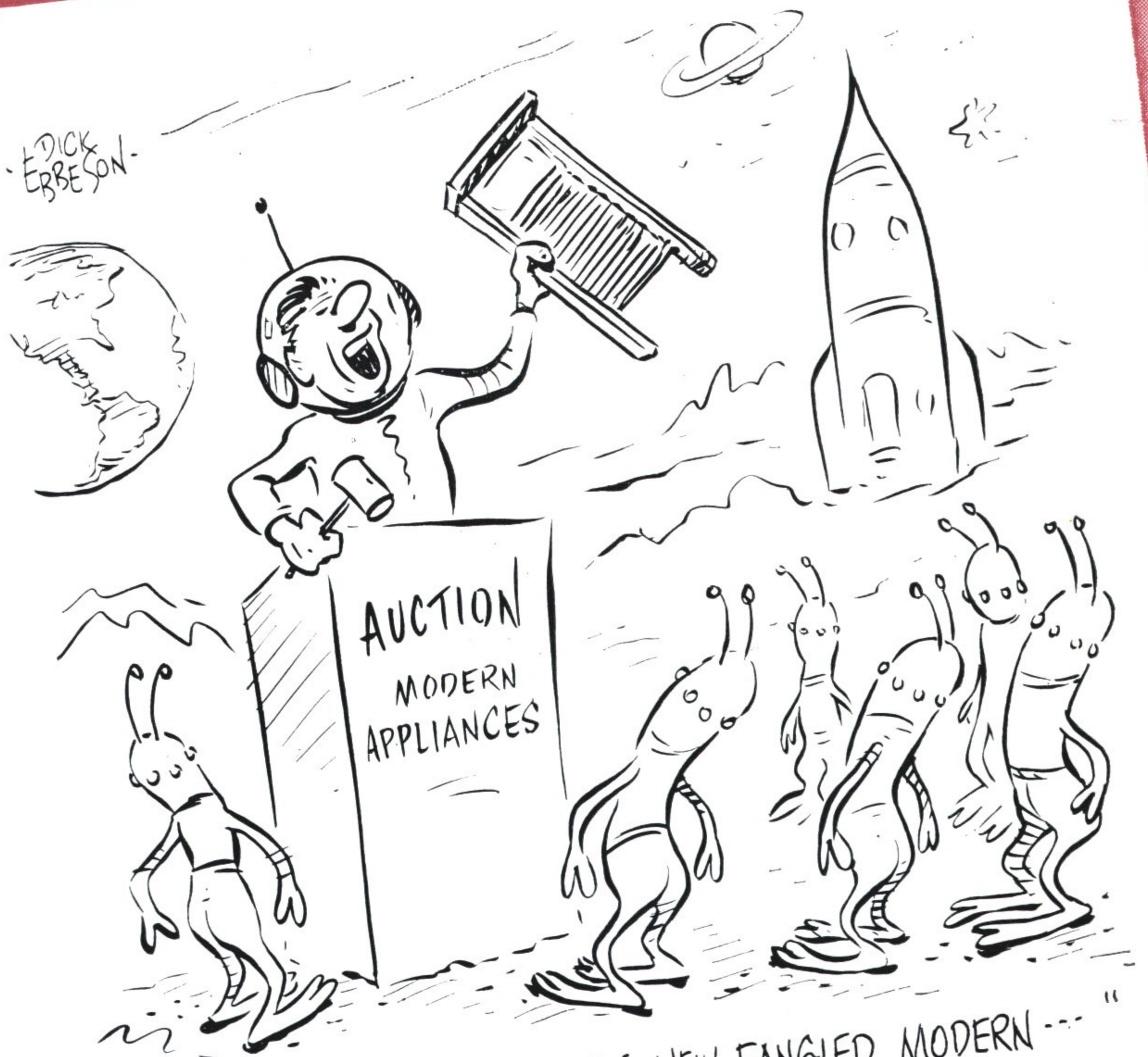


the AUCTIONEER



DICK
ERBESON



"NOW WHAT AM I BID FOR THIS NEW FANGLED MODERN ..."

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“I would like for each and every one of you to take a portion of each auction fee from now until next year’s convention, and put it in the piggy bank, and if you get enough money for transportation to come to Texas, we will try to do the best job of entertaining that has ever been done at a National Convention.” — Walter Britten, 1961 Convention Chairman.

THE AUCTIONEER
is the
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of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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Association.

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

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803 S. Columbia St. Frankfort
Indiana

An Outstanding Convention

Produced By Bluegrass State

By Col. B. G. Coats

This is July 17th, and I have just boarded a plane in Louisville, Kentucky after attending the most wonderful national convention in the history of the National Auctioneers Association. Rather than sit on this plane and stare into space I am complying notes that I made at the convention and when I reach my domicile and time permitting will try and arrange them in such a form that the Editor will see fit to publish them.

My arrival in Louisville, had been timed purposely for early afternoon on July 13th, as I wanted to see and visit with as many Auctioneers as was possible. About 4:00 P.M. they began arriving in droves, just to fast to meet each one individually. So many early arrivals was to me indicative of a very large attendance. Throughout the night all day Thursday, Friday and up to Saturday noon they continued to arrive. While I never learned of the official count the attendance at the banquet I am told was between 550 and 600.

In talking with so many fine auctioneers from all parts of the country and Canada, one could not help but having indelibly impressed upon his mind the many physical and financial sacrifices they were obliged to make in their thirst for knowledge ideas and experience which they all knew could only be obtained at a national convention. There was that wonderful spirit of cooperation prevailing at all times. The Colonel from Tennessee with his wife and family of nine children, left some at home this year and when asked why he did not bring them all he said "some were just getting over the measles and I didn't want to shake them up too much." There was the Colonel from Canada with his wife and children. Afflicted unfortunately with a physical ailment that made it difficult for him to get around, he managed to make the best of it. Who

are you or I to complain that we were too busy or had a sale that week that prevented going to the convention.

In compiling the information from notes made and from my observations it was vividly unveiled to me that through the years I found on every hand continued evidence of progress, improvement and cooperation. Memberships continue to reach new highs, and the auctioneering profession and the Association continues to grow in popularity. Motivated by Auctioneers who care — members who through the years have had the vision, foresight and courage to act. It is these progressive Auctioneers who refuse to be held back who have continually contributed to the advancement and growth of their Association. Today, just as in the years past the Association will continue to look for its leadership to the men within its ranks who have the courage to act. Down through the years our leaders have been able to select and surround themselves with leaders they needed to help them do a better job, all of which was so beautifully reflected in our national convention. They all recognize the duties and responsibilities that face them as leaders. They meet new challenges — they act.

The membership of the National Auctioneers should feel indebted to the Kentucky Auctioneers Association for having in my opinion, staged the most constructive, most informative, most inspiring and largest attended national convention in the history of our Association. I take my hat off and leave it off to these boys until such time as their accomplishments are surpassed which from every indication will be done in July 1961, by the Texas Auctioneers Association in Houston, Texas, so I will not have to go bare-headed too long.

The undivided attention given to every

speaker and the large attendance at each session of the convention did more than anything else to elevate the auctioneering profession and make better Auctioneers. If you grasped the full import of the many messages you are destined to have bigger and better sales if you will but put their ideas and constructive suggestions into practice. No one ever heard a more down to earth, practical and inspiring discourse than that so capably given by L. L. Cunningham, at the Grand Banquet who spoke on the subject "What Is Your P. Q. Rating?" My only regret was that every Auctioneer could not be present to hear it. If we would put into practice the concepts of his ideas and opinions we would all be contributing to ourselves and our fellow men, to our profession and our Association. If we find that we can not put all of them into practice we can at least try.

Now that we are all back to our respective homes may we reap the many benefits that came to us by so many outstanding speakers. May we strive at all times to be better Auctioneers. May we put forth every effort to make the administration of Col. Potter, the best of all previous administrations. May we never overlook the opportunity of requesting or inviting other Auctioneers to join our Association. Our convention in Louisville, inspired all of us to a greater ambition, a greater Association and a greater profession. May we all continue and increase our enthusiasm during the months ahead and be determined to make our 1961 convention bigger and better than ever.

My sincere thanks to the Kentucky Auctioneers Association, our host in 1960, for a magnificent job, your contributions, advancement and improvements that did so much to elevate the auctioneering profession and make for a bigger and better National Auctioneers Association. Your hospitality was unexcelled.

When circumstances demand an immediate answer, use your common sense and the golden rule, and nine times out of ten, when you look it up you will find the law supports you.

—A. Lincoln

1960 Auction Market Guide Released

KANSAS CITY, MO. — As a result of the last trade practices conference with USDA's Agricultural Marketing Service, and following the establishment of a new Packers and Stockyards Division by Secretary of Agriculture Benson, the National Association of Livestock Auction Markets has issued a 1960 edition of its "Guide For Livestock Auction Markets under the Packers and Stockyards Act."

The "Guide" has been developed through the Trade Practices Conference Procedure initiated by the Association's 15-man Livestock Market Council two years ago. The first edition was issued in early 1959.

The 1960 edition incorporates additional interpretations under the P & S Act and the industry's adopted Code of Business Standards as applied to livestock auction market operations and services. It contains 14 sections devoted to a layman's explanation of registration, bonding and tariff procedures, livestock auction market operations and fair trade practices. The printed pamphlet concludes with the statement of 17 operating principles extracted from the "Code" and subscribed to by NATIONALLY CERTIFIED markets.

