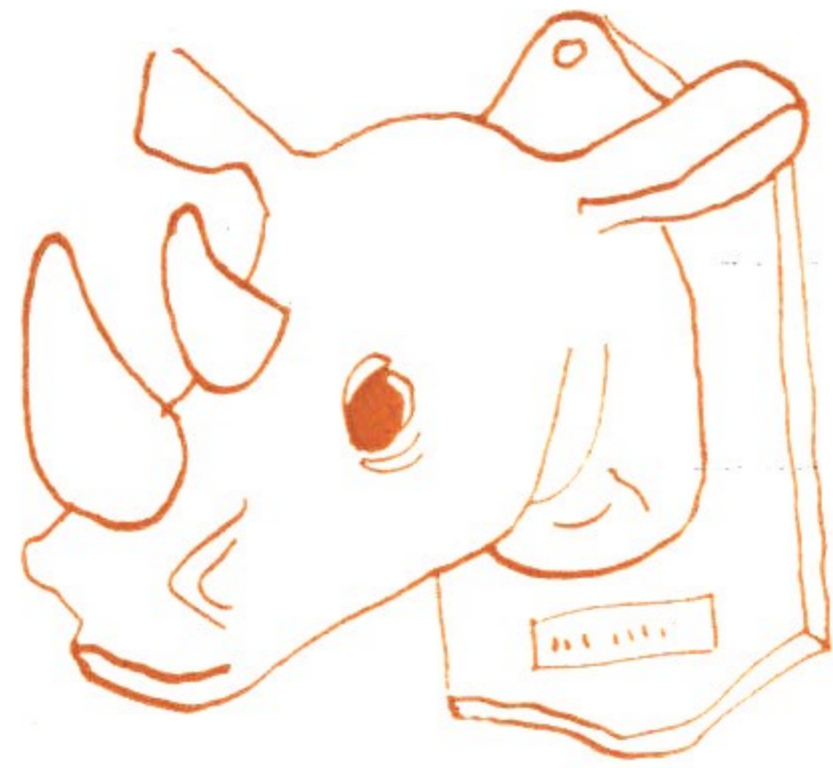


the AUCTIONEER



"George didn't shoot it. He just shot off his mouth at an auction!"

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



“Nebraska auctioneers are looking forward to representing the host state of the National Auctioneers Convention in Lincoln, Nebraska in 1962.”

**Henry Buss, Past President
Nebraska Auctioneers
Association**

THE AUCTIONEER
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EXECUTIVE OFFICES

803 S. Columbia St. Frankfort
Indiana

Auctioneers Play an Important Part in National Economy

By Charles Corkle, President of the National Auctioneers Association

Hardly a day passes that the press, radio, or TV fails to carry some reference to the general economy of our country. Any account of our economy is simply the story of the way people earn a living and how they live. The economy of the United States is the greatest the world



has ever known. It is the result of many factors — our natural resources, our great technical skills and our financial management. Great credit is due in many places —our ability to produce and our ability to buy and to use the product of our lands and factories. There is a group that has played an important part who receive only passing attention—the salesmen and saleswomen of this country. Were they not at work daily what a change would be noted in the business activity of our cities and towns.

While Auctioneers make up only a small part of that sales force they, too, play an

important part. Auctioneers engaged in Auction Market selling are but a fraction of the total number of Auctioneers working daily but it is interesting to note their role at this time of year especially in Nebraska, Montana, Wyoming, the Dakotas, Kansas, Texas, Colorado, Oklahoma and other western states. The Sunday edition of one of our Midwestern daily newspapers carried announcements of 36 sales with a total of upwards of 90,000 feeder cattle to be sold during the week. Most of these were in Nebraska with a few in South Dakota and Wyoming indicating the importance of Auctions and Auctioneers in just one segment of the business. Too, it serves to show how popular the Auction Method of selling has become in the Livestock industry. It should be noted also, that this popularity would not have been gained and maintained had it not proven satisfactory to buyers.

The Auctioneer selling in a livestock market auction accepts his responsibility and he is doing much to convince the more skeptical of his importance in the sales force of America. He is doing much to prove the importance of effort in addition to the four steps in good salesmanship. He is proving that Auctioneers as well as others engaged in the selling field are contributing their part to the general economy.

New Auction Market Opens in Idaho

LEWISTON, Idaho—A new livestock auction market opened up here, Sept. 19, owned and operated by Vade Spencer and Shorty Arzen. The new business is known as the Spencer Livestock Commission Co.

The all concrete yards will handle 2500 cattle with sales being held every Tuesday. A landing strip is being constructed nearby to handle air traffic.

A Montana Victory For Free Enterprise

Free enterprise and the auction method of selling are synonymous in meaning to a great extent but from time to time we see attempts made to separate these two phrases. During the past several months we have been watching with interest the action of the Montana Livestock Auction Markets Association with regard to the new auction market opened this year at Dillon, by NAA member, John Vukich.

Vukich was granted a license to operate his market early last spring by the Montana Livestock Commission over the protests of the closely organized Auction Market Group. Throughout the summer the latter group has used all conceivable methods at hand to get this license cancelled. Latest attempt was an appeal to the Supreme Court contending there was no public convenience or necessity for a market at Dillon.

Vukich countered with a protest against a license transfer at Butte. This probably had something to do with the withdrawal of the Supreme Court appeal by the Livestock Markets Association as when this happened, Vukich also withdrew his complaint.

While we have the utmost respect for an organization that goes all out to protect its welfare, we do not endorse action by either individuals or organizations that interferes with free enterprise. Montana is a great cattle producing state and it seems there is certainly room for 15 Livestock Auction Markets. In fact we believe it is for John Q. Public to decide if a market is needed rather than a resort to the Supreme Court of the State.

Genuine Loyalty Of N.A.A. Members

By Col. B. G. Coats

Every member of the National Auctioneers Association should be delightfully amazed by the tally of the registration at the 1960 national convention. They came from far and near from thirty-six states and Canada.

When one keeps in mind that from 1,000 to 2,500 miles, one-way, of travelling were involved, together with the necessary considerable cost, one can only gather that the N.A.A. is particularly fortunate in having members of such outstanding loyalty. Small wonder that the hard workers who "put-on" the convention are grateful; it is always pleasant to have one's efforts enjoyed and appreciated by others.

Despite the Chairman's efforts to start on time and keep the convention on schedule he had difficulty getting the boys away from the beautiful swimming pool as they enjoyed those Texas beauties basking in the sun and a lot more interesting than that meeting they were about to attend.

Now we can all look forward to a better convention and a larger attendance in 1962 at the Cornhusker Hotel, Lincoln, Nebraska, July 19-20-21.

THERE IS NO BETTER TIME THAN THE PRESENT TO PREPARE TO ATTEND THE 1962 NATIONAL CONVENTION. Where else can you obtain so much for so little?

Unimportance is the sensation that comes when you make a mistake and nobody notices it.

Correction To License Booklet

One paragraph was omitted from the new booklet of the recommended State Licensing Plan for Auctioneers. Those of you who have this booklet should clip this correction and paste into your booklet.

Under Section 6, Sub-section 2 should read as follows:

In addition, the Commission is authorized to require such additional information from every applicant to determine the applicant's honesty and truthfulness.

The paragraph in the booklet, labeled Sub-section (2) should be changed to Sub-section (3).

Fred Smiley Sells For Theater Benefit

SAGINAW, Michigan — Pit & Balcony, Saginaw's community theater, is richer by some \$900 — the receipts from its second benefit auction.

Hundreds of items from samovars to saucers went on the auction block at the P & B Playhouse. Proceeds will go to defray general expenses encountered by the group during the coming theatrical

season.

An underground sprinkling system brought the day's top price of \$45 while Auctioneer Fred Smiley, N.A.A. member from Saginaw, Mich., brought down his hammer on an antique brass samovar at \$29.

Miss Emily Hardin Brand, chairman of the event, said the most popular items with auction-goers were rocking chairs. Seven rockers which may have been rocking around somebody's attic for years are now in use in the Saginaw area, she said.

Historic Polled Hereford Herd to Be Sold This Fall

By COL. DON DORIS, Turlock, Calif.

(Reprinted from "The Stockman's Weekly")

It is now official. One of the oldest, if not the oldest, established Polled Hereford herds in the West is to be sold at auction this fall. The historic Vanderhoof herd, Woodlaka, California.

The Vanderhoof Ranch has been stocked with Hereford cattle since 1932, but 1934 was the year that Fred Vanderhoof went to Kansas, to the John E. Lewis & Sons herd and purchased 12 carloads of Polled Hereford females, which was the nucleus of the Polled Hereford breed on the West Coast.

Through the years Fred (now deceased) and his son, "Dr. Bob" have started more breeders with foundation breeding stock than any other breeder. In recent years, almost every winning Polled Hereford has had a smattering of "Old Line Vanderhoof" breeding in its pedigree.

Probably the most influential bulls that the Vanderhoof's developed and used extensively, were Victor Domine 75th and Van's Domine 34th. Many top cattle breeders considered these two bulls to be "female getters," because of the ability of the daughters to mate well with almost any bloodlines. Many people affectionately refer to the daughters of these great sires as "nicking" cows. "Breed them to any bull and the calf will look like his sire," they would say.

Many cattlemen launched their careers

as 4-H & FFA boys by purchasing their first projects at this historic ranch. Many of these, could not have purchased their projects without the help of Vanderhoof's liberal credit terms to youngsters. Not only did they receive credit, but they also had a great deal of advice from the Vanderhoof's on feeding and care of their projects.

Since the death of Fred, Dr. Bob has developed the Vanderhoof breeding to a new high in quality, by putting together a great herd bull battery, led by Gay Hills Victory 113, a \$10,000 bull. His next acquisition was Mesa Domine Mischier, a strongly bred Gollihar bull. Two other purchases were a son of Jr. Modest Lamp-lighter 4th and RCM Super Rolla, a bull which sold for \$31,000 at one time.

Of course Bob has developed some top "home-bred" bulls of which two are being used. They are Vans Zato Heir 703 and Vans Zato Heir 549, full brothers, out of a Victor Domino 75th cow, and sired by the \$50,000 Zato Heir P47.

It is sad news for the Polled Hereford industry to lose such a valued member as Dr. Bob Vanderhoof, but even this dispersion could have a brighter side. It will give many small breeders an opportunity to acquire cattle of quality that could not be obtainable in any other way.

N.A.A. Membership Remains Below June 30 High of 1595

Total membership in the National Auctioneers Association on October 15 was 1545, fifty members less than the June 30, 1961 total of 1595. There are 167 July 1 expires and 19 October 1 expires un-renewed and we hope to see enough of those members renew to push the total well over 1600 by November 15.

Illinois remains in first place with 120 members with Ohio in second place and only six behind with 114. A Nebraska member moved to another state leaving the state total at 102 and still in third place. Indiana gained four members to total 98 members and remain in fourth place. Pennsylvania and Wisconsin are in fifth and sixth position with 87 and 82 members respectively.

There is an increase of 321 members on the roster since October 15 a year ago. It will be necessary to increase that difference by another hundred members to insure a total membership of 2000 by June 30, 1962. We have confidence that a membership of 2000 will become a reality this year and solicit the assistance of all members toward that end.

The membership tabulation by states follows:

STATE	Members Sept. 15	Expires Oct. 1	Members Oct. 15
Alaska	1	0	1
Alabama	6	1	5
Arizona	5	0	4
Arkansas	21	1	21
California	40	0	40
Colorado	39	0	39
Connecticut	6	0	6
Delaware	3	0	3
Dist. of Columbia	1	0	1
Florida	16	0	15
Georgia	17	0	17
Hawaii	1	0	1
Idaho	9	0	10
Illinois	123	3	120
Indiana	94	0	98

Iowa	55	0	55
Kansas	72	0	72
Kentucky	65	0	66
Louisiana	8	0	8
Maine	3	0	3
Maryland	17	0	17
Massachusetts	24	1	22
Michigan	47	0	48
Minnesota	16	0	17
Mississippi	1	0	2
Missouri	47	0	48
Montana	41	0	42
Nebraska	103	0	102
Nevada	1	0	1
New Hampshire	4	0	4
New Jersey	35	1	36
New Mexico	10	0	10
New York	50	3	50
North Carolina	18	0	21
North Dakota	12	0	12
Ohio	111	4	114
Oklahoma	29	1	28
Oregon	16	1	15
Pennsylvania	85	0	87
Rhode Island	4	0	5
South Carolina	5	0	5
South Dakota	9	0	9
Tennessee	47	0	49
Texas	50	0	49
Utah	1	0	2
Vermont	6	0	6
Virginia	27	1	27
Washington	13	0	14
West Virginia	10	0	10
Wisconsin	81	0	82
Wyoming	9	0	10
Canada	12	2	12
Germany	1	0	1
Australia	1	0	1
TOTALS	1528	19	1545

A problem is not solved in a laboratory. It is solved in some fellow's head, and all the apparatus is for is to get his head turned around so he can see things right.

