and after they are gone for sure. Well, that is no disgrace and if you will drop into this section of the country you will find him one of the top ranking and higher respected men in the area. The boys tell this story on him, it could be a joke. They say at one time he was also the J. P. of the community and ran it along with his auctioneering and undertaking business. One day he had a young couple to marry and it was his first venture in performing a wedding ceremony and only the day before he had conducted both an auction and a funeral. In his excitement at the close of the marriage ceremony he used these words: I NOW PRONOUNCE YOU SOLD! LADIES AND GENTLEMEN, STEP UP AND VIEW THE REMAINS!

The above, I do not vouch to be the whole truth but it roused my sense of humor and it has been proven news reporters and writers are not fully obligated to give the source of their information but in some instances they do put the writer in jail. So I now throw myself on my good friend for mercy.

Now the slogan for 1959 — Special State Groups of Auctioneers under control of Their Wives are to head for DENVER and the NATIONAL CONVENTION, July 16-17-18. Will be seeing you we hope.

## THEY ALWAYS DO

Tommy came home proudly from his first day at school.

"What did you learn in school?" asked his mother.

"Nothing," said Tommy; then seeing the look of disappointment on her face, he added "but I learned a lot during recess."

"Do you believe in clubs for women?"

"Well, yes, if all other forms of persuasion fail."

## New Jersey Cryer Gets Unique Plaque

Woodstown, N. J. — Col. Howard "Stony" Harris was honored and a record high in prices set at the 20th annual State 4H Baby Beef show and sale at the Trenton Fair grounds.

At a luncheon preceding the sale over which he presided as auctioneer, Harris was presented with a plaque in "recognition for meritorious service to 4H. It was the twentieth year he had been the auctioneer.

At the same time Phillip Alampi, New Jersey Secretary of Agriculture presented Harris with a trophy naming him as "Champion Bull Shooter".

At the auction that followed an average of \$41.58 per hundred pounds was brought by the 84 animals entered by the 4H'ers from all over the state. The average weight of the animals was 1033 pounds.

The Grand Champion, entered by James Grinde of Monmouth County was bought by Howard Johnson Restaurant Chain for \$2.00 per pound.

Col. Harris, a member of the National Auctioneers Association, was assisted by his son, Col. Howard Harris, III and his son-in-law, Col. Welsh Henthorne.

## Hippopotamus Gets New Home

NEW YORK — Soon there will be one less huge mouth to feed at the Bronx Zoo. Bertie, a 2-year-old, 1,200 pound hippopotamus, is heading west.

His parents, Falstaff and Rose II, are all the hippos the zoo can handle. So New York City put Bertie on the block.

The bidding was heavy. One woman wanted Bertie as a present for a friend who has a three-room apartment in Manhattan.

The top bid, \$2,450, or about \$2 a pound came from Arthur E. Johnson, chairman of the board of the Argo Oil Corp. of Denver. He has ticketed Bertie for the Denver Zoo as a gift.



# Newspaper Article Draws Fire From Auctioneers

Most newspaper articles concerning auctions and auctioneers, although glorified almost beyond recognition, speak well of the auction method of selling and those who are engaged in it. An exception to this case was a column by Walter J. Glennon and published in leading newspapers across the country early in December.

Seldom has this office received so much comment in regard to anything that has been printed about auctioneers. Mr. Glennon's article was directed against jewelry auctions operated in New York City. However, it was worded so as to include all auctions and since it was so widely publicized it was uncomplimentary to the hundreds of local auctioneers. Each auctioneer's home town readers were led to believe he was included among the so-called operators in New York City who masquerade under the banner, "PUBLIC AUCTION", the type that never ends until the authorities close them up for violation of fraud laws.

A leading Indiana newspaper sent a letter of apology to this office when they were advised that Mr. Glennon's article was misleading and certainly out of place in a mid-west farm area. A very few auctioneers did something about it as is illustrated by the following letter which was published in the Middleton (N. Y.) Daily Record and written by Col. Morris Weinstein of that city.

Due to the fact that the original article has already been too widely copied, we will not print it here but we are giving you Mr. Weinstein's answer as published in his home town newspaper.

## Auctioneer Reports

I am a very interested reader of your column by Walter J. Glennon "Let the buyer beware."

I think it is most enlightening to the public and should be read by everyone. However, in the December 10 issue of The

Record, the article "Auction bargains may be a trap," I particularly noticed the omission of the usual explanation that only a very small percentage of business places or operators practice the type of auction Mr. Glennon describes.

Being an auctioneer and conducting all kinds of auction sales from regular weekly livestock markets to an occasional sale of business dispersal closeout, I wish to clarify a few things for your reading public.

It is true that there are a few auctions operated as Mr. Glennon describes to catch a few suckers and take them for all they are worth, and they are usually operated by an unscrupulous group of which the auctioneer is usually part owner or isn't particular how he earns his pay.

However, a legitimate auctioneer is a professional man who is proud of his profession and always endeavors to do the job which is fair to his client, the seller, and also to the general public, the buyer.

By that I mean that most everything has a general fair market value and a seller engages a certain auctioneer because he has confidence in the man's ability as a salesman to sell his property at a fair market price. By the same token the average buyer goes to an auction to buy what he needs or wants and hopes the bidding competition won't be too keen so he can buy the article at less than top market value.

There are many bonafide "going out of business auctions" every so often, and the buyer gets some real bargains. For instance, a firm is not doing well or to settle an estate or any of several good reasons a firm is really going out of business. They might try to sell it as a going business. If that can't be done, they might call in a dealer who will give them anywhere from 10 percent to 60



## IN UNITY THERE IS STRENGTH

percent on the invoice dollar, depending on thy type of merchandise. However, they could hold a public auction and sell to the general public to advantage to both the seller and the buyer.

To illustrate: the invoice cost of an article is \$10; the general retail selling price is \$12.50. In the auction, the article brings \$8. The seller has \$2 to \$4 more than he could get from a dealer. The buyer saves \$4.50 from what he would have to pay a regular retail price and everybody is quite happy with the deal.

We have a National Auctioneer's Association. Most all the States have their own auctioneer groups which are affiliated with the national group, and I wish your readers could all read the code of ethics of these organizations. We are doing our utmost to educate the public and warn them against the gypsy-type auction Mr. Glennon writes about and the type of auctioneer that we call the "40 thieves," the boardwalk hawkers," of the "Asbury Park gang."

We are also trying to get laws to outlaw their type of auction and/or auctioneers, and they are getting fewer and fewer day by day.

So, Mr. Editor, the next time you attend an auction and the auctioneer is trying to talk you into bidding him around \$30 for a slightly used item that cost \$50 or \$60 new, he is only trying to do a fair job for the seller and talk you into a good buy.

But should the auctioneer tell you he has a solid gold diamond-studded 21-jeweled watch which retails for \$750 and would you please bid him \$32.50, be careful you don't nod your head or wink your eye, or you will be taken for about 20 bucks too much.

MORRIS WEINSTEIN  
Middletown

Here in America it is the privilege of each person to defend his own business or profession. Shouldn't it also be his duty?