The "Guide" condemns the use of stamp plans, coupons and give-away promotions in connection with market services to induce consignments and customer patronage. One Council member stated, "We put emphasis on prices, not prizes, in our market operations."

Record Fine Settled By Truck Auction

ADRIAN, Mich.—A record overweight fine imposed on a Toledo, Ohio trucker has been settled by the sale of his truck and trailer at public auction for \$2,485.

The sale was ordered by Lenawee county officials after the trucker failed to pay a record fine of \$3,150 after he was arrested in January by a Michigan State Highway Department Weighmaster. Scales showed the truck was 31,500 pounds overweight.

New Attendance Record Set At National Convention

A new record was set for National Auctioneers Convention attendance with a total of 528 registrations for the three-day meeting at the Sheraton Hotel in Louisville, Kentucky, July 14, 15, and 16. Thirty-five states and Canada were represented to swell last years record breaking attendance of 439.

Ohio led in the number of registrants with 74. Indiana's representatives totalled 48 followed by Pennsylvania with 45, Illinois with 44, Kentucky with 40 and Wisconsin with 39.

Following are the names and post offices of those attending the 1960 Convention as listed on the registration cards:

ALBAMA — 1

J. A. McCall, Mobile

ARKANSAS — 5

Mr. and Mrs. Brad Wooley and three children, Pine Bluff

CALIFORNIA — 1

James H. Gibson, Alameda

COLORADO — 7

Mr. and Mrs. Harvey Baldwin, Denver
Howard Roland, Grand Junction

Mr. and Mrs. Howard M. Shults, Grand Junction

Mr. and Mrs. Lyle D. Woodward, Denver

DELAWARE — 1

Crawford J. Carroll, Dover

GEORGIA — 1

George E. Collins, Decatur

HAWAII — 3

Mr. and Mrs. Louis Stambler and daughter, Honolulu

ILLINOIS — 44

Mr. and Mrs. Edward H. Ahrens and two children, Staunton

Mr. and Mrs. Arthur Billiter and daughter, Harvel

Mr. and Mrs. Lowell Buck and daughter, Avon

Mr. and Mrs. John A. Carr and two children, Macon, and guest, Mrs. Gladys Pierce

Mr. and Mrs. Harry A. Chrisco, East St. Louis

Mr. and Mrs. A. C. Dunning, Elgin
Norman Geolat, Belleville

Jack Gordon, Chicago

Mr. and Mrs. Harold Hilliard, Greenville

Walter Holford, Edwardsville

Mr. and Mrs. Ray Hudson and daughter, Morrisonville

Thomas B. McCall, Chicago

Mr. and Mrs. Lewis G. Marks, Abingdon

Mr. and Mrs. Warren Martin and daughter, Clinton

Melvin Penning, Forreston

Mr. and Mrs. Carman Y. Potter, Jacksonsville

Fred G. Quick, Aurora

Mr. and Mrs. Virgil F. Scarbrough, Quincy

Mr. and Mrs. Orison F. Seibert, Belleville

Jimmy Thompson, Bensonville

Mr. and Mrs. Charles B. Wade, Morrisonville

INDIANA — 48

Keith Berkshire, Logansport

Mr. and Mrs. James A. Buckley, Shelbyville

Arthur Comer, Osgood

Roy L. Crume, Kokomo

Mrs. Leona Drake, Indianapolis

Mrs. Jennie Payne, Indianapolis

Mr. and Mrs. Earl Ellis, Washington

Mr. and Mrs. Bernard Hart and son, Frankfort

Mr. and Mrs. Dean Kruse, Auburn

Mr. and Mrs. Russell Kruse, Auburn

Mr. and Mrs. Max Loucks and two children, LaPorte

Cecil Meier, Honover

Mr. and Mrs. Curran Miller and son, Evansville

Mr. and Mrs. Donald H. Mudd, Columbus

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Ernest Niemeyer and three children, Crown Point

Dr. R. L. Reppert, Decatur

Edward M. Schaeffer, Kokomo

Mr. and Mrs. Rex Schrader, Columbia City

Mr. and Mrs. Romaine Sherman, Goshen

Mr. and Mrs. J. W. Shapley, Scottsburg.