Bargain Hunters Battle to Buy Items at Less Than Original Cost

By NAN BARNHOUSE
Massillon, Ohio

SOLD ! ! ! ! !

Sold to the lucky lady right down there!

If you are an antique collector this may mean you have at last acquired another piece of Ironstone Tea Leaf. If you needed some club aluminum cooking ware, chances are you've picked it up at a fraction of what it would cost new. If you were in the market for a kitchen stove or a refrigerator, which are both selling quite cheaply now, you're probably congratulating yourself on being such an astute buyer.

But, if you are like hundreds of average auction sale devotees, you will probably go home with at least one item from each sale that you don't want, won't use, and didn't intend to buy. It was such a "bargain" it was irresistible.

Ask any regular auction-goer and he will tell you that attending auction sales "gets in your system." It's entertaining, it's educational, and it's highly competitive. Perhaps it's the tinge of larceny which psychologists say lurks in human nature that is responsible. Whatever it is, you keep bidding higher and higher to nudge the other guy out and before you know it, the auctioneer is saying "sold" and pointing in your direction.

Around here one of the most popular types of auction sales is the estate liquidation. The auctioneers queried seem to feel that the public favors this kind of sale, because the reason for wanting to get rid of the merchandise is clearly stated. Perhaps, too, it looks like a happier hunting ground for bargains.

People do find hidden bargains occasionally. Auctioneer Russ Kiko of Canton, Ohio, recalls the time a woman bought a small inexpensive camera at a sale for one of her children. She paid seventy-five cents. When she totok it home her husband berated her strongly for "wasting her money."

The child took the camera apart and \$80 dropped out.

Mr. Kiko also tells about a man who bought an odd lot of dusty books for \$3.00. Later, he told the auctioneer that one of the books had been a first edition of "Uncle Tom's Cabin."

People have been going to auction sales for thousands of years. The earliest record of such sales is during the Babylonian Era, around 2225 B.C. when maidens were sold for marriage to the highest bidder in an annual assembly held for that purpose.

The Romans sold military booty and war captives by auction.

The first recorded auction of household goods was a sale in England in 1595. In the early 1600's auctioning such items became commonplace.

In 1698 William III of England decreed that goods and merchandise imported from the East Indies must be sold in a way which is now rather unusual. An inch of lighted candle was set up and the person making the last bid before the fall of the wick became the purchaser.

Children who attend auction sales seem to have an interpretation of their own concerning the proceedings. At a recent sale, a tow-headed boy about five said to the man holding him, "Daddy, are you going to make a bet?"

One of the earliest auctioneers in this area was David Brenner. His son, John, also became an auctioneer and the two worked together. The son of John Brenner, Wilfred, and his son, Wilfred C., now carry on the family tradition.

The Kiko family also is prominent in area. The business is headed by Russ. His brother, Robert, who lives east of Louisville, Ohio, handles farm auctions. Richard, the oldest of Mr. Kiko's 13 children, now works with his father. The 21-year-old man has a style of talking bids which is quite

different from his father's.

Mrs. Russ Kiko goes to every sale as the cashier and this summer another son, Fred, worked as helper.

Mr. Kiko remembers a sale of special interest. The estate of E. E. Kauffman, near Akron, was sold last year. Among the many items the man had accumulated was a collection of 10,000 bells. This brought buyers and collectors from many places including a man from New York City who was in the import-export business.

An unusual sale was held September 16 when Mr. Kiko auctioned a goat farm with over 100 goats in the herd.

The method of bidding differs with each individual. Mr. Kiko says he notes regular buyers have signals of their own. One man bids by patting his right trouser leg. Thus, the man may be in conversation and yet be bidding, unknown to anyone around him.

Another secretive bidder at Mr. Kiko's sales indicates his agreement to a bid by raising his eyebrows.

Donald H. Stafford of East Rochester finds that male bidders are very quiet and will bid unobtrusively, perhaps with only a wink of the eye. The ladies, however, are afraid they will be missed. He said they will call out or wave their hands for attention.

Mr. Stafford is the 1961 president of the Ohio Auctioneers Association. He has been in the business 20 years and says there has been a recent change in auctions.

The volume of farm sale business has declined in recent years. He now does some farm and cattle sales, but has more industrial liquidations than before. He also handles many household sales.

Another area auctioneer active in the state association is John Andrews of Beach City. He is a past president.

If you're looking for a particular item, and you have perseverance, you will find it, sooner or later, up for auction.

Livestock Market Council Announced

KANSAS CITY, Missouri—Appointments to the 15-man Livestock Market Council of the Livestock Industry Markets Association, business trade organization of owner

operated public livestock markets were announced this week from the Association's offices in Kansas City. The association was formerly named the National Association of Livestock Auction Markets.

Serving by virtue of their election as national officers of the markets association are President-elect, Raymond Schnell, Dickinson, N. Dakota; Vice President-elect, Joe L. Sorenson, Roseville, California; Treasurer-elect, J. W. Prince, St. Johns, Michigan; and Secretary-elect, W. H. 'Billy' Hodges, Alexandria, Louisiana.

Ten CERTIFIED MARKET OWNERS named by virtue of their leadership in market development are Cecil Ward, retiring president, Gainesville, Texas; J. T. Wooten, Rocky Mount, N. Carolina; J. W. Marvel, Webster City, Iowa; Forest Noel, Mexico, Missouri; C. O. Emrich, Norfolk, Nebraska; J. E. Manning, Ogden, Utah; Ingvard Svarre, Sidney, Montana; W. I. Bowman, Montgomery, Alabama; G. W. Gardner, Lexington, Kentucky; and T. R. McKinley, Dodge City, Kansas.

The Council is the body responsible for administering the industry adopted Code of Business Standards governing operations and services of CERTIFIED MARKETS. Of equal importance, association officials state, is the conduct of government relations by the Council. Regular Trade Practice Conference sessions are held with officials of the U. S. Department of Agriculture aimed toward revision of current regulations under the Packers & Stockyards Act in the light of changes in livestock marketing services and industry education on realistic interpretations of pertinent regulations.

C. T. 'Tad' Sanders, Kansas City, Missouri is general counsel, making up the 15-man body. Members take office December 1, 1961 for a term of one year.

Extensive public interest has focused on administration of the federal P & S Act, now applicable to all livestock marketing, with appointment of Director Clarence H. Girard and issuance of a six-point directive by Secretary of Agriculture, Orville L. Freeman.

The first full organizational meeting of the Council will be held in Kansas City, December 9, 1961 during the annual Industry Trade Association Assembly.



Missouri Auction School Graduation Banquet, August, 1961.

THE LADIES AUXILIARY



Thank You, Texas Ladies

As I look back in retrospect at the wonderful days I spent in Texas, I want more than ever to say thank you to the ladies who worked so untiringly to make our days in Houston so perfect. Many of us who live in smaller states do not realize what planning meant to these ladies who had to travel many, many miles just to plan for us.

I had the pleasure of corresponding with them on many occasions regarding the convention before we arrived in Texas. It was surely a pleasure learning to know them. Perhaps this is the greatest thing our auxiliary accomplishes.

This all leads me to the following remarks about our 1962 Convention. While your impressions of our last convention are still clear in your mind, why don't you write a letter to Margaret Berry, our President, or Laura Tracy, our Secretary-Treasurer, and tell them what changes you'd like or if it suits you just as it is. They'd like to hear that too.

I always feel that we get from an organization just what we put into it. Let's all strive to get a lot out of our next convention in Nebraska.

Mora Freund, 1st Vice President

LITTLE THINGS

Women often are heard to say "it's the little things that count." And, in our opinion, the little things are often underrated by many of us. Have you ever thought how worthwhile a smile every morning is?

Or some little thing you might do for someone each day—this can change your whole life. And even if you do not know that life usually returns your kindnesses at a later stage, nonetheless these little considerations make life a better thing—and lifts one's spirits.

The Boy Scouts and their good deed each day have a wonderful motto. Do you, each

day, do someone a good turn, to lighten the daily grind and cheer them up just a bit? Try it. You'll find you feel better at the end of the day.

And in dealing with members of your family, who live in the same house, there is a rule which can be of great value to you all through life. It is not original with the editor—it came from a far more accomplished person. It is this: treat your husband or wife, or other members of your intimate family as nicely as you would treat a total stranger you might meet.

This sounds strange but think it over. If we always treated our husband, or wife, as cordially and considerately as we would treat a total stranger, we would sometimes get along better and life would be a little sweeter, the home just a little more rewarding.

Used Police Car Brings \$450.00

SAGINAW, Mich.—Police cars and city trucks auctioned at the City Hall brought in \$8,027.50. The highest price paid for any of 25 vehicles, a car, was \$450. The lowest was \$417.50 which was bid on a truck.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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College Station, Tex.

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Only 67 Memberships Arrive This Period

Sixty-seven memberships, over 25% of which were new, were received in the Secretary's office during the period between September 16 and October 15. The 50 renewal memberships and 17 new memberships are the fewest received since the period of November 16 to December 16 in 1960.

Those to whom membership credentials were sent this month are listed below. An asterisk indicates renewal.

- *C. W. "Pete" Slater, Illinois
- Francis L. Willey, Indiana
- *George F. Chiarelli, Ohio
- *J. L. Todd, Georgia
- *Gordon Hannagan, Illinois
- *Ralph A. Weschler, Washington, D.C.
- *Beeler Thompson, Tennessee
- *Stanley Salon, New York
- Darrell J. Cummings, California
- *Floyd D. Foreman, Iowa
- *Edward M. Schaeffer, Indiana
- *Orville M. Schroeder, Minnesota
- *Richard C. Wright, Virginia
- *Delbert Winchester, Oklahoma
- *Morris Weinstein, New York
- *Paul W. Calkins, New York
- *John M. Miller, Maryland
- *Walter H. Nowatske, Wisconsin
- Bobby J. Chaney, New York
- Robert C. Cunningham, Montana
- Jack Audet, California
- Lauretta Dogterm, Alberta
- Paul C. Dyck, Alberta
- *Richard Sears, Iowa
- *Gill White, Nevada
- Leonard Burleson, California
- Richard A. Mills, Missouri
- *William S. Day, New Jersey
- *Abe Goldstein, Massachusetts
- *Lou Goldstein, Massachusetts
- Don Burke, Kentucky
- *Harvey C. Iverson, Idaho
- *Fred W. Radde, Jr., Minnesota
- *George E. Collins, Georgia
- Donald L. Henry, Ohio
- William Bliton, Ohio
- Larry Trumbo, Missouri
- *R. C. Westbrook, Wyoming
- *John N. Shibley, Massachusetts
- *David H. Tracy, New York
- *Richard C. Tracy, New York
- *Johnnie Midgette, Virginia

- *Russell P. Miszner, Iowa
- Evan C. Davis, Ohio
- L. I. Ricketts, Michigan
- *Marley E. Neal, Indiana
- *Vernell Johnson, South Dakota
- *Jacob C. Finer, New York
- *Thomas H. Dent, Ontario
- *Stanley Bates, Michigan
- *Roger A. Hollrah, Missouri
- *Jim Wagner, Ohio
- *Hubert S. Post, Pennsylvania
- *Stanley H. Deiter, Pennsylvania
- Marlin J. Reifein, Pennsylvania
- *Richard H. Wells, Oklahoma
- *Elmer Bunker, New Mexico
- *Sherry Olin, Michigan
- *H. V. Ream, Indiana
- *W. R. Ingraham, Wisconsin
- *Christie Mercurio, Rhode Island
- *Earl R. Tom, Ohio
- *Glen E. Leney, California
- Frank J. Miller, Ohio
- *H. W. Sigrist, Indiana
- *Jesse Hill, North Carolina
- *Gale Willis, Tennessee

Fall Convention of Indiana Auctioneers

By George W. Skinner, Secretary
Indiana Auctioneers Association

The Indiana Auctioneers Association Convention will be held November 12 and 13 at the Washington Hotel in Indianapolis, Indiana. Registration will start at 4 P.M. Sunday, November 12 and the first of two business sessions will be held at 7 P.M. that same evening.