## Promotional Items

**NEW:** Attractive Bumper Strips, advertising the Auction method of selling. **35c ea., 3 for \$1.00**

**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**

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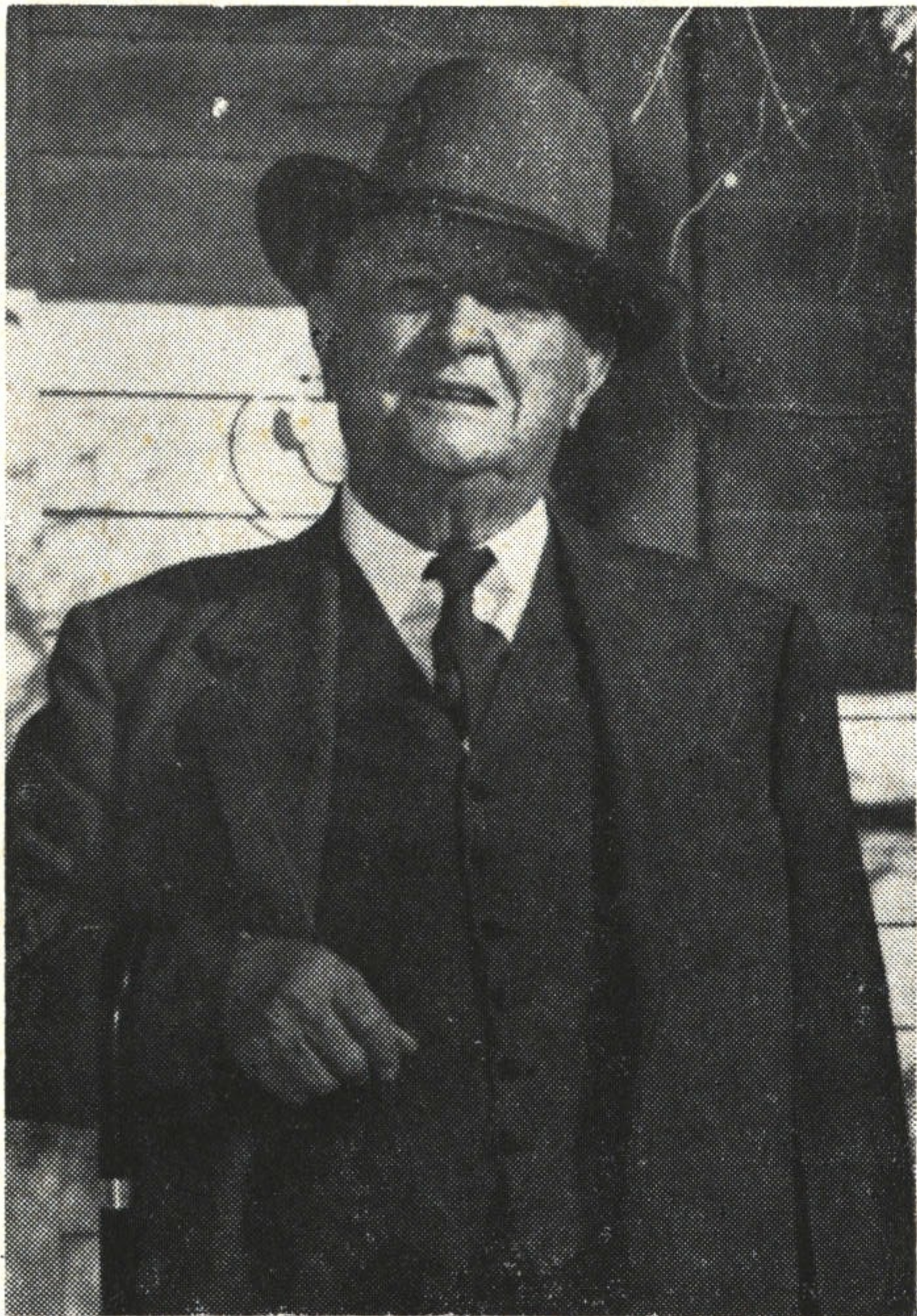
**803 So. Columbia St., Frankfort, Indiana**



# Nebraska's Tim Preece,

## Dies At Age Of 90

BATTLE CREEK, Nebraska—Tim D. Preece, 90, prominent Battle Creek pioneer and auctioneer, died at 5:45 a.m. Dec. 4, in a Norfolk hospital where he was taken shortly before Christmas for treatment for an intestinal ailment.



Mr. Preece was born March 3, 1868, at Dakota City, the son of Mr. and Mrs. Douglas Preece. They homesteaded in Madison County in 1869 when Mr. Preece was about a year old. Mr. Preece had since resided in Madison County, a period of 89 years.

He was married Jan. 21, 1891, to Elene Wade at Norfolk by the late Rev. Thomas Walsh. The first year of their married life was spent on the homestead of his grandparents, Mr. and Mrs. T. Carrabine, three miles west of Norfolk.

They moved to Battle Creek in 1892, where he entered the dray, livestock and auctioneer business and built a house

in the east part of the town in 1894, which is still the family home.

### Sales Firm Founder

Mr. Preece was one of the founders of the Norfolk Live Stock Sales Co. and was its president at the time of his death.

Mr. Preece was an active member of St. Patrick's Catholic Church, which he served as trustee many years.

He was Battle Creek's mayor 25 years.

Mr. and Mrs. Preece would have observed their 68th wedding anniversary Jan. 21. Special celebrations were held on their 50th, 60th and 65th anniversaries. Throughout their long married life their philosophy was "do all the good you can to all the people you can in all the ways you can as long as you can."

### Many Honors

In 1948 the Agriculture Committee of Omaha Chamber of Commerce honored Mr. Preece as one of 40 pioneer livestock shippers who had shipped cattle to the Omaha Livestock Market for 50 years or more. Mr. Preece had shipped his first load of cattle to market in 1890.

Mr. Preece was perhaps more widely known than any other Madison County resident. He followed the auctioneer's profession until a short time before his death. Three years ago he was honored by the National Association of Auctioneers as the oldest living active auctioneer in the United States, at its annual convention.

He and his son, Gerald, were widely known in Nebraska as Auctioneers.

### Owned Race Horses

In the early days Mr. Preece owned a number of fine racing horses, which competed in Nebraska and other states. He had a vivid memory of the early day incidents of the pioneer years.

He was a great spinner of yarns and stories, which he often told for enjoyment of his many friends.

He is survived by his wife; two daugh-





**OFFICERS AND DIRECTORS OF THE OHIO AUCTIONEERS ASSOCIATION, 1959**

Seated Left to Right: Donald Stafford, East Rochester; John Andrews, Beach City; Herbert Peddicord, Coshocton; Ray L. Austin, Jefferson; James Patterson, Bainbridge; Don E. Fisher, Delaware; and John Watson, Pataskala.

Standing Left to Right: Homer Pollock, Delphos; Emerson Marting, Washington C. H.; Emil Konesky, Woodville; Herman Engle, Creola; Owen Hall, Celina; Si Lakin, Columbus; Jack Braddock, Granville; Charles Hunter, Hillsboro; John Fenstermaker, Homerville; and J. Meredith Darbyshire, Wilmington.

ters, Misses Marian of Battle Creek and Jean of near Washington, D.C.; three sons, Gerald of Battle Creek, Dr. Wade of Waterloo, Iowa, and Dr. John of Trenton, N.J.; three grandchildren, eight great grandchildren and one sister, Mrs. Mary Doles, Hugo, Colo. He is also survived by one niece, Miss Bess Flood of Franklin Park, Ill., whom the Preeces reared as a child.

## Bermuda Court Asks Auction of Liner

HAMILTON, Bermuda,—The Bermuda Supreme Court ordered that the Swiss-owned liner Arosa Star be sold at auction after Feb. 15 to satisfy creditor's claims.

Lawyers estimated that the sale might bring up to \$2,800,000. The proceeds are to be paid to the Supreme Court, which ordered the ship's seizure here Dec. 13.

The 7, 114-ton ship was on her way to New York from a cruise with many tourists when its owners learned that creditors were waiting in New York to attach her for unpaid bills. The owners ordered the ship to put into Bermuda.