Alan Sigrist, Fort Wayne

H. W. Sigrist, LaGrange

Mr. and Mrs. George W. Skinner, Indianapolis

Mr. and Mrs. Herman D. Strakis, Indianapolis

Paul Strieter, Evansville

Mr. and Mrs. L. Cobb Vogel, Reynolds

IOWA — 20

Mr. and Mrs. Warren Collins, Jesup

Mr. and Mrs. Leland Dudley and three children, Sheffield

Mr. and Mrs. Lyle Erickson, Cresco

Mr. and Mrs. Floyd D. Foreman, Council Bluffs

Leon E. Joy, Ames

Mr. and Mrs. James L. Keith, Burlington

Mr. and Mrs. Clinton Peterson, Ft. Dodge

Mr. and Mrs. Guy L. Pettit, Bloomfield

Mr. and Mrs. Wendell R. Ritchie, Marathon

KANSAS — 15

Mr. and Mrs. Carson E. Hansen and four children, Beloit

Mr. and Mrs. W. O. Harris, Wetmore

Mr. and Mrs. L. F. Heidrick and son, Salina

Jim Kirkeminde, Council Grove

Mr. and Mrs. E. T. Sherlock, St. Francis

Frederick E. Sherlock, St. Francis

KENTUCKY — 40

Mr. and Mrs. Adrian Atherton, Hodgenville

David W. Bailey, Glasgow

Marion "Red" Barlow, Paris

Mr. and Mrs. John L. Cummins, Cynthia

Mr. and Mrs. H. D. Darnell, Cynthia

Mr. and Mrs. Henry Hodges, Elizabethtown

Mr. and Mrs. Roy J. Draper, Paducah

Mr. and Mrs. James Neil Farris, Shepherdsville

Mr. and Mrs. Owen M. "Ree" Faust, Louisville

Walter J. Fritts, Mt. Sterling

Leon S. Gatson, Winchester

Mr. and Mrs. Wayne Kessler, Campbellsville

George Kurtz, Sturgis

Martha Kurtz, Sturgis

Mr. and Mrs. John Maloney, Louisville

Mr. and Mrs. Orville R. Moore, Louisville

Mr. and Mrs. Lawrence Mudd, Owensboro

Paul Noel, Carrollton

Mr. and Mrs. Paul Page, Louisville

Mr. and Mrs. Harold Richmond, Owensboro

W. P. Scully, Lexington

John W. Taylor, Glasgow

Mr. and Mrs. Edgar C. Walker, Bowling Green

Mr. and Mrs. Neal B. Whitaker, Richmond

Lexie L. Wyatt, Glasgow

MARYLAND — 6

Mr. and Mrs. Paige K. Richardson and two children, Belair

Earl J. Steiner and son, Silver Spring

MASSACHUSETTS — 5

Mr. and Mrs. Phil Goldstein and daughter, West Roxbury

Mr. and Mrs. A. L. Tremblay, North Attleboro

MICHIGAN — 18

Richard Brodie, Almont

Mr. and Mrs. Wm. O. Coats, Union City

Mr. and Mrs. Vernon I. Cole, Mt. Morris

Mr. and Mrs. John M. Glassman, Dowagiac

Charles J. Kinsey, Farmington

Mr. and Mrs. Sherry Olin, Sparta

Adrian M. Rhyne, Midland

Mr. and Mrs. C. B. Smith, Williamston

L. D. "Pat" Thornton, Detroit

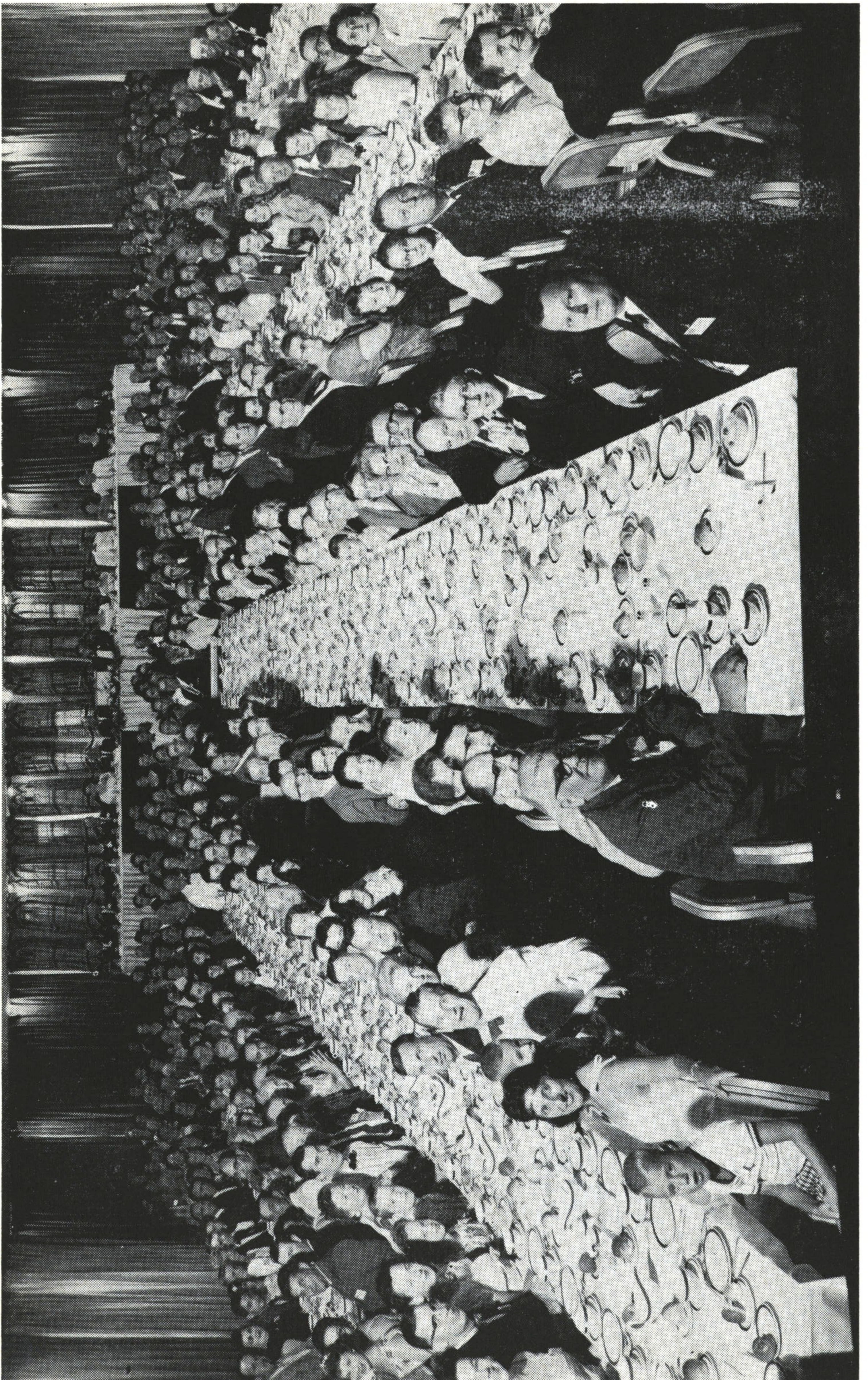
Mr. and Mrs. Garth Wilber and two children, Bronson

MINNESOTA — 11

Mr. and Mrs. Milo Fodness and two children, Kenneth

Mr. and Mrs. Alvin Kohner and four children, Winona

Frank A. Sloan, Minneapolis



IN UNITY THERE IS STRENGTH

MISSOURI — 17

Mr. and Mrs. H. Willard Arnaman, Unionville
Mr. and Mrs. Ken Barnicle, Ellisville
Mr. and Mrs. Hugh Campbell, Chillicothe
Victor N. Crawford, Unionville
Mr. and Mrs. Dick Dewees, Kansas City
Mr. and Mrs. Guy Jageman, Independence
C. C. John, Kansas City
Mr. and Mrs. Gerald Knight, Lebanon
Mr. and Mrs. Jim M. Merrigan, Maryville
Tony Thornton, Springfield

MONTANA — 7

Mr. and Mrs. Bill Hagen, Billings
Mr. and Mrs. Bob Thomas and three children, Billings

NEBRASKA — 17

Mr. and Mrs. E. A. Camfield, North Platte
Mr. and Mrs. Charles Corkle, Norfolk
Mr. and Mrs. Ray Flanagan, Albion
Mr. and Mrs. Dan J. Fuller, Albion
Edward Morris, Ashland
Mr. and Mrs. Henry Rasmussen and two children, St. Paul
Mr. and Mrs. Harry Sanders and son, Fremont
Rex Young, Plattsmouth

NEW HAMPSHIRE — 2

Mr. and Mrs. Merle D. Straw, Jr., Seabrook

NEW JERSEY — 9

Mr. and Mrs. B. G. Coats, Long Branch
Mr. and Mrs. Frank Mountain, Jersey City
John R. Potts, R. D. Neshanic Station
Herbert Van Pelt, Readington
Mr. and Mrs. Watson Van Sciver and daughter, Burlington

NEW MEXICO — 2

Mr. and Mrs. John Overton, Albuquerque

NEW YORK — 20

Mr. and Mrs. Tim Anspach, Albany
Paul W. Calkins, Peru
Telford Chambers, Walton
Mr. and Mrs. Arnold Ford and two children, Rome
Mr. and Mrs. Howard G. Hovey, Scotia
Mr. and Mrs. Pete Murray, Ballston Lake

Mr. and Mrs. Harold Spoor, Baldwinsville
Mr. and Mrs. David Tracy, Pavilion
Mr. and Mrs. Harris Wilcox and two children, Bergen

NORTH CAROLINA — 5

J. T. "Jim" Wooten, Rocky Mount
Mr. and Mrs. W. Craig Lawing, Charlotte
Mr. and Mrs. G. T. Gilbert, Lincoln

NORTH DAKOTA — 1

F. B. Fitzgerald, Bismarck

OHIO — 74

Mr. and Mrs. Ray Austin, Jefferson
Dick Babb, Wilmington
Mr. and Mrs. Jay Barnes, Minerva
Mr. and Mrs. Roger Bennett, Wilmington
Mr. and Mrs. Jack D. Braddock, Granville
Cloyce C. Bradford, Racine
A. C. Bradford, Racine
Mr. and Mrs. George F. Chiarelli, Oak Harbor
Mr. and Mrs. J. Meredith Darbyshire, Wilmington
Mr. and Mrs. Dwight E. Dutton, Navarre
Mr. and Mrs. R. E. Featheringham, Ashville
Don E. Fisher, Delaware
Mr. and Mrs. Albert L. Frauhiger, Port Clinton
Mr. and Mrs. Owen V. Hall, Celina
Mr. and Mrs. Pop Hess, Delaware
Mr. and Mrs. Charles Hunter, Hillsboro
Mr. and Mrs. Glen G. Jones, Bethany
Mr. and Mrs. Robert L. Kiko, Louisville
Mr. and Mrs. Russell T. Kiko, Canton
Mr. and Mrs. James C. Patterson, Bainbridge
Mr. and Mrs. Homer Pollock, Delphos
Mr. and Mrs. Albert L. Rankin and two children, Alger
Mr. and Mrs. E. M. Rickey, Decatur
Mr. and Mrs. Neil Robinson, Mansfield
Frank Seaman, Wilmington
C. Garth Semple, Milford
Van L. Smith, Wilmington
Mr. and Mrs. Donald H. Stafford and two children, Minerva
Mr. and Mrs. Gene Slagle, Marion
Mr. and Mrs. Robert Stamp, Salem

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Don W. Standen, North Ridgeville

Mr. and Mrs. William Stinebaugh, St. Marys

Mr. and Mrs. Harold Vaughn, Hamilton

Mr. and Mrs. Jim Wagner and three children, Lorain

Mr. and Mrs. Clyde M. Wilson, Green Camp

Jim Wilson, Youngstown

Marvin L. Wilson, Hillsboro

Mr. and Mrs. Carl E. Zimmerman, St. Johns

OKLAHOMA — 2

Mr. and Mrs. J. A. Tompkins, Duncan

OREGON — 2

Mr. and Mrs. C. A. Morrison, Grants Pass

PENNSYLVANIA — 46

Mr. and Mrs. Tom Berry, West Newton

William Boes, North Apollo

Robert V. Bradley, Beaver Falls

Mr. and Mrs. Henry Brooks, Wilkes Barre

Mr. and Mrs. Kenyon B. Brown, Washington Crossing

Ralph D. Burkett, Ford City

Mr. and Mrs. Ken Burrows and two children, New Wilmington

Mr. and Mrs. Q. R. Chaffee, Towanda

Ronald B. Chaffee, Towanda

Mr. and Mrs. Eugene Derr, Sr., Bloomsburg

Mr. and Mrs. Lloyd Force, Bloomsburg

Mr. and Mrs. John Graham, New Brighton

William R. Guthrie, West Chester

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H. B. Mushrush, Franklin

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Mr. and Mrs. Ralph T. Richards, Pottstown

Mr. and Mrs. Wylie S. Rittenhouse, Vanderbilt

Mr. and Mrs. Woodrow Roth and two children, Emmaus

Mr. and Mrs. Pete Stewart and two children, Armagh

Mr. and Mrs. George H. Wilson, Chester Heights

Oliver M. Wright, Wexford

SOUTH CAROLINA — 2

C. E. Cunningham, Greenwood

Fred Mullis, Lancaster

TENNESSEE — 30

Mr. and Mrs. Martin C. Bowers, Elizabethtown

Mr. and Mrs. Toxey T. Fortinberry, Memphis

Mr. and Mrs. E. B. Fulkerson and daughter, Johnson City

Mr. and Mrs. G. S. Gordon, Shelbyville

Eugene R. Hargis, Murfreesboro

Bernard Hollis, Knoxville

Wayne R. Jeffers, Limestone

Mr. and Mrs. C. B. McCarter and four children, Sevierville

Mr. and Mrs. Fred Ramsey and three children, Madison

Odell Sampson, Lewisburg

Mr. and Mrs. H. Jack Stewart and two children, Mt. Juliet

Ken Travis, Dresden

Melvin Vaughn, Dayton

TEXAS — 14

Mr. and Mrs. Walter S. Britten, College Station

Mr. and Mrs. Bud Curry, Lubbock

Mr. and Mrs. J. O. Lawlis and son, Houston

Mr. and Mrs. Earl R. Smith, Waco

Mr. and Mrs. Bill Wendelin and daughter, Henderson

Mr. and Mrs. Earl White, Madisonville

VIRGINIA — 2

Norman E. Knowles, Jr., Christiansburg

Frank D. Sale, Radford

WEST VIRGINIA — 6

Ray F. Crosser, St. Marys

Mr. and Mrs. W. H. Hale and two children and guest, Mrs. Gertrude Bevins, Williamson