We urge attendance of all Indiana auctioneers at the Convention. A program of vital importance has been prepared.

The question of the State License Law for auctioneers will be resolved at this convention and every auctioneer (paid up membership and registered) will have an equal opportunity to give his views under regular parliamentary procedure. National officers will present their recommended Act providing for the licensing of auctioneers on a state level.

Also of importance to be taken care of is the proposed amendment of Article 4, Section 1 of the constitution in regard to dues.

New officers for the 1962 year will be elected at the Convention.

1880 to 1890 -- the First Decade of an Auctioneer

By POP HESS



The date of this writing is Thursday, October 12, and I must get it completed before tomorrow as that is Friday, October 13, and I am old enough to know that Friday the 13th is no day to write a perfect column.

The October issue of this publication arrived some days back. Our Editor and Proofreader on each of my columns selects the text of the column from what they read. The first word they put on the October issue—OCTOGENARIAN—had me guessing as to what it meant. It was a new one on me. I asked Mom Hess what it meant and she did not know. We hunted for a Dictionary and found out we threw that away a long time ago so I asked some of the younger folks around the Radio Station here what it stood for. Finally they ran it down and reported that it meant a person past eighty years old. How well I now know the answer.

In my October column I spoke of some fan mail I had received way back last Spring about a letter received from one of our readers who said he thought it would be nice for me to write a column on what I had experienced of events during my past Eighty years of living and as an Auctioneer. I have toyed with the suggestion for some months and decided that I would do it but to make it all in one column would be too hard to take in one dose so I suggested that I would cut it to ten years of living in each issue till completed. If there were no objections from our Editor, Proofreader, or Readers it would kick off in this November issue. From the Editor's desk under the date of September 29, Bernie Hart gave a very fine O.K. on the suggestion and the past week other letters have drifted in and the deal is now on.

For this month I will try and outline

what I can recall of the first ten years of my living from February 6, 1880, to February 6, 1890. Then in each following issue I will line out ten years more from 1890 to 1900 and so on. You will have to endure it all if you read it. In building my background first—like an Auctioneer who is going to sell an old worn-out Bull with a past and goes back about four generations on the Bull's Family Tree to tell what was back of him to induce a buyer—I thought it best that I look up my Family Tree and see who or what was in my background to induce you to read the columns. Well, in my Family Tree, around the Stump and Main Trunk I found it was supported quite well. However, when I got out into some of the later branches of this tree in some instances I found it not so well supported.

I found my ancestors on my Sire's side were of German descent. My grandsire came out of Lancaster, Pennsylvania back in the early 1800's by covered wagon to Ohio and settled on a 100-acre farm in Clark County. That was on the south edge of a village now called Pitchin. Back around 1835 the village was going under the name of Concord. However, the country was still pioneer country and around the Village Store one Saturday night the men's group got into an argument. They took sides and it got hot. They tell the story that the Leader of each group started to use his fists and whenever one or the other looked like the loser one of the men on his side would jump in and start fighting and finally somebody yelled, "All Pitch In!" It was some fight and the village from that time on has been called Pitchin. There is no other town on record that I know of by that name. However, it was a peaceful village for many years—and still is.

IN UNITY THERE IS STRENGTH

On a cross-road a Methodist Church erected in 1835 still stands and is well supported. It is on land given to the village by my Grandfather Hess off a corner of the old Hess Homestead where my father and his children were born. The village also had its General Store and at one time a Blacksmith Shop which is now a garage. There was a school house where the writer received what little education he had. The population of the village in 1880 was less than 100 and is now about 300 but it is the center of a good farming country with nice people.

On my mother's side, her Sire and the Generations back of him came from Germany to Virginia and then on to Ohio. They also settled in Clark County about five miles east of the village of Pitchin near what is known as South Charleston. My mother's mother was from an Irish family—the good kind—so I present myself to you as three-quarters Dutch and one-quarter Irish. That one-quarter Irish in my blood has helped me many times to supply some good Irish wit to bridge over puddles in getting a higher dollar selling Bulls.

Back in the Youth days of my father and mother the big amusements were parties and Spelling Bees and the like. My father met my mother at a Spelling Bee. The word is that they were both top spellers of that day. (However, none of that was passed on to me). The meeting was the beginning of courtship and marriage. They lived on the Old Hess Homestead and in 1880 February 6 at 12:00 noon I arrived. I was the second son for the Hess'. From what they tell me it was below zero and the snow was deep. Transportation was by horseback or sled and there were no telephones in Pitchin or nearer than the County Seat at Springfield, Ohio and at that time very few there. My dad went for the doctor on horseback to Springfield as it was five miles away and the old Doctor was a slow mover. The word is that I arrived about an hour sooner than the Doctor and I was up squalling when my dad and the doctor arrived. In fact, it seems to me that I can recall hearing our old dog, Rover, barking when the doctor did arrive on that day. Well, this is my background of a beginning.

Our farm work was done the hard way. I can recall tools we used. Our corn planter was a two horse affair. To check row the corn a home-made marker was pulled across the field one way and then on the planter dad drove, my brother George at the age of five on up to ten rode on a little improvised seat in front of the driver to watch for the mark and pull a level so that the corn was dropped. It was supposed to be planted so that we could cultivate corn both ways.

In cutting wheat, the old fashioned cradle was owned by each farmer and if there were many stumps in the field they would cut the wheat by cradle around the stumps and around the outside of the field. Then we had an attachment for our mower called a reaper to cut the wheat. It dropped in bunches and men would come along and bind it into sheaves using wheat straw for the binder. Other men would follow and shock it up. Finally came the binder which took four horses to pull it. It bound the sheaves and kicked them off for men to follow and put into shocks. The threshing of wheat and other small grains was quite an event. First I recall, they had what they called a tread mill, which was pulled around and around by horses to generate power but there were few and the old Steam Engine had come into being. In order to move it, it was pulled from place to place by horses. The old fashioned Threshing Machine of that time was considered a great tool and in each neighborhood there would be some man who owned such a rig who was the Thresher man of the Community and, like the Auctioneer, known by all.

Back in about 1884 I got my first insight on politics and presidents. It was at about this time that the Republicans were running a man by the name of Blaine for President. The Democrats ran Grover Cleveland. My Dad was a born Republican and my Mother a Democrat. My brother, George, was three years older than I. Dad bought him a fancy cap that had letters on it of a gold nature that said, "Blaine for President." That raised my jealousy. I did not get a cap so I set up a holler. To soothe the situation my Mother sat up half the night by kerosene light and out of an old black piece of goods made me a cap. It was all black and had no letters and my Dad called it a Democrat Cap. My

IN UNITY THERE IS STRENGTH

brother did a lot of strutting with his gold lettered blue cap. However it wound up with Grover Cleveland as the elected man. Then I strutted and kept on wearing the black cap. The letters came off the Blaine Cap and it was soon discarded.

Four years later it was time to elect presidents again. The Democrats ran Grover Cleveland again and the Republicans ran Henry Harrison. Pitchin and the Community were pretty well divided between parties the same as now. They had a flag pole raising for Democrats at one edge of the Village and one for the Republicans on the other. Each tried to raise the tallest flag pole. It was discovered that the Democrats was the tallest so in the night some good Republican climber, climbed the Republican pole with a long fishing pole and tied it to the main pole. When the sun came up the Republican pole was much the highest, and so it remained. Harrison won this occasion with no strife between my brother and myself as no one was too happy with the four years

of Grover Cleveland—to hear the Republicans tell it.

Saturday was the day of the week for all farm folks to go to the county seat in Springfield, Ohio. They took butter, eggs and what have you there to get spending money to buy what was needed. However, much of the store business was back at the village of Pitchin in the General Store where they sold everything and you could get credit. Those days credit was much needed. One of the things in Springfield that took my eye was their street cars. They had tracks like a railroad down through the middle of the main streets. The cars would hold about twenty adults and were powered by a team of mules with little bells hung on their collars. The driver sat on the front of the car with a blacksnake whip and the lines and would holler, "Whoa," and "Git Up." He also was where he could guard the change box where passengers would drop in a nickel to ride. It was very attractive to me and my ambition was to be a street car driver



Promotional Items

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

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

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

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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

when I grew up so I could swing that blacksnake whip on the mules.

Springfield was the county seat where we attended the county fair. I never missed a fair the first 20 years of my life, making the first trip in 1880 in my Mother's arms. For twenty years the Clark County Fair each year was the only Fair that I knew of that was held.

As we approached the year of 1890 my Mother came down with what is now known as tuberculosis. At that time they called it consumption. It was on February 6, 1890, on my tenth birthday at 12:00 noon that she passed on. It was ten years from the hour that I was born. It was a birthday I never forgot. She was laid to rest on February 9 and a new life was facing us all—my Father, my Brother, and a Sister, who was only four at the time of Mother's passing.

Next month we will live the years of 1890 to 1900 and the ground work of becoming an Auctioneer.

Col. Hilliard Opens Livestock Market

On October 8, 1961, Open House was held at the Greenville Livestock Auction Company, owned and operated by Harold Hilliard, N.A.A. member from Greenville, Illinois. The first livestock auction was held at the Grand Opening sale October 11.

The Greenville Livestock Auction Company, a Nationally Certified Auction Market, will hold a livestock auction each Wednesday. On the first Saturday of every month special dairy cattle sales will be held which are advertised on a national basis.

Col. Hilliard, Leroy Moss, Jacksonville, Illinois, and Lloyd Connors, Vandalia, Illinois were the auctioneers at the grand opening sale.

The hardest part of making a living is that you have to do it over every day.

Reasons Why National Auctioneers Association Membership Must Grow

By COL. B. G. COATS

At our last National convention I was asked by many members who read "THE AUCTIONEER" why in my articles I constantly appealed to the members to increase the membership of our Association. Without exception all promised to put forth more effort and expressed themselves as feeling guilty for not having obtained more members in the past.

Well here are a few pertinent answers:

In numbers there is strength. What 1500 members are doing, 3000 members could do better.

Because we have something to share with Auctioneers that makes for a better Association and a better auctioneering profession.

The National Auctioneers Association is like a plant in the field. It remains living as long as it grows. When it stops growing, it goes to seed, and when it goes

to seed it dies. Why does the N.A.A. need new members? They bring Manpower-Devotion-Finances-Enthusiasm and Ability.

Our Association had a good year in 1960-61 but it was not what it should have been. As an Association we cannot rest on our laurels; they're fine on your forehead, but make a mighty poor mattress. A membership of 3000 could and should be achieved and will be achieved if each of us accepts the challenge of getting one new member. One new member for each member means 3000 members.

It's hard to believe that just 100 years ago people were crossing this country in wagon trains. Today we can shoot a rocket into space at 25,000 miles an hour, and nobody's looking . . . they're all home watching "Wagon Train."

Tim Anspach's Son Featured In Albany Publication

By ANNE COWEN
Times-Union Staff Writer
Albany, N. Y.

An auctioneer's chant may sound like the garbled playback on a tape recorder, But the man IS saying something. And he probably went to school to learn to say it that way.

Timothy Anspach, Jr., 18, son of Col. and Mrs. Tim Anspach, Albany just returned from a two-week course at the Reisch American School of Auctioneering in Mason City, Iowa. He brought home a pack of chants and a bookful of notes.

The numbers in the chant are what you listen for, Anspach explained. The rest are "fill words," thrown in to keep the chant fast and rhythmic.

"I am bid one now the two now the two now the two you put 'em at two you put 'em at two you buy 'em at two and buy 'em at two you want 'em," the new auctioneer sang out by way of demonstration.

"The chants we use in auto auctions are perfectly coherent," he said earnestly. "Now, the chants you can't understand are the ones the tobacco auctioneers in the South use. They don't say every word. They abbreviate."

The auction school stresses salesmanship, the recent graduate said. "Anybody can chant, call bids. One out of ten auctioneers is a really fine salesman."