## Large Attendance at Ohio State Meeting

COLUMBUS, Ohio — The Ohio Auctioneers' Association held their annual meeting at the Southern Hotel on Sunday, January 11. James C. Patterson of Bainbridge, Ohio was elected President; Ray Austin of Jeffersonville, Ohio, Vice-President, and Don Fisher of Delaware, Ohio, Secretary-Treasurer for 1959.

One of the largest attendances in years turned out to hear Judge Roscoe R. Walcutt, who was the featured speaker of the meeting. Also meeting at the same time and place was the Ladies Auxiliary of the Ohio Auctioneers' Auction.

Auctioneers and their wives from every section of Ohio attend this annual meeting.

A woman, pricing a dress, gasped when told it was \$125. "Why that dress is as plain as it can be!"

"Lady, you're paying for the restraint," replied the saleswoman.



IN UNITY THERE IS STRENGTH

# They Attended - - - The Ohio S





IN UNITY THERE IS STRENGTH

# State Convention





# THE MEMBERS SAY . . .

Dear Sir:

Enclosed find check for \$10.00 for my renewal of membership and "The Auctioneer."

I personally feel that we are gaining ground with our publication and doing a good service for the auctioneers. I certainly enjoy the articles by Col. Pop Hess and feel that more personal experiences would be of great help to new members.

I sell the sale here at Cedar City for the Southern Utah Auction Corporation and this week we sold stocker steer calves for \$35.00 per hundred, the highest ever sold in this area. Other sales have exceeded this figure but it is a record here. Sales are entirely new here.

If you could get more of the older men in the profession to add of their experiences I am sure it would be of interest to the readers. Again I say, I think you are doing a great job and more power to you.

yours truly,  
Earl R. Smith  
Cedar City, Utah

★ ★ ★

Dear Bernie:

. . . We certainly enjoy "The Auctioneer," our family reads it from cover to cover and we save every copy. Enjoy re-reading articles from several years and toss other people's viewpoints around in my own mind. One can certainly gain a great deal from some of the old-timers such as our own Ohioan, "Pop" Hess. He certainly is a great one.

Sincerely,  
Howard B. Overmyer  
Elmore, Ohio

★ ★ ★

Dear Mr. Hart:

I have been reading "The Auctioneer" for several months and like it very much. I also feel the N.A.A. is a must.

Edward J. Bramlage  
Dayton, Ohio

★ ★ ★

Enclosed please find money order in amount of \$10.00 for 11 more copies of

the top magazine of today. Also sending along a few snaps and some copies of a few extra sales we held. Still going strong, two sales a week.

We've had a fine open winter out here in the foothills of the Rockies this year. I'm looking forward to meeting all you Eastern auctioneers in Denver this coming July.

Sincerely,  
Wm. J. McKay  
Great Falls, Mont.

Dear Sir,

Please accept 15.00 for 1959 Dues plus 5.00 for the booster's page.

OUR COMPANY EXTENDS THE SEASON'S GREETINGS TO ALL MEMBERS OF THE N. A. A.

We have enjoyed a very good year right from the beginning of the year and have every reason to believe 1959 will be even better, however our usual run of Bankrupt Sales did fall off, our Real Estate by Public Auction did pick up and our regular Public Auctions held their own all year.

We always look forward to receiving the Auctioneer as it is a wonderful magazine pertinent to the business and should be in the hands of all Auctioneer's by that I mean they should all belong to the N. A. A. so they would be eligible to subscribe and read the publication.

I am a firm believer in the fact that any person who represents themselves as an Auctioneer should have a diploma to prove it before he or she be issued a license to practice . . . the same as any other professional person, Thirty years ago it was different as an Auctioneer was selling to 90% of the people in his crowd who had but an eighth grade grammar school education—the same as he possessed. Fifteen years ago his crowd possibly changed to 50% high school graduates, but to-day a great percentage has gained a higher education and many Auction buyers to-day are College Graduates, So I do encourage the new Auctioneer just out of school to



## IN UNITY THERE IS STRENGTH

continue to educate himself as you could soon be the leading Auctioneer in your community. As you will find the Courts and the attorneys will respect you in handling their deals only if they are convinced that you have a Diploma and building up an educational back ground as they had to work hard for their Diploma and are very prone to respecting any one who has not.

Don't be afraid to Advertise your self as you are not a Dentist, YOU ARE AN AUCTIONEER so tell the world why they should deal with you, hold your Profession in high esteem, never give in to fly by night deals or shady selling ethics, hold up the commission rate in your community, we feel an Auctioneer should always work with a contract signed by the owner as well as the Auctioneer to avoid any misunderstandings. . Keep your pants pressed, your shoes shined, stay sober and let the world around you know that you are an Auctioneer that is going to make good . . . AND YOU WILL MAKE GOOD.

YOURS FOR A PROSPEROUS 1959.

Lou Winters Realty-Auction Co.  
Toledo, Ohio

Dear Bernie:

I am enclosing a check for fifteen dollars to cover cost of renewal of mem-

bership in the Association, and also to cover cost of having my name appear on the Booster Page of "The Auctioneer".

I have enjoyed my first year as a member of your fine organization and have enjoyed "The Auctioneer" very much. I am an auctioneer at the Macon Auto Auction and the Thomasville Auto Auction. I have been out of Reppert's for only one year and have been employed at both sales since getting out of school.

I hope everyone enjoys a very good auction year.

Yours very truly,  
Joe Ellis  
Moultrie, Ga.

Dear Sirs:

As one buyer expressed it, "The dirt really hit the fan." This indicates that we had a red hot market on farm machinery of all types, sizes and shapes on Tuesday, January 13, 1959.

This was the first sale of the year. We had an overflow crowd of people (estimated around 3,000) and over 2200 pieces of equipment. The sale started at 10:00 A.M. and ended at 1:30 A.M. the next morning. The tractors, totaling 320, were sold last, starting at 6:30 P.M. and finished at 1:30 A.M.

(Continued on Page 30)

Established 1948



Class Rooms, Dormitory and Dining Room at Rocky Mountain College. A Co-Educational Institution. Specializing in Market Selling in the Heart of the Livestock Industry. Comfortable table arm chairs.

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

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Col. W. D. Atkinson—Stouffville

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### TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

Elias Frey, partner of Yoder & Frey, Inc., and auctioneer, sold all the tractors in seven hours without a break. Eighty percent of the tractors were sold and the prices were very good.

Tim Yoder, the other partner of Yoder & Frey, Inc., did an excellent job of seeing that the tractors kept rolling through the sale arena at an even pace. Buyers and sellers came from 20 or more states to attend the sale and from as far away as Texas and Canada.

We were honored in having the World's Champion heavy-weight boxer, Rocky Marciano, take a tour of our place on Wednesday, Jan. 14. He would have attended the sale on Tuesday, but his plane was grounded and delayed his arrival in Archbold.

Enclosed is a check for Elias Frey's renewal of membership in the National Auctioneers Association.

Sincerely yours,  
Yoder & Frey, Inc.  
Archbold, Ohio

★ ★ ★

Dear Bernie:

I am enclosing my check for the 1959 dues from the above address. We have an apartment here and expect to stay until May 1st. The cold weather of the middle west doesn't agree with my arthritis. Weather is delightful here, in the 70's most days, and I love to watch the ocean roll. It doesn't have to be mowed, seeded or watered and we have no ice or snow and almost continuous sunny days.

I certainly get a lot of satisfaction out of "The Auctioneer," never fail to read it from cover to cover. May I congratulate you upon the fine leadership you show in handling the affairs of the Association.

With best wishes, I am,

Yours truly,  
Art Thompson  
616 Prospect St. (Apt. 17)  
La Jolla, Calif.

---

## Old Victorian Frame Makes Shadow Box

NEW YORK — Those big gilded picture frames of the late Victorian period can be converted into attractive shadow boxes for the display of bric-a-brac or plants.