WISCONSIN — 39

Mr. and Mrs. R. W. Doman, Brookfield

Mr. and Mrs. Joseph W. Donahoe, Darlington

Mr. and Mrs. Ernest C. Feund and son, Fond du Lac

Mr. and Mrs. John L. Freund and three children, Omro

Mr. and Mrs. Harold J. Gavin and daughter, Baraboo

Mr. and Mrs. James F. Gavin and four children, Reedsburg

Mr. and Mrs. Ray Gevelinger, Dodgeville

Mr. and Mrs. Walter Heise, Oconto

Mr. and Mrs. Bill Jones, Pickett

Mr. and Mrs. Don Lloyd, Oshkosh

Mr. and Mrs. E. J. McNamara, Bloomington

Mr. and Mrs. Russell C. Shroeder and daughter, La Crosse

Mr. and Mrs. Leo Sullivan and daughter, Reedsville

Mr. and Mrs. Myron Wilcox, Stoughton

CANADA — 5

Mr. and Mrs. Tom H. Dent and three children, Woodstock, Ontario

Col. Carlson Sells Farm At \$310 Acre

TRIMONT, Minnesota — More than a hundred people attended the Alwin Drewes estate auction northeast of Trimont, and Vernon Cutler, a neighbor, is the new owner of the 160 acre farm. The price was \$310 an acre.

Of 71 price estimates registered before the auction, about half were in the \$290 to \$320 bracket. Harry Cowing, Fairmont, received \$5 for being on the grounds at the close of the sale.

Auctioneer was Walter Carlson.

The President's Letter

Dear Friends:

As I write these few lines I cannot resist writing about the 1960 National Auctioneers Convention held in Louisville, Ky. It was the largest attended of all time. It was educational, entertaining and inspiring.

Perhaps the greatest thrill was to hear the optimism and enthusiasm expressed by many of the fine speakers with respect to the Auction profession and the N.A.A.

My most sincere regret is that many of you were not able to be present.

The next fiscal year offers many great challenges to our ever-growing organization.

The N.A.A. may be compared with a growing plant. The seed bed is first prepared. Then the seed is planted. It requires fertilizer, moisture, sunlight and cultivation to produce a bountiful harvest.

The N.A.A. began to grow shortly after World War II and has continued to increase in membership and importance ever since.

It is gratifying to know that through the efforts of Auctioneers everywhere the N.A.A. will keep on growing.

Let us look to the new year with greater determination than ever to increase the membership of our Association.

Sincerely,

Carman Y. Potter

A Milestone Of Progress

BY BERNARD HART

A milestone of progress was marked by the National Auctioneers Association at their annual convention in Louisville, Ky., July 14, 15, and 16, 1960. As reported elsewhere in this issue, attendance was at an all-time high, which is necessary for a good convention and a progressive organization. There is no substitute for membership participation.

Probably no past convention of this organization has seen this body take more definite steps forward than took place this year. Your Board of Directors held three sessions during the convention and all were filled with constructive discussion and action on those things considered best for the organization. Special committees such as Resolutions, Grievance and Nominating, worked long hours and met as many times as were necessary to act on the responsible assignments that were given to them.

Group Insurance Program

For the past five years your officers and directors have strived to secure a group insurance plan that would be applicable to members of our organization. Back in 1955 the first official action was taken. Since that time we have met with representatives of many companies but have never been presented with a plan that we thought beneficial. Now, MUTUAL OF OMAHA has offered us a Health and Accident Plan which has been approved unanimously by your officers and directors and is now available to our members. As soon as 100 applications are approved this insurance plan will be in effect. You have received by direct mail details of this plan and if you have not, please contact your executive office. This plan is optional to the members but you will find the rates are from 40 to 60% of what the same protection would cost if bought on an individual basis.

Secretary's Report

Nebraska moved into leadership in the membership roster during the past fiscal year with 107 members as of June 30, 1960. Ohio dropped to second place with 95 and Indiana ran a close third with

93 members. Illinois held fourth position with 81 members and Kentucky moved up to fifth place with 76 memberships.

The most notable membership gains during the past 6 months were taken by Wisconsin and Nebraska who increased their totals by 14 members each. Kentucky gained 11 over the count of last year, California increased by 9 and Kansas 8.

Losses in membership were suffered by Michigan who lost 16 from the count of last year and New York, Pennsylvania, and Texas, who lost 10 members each during the year.

The gains in membership won out in the final count however. It is our pleasure to report that 1227 memberships in the N.A.A. were issued from July 1, 1959 to June 30, 1960. This is another record in membership, an increase of 78 over 1959's all time high.

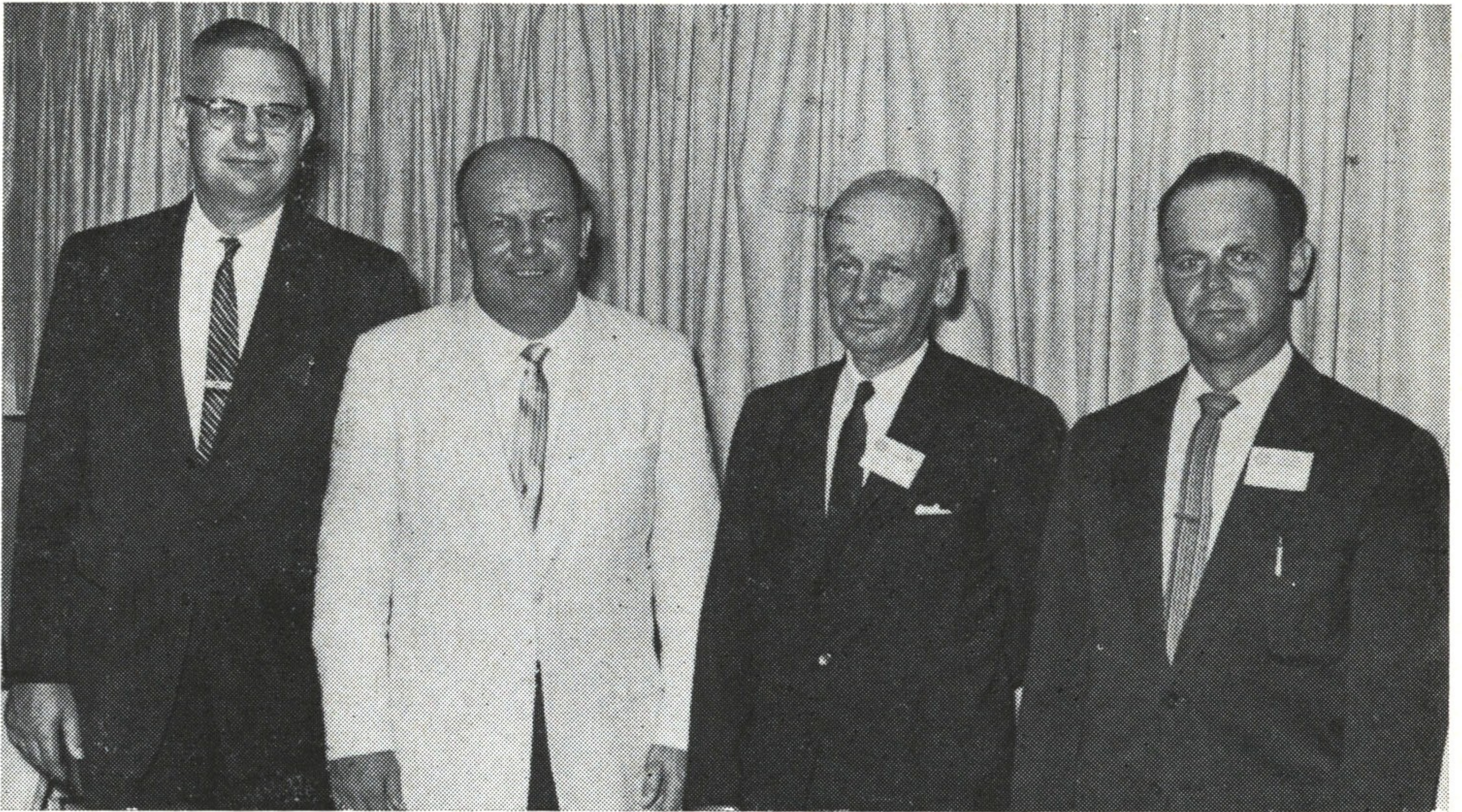
During the fiscal year, 4500 pieces of mail, exclusive of "The Auctioneer" have been sent from the executive offices, an average of about 15 per day, not including Sundays and holidays. During this period 2584 pieces of mail were received.

"During the past year I have attended State Auctioneers meetings in the following states: Missouri, Illinois, Indiana, Kentucky, N. Carolina, Ohio, North Dakota, Idaho, and Texas. Two of these, North Carolina and Idaho, were organizational meetings of new State Auctioneers Associations. I also attended a National Convention planning meeting in Louisville, in December, and in Chicago, in May."

"This has been a year of progress and action, one of the most interesting and successful of the six years that I have served as your Secretary. Under the capable leadership of our President, Ernie Freund, we have made substantial gains in places where they count and I sincerely believe that the NAA was never on firmer ground than it is now."