"The school teaches you to sell anything, anywhere, any time," he continued. He learned to extoll the merits of merchandise including autos, real estate, household goods and livestock.

The two-week course packed in 12 hours of classes each day. From 8:30 to 11:30 a.m. and from 1 to 5 p.m. the 136 students practiced chants and auctioneering techniques. In the evening, the school's director, Col. Joe Reisch, gave a three-and-a-half hour lecture.

Among salesmanship techniques the course stressed, Anspach pinpointed five:

1—Buy merchandise for your sale at your own price: never pay a fixed amount.

2—Don't be too selective; accept bad merchandise with the good.

3—Bounce the "buy bidders" who frequent auctions for the purpose of bidding the prices up.

4—Mark defective merchandise clearly with chalk.

5—Test all merchandise when possible.

The course also explained how to register merchandise, how to advertise, how to set up an auction house, how to display goods.

"You figure on selling small items at the rate of one a minute," Anspach said. "You want them out of the way. The fast pace creates an atmosphere of excitement. That keeps the bids coming. You have to think on your feet."

Anspach has planned to make auctioneering his career since he was a child. "It's in my blood; I grew up with it," he explained. His father started the Anspach Auto Auction in Colonie 14 years ago.

Anspach lists initiative and forcefulness as the most important assets for the auctioneer. They help the auctioneer test his own ability to cope with the new challenge of each auction.

"Auctioneering is selling yourself," Anspach concluded. "It gives great inner satisfaction. You're responsible for people's goods. You like to get the best price you can for them."

First TV Auction on West Coast

LOS ANGELES — Army, Navy and Air Force surplus property valued at \$10 million acquisition cost, was offered recently to the public in the West coast's first closed circuit TV auction.



Graduating Class of September, 1961, Western College of Auctioneering, Billings, Montana

Front row, left to right: R. E. Musser, Cody, Wyo., Instructor; R. J. Thomas, Billings, Mont., Instructor; Jim Messersmith, Jerome, Idaho, Instructor.

Second row: W. J. Hagen, Billings, Mont., Instructor; R. C. Clayton, Wasco, Calif.; Dick Culver, Sunnyside, Wash.; Lauretta Dogterm, Lethbridge, Alberta.

Third row: Marian Reynolds, Hugoton, Kans.; Ray Vincent, Scott City, Kans.; Fred Mellis, Lancaster, S. C.; Gilbert Morgan, Goshen, Ind.; Dale Lybbert, Jenner, Alberta; O. W. Wilson, Marmarth, N. D.

Fourth row: Wm. Rudloff, Verdigre, Nebr.; Roy Greenwood, Calgary, Alberta; John Murphy, Steele, N. D.; Walter Gibson, Tompkins, Sask.; Daniel Lybbert, Jenner, Alberta; Earl Carroll, Kalispell, Mont.; Wes Kellums, Riverton, Wyo.

Back row: Henry Turk, Big Sandy, Mont.; Mike Robertson, Two Dot, Mont.; Bob Matson, College Park, Md.; Paul Dyck, Okotoks, Alberta; Edward Robbins, Gunnison, Colo.; Jack McCrory, Bismarck, N. D.; Keith Erdman, Lethbridge, Alberta.

Director Defines Goal of Packers and Stockyards Act

KANSAS CITY, Mo.—The basic goal of the Packers and Stockyards Act is the “keeping of all marketing facilities open to the livestock producers . . . to assure equal free competitive opportunity,” Clarence H. Girard, recently appointed Director of the Packers and Stockyards Division of the Department of Agriculture, emphasized here.

“It shall be our intention that our actions do not put any restriction on any avenues open to the producer — whether auction, country or terminal,” Girard said in a story in the current (October) Livestock Market Digest, official monthly publication of the Livestock Industry Markets Association for the 2,300 independent livestock markets in the nation.

Girard recently was invited to informally express his policies as formulated with respect to the administration of the P & S Act, in a first meeting with the national officers of the Livestock Industry Markets Association and the National Livestock Dealers Association.

“We must remove any impediments to open competition; we must provide a basis for confidence in all marketing channels,” he continued. “Healthy competition assures better prices to the farmer.

“We can’t do anything about prices, but we can see that the farmer isn’t cheated. We shall insist upon fair and equal treatment to anyone operating under the P & S Act.”

In a reference to integrated marketing operations, Girard said the approach will be, “Is there any practice or act that tends to manipulate prices by the restraint of trade, or that tends toward monopoly?”

He said that cooperation by all segments of the livestock industry, with the total objectives in view, would seem satisfactory to all concerned with minimum problems and expenses to the taxpayer.

“Ours will be no ivory tower operation, governing by edict,” he added. “However, I must remind you that present regulations have the force and effect of law,

until they are changed, and they must be enforced according to our best and informed judgment.

“We shall rely on interpretative rulings where certain problems arise; after a number of such rulings, these would become an interpretative statement to serve as a basic guide in all such cases. Such rulings can, of course, be appealed if not acceptable to the parties involved.”

Pointing out that most jurisdictional problems have been solved, Girard said that emphasis now would be placed on obtaining cooperation with existing regulations to smooth out “rough spots” due to changes that have occurred in the marketing system.

In further comment Girard said:

That revisions appearing to be indicated in registration, rate provisions and rules of practice will be made only after consideration of all interests.

That it will be a practice to notify all organizations of changes under consideration in order to permit time to submit proposals for suggested changes.

That recommendations will be screened, incorporated into a formal rule-making proposal, and taken into the field for full discussion.

That industry groups will be invited to submit ideas whenever changes are proposed and that trade conferences are welcome.

The publication states that Cecil Ward, president of the markets group, pointed out that the policy of keeping all market channels open coincides with the Association’s basic concepts.

William Reamy, vice-president of the dealers group, is on record in concurrence with the announced objectives of the P & S Act — the encouragement of all free competitive channels, and elimination of any impediments to healthy competition wherever possible.

In love and government, too much supreme courtship is bad for the constitution.

Large Dispersion Planned in Oregon

ONTARIO, Ore.—What is believed to be the largest cattle dispersion sale ever held in the United States was announced this week by Gib Masterson and the Ontario Livestock Commission Co., when 7,000 head of one ranch cattle will sell Feb. 17, 1962, at the Ontario Livestock Commission Co. yards.

Gib Masterson and associates will disperse all the cattle from the long established famous Harney County, Oregon, Island Ranch, which consists of 3400 head of bred Hereford cows, of which 3000 will be coming five and six year olds, 3150 weaner steer and heifer calves, 250 yearlings, and 200 registered Hereford bulls. The cows will start calving around April 1.

The Island Ranch 7L cattle were purchased three years ago from Henry Vogler & Son by Masterson and his associates, Otis Williams, Mike Acton and Earl Burton, along with a three year lease on the Island Ranch properties.

In announcing the dispersion Masterson says, "This is an outstanding set of reputation Hereford cattle raised on one of the finest cattle ranches in Eastern Oregon and offers a real opportunity to tie into a group of top producing cattle."

In addition to the sale of the cattle, all the ranch equipment and machinery will sell before the cattle on Feb. 17.

Pledge Yourself to Pledge a New Member

By Col. B. G. Coats

Since the national convention many letters have arrived and the writer of each without exception wanted to know why I had not written an article on the convention. My only answer is that I just haven't had the time. All expressed their regrets on not being able to attend the convention and the reasons were many and various.

Next year please do me the favor of attending the convention and at the same time you will be doing yourself more good than by reading about it. However, I will take a few minutes to give you my impression of the convention in as few words as possible.

Brilliantly outstanding in the program convention activities were the many lectures, talks, speeches and entertainment. The range of material covered, virtuosity of presentation and personal qualifications of each speaker in the area of the subject he was discussing, made for a series of programs that will long be remembered by all who had the good fortune to hear them.

Panel discussions came in for overwhelming approval in that they covered many phases of the auction business and afforded all to take a most active part. All expressed their hopes that they would be a feature of the 1962 convention.

Just a word to all members that were present. I am sure the 1961 convention inspired all of you to recruit as many new members as you possibly can. It fired me with enthusiasm and I am sure it did you.

To everyone who reads this article, you are asked to make a pledge to yourself to enlarge the rolls of our membership.

Every year our national convention is bigger and better. This is the result of new members all of whom are anxious to do their bit to unite the Auctioneers and improve upon the auctioneering profession. One only has to look back over the past decade to see the improvement that has been made in the profession and in Auctioneers. Be proud that you are a member of the N.A.A. Show your pride to the other Auctioneers and let's go to Nebraska in 1962 with a membership of 3000.

Tennessee Group To Meet in December

By E. B. Fulkerson, Secretary

The Tennessee Auctioneers will hold their Fall Meeting on December 11, 1961 beginning at 9:00 A.M. at the Holiday Inn Motel, located at 710 James Robertson Parkway, Nashville, Tennessee.

The Program Committee is now formulating an interesting program for this date. All Tennessee Auctioneers are urged to attend this meeting. We welcome all out of state Auctioneers to join us at the meeting on December 11.

Col. Rex Young to Celebrate Fifty Years in Auction Business

Col. Rex Young, Plattsmouth, Nebraska, will celebrate his Fiftieth Anniversary in the Auction Business on November 10 at 6:00 p.m. in the Auditorium at Murdock, Nebraska.

Col. Young, a long time member of the National Auctioneers Association said regarding the celebration, "All the county and the adjoining ones have been good to me and I feel like giving a part of it back."



Col. Young has lived at Plattsmouth all of his life. His parents moved there in 1854 and the two room log cabin where the seven children were born and raised still stands on their property in Cass County, Nebraska.

A crowd of over 1000 people is expected to attend the dinner and program. Dick Grubaugh, David City, Nebraska, will be the Master of Ceremonies. Among those on the program who will give a few short remarks are Art Thompson, Dean of Auctioneers, Lincoln Nebraska; Jim Flanagan, Nebraska Auctioneers Association President, Norfolk, Nebraska; Henry Rasmussen,

N.A.A. Treasurer, St. Paul, Nebraska; Bernard Hart, N.A.A. Secretary, Frankfort, Indiana; Rev. Victor Schwarz, First Christian Church, Murray, Nebraska; Rev. Joe Barr, United Presbyterian Church, Murray, Nebraska; Dick Kane, Wisner, Nebraska; as well as the following Nebraska friends of Col. Young, Mr. and Mrs. Calvin Carsten, Anoka; Ed McHugh, Murdock; Walter H. Smith, Plattsmouth; Donald "Dutch" Rikli, King of Kass Kounty Karnival and Jane Fauquet, Queen of Kass Kounty Karnival.

Entertainment for the evening will be provided by LeRoy Van Dyke, Springfield, Missouri; Johnny Ryan, Greeley, Nebraska; The Seven Sizzling Sons of the Sod; and Young Auctioneers.

Col. Young intends to semi-retire following the celebration of his fifty years as an Auctioneer.

Average Price Sets New Sheep Record

MICHIGAN—A new record was set both in average price per head and in total number sold at Michigan's recent stud ram and ewe sale in East Lansing. Judges Carroll Shaffner of Pennsylvania State University and Warren Squires, Chesterville, Ohio, approved 117 rams and ewes as suitable to go into purebred flocks from among 202 head consigned from eight states and Canada. The 117 head averaged \$78.55 compared to \$76.70 on 97 head sold last year. Sixteen Corriedales had the best breed average for the second year in a row at \$105.94, but 33 Suffolks were second at \$95.76. Twelve Shropshires averaged \$82.92 and 20 Hampshires, \$78.

Two yearling rams tied for the high-selling individual at \$240. These were a Suffolk consigned by Linn and Taylor, Bucyrus, Ohio, and bought by Howard F. Oaks, Monmouth, Illinois, and the other a Corriedale consigned by Gene F. Wood, Laclede, Missouri, bought by William Bailey, Howell.

IN UNITY THERE IS STRENGTH

Administrator's SALE!