The first step is to make a box-like structure with shelves, to be fastened to the back of the frame. This can be made of light plywood. Paint it the color of your choice. Then set it aside to dry while you refinish the frame.

After the frame has been scrubbed with soap and water, and allowed to dry, check it for cracks or chipped areas. Fill these with plastic material, a bit overfull. Then sand it flush and smooth with medium-fine sandpaper.

To give the frame a modern finish, first paint it with white, cream or pale yellow enamel. When this is dry, apply a



wipe coat made by thinning with turpentine a small amount of oil paint—a light brown or other color that will go with your decor.

Coat the frame completely with the thinned paint, working it into low spots and crevices. Then immediately wipe the color off with your forefinger wrapped in a soft cloth. Low spots will retain the color; high spots will have a faint stain.

Fasten the box-like structure to the back of the frame with wooden cleats or small angle irons. Use nails or screws, driven into the studs, to fasten the completed shadow box to the wall.

---

## Modern Education

Admiral Rickover, who is called the father of the atomic submarine, is extremely critical of “frills” in American education. An AP dispatch quotes him as saying: “I’d throw all of the fringe courses out of our schools. For instance, in one Illinois school system they have a course in how to know if you’re in love.

In another school they have a course in rest—you get credits for resting. And in Florida they have a course in fly casting.”

---

## Good Promotion

One of the nicest pieces of promotion we have seen reached our desk a few weeks ago. Col. B. F. Mick, Real Estate Auctioneer of Enid, Okla., used newspaper clippings of 25 successful land auctions his firm had conducted the past few months and published them on one brochure.

Success breeds success and this sort of publicity should certainly establish confidence in the minds of the prospective sellers.

---

## Wild Pony Auction

Dozens of wild ponies are driven from a nearby island and sold at an annual auction each summer at Chicoteague, Virginia.

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SO MUCH**

*When You Are  
on the Outside*

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

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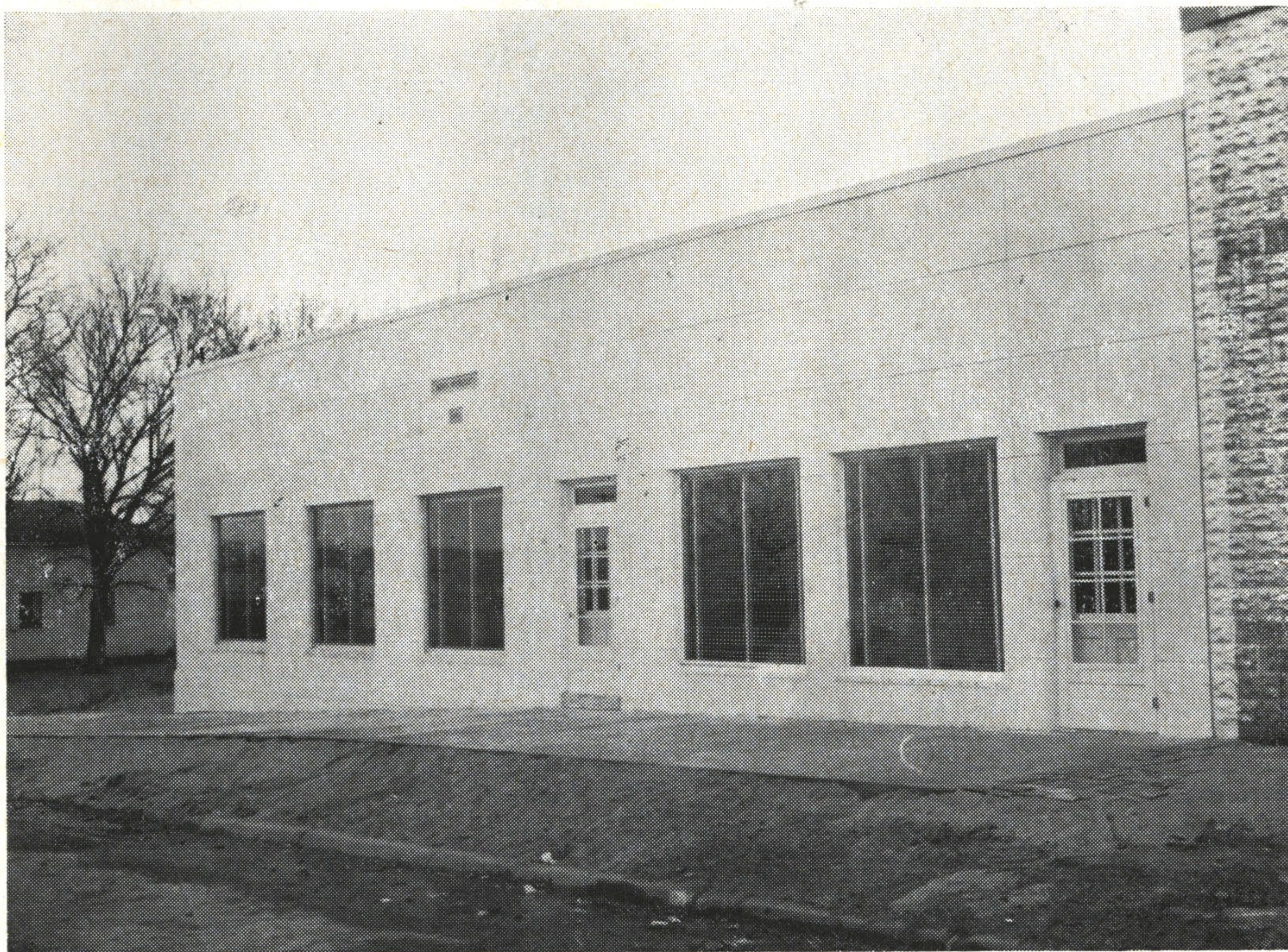
**NATIONAL AUCTIONEERS ASSOCIATION**

803 S. Columbia St.

Frankfort, Ind.



## Rasmussens Hold Open House



"St. Paul's Newest Building" was featured on the front page of the Howard County (Nebr.) Herald in its issue of December 31. This building is pictured above and was constructed by our faithful NAA Treasurer, Henry Rasmussen. Following is a reprint from the Howard County Herald:

Five hundred persons Saturday afternoon viewed the fine Henry Rasmussen building, built especially for office quarters of the Bureau of Reclamation, engaged in the Farwell Irrigation project. "Open House" hours were held from 2 to 5 in the afternoon.

Greeting the visitors were Mr. and Mrs. Rasmussen and their daughters, Frances and Connie. Refreshments of coffee and donuts were served by Circle No. 4 of the Presbyterian Church with Mesdames Ralph Calvin, Mark Christensen and Emil Kremlacek, in charge.

In addition to the personal congratulations given the Rasmussen family there was a magnitude of floral arrangements, throughout the spacious building signifying best wishes of friends.

The new building is ultra modern. It was constructed especially for office quarters for the Bureau. It was designed also so the structure could be re-converted into other uses if in the future such should be needed.

The building completed the full block facing Howard Ave., and gives St. Paul a more progressive appearance. The building reflects Mr. Rasmussen's faith in the future progress of St. Paul. He and his family merit all the fine compliments bestowed upon them at the "Open House."

---

"Russian teen-agers think about scientists the way our young people think and dream about becoming movie stars."  
—Dr. Edward Teller, atomic expert.





**Mr. J. A. Buckholze (right) receives the keys to the new building from owner, Henry Rasmussen.**

## Guatemala Will Sell Coffee, Sugar Lands

GUATEMALA — The Guatemala government intends to get out of the business of growing coffee and sugar.

Plantations were seized from German owners as enemy alien property in World War II. President Miguel Ydigoras now proposes auctioning them to private interests. Their value is estimated at \$150 million.