Treasurer's Report

In making his annual report, Henry Rasmussen mentioned that it was nine years ago, at Decatur, Ill., that he was



Officers of the National Auctioneers Association 1960-61 are Bernard Hart, Frankfort, Indiana, Secretary; J. Meredith Darbyshire, Wilmington, Ohio, 2nd Vice-President; Charles Corkle, Norfolk, Nebraska, 1st Vice-President; and Carman Y. Potter, Jacksonville, Illinois, President. Not pictured is Henry Rasmussen, St. Paul, Nebraska, Treasurer.

elected to the office of Treasurer for the first time, an office he has capably filled since that time. He reported a balance on hand of \$9,321.11 as compared with \$7,598.13 a year ago.

In a later action of the officers and directors, it was decided to place the sum of \$5,000.00 in an interest bearing account.

Resolutions Committee

Carman Potter, Chairman of this committee, offered the following Resolution: "Be it Resolved that the National Auctioneers Association extend to the Kentucky Auctioneers Association its sincere thanks and appreciation for the splendid cooperation given as hosts to the greatest, best attended National Convention ever held."

Resolution was approved unanimously by the membership.

Grievance Committee

Charles Corkle, Chairman of this committee, made the following report: "Whereas, the grievances brought before this committee have been revised between the parties involved, pending further developments, we have no grievances to bring to the floor for discussion."

Memorial Service

C. E. Cunningham, Greenwood, S. C., conducted a memorial service for those members who have passed on during the past year.

Election of Officers

The nominating committee, consisting of Homer Pollock, Chairman, F. E. Fitzgerald and W. J. Wendelin, submitted the following slate of officers and directors for the year 1960-61:

President: Carman Y. Potter, Jacksonville, Ill.

1st Vice President: Charles Corkle, Norfolk, Nebr.

2nd Vice President: Walter Britten, College Station, Tex.

Secretary: Bernard Hart, Frankfort, Indiana.

Treasurer: Henry Rasmussen, St. Paul, Nebraska.

Directors for three years: Lyle Woodward, Denver, Colo.; Wendell Ritchie, Marathon, Iowa; Charles Morrison, Grants Pass, Ore.; Joseph Steiner, Silver Springs, Md.

Competition developed by nominations from the floor for the office of 2nd Vice

IN UNITY THERE IS STRENGTH

President and seats on the Board of Directors. By a two vote margin, J. Meredith Darbyshire, Wilmington, Ohio, was elected to the office of 2nd Vice President. All other recommendations of the nominating committee were approved by those voting.

By-laws of the NAA provide that the retiring President, Ernest Freund, become a Director for a term of three years.

Convention Site

In their meeting on July 14, the officers and directors made the decision that in the future, for the good of the organization, that convention sites will be selected and determined by this body. Also, all invitations must be submitted through the Executive Offices in order to be considered.

At this same meeting it was later voted that the National Auctioneers Association accept the invitation of the Texas Auctioneers Association to hold the 1961 National Convention at the Shamrock Hilton Hotel in Houston, Texas.

Special Awards

C. B. Smith, immediate Past President of the NAA, presented letters of appreciation to B. G. Coats, Pop Hess and Bernard Hart, representing the feelings of the entire membership for loyal and continued support of our official publication, THE AUCTIONEER. He also announced that suitable plaques would be provided.

Public Relations

This committee, headed by Joe Steiner, was active throughout the convention and presented several ideas to the officers and directors. As a result it was decided that at future conventions, news releases would be furnished to the home town newspapers of all registrants. It was felt that this would add prestige to our profession and to those taking an active part in their national professional organization.

This committee was also authorized to prepare a banner to hang above the rostrum at future meetings and to experiment with the use of a tape recorder to record the entire convention proceedings.

Legislative Committee

By action of the membership and later approved by the officers and directors,

the President was authorized to name a committee to study existing and proposed laws pertaining to the licensing of auctioneers by states.

Convention Program

Volumes would be necessary to give an account of the various subjects covered so capably by those appearing on the three day program. We hope and trust that through letters being printed in this and future issues of THE AUCTIONEER that one can gather some idea of the tremendous program of education and inspiration that was offered. Before bringing this commentary to a close we do wish to mention the dignity and order that prevailed throughout the convention due to the decor and manner in which the Convention Chairman, John L. Cummins, President of the Kentucky Auctioneers Association, performed this highly responsible duty. It was a great meeting from start to finish, a meeting of the finest group of men and women in the world. There will be another in Houston, Texas, July 20, 21, and 22, 1961. Resolve now to be there.

Excursion Steamer Sells for \$30,000

TOLEDO, Ohio, — The Lucas County Bank bought at auction for \$30,000 the steamer Canadiana, one of the last excursion boats on the Great Lakes.

The bank's bid was the only one for entire ship, because it was less than two-thirds of the appraised value, the auction sale aboard the ship at a city dock requires court approval.

Joseph Nathanson, an attorney for the bank, said it planned to find a buyer who will keep the Canadiana in operation.

The three-decker, certified to carry 2,500 passengers and a crew of thirty-four, was appraised last month at \$52,000 for salvage and \$800,000 as an operating ship.

United States District Judge Frank L. Kloeb on April 20, ordered her sold on a foreclosure action by the Lucas County Bank for an unpaid mortgage of \$30,000.

THE LADIES AUXILIARY



Dear Ladies of the Auxiliary,

Humbly, I accept the office of president of the auxiliary. I feel honored to have been chosen for this office and I will try to do my very best for the coming year.

To our past president, Mrs. Featheringham, I want to congratulate her for her efforts and fine work she did.

At the convention in Louisville, truly Owen and I had a marvelous time. I am sure I can say for the auxiliary a hearty thanks to the Kentucky A. A. and their ladies for the good time everyone had. Each year we set aside one week in July for the convention. Ladies, why don't you put a circle around the third week in July so that you won't forget it. Just don't let your husband book any sales for that time. If you have never attended I am sure you would enjoy it immensely.

At our Tea on Thursday, I for one enjoyed meeting the ladies there for the first time and renewing acquaintances made years previous. On Friday we had a fur style show, something a little different. Each of us enjoyed it I am sure. I believe we had more ladies present this year than ever before. At your state meetings, if your state has auxiliary meetings, why don't you tell those who haven't attended what wonderful times we have at our National. Encourage them to attend.

I sincerely hope you ladies will take more interest in our page of the Auctioneer. Let us hear from each of you sometime during the year. Truly, I believe if we write a letter to the Auctioneer and read the letters that others write, it will make us feel that we know each other a little better. The ladies page is the first I turn to and read when we receive the magazine. Many of us have little bits of news about our families that are interesting to all who are acquainted with that person.

Please ladies, let's make this a year of letter writing to the Auctioneer, we will all enjoy it more.

Sincerely,
Madonna Hall
Celina, Ohio



National Auxiliary Meeting A Success

First I want to thank all the ladies for giving me their vote of confidence in putting me in as Vice-President. I think it an honor and privilege to hold this post.

I think this years convention, especially for the ladies, seemed to show more fellowship than any other convention in the past. Also it was encouraging to see so many ladies signing up with the Auxiliary who have been coming for quite awhile but never had joined. I would also like to welcome all the old members who returned to the fold.

I am again putting in a bid for the Ladies of Pennsylvania to try and get some members and attend our January meeting in Harrisburg where we expect to organize.

Mrs. Tom Berry

Y'all Came!!!

The Convention is over and though it took a whole year to get here, it was over and history in what seemed like a very short time. I wish I could have met each and every one of you personally but that would have been almost impossible in so large a gathering. It was wonderful meeting with old friends and making new ones. Everyone was wonderful and there has been countless comments on what a wonderful group the Auctioneers are and I certainly do agree wholeheartedly. I am so happy you all could come to Kentucky and if any of you are ever down this way please stop and see us, you will always be welcome.

I want to take this opportunity to thank Mr. Bob Kleinman, who gave the ladies a wonderful fur show during our luncheon; Mrs. Shirley Brian, Mrs. Adrian Atherton, Mrs. O. M. Faust and her two wonderful daughters, Ann and Patty, Mrs. Wayne Kessler, Mrs. John Maloney, Mrs. Neal Whittaker, Mrs. Gene

IN UNITY THERE IS STRENGTH

Monson and Mrs. Edgar Walker for their cooperation and assistance during the Convention. I want to thank the two wonderful ladies, Mrs. Lillian Gable and Irlene Englerth, City Division of Recreation, for their work with the children, my mother-in-law Mrs. Ed Moore and her sister Mrs. Harry Marlow for their help with the children on the boat trip.

The conduct of all the youngsters was most outstanding and, needless to state, was appreciated immensely by all persons supervising their activities. The supervisors requested that their thanks be extended to each and every one of them.

I want to apologize to the ladies who did not receive a souvenir at the Ladies Luncheon, but the crowd was much greater than we had anticipated for which I was most happy. It was nice meeting the Officers and Directors of the National Auxiliary. They are all such wonderful persons. I could go on and on but time and space do not permit, so will just close by saying that it was a thrill and a never to be forgotten experience to have taken a small part in this Convention and I am sure the entire

K.A.A. Ladies Auxiliary join with me in wishing each and every N.A.A. member and their family continued success and much happiness.

Mrs. Orville R. Moore, Pres.
K.A.A. Ladies Auxiliary

Tidal Wave Cancels Auction in Hawaii

Auctioneer Louis L. Stambler was all set to sell the Asato Paint Shop in Hilo. He even mailed auction invitations to people he thought might be interested.