By virtue of an order from the District Court of, in and for Taylor county, Iowa, directed to me as the Administrator of the estate of Jacob Reed, deceased, I will, on



NOVEMBER 2 AND 3, '88,

At the residence of the said Jacob Reed, deceased, 13 miles southeast of Bedford, 3 miles southeast of Platteville, and 3 miles west of Blockton, sell at public auction the following described personal property, to-wit: 14 stacks of hay; 1 mower; 1 harrow; 3 cultivators; 4 hay forks; 4 stirring plows; 6 sets double harness; 3 sets of flynets; 1 sled; 1 hay rack; 2 wagons; 63 head of cows; 127 head of feed steers, first class; 1 thoroughbred bull; 29 head of two-year-old steers; 23 head of yearling steers; 1 two-year-old heifer; 23 yearling heifers; 29 heifer spring calves; 40 head of hogs, including first class brood sows; 18 head of No. 1 brood mares; one three-year-old mare; 16 head two-year-old colts, mares and geldings; 17 yearling colts; 9 spring colts; 1 stallion, five-eighths Norman, pedigreed; one-tenth interest in State road horse, Thesis.

TERMS OF SALE:

Twelve months time will be given, purchaser giving note with approved security before property is removed, without interest if paid when due; if not paid when due, interest will be charged from date at the rate of ten per cent. All sums of five dollars and under to be paid in cash.

B. F. KAUBLE,
Administrator.

Democrat Print, Bedford, Iowa.

The Story of a Sale Is Told During a Centennial Celebration

The following article was first published in the Mormontown Centennial Booklet, Blockton, Iowa, and was reprinted in "The Bedford (Iowa) Times-Press." Mr. Charles Hart, Conway, Iowa, forwarded the article to "The Auctioneer."

Brought to light by the recently published Mormontown Centennial Booklet, of Blockton, Iowa, is a "two-day farm sale" hand bill which is reproduced at the left. Printed in Bedford 73 years ago, the sale bill is closely related to the life of an early Taylor county resident, Jacob W. Reed.

"Jakie," as he was called, was a farmer and stockman who came to Jefferson township after working as a farmer in Ohio and as a teamster in Chicago.

Jakie made trips across the Great Lakes in the winter . . . worked for a while in a Dansville, Penn., steel mill . . . where he "could lift more pig iron than anyone else." In time, he acquired a furnace of his own and "conducted his own" steel business for eight years.

Two years after marrying Clarissa Kennedy, Jakie took his wife and son, Melvin, and "headed West." (Source material reveals that Jakie had grown "intoxicated with the idea of crossing the plains and mountains . . .").

After reaching Worth County, Mo., sickness in the family compelled the Reeds to give up the Westward trip. Not desiring their second child to be born in "a slave state," the Reeds loaded their wagon, moved into Iowa and settled on a farm southeast of Platteville.

The family lived in the covered wagon until Jakie completed a log cabin at a site "two miles west, three-fourths of a mile south and a half mile west of Blockton . . ."

Jakie prospered by acquiring more and more land but personal hardships were frequent. Mrs. Reed died of typhoid in 1862.

In 1864 Reed married Martha E. Pistole

of Worth County, Mo. In 1870 Jakie married Sarah A. Brown, a daughter of one of the first settlers in Jackson township.

In 1872, when he was 46, Jakie built his family a large two-story house on the homestead west of Blockton. Jakie and Sarah had six children. By this time he had acquired 1970 acres and in 1880 he handled 320 cattle and raised 800 hogs.

The youngsters were the "pride and joy" of the Reed household. All the children attended the Big Springs school, a mile and a quarter west of the Reed home. Sadness overtook the home in 1893 when 13-year-old twin daughter Elsie died. Mrs. Ile Reed Jenkins, Elsie's twin sister, of Sheridan, Mo., is the surviving daughter of Jacob Reed.

On June 23, 1888, Jakie made a special trip to Bedford to ask Attorney James Flick to make his will. Mr. Flick, according to the Reed family records, told Jakie, "I'm very busy now. You come back next week." Mr. Reed, however, would not be put off; "Next week will be too late," he said, "It must be done TODAY."

Attorney Flick granted the request and Jakie returned home that day with the will. The following morning Reed went to see about his cattle grazing in a 320 acre pasture about a half mile from the house. He returned, complaining of being very tired. After a rest he walked to the front porch where he suffered a stroke; death followed on July 1, 1888.

Jacob Reed's widow was a brave, faithful pioneer mother. She taught the younger children to work and with the older ones' help with the farm work, managed to continue their schooling at Big Springs school.

Religion is a great force—the only real motive force in the world; but you must get at a man through his own religion, not through yours.

Veteran Auctioneer

Started By Helping

MARSHALL, Mich. — An auctioneer who couldn't cry an auction, an enthusiastic youth who wanted to help, and a dog fight that broke up the crowd launched a local man on his career more than a half century ago.

It was on March 10, 1905, recalls Frank D. Waltz of Marshall, that "a bunch of us went over to a farm auction about three miles away."

On arrival at the scene he remarked to his uncle, William Bauer, that the auctioneer wasn't getting along very well and said he would like to help the man. His uncle told him to go ahead and ask the proprietor who couldn't anymore than refuse. But the farmer didn't say "No." Instead, he said "Yes."

Bidders caught on, liked his style, and the crowd assumed a more normal pose after yelps and cries from a dog fight which broke up the first auctioneer's efforts had subsided.

After Mr. Waltz had been selling for awhile the farmer, Albert West, wouldn't let him quit. He said he would pay both auctioneers if necessary in order to keep his sale moving at a brisk pace. It was a big all-day sale with around 30 head of cattle, four horses, some hogs and the usual farm equipment for those days. "And that's how I got started in the auction business," relates Mr. Waltz who has cried more than 3,000 sales during his career from which he says he "retired" two years ago. He has auctioned throughout Calhoun, Barry, Eaton, Kalamazoo, Branch and Hillsdale counties.

He exhibits an amazing memory for names, dates, prices and weather involved in his colorful sales career.

The highest priced horses he ever sold consisted of a team of mares that brought \$615 in 1910 at an auction near the Spaulding School southeast of Battle Creek.

The first automobile he ever sold at public auction was a big, expensive Imperial at the George Wheaton auction in Lee Town-

ship in 1914. He says it was Charles Steele, a brother of Tom Steele of Marengo Township who bought the car and the price was \$1200.

"People think it's the poor times that make the sales, but that isn't true. It's the good times," Frank declares with emphasis.

At auctions in the early 1930's he struck off oats at 14 cents a bushel and corn at 12 cents a basket. "Once a beautiful sow with 11 pigs brought \$14. Cows brought from \$38 to \$42, and I've sold them before and since for \$600," he said.

Weather used to play a big part in the auctioneering business, and sometimes it still does.

Outstanding in the memory of Mr. Waltz is the date Feb. 21, 1921, at a scheduled sale on the Chris Arndts farm north of Marshall. A terrific snowstorm commenced in the morning and Mr. Waltz drove out to the farm early. His clerk, Will Gray came out in a cutter later, but the storm was by then so bad that he never got out of the cutter. He just said, "It's now or never," swung the horse about and headed back to town. Mr. Waltz was persuaded to stay for dinner at noon. Then it was too late. He had to stay all night. Of course there was no sale and the next day he started for home. He lived in Convis township then, north of Marshall, but he got only part way home with the horse and had to finish up his journey cross lots on foot.

About the free lunches served at sales in bygone days he chuckles. Their extinction he lays to increasing automobile travel which brought huge crowds to the sales. The first paid lunch arrangements he ever saw at a public auction was at a sale he conducted at Fremont, Ind., for a man named Stratton, who was formerly of Litchfield. When paid lunches were first instituted here people got mad, says Mr. Waltz, but eventually they got used to them.

The last of the farm sales at which he was auctioneer when there was a free lunch was in 1936, says Frank.

Old timers around here still recall along

with Frank, the big William Dibbe auction February 12, 1914 when selling began in a temperature of six degrees above zero and ended when the last of the merchandise was sold as the thermometer registered four degrees below zero at 4 p.m.

Uninsured Man Buys Eastern Life Shares

NEW YORK — Almost 7,000 shares of stock in Eastern Life Insurance Co. were bought at auction yesterday by a man the company refused to insure 35 years ago.

The buyer was Saul Sendar of New York. He won out after he and Vernon Fein, a Scarsdale, N. Y., investor, had volleyed the bidding back and forth like a tennis ball for about 15 minutes.

Mr. Sendar made 22 bids, beginning at \$10.25 a share, before he got the block of 6,717.36 shares for \$27.125 a share. His purchase amounts to a little more than 5% of the company's 132,000 outstanding shares.

At first the bidding moved along briskly, but when Mr. Sendar offered \$26.875, Mr. Fein hesitated before bidding \$27. And when Mr. Sendar went doggedly on to \$27.125, Mr. Fein dropped out.

Milton Sanders, New York attorney who handled the sale, said he was delighted with the price. Eastern Life Insurance shares were quoted early yesterday by one dealer in over-the-counter securities at 22 bid, 26 askd.

Mr. Sendar, a New Yorker, identified himself as the proprietor of the Sendar Co., a distributor of glass tableware. He said he had inherited about 150 shares of Eastern Life from his father, and that he was buying the new shares "strictly for investment."

When he was 13, Mr. Sendar recalled, he was stricken with polio, and Eastern Life was unwilling afterward to issue him a life insurance policy. He still walks with a slight limp as result of his bout with the disease.

Mr. Fein said he is a substantial stockholder in United Industrial Corp., Transcontinental Oil Corp., and a number of other companies. He was at one time

chairman of Lanston Industries, Inc.

The auction was one of the few of its type held in recent years. This sort of stock sale was once a common-place of the securities business, but the growth of over-the-counter markets has gradually eliminating it.

Held in the Hotel Martinique, the sale was attended by about 30 persons. Mr. Sanders, who apologized in advance for his lack of auctioneer's technique, knocked down the sale with his fist instead of the traditional gavel.

The auction grew out of dissolution proceedings of Judea Industrial Corp., a holding company which held a major portion of Eastern Life stock, Mr. Sanders was named a referee in the case by Justice Henry Clay Greenberg of the New York State Supreme Court.

Most of Judea's holdings were distributed to its shareholders, but there were some who could not be located. The shares to which they were entitled were those sold yesterday, and the proceeds will be held for their accounts by the state.

After Mr. Sendar entered his bid, Mr. Sanders also sought bids on smaller blocks. He got offers of \$27.50 a share for a 400-share block and for a 100-share block, but decided to accept Mr. Sendar's slightly lower bid in order to dispose of the entire lot.

Mr. Sanders said he had been told by specialists in insurance stocks that the Eastern Life shares could not be placed through normal channels. The highest offer made by a broker for the stock, he reported, was \$20.50 a share.

N.A.A. Convention Listed for 1962

In the October, 1961, issue of "World Convention Dates" listing meeting places, dates, attendance and executives names and addresses for 1494 coming events, the National Auctioneers Association Convention is listed for Lincoln, Nebraska, July 19-21, 1962. The attendance is listed at 600. This is the largest National group meeting listed in Nebraska or its boundary states of South Dakota, Iowa, Kansas, Wyoming and Colorado.

Changes Challenge Livestock Markets

Changes are taking place in Michigan's livestock industry, and livestock marketing agencies will need to keep up says Don Stark, MSU livestock marketing specialist.

Two trends seem to be taking place in Michigan's cattle industry. Dairy cow numbers have been declining to 100,000 below the 10-year average, while beef cattle numbers have been increasing. In the 1930's about 60,000 cattle were fed in Michigan. Today over 120,000 are being fed annually. Because of the decline in dairy cow numbers, calf numbers sold are expected to continue down.

Hog numbers sold are up about 20 per cent and sheep sold up 8 per cent from 1954.

Projecting into 1965, Stark expects Michigan beef cattle sales to increase; along with fewer dairy cows, but more cattle sold; and possibly a slight increase in number of hogs over 1959.

Michigan has been a surplus feed grain producing state since 1948. Annual average for 1954-58 shows all the counties below Ottawa to Bay Counties have surplus feed; all above this line are feed deficit counties.

Trend in livestock production and livestock sold is downward in number of farms, but up in number of animals per farm.

These trends, growing state population, and nearness to market indicate opportunity for expanded livestock production. In fact, Michigan imports from outside the state 60 per cent of the red meat eaten here. It's 57 per cent for beef; 59 for veal; 71 for pork; and 69 for lamb.

The number of livestock auction markets in Michigan has been decreasing, from a peak of 70 to 48 now. About 40 will be left by 1965, Stark predicts. But these markets have become more important. From 1940 to 1956 the volume of cattle and calves sold at auction went from 12 to 56 per cent, hogs 13 to 58, and feeder pigs 18 to 56.