Flourishing under private ownership, the plantations have lost money under government operation. "The state is a bad administrator," said a spokesman.

Otto Bianchi, presidential press secretary, said funds from the sales will be used to pay for housing and electrification projects. The plantations will be sold only to Guatemalans.

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### Future

Fortune Teller: "You'll be poor and unhappy until you are forty."

Client (hopefully): "Then what?"

Fortune Teller: "You'll get used to it."

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**The Rasmussen family, Mrs. Rasmussen, Frances Ann, Connie Jo and Henry, as they greeted visitors and well-wishers at their open house.**





**GRADUATION BANQUET — Missouri Auction School, Kansas City, Mo., December 12, 1958.**



# **For Sale**

## **AMERICA'S GREATEST AUCTIONEERING SCHOOL**

### **A Statement by the President of the Missouri Auction School, Inc. Kansas City, Missouri**

As President and Manager of the Missouri Auction School, Inc. for a number of years, I wish to state that I now desire to retire. I am in my seventieth year, and I have spent a very active life, and I am still very active, but I do feel that for the few remaining years ahead of me, I should take it a little easier, and see more of this wonderful country. I graduated from the Missouri Auction School in 1912, just 47 years ago.

Students do come from all over the United States and Canada to attend this school, and I do figure one of the greatest assets the school has, is its recommendations given by our many successful graduates. Also the mailing list of around 2500 prospective and future students.

The name "The Missouri Auction School, Inc.," is well known over the entire United States and Canada. In our December 1958 term we had students here from twenty different states and Canada, and for our next term opening March 2, 1959, we have already received enrollments from a number of states.

The school is in a prosperous condition and making money. I as owner of 98% of the stock can say that the entire stock is for sale to some one (or parties) who I feel could and would continue a successful school for the training of Auctioneers.

If desired, I will be glad to assist for a short time the purchaser, but do desire to be relieved of all responsibility as soon as possible. If interested call me at Delmar 3-7547, Kansas City, Mo., or write

**COL. C. C. JOHN  
PRESIDENT  
MISSOURI AUCTION SCHOOL, INC.  
P.O. BOX 5303—KANSAS CITY 10, MISSOURI**

#### **—References—**

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Kansas City, Missouri





**This Holstein heifer was selected from 40 head and awarded to Curtis Gruner, Coldwater, Mich., on behalf of Bertram Diebel of Diebels' Hardware, Bronson, Mich., in co-operation with the Granges of the Bronson area.**

**With the heifer, front row, from the left: Harry Hopkins, representing the Granges, Wilbert Gruner, father of the winner; Robert Coomer, Nottawa, Mich., Holstein breeder from whose farm the calf came; Curtis Gruner; Bertram Diebel. In the top row are four members of the staff of the White Star Livestock Pavilion: Quentin Wilber, Clerk; Garth Wilber, Auctioneer and Manager; Wilbur Eattinger, Ringman; and Henry Wilber, Auctioneer and Fieldman.**



## New Livestock Barn Opened in Michigan

Grand Opening of the New White Star Livestock Pavilion at Bronson, Mich., was held on December 2nd with a Dairy Cattle Auction. A total of 47 head were consigned, 33 of which were mature cows and the balance were young heifers.

The cows sold for an average of \$310 with four head selling above the \$400 mark with a top of \$435 recorded. Success of this first auction encouraged consignments for a similar event two weeks later when 62 head were consigned.

Col. Garth Wilber, auctioneer and manager, reports a most favorable reaction to the new enterprise by sellers and buyers alike, the buyers liking the manner in which the sales are conducted and the sellers liking the prices received.

White Star Livestock Pavilion is a result of careful planning and intelligent thought. Col. Wilber says that at the last National Auctioneers Convention he had some long talks with our immediate past President, Harris Wilcox, present President, C. B. Smith, with Vic Kent of New York, and many others. He adds, "Each of these men was very free with any items that they thought might help me and I'm sure that without their help we would have had many more mistakes

than we had. It is my firm belief that if more auctioneers would take time out to help as these men did our profession would run much smoother."

Michigan livestock sanitation requirements are very rigid and Col. Wilber believes his new barn to be the only one of its type in the state that can have cows tested right on the premises as well as the only barn that sells only cattle to be returned to the farm. It is his hope to soon be able to sell breeding swine through the ring.

Presentation of a registered Holstein heifer was a part of the opening day proceedings at the White Star Livestock Barn and is described further with a picture in this issue.

Col. Garth Wilber holds a Life Membership in the NAA and is Secretary of the Michigan Auctioneers Association. His father, Henry Wilber, is also a Life Member of the NAA as well as a member of the Board of Directors. Col. Wilbur Eattinger, who assists with the auctions, is also a member of the NAA. The Wilbers have operated the White Star Furniture Auction for a number of years. The new Livestock Barn is just north of the furniture auction building.

The present generation pays the debts of the last generation by issuing bonds for the next generation to pay.

## MISSING?

**THE AUCTIONEER cannot follow you if your new address is missing from our files. If you plan to move soon, send your change of address today!**



# Memberships are Many as New Year Gets Underway

It's that time of year again. If you wonder why it has taken an unusually long time to receive a reply to a letter or new membership credentials this list of memberships received from December 16 through January 15 may be a part of the reason. Naturally, we expect all the renewals and are especially pleased at the number of new members among the list published below. Many of these are recent Auction School graduates and we know of no better way for them to continue their preparation for their profession than to keep abreast of the news through association with fellow auctioneers and "The Auctioneer."

Following are those who have paid their memberships during the above named period. The asterisk indicates renewal.

**Jim Messersmith, Idaho**  
 \***Leonard Austerman, Illinois**  
**Roy E. Cagle, Texas**  
**Sam Schnider, Ohio**  
**Arthur Kissel, Ohio**  
**Wilmer L. Clay, Ohio**  
**Walter B. Holyfield, Jr., Missouri**  
**Lowell Roberts, Tennessee**  
**Gary Frieden, Missouri**  
**Perry E. Graham, Jr., Missouri**  
**Charles Yount, Tennessee**  
 \***C. C. John, Missouri**  
 \***Dick Robinson, Kansas**  
 \***Jack Amos, Ohio**  
**Gene Wallace, Illinois**  
 \***Phil Goldstein, Massachusetts**  
**C. A. Cofer, Texas**  
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**Carleton M. Meinders, Iowa**  
 \***Harold Flanagan, Iowa**  
**Robert Jess, Washington**  
**Eddie Wood, Texas**  
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**Exley E. Wical, Ohio**  
 \***Earl R. Smith, Utah**  
**Jack H. Griswold, North Carolina**  
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**Jim G. Wayment, Idaho**  
**James B. Bailey, Jr., Virginia**  
 \***Ken Barnicle, Missouri**  
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 \***James P. Ross, Missouri**  
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 \***O. A. Cornwell, Ohio**  
 \***P. A. Engelmeier, Pennsylvania**  
 \***L. Oard Sitter, Illinois**  
 \***Hobart Farthing, Ohio**  
 \***John A. Cox, Iowa**  
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 \***Don Millspaugh, Indiana**  
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 \***H. W. Sigrist, Indiana**  
 \***Elbert Allyn, Indiana**  
 \***Alvin Kohner, Minnesota**  
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 \***L. B. Stewart, Indiana**  
 \***C. D. Carpenter, North Carolina**  
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**O. B. Harris, West Virginia**  
 \***A. H. Hexom, Iowa**  
 \***J. B. Robinson, Iowa**  
 \***Donald R. Sears, Iowa**  
 \***Don Estes, Texas**  
 \***George A. Mann, Missouri**  
 \***Ray Tuttle, Illinois**