Stambler thought the shop was on ground high enough to escape the tidal waves but he went to Hilo to check just the same.

Everything was gone, including 1,500 gallons of paint and two trucks.

He bought the shop only a month before the waves and hadn't insured the property.

"I got so disgusted I left everything and got on a plane and came on back," said Stambler.



Those attending the Idaho Auctioneers Auxiliary Luncheon at Boise, Idaho, July 1 were: Seated: Carol Owens; Mrs. Harvey Iverson; Mrs. Irwin Eiler; Mrs. Arvin Spofford, Vice-President; Mrs. Harlan Smith and daughter, Shirley. Standing: Barbara Decker; Mrs. Al Decker; Mrs. John Wert; Mrs. Clayt Tchirgi; Mrs. Jim Messersmith, President; and Mrs. Paul Owens.

Hopes To See Membership Doubled By 1961 Convention

By COL. POP HESS



The date of this writing is August 12 to meet the deadline of August 15 for the September issue. After the fine response given Mrs. Hess and myself at the Convention at Louisville last July 14 through the 16, I did not want to go on record as being late for this run of publications of "The Auctioneer." From here on in until July, 1961, when we convene again.

If I were to put into print all the items that I have observed from the time we left for the Convention on July 14 up to date, this publication would be overloaded and there would be no room for others who have some interesting writings worth reading. Again, Mrs. Hess and myself want to say thanks to the officers and management of that Great Convention along with our thanks to the Ohio State Auctioneers Association and their Secretary, Don Fisher, who backed his Station Wagon up to our door, hauled us and fed us to and from Louisville. Also thanks to all the many Auctioneers in attendance from many states and out of the United States who greeted us. On arriving home July 17 about noon we were not hungry nor tired for we had had the event of our lives. In conclusion, we had for some years become somewhat in a rut and were growing rusty from abstaining from the National Auctioneers Convention. Whether or not we will be able to repeat such a trip depends on how we survive in days to come.

Since coming home many letters have come in from folks we met. Some good grape-vine information has crept in to the effect that our new President, Col. Carman Y. Potter, is heading to the next Convention with a devout, determined mind that he will have in his control a membership for the N.A.A. of not less than 2000 recorded memberships.

Just as I was digesting this here came a letter from my friend, Col. Coats, setting the mark at 2600 that he was going to make a dive for. Not to be out done, I jump the gun now and set up stakes to make it 3000.

Now, boys, if you like me, get on the band wagon with the goal of each member getting one more member and we will make it. I think I am quite sure of a few here in Ohio that I can persuade to tie in. I've already started feeling their pulses. The heart beat is not too bad though a little bumpy. But when I tell them some of the stories they could have heard and how the fine looking women that were there kissed my wife and told her it was for me, it makes some strong dents. Of course, I did tell them what they would see and hear. They would be in the best group of folks ever to congregate in one body of Auctioneers and that if they loved their work and their name as an Auctioneer to get all the juice there was in the work and support their State and National Auctioneers.

So, boys, if we beat Potter and Coats, let's get going now. The next Convention will be in Texas and if I know Texas, it has got to be big. Several times in my life work I've been headed toward Texas or through it. Somehow each time it back-fired and I missed being there or passing through.

On our way home from Louisville, we stopped along the highway to stretch our legs. Don Fisher looked up and there was a big shiny airplane going over. Don said, "There is the way for us to go to Texas next July." Mom Hess rared back, took a squint at it way up there and she said, "Gee, I would not want to be way up there with that thing." I bent back and took a squint and said, "Well,

IN UNITY THERE IS STRENGTH

I would not want to be way up there without it." Then Don said that if either of us ever got that high we would never want to come back. Just what he meant by that remark I have not yet got all deciphered. So much for now but we were very happy to be in attendance at the 1960 National Auctioneers Convention that was slated to be and proved to be the best and largest in attendance of all time.

As of now, we here in Ohio are approaching another big auction sale season. We find this month that we are listing numerous large sales held at night. Even good sized general farm sales and many livestock sales are being held at night so everybody can stay home and do work during the day and go to the big auction at night. Back in former years a night sale was seldom thought of unless it was merchandise or household goods. Back in the early 1880's to 1900 most general farm sales opened around 9:30 a.m. with a big free lunch at noon and the sales were often over by noon or 2 p.m. and then home we went. Then we got to starting at noon down through the p.m. holding sales for many years. Now it is night sales. The next move will be no doubt to open our sales at one a.m. to be through by daybreak so we can work all day, then watch T.V. and Gunsmoke until midnight and then go to the Auction at one a.m. How about sleep. Well, I do the most of mine while pretending to watch T.V. and could get by.

Food for thought: You know, nowadays it is rush, eat on the run, save time, a fast modern world, push button time. Most all hard labor is done by machines. We just push buttons and live high. Many of our better farms are sold and laid out for golf grounds so the farmer and his hired man can take a day off and play golf to get exercise. People do not dress like we did once. Now both men and women dress more for comfort. I dropped in on a farmer's picnic and what did I see? Big and little farm men, some well draped with whiskers. What did they have on? No shirt. No undershirt. A pair of shorts with ugly skinned up scratched legs. For shoes they had some kind of a pad on the bottom of the foot tied on with binder twine and some had baling wire. The women were just as

bad only more neat and much easier to look at and much more to see.

Through it all I was astounded to think and guess what Grandpa and Grandma would have said had they come back to earth and seen what I was looking at in our folks of today. Yet when we stop to think about it, we in this great modern world have learned not to torture ourselves with a pile of expensive clothing that burdens us down and burns us up when it is hot. To wind up this subject, we of today have not only got wise on how to lighten labor with push buttons, we have learned how to keep cool and show the world what a good or bad body we have been graced with without any guessing or camouflage to blind the eye. Is the world better or worse today? Let's see, I say it is better and fewer are disappointed in what he expects to see and do.

I had a long letter from a new beginning Auctioneer who is not worried about what the world looks like or what is in it in the way of people or how they look.

His trouble is that regardless of how he dresses or acts people seem just not to like his looks or his way of acting and when he tries to sell, people, instead of bidding, sit and visit and pay no attention to what he is saying or doing and he is much bewildered. He wonders if I could mail him some of my tall stories that he might revamp and get attention from. I have written this boy that if I sent him the kind of a story I would tell that kind of a crowd he might not even have anyone in attendance at his next auction.

Stories are O.K. to tell at Conventions. At sales, until you get your feet on the ground and can judge people on what they like and do not like, often you can slide in a self made up remark that will fit much better than any man's long story. I have seen capable Auctioneers kill an auction trying to display a story that fell so flat that his sale became slower than an Old Maids Funeral. Today's folks are well versed on all kinds of stories. Many are told that have been worn out and they lose the point of interest. I have told this young man that he needs an up to date approach. I do not mean one where his audience is so

IN UNITY THERE IS STRENGTH

sour with drawn faces so hard that if they did smile it would look like their face has cracked. He should tune his personality to the point of pleasantness and work his way to happiness for both himself and his viewers by carefully making remarks that would tickle the ear and make the mouth stretch.

I followed that line many years. Only once did it kind of backfire on me. In my crowd I had a tall, well-known preacher who was never known to even smile, let alone laugh and I made many attempts to change that record for him. In so doing I put on the whole works. While I had my crowd all rolling on the ground in laughter, the only response I got from the preacher was a slightly raised left eye-brow, and that was final. However, he was there just to look on and I sent him home feeling that Auctioneers were not the worst people in the world when it come to the right kind of folks to be around. Of course, at all

times we do think highly of our men who are Ministers of the Gospel. I think they are the greatest of all in our world. No community should be without them and their churches for after all it is the Churches and the folks who spend their lives in Church work who have down through the years from the beginning made our lives better and our country strong and a better place to live.

As we drive on our highways and through our villages, towns and cities, we are proud of our churches and what they stand for regardless of denomination or creed. In speaking of Churches, last week I was happy to be a special guest to a little church by the side of the road in a little farm village where I grew up. It was the Church where I attended my first days in Sunday School. It had over the door, "Built in 1833." The land it sat on came off a corner of my Grandfather's farm, the old Hess Homestead. Few did I see there of my age



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or older. Many who were younger have passed on or moved away. The ones I knew of then were much missed in my thinking, but all in all, that old church now so well preserved by the folks of that community made me feel happy to know that while many have passed on or moved to other lands, the ones remaining had not forgotten their Church nor the memories of the absent. It was Communion Sunday and in reverence to God and in memory of our many ancestors who made that church possible and a church for me to return to and worship in again, one will wonder what is more in life than our Home Church or our Churches of the land and the people who have held the line to keep them. In my travels nothing makes me feel so low and in despair is to see what one day was a Church of our forefathers and mothers and folks who have passed on that the present generation has neglected to preserve and the building and the land it sets on are run down and overgrown with weeds. We do see this in our travels over the highways.

It has been from many such Churches that our greatest men have come, including Auctioneers and their wives. It is the principles they were taught that have helped them to be better folks today.

Now, Boys, the drag race is on. 3000 paid members for the next July convention in Texas. Who is going to top us with a higher total? Potter says 2000. Coats says 2,600. Pop Hess says 3000. The bidding is on. What do I hear? Don't just bid, Boys. Reach down and dig.

Keeneland Auctions Filled With Glamour

By Marvin N. Gay, Jr.