Terminal markets have held well in sale of slaughter cattle and calves by Michigan farmers—from 35 per cent in 1940 to 38 in 1956. These markets received 24 per cent of slaughter hogs in 1940, but only 10 per cent in 1956.

Marketing of cattle and calves by Michigan farmers to dealers dropped from 25 in 1940 to 2 per cent in 1956, with a strong trend to auction markets. This trend, Stark thinks, will continue down with the new Packers and Stockyards Act rules requiring dealer bonding and accounting.

Some 15,000 feeder pigs came directly from farmers in four nearby states into 16 southern Michigan counties in 1960. Feed grain surplus in southern Michigan indicates possible expansion of hog production by fewer but larger commercial hog producers.

Present market channels are mainly those for small sellers and small buyers. But feeder pigs require special treatment. Special feeder pig sales, organized assembly for grading and sale could very well be developed by existing marketing agencies as an added and more complete marketing service.

Grading of animals before sale into uniform lots are markets under supervision of market management has been gaining approval by producers and packer buyers, especially with hogs and lambs. Buyers may then give full recognition to the merits of the animals. More specification buying by packers puts special importance on the grading of animals before sale.

Commingling of hogs at markets into lots of 10 to 50 head where grading is being done is favored by most packer buyers and is to the advantage of producers. Market facilities must be ample, suitable, and convenient for both producer and buyer.

Packers have a problem of buying regularly certain types of livestock for their particular trade. To hold buyers, a market should be able to attract a volume of the right type of livestock suitable to buyers' needs.

Stark advises that to serve farmers adequately livestock markets must bring about a more complete break-through in solving their major problems. Farmers must do a better job of gearing livestock products to consumer demand. Specification buying places more emphasis upon quality control, improved breeding and feeding, and the merchandising of the product.

Most of the nation's fed beef could come from 1,000 feedlots, each handling 10,000 cattle annually. About 90 per cent of the

cattle finished in commercial feedlots are sold to packers. Unless markets can perform some feeder buying, sales, or bargaining services, this business may bypass them. Markets can also assist in arranging financing and giving feedlot management advice.

Livestock Company Plans New Building

CHAMBERLAIN, S. D. — Chamberlain Livestock Sales, Inc., is putting up a new sale barn located on the east edge of Chamberlain. The sale barn will handle 2,000 cattle and 1,000 hogs.

They are also putting up a working building to work the cattle in the winter. They plan on having this barn in operation around the middle of November. Lawrence Storjohn is manager of the Chamberlain Livestock Sales, Inc.

Targhee Sale Brings \$5,564 on 169 Head

BILLINGS, MONT.—The National Targhee Assn. sale held here saw 169 head sell for a total of \$5,564.50. The top selling stud ram was consigned by Leonard Wilson & Son, Newell, S. Dak., and sold to his neighbor, George Sipila, Niesland, S. Dak., for \$210. The top stud ewes, a pen of three, was also brought in by Wilson and sold to Mrs. R. O. Birch, Hammond, Mont., for \$50 per head.

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\$41,666 for Mercedes At Japanese Auction

TOKYO, Japan — A Mercedes-Benz 300-D brought \$41,666 — three times its local list price—at an auction here. It was the first time since World War II that a Japanese could buy a new imported car without special permission.

About 460 cars from Europe and America were sold at the auction, which netted the Japanese Government \$1,451,761. The Government collected the difference between the list and bid price. Profits will be used for a floating fair to publicize Japanese autos and other exports abroad.

State Auction Has Choice Offerings

EAST LANSING, Mich. — Do you want some snow shoes . . . a highchair . . . three gold dental fillings . . . an eight-ton hydraulic jack . . . a power lawn mower . . . an 80 rod roll of barbed wire?

All these items along with a 12-foot duck boat, a ton of rolled sheet metal, a package of bubble bath and a monopoly set will be offered to the highest bidder.

These are some of the odder attractions State Police will sell at their annual

public auction at East Lansing headquarters.

More conventional items, expected to attract the highest bids, include about 50 bicycles, rings, watches, clocks, radios, car parts, tools, guns and cameras.

These are mostly stolen and unclaimed property. They include property of persons who died without leaving wills, possessions of persons dying in state hospitals without survivors and leftovers gathered from public parks and beaches.

A similar sale netted \$2,522 last year. The money is turned over to the State Treasury after deduction of advertising costs and the fee for the auctioneer.

Stockmen Organize Livestock Market

With no real market for their feeder calves. Butte and Custer County, Idaho stockmen organized a livestock marketing association. They bought 9½ acres of land at Mackay, leveled it and built corrals to hold 4,500 head, plus an auction building with seats for 300 people and a big sales ring.

“We didn’t have a market because we were too far away,” says Lawrence Bradbury, Custer County. They do now—in three sales, 154 beef producers sold 4,819 head for a half-million dollars.

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!

Ten Years Ago "The Auctioneer" Stressed Licensing and Growth

In November, 1951, "The Auctioneer" featured Convention addresses by Col. Jack Gordon, and N.A.A. President, Paul Bockelman, Sr., Sioux City, Iowa.

Ten years ago Col. Gordon was an avid campaigner for membership growth too. In his address he said, "We can accomplish our aims only if we become powerful enough in number. Can you imagine what aim we could accomplish if we had a membership of five thousand or more? We could even defeat Truman!

"This association has grown from a handful of 13 original members to approximately 350 and we, in my opinion, have made great strides, but it requires the combined efforts of all you to build this organization to a point where we can accomplish our endeavors. I assure you that my associate and myself, likewise such outstanding auctioneers as Cols. Drake, Pettit, Holford, Martin, Bockelman, Sheets, Coats and others who are established and have been in the auction business for a great number of years, will be able to function whether or not we belong to this association. We are contributing our time, effort and money, not for a selfish or personal gain, but with the aim of improving and putting the auction profession on the high plane where it rightfully belongs and we are doing all of this because we want to help you young and up-and-coming auctioneers so that you can follow your vocation without . . . impediments.

"It therefore behooves each and every one of you to make a special effort to contact as many auctioneers as you can and have them join this association for their own benefit, as well as for yours."

Among the quotations cited from Col. Bockelman's address is the following which would indicate that our current President of the United States reads "The Auctioneer." Col. Bockelman said, "I am not interested in what the N.A.A. can do for me but rather in what I can do for it."

During October the R. C. Foland Auction

Company of Noblesville, Indiana, sold the Schmidt Brewery of Logansport, Indiana for \$75,000.00 topping an original offer of \$39,250.00, and Col. Ernest Weller, Atkinson, Nebraska, sold two 320-acre farms in Nebraska along with machinery, equipment and 120 Hereford breeding cows.

September sales included an 80-acre land sale by Col. Walter Carlson, Trimont, Minnesota; the machinery and equipment of a garment finishing plant by Samuel L. Winternitz and Co., Chicago; and 627 acres of land, 82 hogs and 94 Hereford cattle by Col. Joe Donahoe, Darlington, Wisconsin.

It was announced that Col. Arthur W. Thompson, Lincoln, Nebraska, was to be honored during the 1951 International Livestock Exposition in Chicago on November 26 when his portrait would join the exclusive gallery at the Saddle and Sirloin Club. Col. Thompson, the Dean of American Livestock Auctioneers, "first made up his mind to be an auctioneer more than 50 years ago, as he trudged behind a horse-drawn cultivator on his father's farm in Nebraska. 'As I walked those hot miles under the sun,' he recalls, 'I thought that some day I would get a job where I could get a drink of cold water any time I wanted it.'

"During the past 42 years, Mr. Thompson has knocked down more than 250 million dollars worth of cattle at more than seven thousand sales. Ten Hereford bulls have been sold for more than 50 thousand dollars. Colonel Thompson has auctioned them all.

"Because of a conflict in dates he once had to turn down the Prince of Wales, now the Duke of Windsor, to handle his dispersion sale.

"Off the auction stand, Art Thompson has preached the gospel of sound investments in better livestock to improve herds over America."

In "The President's Message," Col. Paul Bockelman spoke at length on city ordinances preventing Auctioneers from selling sales in some of their respective cities.

IN UNITY THERE IS STRENGTH

He cited an example in Sioux City, Iowa, where such an ordinance was wiped off the books. In summing up his article, Col. Bockelman said, "I have received numerous letters from all over the United States citing similar incidents, where such laws are now in effect. I believe that they can be wiped off the books everywhere, as they were in Sioux City, Iowa.

"This can only be accomplished if the Auctioneers will band themselves together by joining in a state association, affiliated with, and composed of members of the National association. There is but one answer. Let's get EVERY state organized. Let every Auctioneer in the country who is now a member of a state or of the National association pledge himself to getting as many new members as he possibly can. Let's do this so that we can help each other, and sell our profession to the Public, and not be considered rank out-laws, as some of our adversaries would lead the public to believe we are.

"I hope to see the day when all the Auctioneers of the Country are united by licenses issued by the State, which can be acquired by any Auctioneer, providing that he qualifies to an examining board, composed of impartial, practicing Auctioneers, and united also, by the common fellowship of the National Auctioneers Association.

"For my next month's message, I hope to be prepared to suggest a licensing plan, and hope also, that I shall, in the meantime, receive suggestions from every Auctioneer who is interested in the future of the Auctioneering Profession about this plan of licensing Auctioneers. These suggestions will help to provide me with the knowledge to draft for your inspection, a workable, satisfactory plan for licensing, and to further elevate our Professional Status in the eyes of the Public."

Walter Carlson in his column, "Along the Way," said, "Public acquaintance has enabled many auctioneers to become elected to prominent positions by their neighbors and fellow citizens. Probably very few states have a legislature without some of its members from the fraternity of the Knights of the Hammer. The list extends along the line far enough to include Governors and U. S. Senators. Many sheriffs have been auctioneers.

"Quite a few auctioneers are sheriffs, legislators, governors and senators who have been returned to private life by the voters. This prompts the debatable question of whether it is advisable for an auctioneer to become involved in politics, or not.

"A candidate for a political office came home one evening from a strenuous day of campaigning. Disgusted and ready to quit, he told his wife that he was going to withdraw from the race.

"'What's the matter now, dear,' asked the little woman.

"'The opposition is lying about me! They claim that I am a crook and a horse thief.'

"'Well, you aren't, are you?'

"'No, but what difference does that make? They have almost proved it.'

"A size 44 coat does not fit every man, and one answer does not take care of the same question for every individual. In general, politics and religion are two controversial issues to avoid while doing business with most people. The majority of the auctioneers will find this rule a safe one to remember — take no overactive part in any issue on which there is a division of public opinion."

Mrs. June Holford, Ladies Auxiliary President, gave advice in her message that could apply to Auctioneers as well as their ladies. "Have a good house cleaning and clean out the useless rubbish that is harming your life. Be honest with yourself when asking if the old things you are in the habit of doing are really necessary to good living. If not, discard them as you would old shoes, or old curtains.

"Millions of us would benefit by such house cleanings of things that choke up effective living. As the result the death rate from heart trouble would decrease, our mental hospitals would be less full and our health and morale would most assuredly shoot sky high.

"There isn't any house that doesn't need house cleaning and the same thing goes for our lives."

Nowadays man should never judge by appearances. A woman who looks like a dumb blonde may really be a bright brunette!

Tattersalls Grosses Over One Million

The gross sale of yearling horses at Tattersalls 1961 Standardbred Yearling Sale in Lexington, Kentucky, October 5 totaled \$1,491,200.00 for 305 head. The average selling price was \$4,889.00.

Top yearling was Lil Diamond, b.f. Diamond Hal—Dels Way, purchased by Mrs. L. B. Sheppard, Hanover, Pa., for \$21,000.00. He's A Dazzler, b.c. Dazzleway—Adios Belle, was purchased for \$10,500.00 by Byron Kuth, Cleveland, Ohio.

State Supreme Court Upholds Auctions

WASHINGTON — A Spokane Superior Court decision approving auction sales by the Old Union Stockyards was upheld by the Washington State Supreme Court.

The original decision by Judge Raymond F. Kelly of the county court denied damages to four livestock market agencies. The state action was by a 6-1 margin.