# IN UNITY THERE IS STRENGTH

\*Don Lloyd, Wisconsin  
\*K. L. Espensen, Texas  
\*Vincent J. DiGiacobbe, Ohio  
\*Ray Hudson, Illinois  
\*G. O. Krenz, Illinois  
\*Glenn Casey, Jr., Michigan  
\*William T. Huisman, Iowa  
\*Harold Lee, New York  
\*Stan Perkins, Michigan  
\*L. E. Drake, Michigan  
\*Dale A. Dean, Michigan  
\*B. A. Reemtsma, Iowa  
\*Cliff Probst, Louisiana  
\*Milo Fodness, Minnesota  
\*Lou Wagner, Illinois  
\*Elmer M. Severson, North Dakota  
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Clarence Foss, New York  
\*John E. Janes, Rhode Island  
\*Ronald Reed, New York  
\*James Patterson, Ohio  
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\*Donald L. Bates, Ohio  
\*Gordon Drury, Wyoming  
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\*W. O. Sargent, Ohio  
\*Thomas W. Jones, Illinois  
\*E. H. Lawson, Tennessee  
\*Emerson Marting, Ohio  
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\*Kenneth Richardson, Texas  
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\*Walter S. Britten, Texas  
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\*R. E. Guiss, Ohio  
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Corporation will be limited to five people, one of which must be willing to re-locate in order to supervise operation.

A good future for some one who has ability and is progressive minded. Write:

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\*W. Wayne Kessler, Kentucky  
\*Orville R. Moore, Kentucky  
\*John Maloney, Kentucky  
\*Robert Walker, Kentucky  
\*George D. Scott, Kentucky  
\*David W. Bailey, Kentucky  
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\*George Swinebroad, Kentucky  
\*A. T. Rose, Kentucky  
\*W. R. Wolford, Kentucky  
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\*C. J. Tedder, South Carolina  
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\*B. L. Wooley, Arkansas  
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It reaches into every state, Canada and Mexico. Because “THE AUCTIONEER” is owned by the men who read it. Because they believe what they read in “THE AUCTIONEER.” Because “THE AUCTIONEER” accepts advertising from only reliable concerns.

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\*Ray Linder, Ohio  
\*Clarence W. Latham, Ohio  
\*Gene Slagle, Ohio

---

## 'Whines And Lickers'

WEST BELMAR, N. J. — Once upon a time Peter Egginman's father was faced with a local ordinance that forbade outdoor advertising for his tavern. So he put up a sign saying "whines and lick-ers."

A while ago Mr. Egginman found the old sign and put it back. It has attracted so much business at the tavern that he has had it copyrighted.

---

## Something to Think About

By COL. B. G. COATS

The other day I received in the mail a report of the 1958 national convention of the National Auto Auction Association, which I read with great interest.

Interesting because the Automobile auctions have their problems with respect to licensing just as the auctioneers throughout the country are experiencing more and more troubles. But it appears that the National Auto Auction is doing something about their licensing problems before they become law.

Part of their convention report reads as follows: **DON'T BE LEGISLATED OUT OF BUSINESS.** Yes, this can happen to you. With the New Year just around the corner there will be many State Legislatures in session. Groups who feel that the auto auction industry is not already harnessed with enough restrictions will be bringing forth proposals to hamper if not forbid their operations. If you think we are only trying to alarm you then please read carefully the following paragraphs which have already been prepared for the 1959 General Assembly of the State of Tennessee. Time and space does not permit a reprint of the proposed law. I hope every Auctioneer in the United States has the opportunity of reading it. You will then realize that it can happen to you. How applicable their situation is to the National Auctioneers Association.

The difference is that the National Auto Auction Association is doing some-

thing about it before it is too late, while the National Auctioneers Association waits until happens and then cries to the high heavens even though they have been fore-warned. If the proposed legislation becomes a law in Tennessee no one will be able to operate an automobile auction in that state after July 1, 1959 unless they obtain a license to the tune of \$100.00. Now if it can happen to the automobile auctions it can and will happen to the individual auctioneer.

It is high time that the Auctioneers of the United States were awakened to the seriousness of licenses that stops them in their tracks, states that already have licenses and states that are in sympathy with the licensing of auctioneers. If we have to have licenses lets us as an organization have a say as to what kind of licenses and don't sit back while the politicians write off your livelihood.

Not only is this "SOMETHING TO THINK ABOUT" it is something to act upon. Will it take more than the written word to arouse you or do you wish to wait until it directly hits you?

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### NUDIST'S POCKET PICKED

BEDFORD, England—A nudist colony, which could be fairly assumed to be slim pickings for a pickpocket, turned out otherwise recently. A Stockholm visitor, John Bjorkland, attending the international nudists' camp, told police that \$44.80 had been lifted from his trousers pocket. He had left his pants hanging in a tent.



# The Life of an Auctioneer: It's Fun But the Job Calls for 700 Books

By GUIN HALL

"Are you wa-a-a-l done? Sold to the man in the red tie!" This version of the familiar auctioneer's chant, belongs to O. Rundle Gilbert whose twenty-five years in the business covers selling everything from cows and Oriental rugs to plumbing fixtures and diamonds.

In New York recently for a two-day sale of fine Staffordshire china staged at the Waldorf-Astoria, Mr. Gilbert and his wife expounded on the fun of their profession. (She is the bookkeeper and trouble shooter).

"We do a lot of traveling, meet all kinds of interesting people and have a lot of fun. It's never boring. What more could we ask?" Mr. Gilbert said.

He agrees that a limber tongue is a help to an auctioneer but believes his success has been due largely to the research he's put into each sale. "You've got to know what you're selling if you want to get enough for it," he said. "I learned the hard way — once sold what I called a heifer, but the next day my heifer dropped a calf."

## CATALOGUE

"We put on only fifteen or twenty sales a year and publish an illustrated catalogue listing every price for every sale," Mr. Gilbert explained. "I've gathered quite a library by now of reference material — some 700 books on everything from frogs to wallpaper. Frogs we needed for a collection of antique frog figures we sold last spring. It's amazing how many kinds of frogs there are."

"We learned about early Chinese and pre-Columbian art for a \$90,000 sale last March; about diamonds for a \$150,000 sale this fall and about plumbing fixtures for another a week later. It took us three months to get ready for this Staffordshire auction."

It was Mr. Gilbert who auctioned off the stocks of the John Wanamaker store which brought \$275,000. "I learned the business from my father," he said. "The Gilbert Storage Company in New York

since 1892, had warehouse sales where I helped out. And I went to other auctions to see how they did it."

Auction customers are like theatre audiences, according to Mr. Gilbert. Once you can fire their imagination and rouse their excitement, you've got them with you. "I use psychology, too. I try to start a piece at a level higher than I know it will take. My price remains in bidder's minds and they always go up past it."

The problem for auctioneers is not bad checks, Mr. Gilbert believes ("I've never had one,"), but bidder pools, an age-old trick of bidders ganging up to hold prices down. Oriental rug auctions are tricky, too, he said.

"Here you'll see the fake complaint. One man, after making several bids, will dart up for a second look at the rug, and supposedly find a hole in it, even trying to put his finger through it. Then, with great drama, he'll walk away and stop bidding. Naturally this makes many a novice bidder drop out, too. Then from another corner comes now a new feeble little voice with a bid. Who is he? The partner of the first man, of course."

Country auctions often bring higher prices for less quality than do city auctions. Mr. Gilbert said. "At city auctions, we get collectors and they know values. They never get carried away, never buy inferior pieces. This is their advice to new collectors, too. A woman at this Staffordshire sale came just for one rare platter. She never buys anything worth less than \$1,000."

The Gilberts live in Garrison-on-Hudson, have six boys, aged 10 to 21. Richard, the eldest, helps out at auctions. "The others don't care about selling", their father said.