Lexington, Ky. July 26—On an average, a yearling is in the sales ring at Keeneland only three minutes before passing into new hands.

This may seem too brief a period for the horse breeder, who is risking time, money and worry. Actually, 90 per cent of the prospective buyers arrived several days in advance of start of the three-day vendues yesterday.

I'd guess that a vast majority of the visitors decide in their long, hot walks

around the stable areas just how high they intend to go on a particular animal. Sometimes, of course, they venture past artificial ceiling when carried away by excitement of the bidding and the appearance of the spruced-up yearling.

Goal of the auctioneers is to keep the sale moving at a fast tempo, the idea being to have the spectators, 500 in number, on the alert.

George Swinebroad, in the opinion of many the best horse auctioneer anywhere, has been connected with all 17 summer auctions of selected yearlings staged by the Breeders Sales Company.

"We certainly never intend to shut anybody out," the veteran chuckled, "and I don't think we do." They must not, as \$3,500,000 is expected to be spent before the last yearling leaves the ring tomorrow night.

Auctioneers Swinebroad and Tom Caldwell have four spotters scattered among the buyers and it is no easy trick keeping up with bids, even then. The bidders are a tricky lot.

Some bid with a nod of the head, others with closed or open fist, and a few resort to sly winks. The vocal ones are in the minority.

What may seem so much foolishness has reason behind it. Judgment of some purchasers is highly respected and bids go up sharply when the word leaks out that they are seeking a particular colt or filly.

There is the cunning fellow who makes only one bid, the last one. He waits until the offers slow down and gets into the act just as the auctioneer is about to hammer the sale closed. When his tactics work, he'll flash a smug smile, possibly figuring he saved himself a few thousand dollars.

Bane of the auctioneers, I suspect, is the person who eases out of his plush chair and edges toward the door of the air-conditioned building as the action becomes hot. He'll hide behind other people and bolt outside if he loses the horse he wanted.

Editors Note: George Swinebroad, Lexington, Ky., and Tom Caldwell, Ontario, Calif., are members of the National Auctioneers Association and Col. Swinebroad spoke at our recent National Convention, using the subject, "Blooded Horse Auctions."

First Oklahoma City Cattle Auction Held

Thursday June 23rd was a day of firsts. It was the date of the first joint feeder calf sale sponsored by the Oklahoma Angus, Oklahoma Hereford and the Oklahoma Shorthorn Associations. It was also the first time that cattle were sold by auction on the Oklahoma City Stock Yards which is now in its 50th year. It was a successful sale.

Over 700 head of feeder-stocker calves were sold and the price was considered very good in comparison with going prices on like cattle. The top price per CWT was \$31.00 for a pen of 32 Hereford steers.

Joint sponsored calf sales were held during July in McAlester, Oklahoma City and Ada, and future sales will be held at the Oklahoma City Stock Yards on August 25th, September 22nd and October 27th.

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Members of the Idaho Auctioneers Association conducted their first annual meeting and election of officers and board members at Boise Junior College July 1 in conjunction with graduation ceremonies for four graduates of the School of Auctioneering. Shown above are members and their wives, graduates and officers. Front row, from left to right are Harvey Iverson, Gooding, President; Paul Owens, Boise, Executive Secretary; Arvin Spofford, Boise, Treasurer; Duane Farmer, Ellis, Director; Clayt Tschirgi, Fruitland, master of ceremonies for the evening and Director; Jim Messersmith, Jerome, Director.

Second row: Earl O. Walter, Filer, featured speaker; Mrs. Iverson, Mrs. Owens, Mrs. Spofford; Mrs. Eiler; Mrs. Wert, Mrs. Messersmith; Bernard Hart, Frankfort, Indiana, guest speaker.

Back row: Leroy Pearman, Garden City; Al Decker, Boise; Joe Wagner, Parma; Wayne Carney, Paul; Harlon Smith, Rupert; Ken Troutt, Middleton; John Wert, Wendell; and Irvin Eiler, Kimberly. Farmer, Smith, Carney and Wagner are the new graduates of the school.

Idaho Auctioneers Association

Holds First Meeting In Boise

By Paul L. Owens, Secretary
Boise, Idaho

The Idaho Auctioneers Association met in Boise, Idaho, July 1. It was a tremendous honor to have Bernard Hart, our National Secretary, in attendance at this meeting. We wanted to hear so much from him about what an association can do, what is the purpose of an association, and what is the importance of legislation. We got him up to speak to us and held him there for an hour and a half answering questions. The ladies of the newly formed Auxiliary were waiting to serve refreshments and when they told us how long it had been, we were surprised. We were too interested to notice the passing of time. I feel sure we will always want him to attend our conventions to guide us in our thinking.

Although our association had been formed temporarily a few months earlier, this meeting and convention was actually the formal organization of the Idaho Auctioneers Association. There are still some Auctioneers in Idaho who do not feel that this was their convention and it remains for us to help them feel our need for them and their ideas to build the future success of our association.

Whether we think alike or not we still should have the membership of every Auctioneer in the State and the thinking of every one should be heard at the State Convention. To give that much time for discussion will take more time at future conventions. A one day meeting will not suffice in the future.

We have set September 1 in Boise for the first executive committee meeting. It will be held at 2900 Main and will be open to any member who wishes to attend. We will pass on by-laws, committee appointments and other matters. I have no official report from these groups and any opinions that creep into this report are mine personally.

I have learned already that all auctioneers do not think alike, at least the way

I do. I will even concede that there is merit in these differences. One example needs to be told here since there have been questions about the connection between the Intermountain Auction Institute and the Idaho Auctioneers Association. The Association voted unanimously to drop the sponsorship of the school. This leaves the members free to participate or not in the conducting of the school as they wish. It also allows the Auctioneer who does not believe in creating so much local competition to have a voice in the policies of the Association.

I personally was an advocate of the Association sponsored school. I felt that the Auctioneers could give some real guidance as to what an auction school should teach. I feel now, however, that such advice rather than compulsory opinion could do the job better. I do know that State Barber Associations who sponsor schools through their State Commissions are not without problems. We in Idaho do not have a State Auction Commission.

Now that I have approached the item of Auction legislation let me say that Idaho has an auction law. This benign law grants a license to sell anywhere in the State outside municipalities that grant otherwise for the annual license of twenty dollars. In one county there are two temporary licenses for the year 1960 purchased by out of State Auctioneers. There are no locally purchased licenses. These out of State auctioneers would not have purchased licenses had they known that local auctioneers would not demand that they do so. I would like to see this law repealed completely.

We locally would like to have sold the sales that the out-of-state auctioneers booked and sold. We do realize, however, that no amount of licensing would have produced these sales for us. The combination of experience, prestige and know

how that goes into some Auction selling produces the business. There might even be such a thing that distance makes an authority and we don't mind traveling a bit ourselves.

Certainly any more to hamper the free enterprise feature of the Auction Profession should meet resistance from our members and our association. Whether auctioneers, auction operators or sales clerks should be bonded might well be a topic for any future meetings. If we had no problems there would be no need for an association.

The new officers of the Idaho Auctioneers Association are Harvey Iverson, Fruitland, President; Paul L. Owens, Boise, Executive Secretary; Arvin Spoford, Treasurer. Directors are Dwayne Farmer, Ellis; Jim Messersmith, Jerome; and Clay Tchirgi, Fruitland.

Thanks for reading about us. You will be hearing again from the Idaho Auctioneers Association.

Auto Auction Owners To Meet This Month

Auto Auction owners will convene at the Hotel Muehlebach in Kansas City, Mo., for the Annual Convention and Business Meeting of the National Auto Auction Association on Sept. 16-17. Many members of this group are also members of the National Auctioneers Association, including the President, Harold Henry, Los Angeles, Calif., and Secretary-Treasurer, Eugene Waldrep, Birmingham, Ala. Mr. Henry addressed our own convention last year in Denver.

A full two day program has been planned and includes addresses by Walter B. Cooper, 1st Vice President of the National Automobile Dealers Association (NADA) and John Kinnaird, President of the National Independent Automobile Dealers Association (NIADA). It is also hoped that Former President, Harry S. Truman will be in Kansas City at the time to address the group.

Mr. Cooper is considered one of the country's outstanding speakers and it was he who addressed the Nebraska Auctioneers Convention last May.

A Panorama Of Progress

By COL. B. G. COATS

It occurred to me after the wonderful 1960 national convention was over that an appropriate theme for such a successful event should of been "Panorama of Progress", and progress is a common word to all Auctioneers. Through progress we advance and live fuller and richer lives. It enables us to enjoy more of the good things and if we will all practice the progress that has been made we can all expect better things.

At the convention Auctioneers gathered to renew acquaintances, exchange ideas and check up on progress. All working together for a common purpose emphasizes our need for cooperation and understanding.

Only through organization on a state and national level can we ever hope to obtain our objective and the faster our membership increases the faster our progress will be and the sooner our objective will be achieved. I am sure that every member of the N. A. A., that was present at the national convention left with an enthusiasm never before attained and will keep it alive throughout the months ahead by obtaining as many new members as possible.

Our President Col. Carman Y. Potter, is to be commended upon his program of 2000 members by July 1961. If each of us will cooperate with him by just getting one new member we will surpass his program and come July 1961, we can all go to Houston, Texas, and stage a "Panorama of Progress" that will awaken every Auctioneer to the vital importance of joining his state and national Auctioneers Association. It would indeed be refreshing and inspiring if each of us took our responsibility more seriously. Each year shows progress but as Auctioneers our progress as an organization should be much greater. May we all diligently strive to do better.