"I am very happy that the courts have now twice upheld our right to provide an auction market in Spokane for the benefit of the livestock producers who want it," E. Wallace Rethrock, Old Union Stockyards president, said.

The four agencies had argued that the auction sales method would deprive them

of business and cause economic harm to the livestock industry.

According to the Associated Press, they first appealed to the Department of Agriculture when the stockyards stopped selling livestock privately through the market agencies. In the courts they sought compensatory damages or action to delay or stop the change in sales method.

Two judges of the state court did not participate in the decision.

The majority held that the complaints must be addressed to the secretary of agriculture. The department has already twice turned down informal complaints by the agencies.

Agencies which brought the action were the Spokane Livestock Commission Co., Northwest Auction Co., Inc., Charlie Kinn Commission Co., and the Grange Interstate Livestock Association.

562 Properties Sold for Taxes

LANSING, Mich. — Public auctions in three northern Michigan cities late this month will dispose of 562 pieces of property that have reverted to the State through non-payment of taxes.

Most of the parcels are platted lots. None is within conservation projects areas.

Proceeds will be returned to the countries in which the lands are located.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Enclosed is my check for my 1961-62 dues to the N.A.A. Sorry this has slipped up on us someday. We have been real busy this month as I have sold ten sales so far.

Was indeed thrilled to see you are going to be our guest at the fall Iowa Auctioneers meeting in Spencer.

During the World Series, I had a good farm sale and what do you suppose was the main attraction? The great baseball fans, who couldn't choose between the sale and ball game were there in full force with their little pocket transistor radios keeping them in touch with the play by play of the game and were, at the same time, following the bids of the auction. This was my first experience of this type

and I will admit it added some interest to the auction. Besides everyone got to know the score during the afternoon.

Sure enjoy "The Auctioneer" each month. There are always so many interesting items and I always learn something new.

Auctioneeringly yours,
F. E. "Mike" Bloomer
Glenwood, Iowa

* * *

Dear Bernie:

About 25 years ago, two young fellows shared one of the cabins in Belmont Park at Decatur, Ind., while attending Reppert School of Auctioneering. It happened to be next to the one where I stayed.

The same pair appear in an "Auctioneer" photo in September. Some lard on the slats makes them look a little different than

the previous time I saw them together, but the names have not changed. Congratulations to Charles Corkle and Walter Britten. Both look good for another quarter century.

Sincerely,
Walter Carlson
Trimont, Minnesota

* * *

Hi Bernie:

Hope you haven't broken any bones lately.

Things in Michigan are normal. There have been a lot of sales this year and lots of small ones.

I was sorry to have missed the Convention this year. It was my loss but we gained a son, John Hagen Glassman, who came to us September 23 weighing 9 pounds and 6 ounces. We are all doing fine.

Keep up the good work on the magazine. We enjoy it very much.

I am enclosing a new member who I recommend very highly. He is one of the most polite Auction House Auctioneers we have in this area.

Auctioneeringly yours,
John M. Glassman
Dowagiac, Michigan

* * *

Dear Sir:

I would like to thank you for accepting me in your Association. I am from Mississippi and I'm in the Air Force at the present. I have a year to do in the Air Force and then I am going to go into Auctioneering on a full time scale.

I just received "The Auctioneer" and I think that if everyone felt about this magazine the way I feel about it, we would have a better auctioneer world. I am a new auctioneer and have been in the business about six months and, as you know, it is hard for a new man to start out. Well, I have read two issues of "The Auctioneer" and I've learned a lot from the older auctioneer. He has had sales and he knows how to work them and work them right. He can tell a guy starting out in the business a lot of things he would never think of.

Oh, yes, you have the auctioneer who will paint a black picture for you just to scare you away from his type of business. There are those who will tell you that you will never make an auctioneer.

Well, sir, when they will tell me this they make me feel real good inside because what they really mean is, "He is pretty good and I had better watch him or he will have some of my business."

Then you have the auctioneer who will tell you the truth and will help you in any way that he can. You can find that this man loves the auction business and is always trying to promote in any way that he can. The Boys in the association who want to promote the auction business and help other auctioneers are like that. Like I said I have learned a lot from "The Auctioneer" and I'm sure I will learn a lot more.

When I get back to Mississippi I hope to get some new members.

Cordially,
Bobby J. Chaney
APO New York

* * *

Dear Bernie:

Things have been terribly busy around here lately and it looks like it will be a good farm sale season this coming winter. I have something over forty booked now and the month of February is about filled every day.

Best of wishes.

Joe Donahoe
Darlington, Wisconsin

Auctioneers Send Sale Brochures

Several advertising brochures have been received in the editorial office this month. Among them was an Anti-Communism Auction Rally held at Anaheim, California, September 30. Hundreds of items donated by citizens of the community were sold at auction with the entire profits going to support Anti-Communism Schools and related activities of the Freedom Forum. Participating Auctioneers were Tom Long and Mike Turin, N.A.A. members from Costa Mesa, California; Gus Anglin, Orange, California; and Phil Hanson, Santa Ana, California.

On October 7 the Fred W. Smiley Auction Agency sold an exceptionally fine antique dispersal sale of furniture, china, glassware, silver and other items at Saginaw, Michigan.

The Lowell Livestock Auction Company,

Lowell, Indiana, held its First Anniversary Sale on October 4. Col. and Mrs. Ernest Niemeyer, Lowell, are the operators of the Auction Market.

John M. Glassman, Dowagiac, Michigan, has had numerous sales recently. Included were the sale of an eight-room house and furnishings, September 8; a sale of tools, recreation and playground equipment and household goods, September 27; a tool and household goods sale October 4 and a sale of shop and farm tools October 7.

The T. Lynn Davis Realty and Auction Company, Inc., of Macon, Georgia, sold at Auction on October 14 the Madison, Georgia property of Mrs. Hugh T. Powers consisting of a restaurant and cafeteria, a floral and gift shop, a service station, three houses, a 75' x 100' commercial lot, and the restaurant, floral shop and service station equipment. On October 20, the T. Lynn Davis Co. sold two downtown business buildings and the building, property and equipment of the Monroe Tire Company in Macon, Georgia.

Static Statistics For Fourth Estate

By the denizens of this editorial bureau, the Press, like all Gaul, is divided into three parts: the newspapers, the magazines and the Bulletin. For our colleagues also have something to say about the business of public auction, ranging from matter of fact reports in the daily papers to essays on the trend of prices and their relation to selected facets of the economy.

Periodically we receive a telephone call from a writer who is doing an article—and curiously enough, the title is always about the same—on **Art as an Investment**. Unmoved by our plaintive cries that we have been there before, so to speak, he demands an interview; and fearful that if this is denied, he (or she) might put together a farrago of nonsense (or still worse, ignore us altogether), we give in. A date is set, and we troop wearily into the conference room for another round of trends and influences.

By this time we have grown proficient, and can come up with a wealth of figures. We are wary, however, of the precisionists

who try to reduce us to statistics, and want to know the percentage price advances of Chinese jades and Louis XV furniture in a given number of calendar years. At this point, we generally throw up our hands and say fretfully “Oh dear, yes, they have gone up a lot”—and the interviewer looks daggers at us.

We reserve our special antipathy for those who, having drained us of our repertory of figures and opinions, put down the pencil and leaning back, say “Now, could we have a few interesting anecdotes of the salesroom, please.” Feeling like an amateur comedian who has been asked to say something funny, our mind goes blank and we stammer that nothing much of the kind has happened lately. This, of course, will not do; and under pressure, we dredge up a couple of queer things that took place about ten years ago, “Haven’t you something more recent?” we are asked, and all we can think of is the irritated ladies who, having been told that Art is an Investment, have discovered that this does not necessary apply to a worn-out Kirman carpet or their great-grandmother’s rosewood furniture.

Nevertheless we have a warm feeling in our heart for our journalistic colleagues, who, like ourselves, are harassed by deadlines. We would only suggest that occasionally they might come up with another topic: for example, **Public Auction as a Paradistributive Social Dynamic**; or even (if this is not too much to expect) **Art Collecting Without One Eye on Capital Gains**.

(Reprinted from Parke-Bernet Bulletin)

Third Annual MABC Sale in Michigan

MICHIGAN—The third annual Michigan Artificial Breeders’ Cooperative consignment sale of all-artificial dairy daughters was held at the C. B. Smith Sales Pavilion at Williamston.

A four-year-old cow sold for the top price of \$705. A close second was a senior calf consigned by Nancy Smith, Williamston, which sold for \$700. Thirty head of registered Holstein females sired by MABC bulls averaged \$490, \$27 above the 1960 sale average.

Breeders Sales Stimulate Prices

By HAMILTON JAMES

(Reprinted from the "Livestock Breeder")

Where are the prices of registered cattle set? Comparison of bloodlines and individuality in purebreds at auction determines the price that all cattle bring at private treaty. I have always felt that too few breeders realize this very important fact. Good prices at auction for well-bred, good quality cattle of all breeds is quite a stimulant to the registered cattle business and a wonderful incentive for new breeders.

The fact that today there are more and more breeders selling their production in their own sales and consigning to state and district association sales is evident that it is the modern, profitable way to sell good cattle. Also, buyers have an opportunity of selection for individuality and breeding at auctions that otherwise would take many days of travel to find. A well advertised sale can draw buyers from quite an area (up to several states). Cattle of good breeding and quality are in great demand—perhaps more so than ever for sound, correct foundation animals.

The reputation of breeders is of utmost importance and often times is a determining factor for a good sale. A breeder that has always treated his buyers as he would want to be treated usually has ready customers when he has his own sale or consigns cattle. Remember, today, perhaps more than ever before, the integrity of the breeder is utmost in the minds of prospective buyers.

Association sales play a big role in purebreds sold at auction, as a large percentage are sold in this manner. The county and district sales, I have always felt, were just as important as any sales held, and offered some of the best cattle that many times sold at bargain prices.

There are many successful auctions for groups of breeders that are always active and working toward the big annual event. However, I've seen a large number of associations start, plan their first sale with everyone enthusiastic and working toward a successful event. Plans for the next sale come along and many feel they have it made because of last year's success and

that they won't have to work so hard. Generally they wind up with a disappointment. Continuous thought and effort are necessary. New ideas must be worked in and always the best cattle should be sought. The association that lacks in quality of offering is publicized faster, perhaps, than those with good cattle. Then it isn't long until you are trying to sell to too many empty seats. Believe me that's hard to do.

Buyers soon tag the sale whose quality goes down.

Today it isn't like it once was when there were four or five sales in one state a year. Today there are more sales in one each year than there used to be in the entire country. So it's quite competitive—more so than ever before.

State associations and futurities are the actual display windows of your state production. Many of these have grown in importance. Winning a championship is as important in many of these events as it is at some state fairs. Here, a great opportunity is afforded every breeder, large or small, and in many instances championships and class winners have been won by small breeders. These sales are the pace-setters for your entire state, so how important are they?

Speaking from our experience in Illinois, our Angus futurity that is now six years old has grown tremendously in quality, price and distribution. In the six sales held there have been right at \$850,000 worth of cattle sold and in our last sale cattle sold to sixteen states. These sold for from \$200 to \$27,000. It hasn't been an easy job. Wonderful cooperation from breeders throughout the state who want to put our state's cattle on the map, along with officers who spend a lot of time and effort, being compensated by the degree of success that is achieved. In other words cooperation.

Any group of breeders can accomplish a lot if they all go together. Any breed will soon die out in any state or area where envy or jealousy is. Every purebred breeder has a definite obligation to be active in these events, if in attendance only. Remember there are some of the best offered in these sales. Did you know the late J. Garrett Tolan bought the dams of five international champions in association sales? Think it over.

Surplus Property Bidders File

For your convenience the Department of Defense maintains a centralized bidders file of names and addresses of individuals and firms interested in buying surplus property from the Army, Navy, and Air Force and Marine Corps. To insure timely receipt of sale notifications, your name and address, type of property in which you are interested and the geographical area in which you are willing to purchase property must be included in the centralized bidders file which is maintained by:

The National Bidders Control Center

2100 N. New Braunfels Avenue
San Antonio 8, Texas

Is your name and address correctly indicated in our files? Be sure — check the address on the latest sale notification received.

If the present mailing address is incorrect, please advise the National Bidders Control Center of both the present mailing address and the corrected mailing address so we may correct our files. Use the form below.