The collecting bug found Mr. Gilbert early in his association with antiques. He and his wife decided to eliminate china from their active all-male household and substitute silver instead. "Today we have a good bit of silver and it's



worth more than we paid. China would have been broken long ago," he said.

Besides silver, Mr. Gilbert also has a collection of 160,000 patent models acquired in 1941. "There are some honeys. I've got 500 different versions of a woman's corset, for example," he said. "And there's a combination wheelbarrow and washing machine invented by a husband so his wife could feed the animals and do the family wash without wasting time."

"I have 5,000 of my models in a museum in Plymouth, N. H. and am opening another museum for more models soon in Fort Myers, Fla."

The Gilberts will be back in the city Dec. 13 with an auction of Nieu Netherlands coins at the Roosevelt Hotel. And, as in all their Manhattan sales, they'll leave country tweeds behind. For the evening session, they'll be in dinner clothes, she with an orchid at her shoulder. Only the familiar chant and jovial smile will remind Rundle Gilbert's followers of their happy country auctioneer.

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## Col. James Webb Passes on at 70

James D. "Jim" Webb, Grand Island, Nebr., died November 24 in a Grand Island hospital following a long illness although he had been critically ill but one day. Mr. Webb came to Grand Island in 1907 and became an auctioneer in 1919. He was 70 years old at the time of his death.

Jim Webb was instrumental in founding the Webb Livestock Commission Company of Grand Island, one of the larger livestock auctions in the country during the 1930's. He was president of the company and served as the principal auctioneer for many years until his retirement from the firm in 1946.

Col. Webb was a past President of the Nebraska Auctioneers Association, the Nebraska Livestock Association, the National Livestock Auction Association, and the Grand Island Chamber of Commerce.

He was also a member of the National Auctioneers Association and the First Presbyterian Church and had an active



Col. Jim Webb

part in the building of the new church edifice.

Survivors include the widow, one son, two daughters, a step-daughter, nine grandchildren and five great-grandchildren.

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## Veteran Succumbs

One of the country's oldest auctioneers in years of service, more than 50, died on November 28th. This was Jack Helms, of South Bend, Ind. Mr. Helms had continued in the profession until the time of his death.

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### Matter of Fact

Postage stamps first came into use in Great Britain in 1840 when a one-penny black and a two-penny blue stamp, bearing the likeness of Queen Victoria, were issued. The first stamps put out by the U.S. Post Office Department were a five-cent brown stamp picturing Benjamin Franklin and a 10-center portraying Washington, issued in 1847.

---

"One reason women will never win the war between the sexes is because there is so much fraternization with the enemy."



## Auction Without Reserve

This is to certify that \_\_\_\_\_1\_\_\_\_\_ has this day consigned to, employed and hereby gives \_\_\_\_\_2\_\_\_\_\_ the exclusive right to offer for sale and sell at public auction or otherwise, without limit or reserve, within \_\_\_\_\_3\_\_\_\_\_ days from the date hereof, for and on account of \_\_\_\_\_4\_\_\_\_\_ all or any part of the following property, viz:

All furniture, furnishings, draperies, etc., and any and all other personal property of any nature and description now contained in the premises known as: \_\_\_\_\_5\_\_\_\_\_.

In consideration of the services as auctioneer, the said \_\_\_\_\_6\_\_\_\_\_ is to receive as commission the sum of \_\_\_\_\_7\_\_\_\_\_ per cent of the total amount realized from said sale, and in addition thereto, all advertising charges and fees attendant on said sale.

\_\_\_\_\_8\_\_\_\_\_ is authorized to retain all amounts due as commission, and also any and all amounts due him and/or the \_\_\_\_\_9\_\_\_\_\_ Advertising Company for advertising incidentals, overhead, and other charges from any and all proceeds of said sale or sales.

It is mutually understood and agreed between the parties hereto that the property described herein is to be sold in the manner aforesaid, irrespective of whether the real estate, if any consigned for sale with said personal property is sold, withdrawn, or in any manner not disposed of, and it is specifically understood and agreed that none of the property described herein may be removed from the premises above specified, until said property has been disposed of in accordance with this consignment, and that the exclusive right herein granted unto \_\_\_\_\_10\_\_\_\_\_ is valid and may not be cancelled, waived or postponed without the written consent of \_\_\_\_\_11\_\_\_\_\_.

\_\_\_\_\_12\_\_\_\_\_ represents that \_\_\_\_\_13\_\_\_\_\_ he \_\_\_\_\_14\_\_\_\_\_ is (are) the owner of all the goods and property mentioned in this agreement, and that the same are free from any and all liens, adverse claims and encumbrances whatsoever, and that \_\_\_\_\_15\_\_\_\_\_ he \_\_\_\_\_16\_\_\_\_\_ has (have) full authority to sell, consign and dispose of the same in accordance therewith.

The consignor assumes all liability for loss by fire, theft, destruction or damages to properties to be sold or premises where sale is to be conducted or properties exhibited; and also agrees to indemnify auctioneers against such loss and also for loss on account of damage or injuries suffered on said premises by persons attending said sale or viewing auction sale to be held.

\_\_\_\_\_17\_\_\_\_\_  
Signature of Consignor)

\_\_\_\_\_18\_\_\_\_\_ (\$\_\_\_\_\_ ) Dollars to be paid to auctioneer for advertising expenses and for services in preparing advertising matter, incidentals, overhead and working charges, as per conditions and idemized on schedule No. \_\_\_\_\_19\_\_\_\_\_ attached hereto.

\_\_\_\_\_20\_\_\_\_\_  
(Signature of Auctioneer)

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Submitted by Fred W. Smiley, December 16, 1958



## Directory of State Auctioneers Associations

### Colorado Auctioneers Association

President: Paul Dillehay, 420 Elwood St., Sterling

Secretary: Bob Amen, P. O. Box 475, Brush

### Illinois State Auctioneers Association

President: Wayne A. Coffey, Kansas

Secretary: Charles F. Knapp, Cissna Park

### Indiana Auctioneers Association

President: Herman Strakis, 3333 W. Troy, Indianapolis 41

Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

### Iowa State Auctioneers Association

President: Warren Collins, Jesup

Secretary: B. J. Berry, 3104 Avenue M Fort Madison

### Kansas Auctioneers Association

President: Melvin Richardson, Ellinwood

Secretary: C. E. Sandeffer, 1401 Lane, Topeka

### Kentucky Auctioneers Association

President: Orville R. Moore, R. R. 1, Anchorage

Secretary: Elaine K. Meyer, 1918 Mellwood Ave., Louisville 6

### Michigan Auctioneers Association

President: Fred W. Smiley, 720 Wisner St., Saginaw

Secretary: Garth W. Wilber, R. R. 3, Bronson

### Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin

Secretary: Frank A. Sloan, 1711 Olson Highway, Minneapolis 5

### Missouri State Auctioneers Association

President: Hugh Morehead, Milan

Secretary: H. Willard Arnaman, Box 123, Unionville

### Nebraska Auctioneers Association

President: Dick Kane, Wisner

Secretary: John Thor, Stanton

### New Hampshire Auctioneers Association

President: Ray Houle, Intervale

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

### New Jersey State Society of Auctioneers

President: Winfred Hinkley, Ogdensburg

Secretary: Ralph S. Day, 183 Broad Ave., Leonia

### New York State Auctioneers Association

President: Irwin Murray, R. D. 1, Ballston Lake

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

### North Dakota Auctioneers Association

President: K. L. Ferguson, Devils Lake

Secretary: R. E. Reiten, Petersburg

### Ohio Association of Auctioneers

President: James C. Patterson, Bainbridge

Secretary: Don Fisher, R. D. 1, Powell

### Oklahoma State Auctioneers Association

President: W. H. Heldenbrand, 1400 N.W. 22nd St., Oklahoma City

Secretary: Betty Atkinson, 201 Colcord Bldg., Oklahoma City

### Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St., Indiana

Secretary: R. M. Stewart, Box 37, Armagh

### South Carolina Auctioneers Association

President: C. E. Cunningham

P. O. Box 749, Greenwood

Secretary: Boyd Hicks, Greenwood

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President: Chas O. Rainwater, 235 E. Main St., Jefferson City

Secretary: Clive Anderson, 115 Union St., Nashville

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### Virginia Auctioneers Association

President: H. L. Hoffman, 325 W. Olney Rd., Norfolk

Secretary: Earl Bland, R.R. 2, Roanoke

### Association of Wisconsin Auctioneers

President: Don Lloyd, 257 W. 16th Ave., Oshkosh

Secretary: Ernest C. Freund, 17 Sixth St., Fond du Lac



# THE LIGHTER SIDE . . .

## SMART LAD

In a Washington school a teacher was reviewing the story of the British attack on our Natonal Capitol in the war of 1812. "With the approach of the British forces," she related, "all congressmen left the city. Of course they came back later."

"Teacher," interrupted one little boy wise in Washington ways, "did they get mileage both ways?"

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## STRICTLY LEGAL

A resident of a small town owned a goat. His neighbor happened to be the tax assessor. He didn't particularly relish having the goat so near him, so he taxed his neighbor's animal \$4. The owner of the goat wanted to know why.

"That is strictly in accordance with the statutes," answered the tax assessor. He read from the official records. "All property abutting and abounding on the public street shall be taxed at the rate of \$2 per front foot."

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## CAREFUL

Bell Hop: "Call for Mr. Popkanoskovich! Call for Mr. Popkanoskovitch!"

Mr. Popkanoskovitch: "Vat's de initials, plizz?"

---

## SOLICITOUS

Contractor: "What do you want? I fired you two weeks ago."

Helper: "I came back to see if you're still in business."

---

## FULL REPORT

A young businessman in love with a nightclub entertainer hired a detective agency to check up on her. He received the following report:

"The young lady has an excellent reputation. Her past is without blemish. She has many friends of good social standing."

"The only scandal associated with her is that she has often been seen lately with a businessman of questionable character."

## RIGHT TO THE POINT

An elementary school teacher gave her small charges a lecture on the merits of brevity and then asked them to write a sentence or two describing something exciting. One of them promptly submitted the following! "Help! Help!"

---

## COPY CAT

Niece (in picture gallery): "Auntie, this is the famoue 'Angelus' by Millias."

Aunt: "Will, I never! That man had a nerve to copy the calendar that has hung in our kitchen 10 years!"

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## THAT WAS DIFFERENT

"Who would like to go to heaven?" asked the teacher. Every hand was raised but one. Then a voice was heard to say to the hesitant one: "Put up your hand; she doesn't want us to go now."

---

## UNDER OATH

"You seem to have plenty of intelligence for a man in your position, sneered a lawyer cross examining a witness.

"If I wasn't on oath, I'd return the compliment," replied the witness.

---

## KNEW HIM

Tavernkeeper: "Quick. There's been a robbery! Get a policeman!"

Motorist: "I'll park my car here and there'll be one along in a moment."

---

## DESERVED

Benevolent Old Gentleman (rescuing one small boy from two others): "What are you hurting this boy for?"

"Because he made so many mistakes in his arithmetic this morning."

"But what business was that of yours?"

"Why, he let us copy our answers from his."

---

## INSTRUCTIONS

Football Coach: "And remember that football develops individuality, initiative and leadership. Now get in there and do exactly as I tell you."



## LEARNED A LESSON

A young lad was being taught the value of money, and to curb his spending his parents had him keep a detailed account of how he spent his allowance.

One day he said: "You know, since I have to write down everything I spend, I really stop to think before I buy some things."

His parents were congratulating themselves on the fact that he had learned a lesson, when he went on to say:

"I just never buy anything that's hard to spell."

---

## THE LAZIEST MAN

"Nope," observed the oldest inhabitant, folks around these parts don't try to labor much any more. I think the laziest man in the state lives right here in this village — name's Will Knott."

"Will Knott?" the stranger repeated.

"Yep," replied the oldest inhabitant, "he's so lazy he never writes out his name in full — jest signs hisself 'Won't.'"

---

## REPORT

The newly elected secretary of a small church group was asked to read the minutes of a previous meeting. Equal to the occasion, she arose, cleared her throat impressively, and said: "The minutes of the last meeting were 20 and 6 seconds."

Then she sat down.

---

## THE SEVENTH DAY

The minister called at the Jones home Sunday afternoon, and little Willie answered the bell. "Pa ain't home," he announced. "He went over to the golf club."

The minister's brow darkened, and Willie hastened to explain:

"Oh, he ain't gonna play any golf. No, sir, not on Sunday. He just went over for a few highballs and a little stud poker."

---

## INEXPENSIVE

Wife to husband: "You remember that new dress I bought the other day?"

Husband: "Yes."

Wife: "Well, Mrs. Jones next door bought one just like it."

Husband: "I suppose that means I'll have to buy you a new one?"

Wife: "That would be cheaper than moving."

## GONE WITH THE WIND

The talkative workman was in conversation with an admiring audience in the village store. He was explaining that even in his job, which people might think dull, there was sometimes quite a lot of excitement.

"Why, I can remember once a gas explosion tore up a main street where I was working."

"And what did you do?"

"Oh, I tore up a side street."

---

## CONCERNED

A lady whose car was stalling pulled into a service station. Said the attendant: "Ma'am, your tank is dry."

Lady: "Do you think it will hurt the car to drive it home that way?"

---

## BACKLOG

"You sure look worried."

"Man, I've got so many troubles that if anything happens to me today, it'll be at least two weeks before I can worry about it."

---

## COMPLAINT

Animal Doctor: "What's the trouble?"

Kangaroo: "I don't know. It's just that lately I don't feel jumpy."

---

## FASHION REPORT

The thing that keeps men broke isn't the wolf at the door. It's the mink in the window.

---

## ALTERNATING

French lawyer pleading for an attractive client: "Gentlemen of the jury, shall this charming young lady be cast in a lonely cell or shall she return to her beautiful little apartment at 22 Rue Neuve, Phone 88-39-54?" — Oak Leaf, U. S. Naval Hospital, Oakland, Calif.

---

## SHARP PUPIL

The English teacher had been reading to the class about the great forests of America.

"And now, boys," he announced, "which one of you can tell me the pine that has the longest and sharpest needles!"

Up went a hand in the front row. "Well, Tommy?"

"The porcu."



## Missing 133 Years

BOSTON, — A rare Florentine painting of the sixteenth century, believed lost for more than a century, was put on display by the Boston Museum of Fine Arts.

Researchers from the museum had been informed recently that the huge canvas, "The Dead Christ With Angels," by Il Rosso Fiorentino, was in existence somewhere in Spain.

The painting was discovered locked up in a Bourbon collection, and the museum collectors promptly purchased the masterpiece. It had been believed lost for 130 years.

There are only fifteen to twenty Il Rosso paintings in existence, the museum said.

The museum described the work as "wonderfully preserved and superb in color. A fascinating fusion of elements derived from Michelangelo, Leonardo and Andrea Del Sarto. The picture stands midway between the Renaissance and the Baroque."

The boss was fit to be tied this morning. Just beneath the "THINK" signs he had posted around the office, somebody had carefully written "OR THWIM!"

Have you heard about the cannibal who went to the psychiatrist because he was fed up with people?

Overheard at the Club: "Old accountants never die. They just lose their balance."

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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.