If you are now on the bidders list and wish to expand your property or geographic area of interest or if you wish to purchase surplus property and have not been placed on the bidders list, please fill in the form below and mail to the National Bidders Control Center.

NATIONAL BIDDERS CONTROL CENTER

2100 N. NEW BRAUNFELS AVENUE

SAN ANTONIO 8, TEXAS

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Secretary: James W. Arnold, Howard Dr., Magnolia

Colorado Auctioneers Association

President: J. Lee Sears, 1000 Hoover, Ft. Lupton
Secretary: H. W. Hauschildt, 2575 S. Broadway, Denver 10

Illinois State Auctioneers Association

President: Fred Quick, 172 Woodlawn St., Aurora
Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

President: Ernest Niemeyer, 205 Wells St., Crown Point
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Secretary: Martha Kurtz, Sturgis

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Secretary: Barr Harris, 875 N. Howard St., Baltimore

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

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Secretary: Don Albertson, Green City

Montana Auctioneers Association

President: R. J. Thomas, 1709 Mariposa Lane, Billings
Secretary: W. J. Hagen, Box 1458, Billings

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President: Ray Flanagan, Albion
Secretary: Leon Nelson, Albion

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President: C. Lovell Bean, Rt. 2, Concord
Secretary: George E. Michael, 78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

President: Frank W. Mountain, 117 Kensington Ave., Apt. 202, Jersey City
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Tim Anspach, 1906 Central Ave., Albany
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

Auctioneers Association of N. Carolina

President: W. Craig Lawing, 212 Gumbranch Rd., Charlotte
Secretary: Jack H. Griswold, R. 10, Box 221-A3, Charlotte 6

North Dakota Auctioneers Association

President: F. E. Fitzgerald, 1206 N. First St., Bismarck
Secretary: Gerald Ellingson, Edgely

Ohio Association of Auctioneers

President: Donald Stafford, P. O. Box 45, East Rochester
Secretary: Don E. Fisher, 73 N. Sandusky St., Delaware

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President: James Gavin, 803 E. Main St., Reedsburg
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THE LIGHTER SIDE . . .

CAREFUL BUYING

In one of Boston's larger department stores, a fussy little old lady was making a prolonged selection at the perfume counter. She had the poor saleswoman almost at her wits' end as she hesitated, questioned, selected, discarded, and selected again.

Finally she narrowed the selections down to Apple Blossom perfume, but before she made her purchase, wanted to know, "What kind of apple trees were used, Baldwin or MacIntosh?"

MELODY

Singer: "When I sing, tears come to my eyes. What can I do about it?"

Teacher: "Try stuffing cotton in your ears."

UNAPPRECIATED

The parson was given his first sermon in the big, new church and he celebrated the occasion by really teeing off on the sinners. After the service he met one of his most outspoken parishioners. "How did you like my sermon?" he asked.

"Well, Reverend," said the member, "after raising all the money to build this new church we sorta figured you'd quit yelling at us."

MEDICAL RISK

"Now, Johnny, be a good boy and say 'Ah-h-h,' so the doctor can get his finger out of your mouth."

FOOD FOR THOUGHT

Two of three girls who had grown up together married, and thereafter they continually annoyed their spinster friend with tactless remarks about her unhappy condition.

The friend laughed off their comments good-naturedly, until one day they went too far.

"Now, tell us truthfully," they twitted her, "have you ever really had a chance to marry?"

With a withering glance, she retorted, "suppose you ask your husbands."

AMBITIOUS

The instructor in the prison school was interviewing three recent arrivals to determine what their educational interests were.

The first man expressed an interest in mathematics while the second wanted to study history.

Turning to the third, he said, "And what are you interested in?"

Replied the prisoner: "Outer space."

TOP THIS ONE!

As you know, we brag about how tall our fathers are. But pygmies brag about how small their fathers are. One day three pygmies were gathered around a tree. The first pygmy said, "My father is only 4' 2" short.

The second pygmy answered, "That's nothing. My father's only 3' 6".

When the third pygmy didn't say anything about his father they asked him how tall his father was.

"My father's in the hospital."

"What's wrong with him?"

"He fell off a ladder picking strawberries!"

FREEDOM OF SPEECH?

A French poodle met a Russian wolfhound on the Champs Elysees in Paris. "How are things in Russia?" asked the French poodle.

"Fabulous," the Russian wolfhound replied. "I sleep in a solid gold dog house on a sable carpet, and all day long they feed me caviar."

"Well," asked the French poodle, "if things are so good in Russia, why do you come to Paris?" The Russian wolfhound leaned forward. "Well," he whispered confidentially, "sometimes I like to bark."

COMPETITION

Two cows grazing near a highway saw a tank truck of milk pass by with a sign on the side reading, "Pasteurized, homogenized, standardized, vitamin A added."

One cow turned to the other and remarked, "Makes you feel sort of inadequate, doesn't it?"

IN UNITY THERE IS STRENGTH

OBJECT LESSON

A panhandler stopped a well-dressed man on the street and asked for a quarter for some food.

"I haven't any change," the well-dressed man said, "but come with me and I'll buy you a drink."

"No thanks, mister, I don't drink. All I want is something to eat."

"Well, I'll buy you a cigar."

"No thanks, I don't smoke."

"Okay, I'm going to the races today, come along and I'll place a bet for you. Maybe your luck will change."

"No thanks, mister, I never gamble. All I want is a quarter for a bite to eat."

The well-dressed man seized the panhandler's arm, "You're coming home with me for dinner," he said. "I want my wife to see what happens to a man who doesn't drink, smoke or gamble."

POSITIVE THINKING

A father got home from work just in time to see his son out in their yard with a bat and ball.

"Hey, Dad, watch!" was the boy's eager cry.

He threw the ball into the air. There was a terrific whiff—and a miss.

"Wait, Dad—watch this one," cried the boy, again throwing the ball up. For the second time he swung and he again scored a clean miss.

"Here's the one, Dad," he called out. Again he threw the ball and missed.

"Three strikes—and out," he shouted happily. "Gee Dad, ain't I a great pitcher?"

LIVING IT UP

A gentleman farmer prepared a beautifully landscaped enclosure with a marble pool and a fountain in the center.

Then he took his pigs out of their old sty and proudly prodded them into the new enclosure. A young sow grunted to her favorite siste:

"Goody, goody. Just what I've always wanted—a fountain pen!"

HIGH COST OF KNOW-HOW

"Yes," said the farmer, "when a feller has got to know the botanical name of what he raises, and the entomological name of the bugs that eat it up, and the pharmaceutical name of what he sprays on it—things is bound to cost more."

THE WINNER

The young mother was shocked to learn that little Sammy had told a falsehood. Taking the lad on her knee she graphically explained the consequences of lying.

"A tall green man," she began, "with red fiery eyes and two sharp horns grabs little boys who tell falsehoods and carries them off at night. He takes them to Mars where they have to work hard in a dark canyon for 50 years. Now, you won't tell a falsehood again, will you Sammy?"

"No ma'am," replied the lad, "you can tell 'em better than I can."

AND IT CONTINUES!

A little boy wanted \$100, so he decided to pray for it. He prayed for two weeks. Still no \$100; so he decided to write the Lord. Postal authorities, noting the address, forwarded the letter to the President of the United States.

The President, amused, sent the boy a check for \$5, believing that would seem like a lot of money to a boy. The delighted youngster wrote the Lord a letter of thanks, but closed by saying:

"I noticed You routed Your letter through Washington. As usual, those stinkers deducted 95 per cent."

OBLIGING

Mom suddenly had the urge to live in the past. She complained to her husband: "You used to kiss me," so he leaned over and kissed her on the cheek. "You used to hold my hand," she said, so he reached out and held her hand. "You used to bite me on the neck," added Mom, and Pop started to walk out of the room. "Where are you going?" asked Mom, and Pop replied: "To get my teeth."

BAD ADVICE!

One young thing to another as they watched the bride and groom leaving the church: "She's the one who advised me to play hard-to-get with him."

PERFECT ALIBI

A quick thinking employee came up with a new one when his foreman demanded, "How come you are sleeping on the job?"

"Goodness," replied the employe, "can't a man close his eyes for a minute of prayer?"

IN UNITY THERE IS STRENGTH

MEOW! MEOW!

At a club meeting, one pompous looking woman was holding forth on the dream she had had the night before.

"It was just terrible!" she explained, "I dreamed that all the animals that went to make up my furs were standing right there at the foot of my bed."

In the back of the room a woman turned to her friend and said:

"How silly of her to let a few alley cats frighten her."



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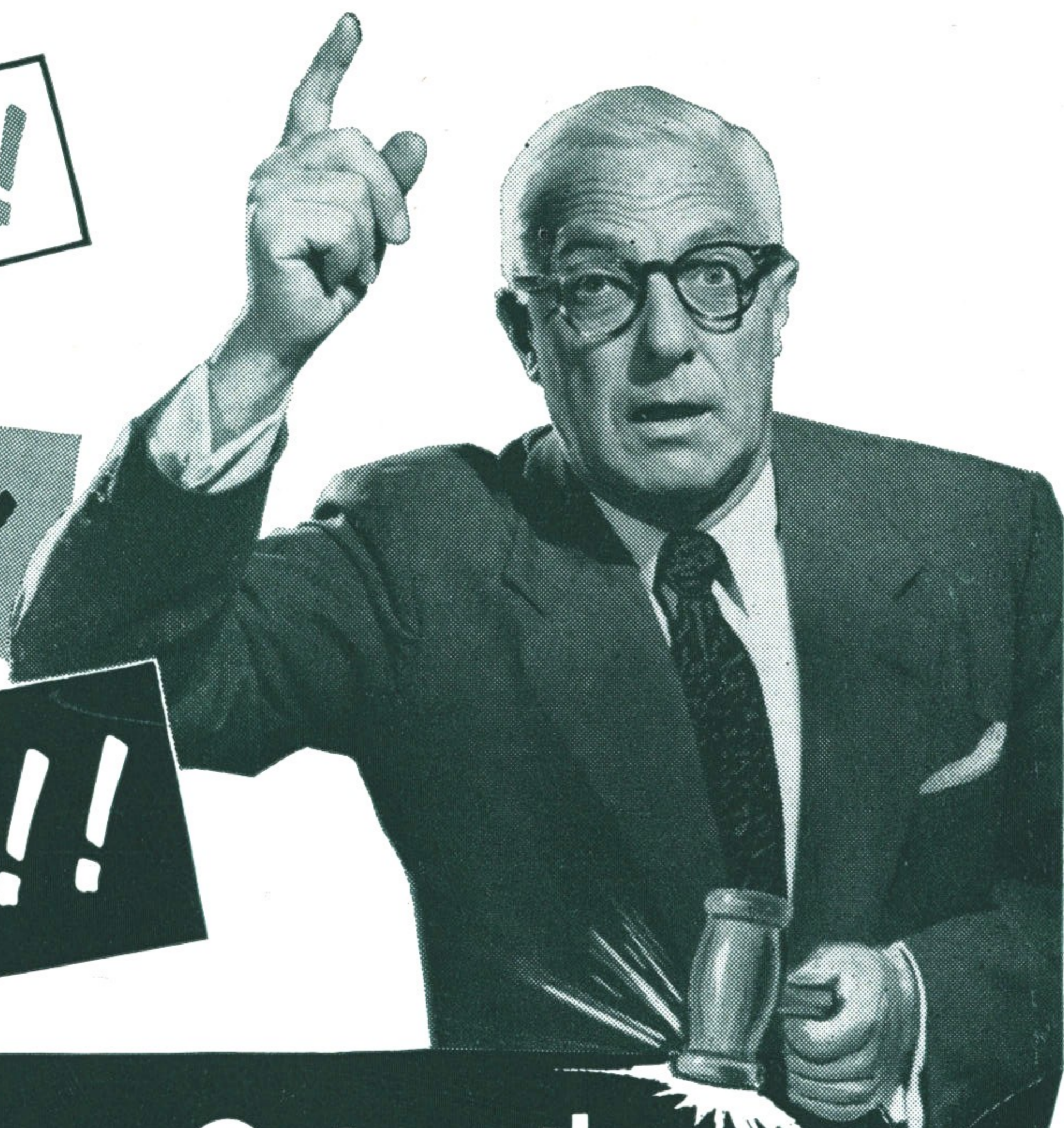
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