Make it thy business to know thyself,
which is the most difficult lesson in the
world.
—Cervantes

IN UNITY THERE IS STRENGTH

THE TOUCH OF THE MASTERS HAND

Myra Books Welch

'Twas Battered and Scarred, and the Auctioneer

Thought it scarcely worth his while
To waste much time on the Old Violin,
But held it up with a Smile:

"What am I Bid, good folks," he cried,
"Who'll start the Bidding for me?"

"A dollar, a dollar," then, "Two! Only two?"

Two dollars and who'll make it three?
Three dollars, once; three dollars, twice;
Going for three ---" But No,

From the room, far back, a grey-haired man

Come forward and picked up the bow;
Then, wiping the dust from the old Violin,

And tightening up the loose strings,
He played a melody Pure and Sweet
As a Caroling Angel Sings.

The music ceased, and the Auctioneer
With a voice that was quiet and low,
Said: "What am I bid for the Old Violin?"

And he held it up with the Bow.
"A thousand dollars, and who'll make it two?"

Three thousand; Who'll make it three?
Three thousand, once, three thousand,
twice,

And going and gone" said he.

The people cheered, but some of them
cried,

"We do not quite understand
What changed its worth," Swift came the
reply:

"The touch of the Master's Hand."

And many a man with life out of tune,
And battered and scarred with sin,
Is Auctioned cheap to the thoughtless
Crowd,

Much like the Old Violin.

A "Mess of Pottage," A glass of Wine;
A Game—And he travels on.

He is "Going" once and "Going" twice,
He's "Going" and almost "Gone,"

But the Master comes, and the foolish
crowd

Never can quite understand
The worth of a soul and the change
that's wrought,

By the touch of the Master's Hand.

* * * *

The above poem is being reprinted at
the request of many who heard it read
at the National Convention by Col. C. E.
Cunningham, Greenwood, S. C.

Aim at perfection in everything, though
in most things it is unattainable; how-
ever, they who aim at it, and persevere,
will come much nearer to it, than those
whose laziness and despondency make
them give it up as unattainable.

—Chesterfield

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National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

I thought I would drop you a few lines. We had a good wheat crop this year, one of the best I've seen in 55 years. We have had pretty dry weather for several weeks and are hoping for rain.

Cattle prices are a little lower now. I think they will be better if it rains. It looks like we will have quite a few sales this fall. I had four sales this week. One land sale brought \$64,000 with prices from \$50.00 to \$100.00 per acre.

I am in my 50th year in the Auction Business.

* * *

Grant Phillips
Wallace, Nebraska

Hello, Bernie:

Our farm sales are about over and my partner, Edd Morris, Ashland, Nebraska and I are going to Kentucky to the Convention. He is one of the leading young Auctioneers of Nebraska, a self-made man who sells anything.

We think we have had a nice run of sales. We count from July to July. When July 1, 1960 comes we will have had 203 sales of all kinds. Ninety were in the last six months of 1959 and 113 during the first six months of 1960.

This is my 50th year, as you know. Sales have been what we call good and no must sales as I have seen in some reports. We had the worst roads in my history as far as roads are concerned during the past winter.

Our crops here are good. Corn is being plowed now and the first cutting of hay is up.

I am sending you \$5.00 for the Booster page.

Rex Young
Plattsmouth, Nebraska
* * *

Dear Bernard:

We arrived home safely in Louisville. Surely was well pleased with The Convention. Let's keep it on the high level which we have attained. If we could only impress on our fellow Auctioneers what they miss by not taking a few days off to improve their knowledge of the Auction profession. If they would attend just once they would never miss a Convention. Let's all work towards a bigger and better one in 1961 at Houston.

I am enclosing \$10.00 for a new member of the N.A.A.

Yours truly,
Romaine Sherman
Goshen, Indiana

IN UNITY THERE IS STRENGTH

Dear Mr. Hart:

I want to tell you how much we enjoyed the recent convention in Louisville. It was worth going to hear Mr. Cunningham speak at the banquet, not to mention all the rest of the good speakers, entertainment, etc. We were also very appreciative of the program that was planned for the youngsters.

Sincerely,
Arnold Ford
Rome, New York

* * *

Howdy Colonel:

I say with tongue in cheek, as at the calendar I take a sneaky peak,
It strikes me as I note the date that my dues are a little late.

Please forgive this slight delay; a check I'm sending on its way.

Best wishes for the coming years to you and fellow Auctioneers,
Members of our great organization, The National Auctioneers Association.

Sincerely,
Irving H. Fingerhut
Brooklyn, New York

* * *

Dear Col. Hart:

I would like to join the National Auctioneers Association, and I have enclosed a check to cover my first years dues.

I have been an Auctioneer for the past thirteen years here in Massachusetts. I also have worked at many Auctions all over the country. Col Burgess, El Paso, Texas, for whom I worked for two years urged me to join the N.A.A.

I now have my own auction business located at Hopkinton, Massachusetts and I presently run approximately six to eight auctions each month.

My father, now deceased, was also an auctioneer for many years.

Sincerely,
John A. Hilditch
Southville, Mass.

* * *

Dear Bernie:

Enclosed is a check for \$10.00 for dues to the National Association.

We enjoyed the Convention at Louisville very much and are looking forward to next years get-to-together at Houston. I was pleased with the smoothness of procedure and the cooperation during our business meeting and was especially sat-

isfied with the groups action on having a committee study and get an overall picture of license laws in the auction profession.

We are in the middle of County Fairs in our area. It is sure a wonderful feeling to see the 4-H club exhibitors put on the great show with their years project. I am proud of the fact that we Auctioneers are able to add much to these projects by selling their steers, lambs, and hogs for a premium price under the auction gavel. It was after one of these 4-H Auctions that I was offered my first auction sale a few years back.

My new barn is coming along fairly well. We are in the middle of setting our pen posts and concreting the floor. We have a tentative date of September 17 for our open house. I imagine my wife, Norma, and myself will spend some long days and many nights working at it to meet this deadline.

Thanks again for helping my family with the difficulty they encountered at the Sheraton Hotel in Louisville. I always knew you were a terrific secretary and correspondence man but I never realized that you had the political and diplomatic talent that you showed.

Good luck in your future editing of "The Auctioneer."

Sincerely yours,
Ernie Niemeyer
Crown Point, Indiana

* * *

Dear Bernie:

"Texas here we come." You know, Bernie, I voted for Col. Walter Britten and I'm expecting him to live up to the big things he has been bragging about down in Texas. I think Houston is about one thousand miles from Sevierville, Tennessee but these conventions an auctioneer can't afford to miss.

The Louisville Convention was our third convention. I feel that my wife and family and I have become close friends with some of the greatest people on Earth. Anyhow, my wife ran off and left me to pay our breakfast bill in a hotel one morning. I had given the kids some money and when I went to pay the six dollar bill, I had only two dollars in my pocket. My wife had the Travelers Checks. No trouble at all My good friend, Harris Wilcox, loaned me five

IN UNITY THERE IS STRENGTH

dollars. I found my wife, cashed a check, paid Harris back. I expect to borrow ten dollars next time.

Bernie, we have still some of our leading auctioneers that say they can't get time for a convention. I feel that we auctioneers owe our good clients the best we have and we cannot be our best without we are eager to learn more about our great profession. There was one lesson that I got by attending the Louisville Convention that was truly worth our expense. I had never thought of it this way. L. L. Cunningham made the greatest speech I ever heard. That guy, Pettit, at seventy-five years young was one of the first to buy the two dollar book of Mr. Cunningham. Why would a man already retired want to learn more? This no doubt is one cause for Col. Pettit whom we all love so much wants no praise from man. We cannot be Guy Pettit although he set a good clean living example for any Auctioneer to follow. But we can be ourselves and there are far more opportunities for us now than there were for Col. Guy Pettit in his heyday.

What about Pop Hess at eighty? We all enjoyed Pop at the Convention. The show was the best show I ever saw anywhere. The speakers were all great. Bernie, tell all auctioneers out there wherever they may be if they read "The Auctioneer" plan right now to attend our great convention in Houston, Texas. I have a feeling this will be the greatest convention ever. It will only be what you and I and all the Auctioneers make it.

Bernie, here in Sevier County there are ten real estate auctions now to one seven years ago. My competitors do more business than they ever did and the C. B. McCarter Auction Co. sells real estate one sale after another. And we get a good job done. We have spent millions of dollars to promote the Auction business and build up the public to have confidence in the Auction business. We made the money we spent out of the Auction business. As you know we now specialize in real estate by way of auctions. Of course we sell everything in our sales at times. We are licensed and bonded brokers. We do not list private sales. We say, "You don't want to sell if you don't want an auction." We tell anyone who strictly insists on private sales to list their property with

so and so. We have nerve. If you list with the C. B. McCarter Auction Co. we'll have your money quick. Of course there may be a few occasions where private sales are all right. But this way I get along better with my private broker friends.

Bernie, while I have been writing this long letter my phone has rung three times. Three more sales I am almost sure. We looked at quarter of a million dollars worth of property today. I have an appointment at eight o'clock in the morning with a good friend who wants me to look at his farm maybe to subdivide. I tell people there is nothing wrong, just more people selling by the fair way of auction. You know there is such a thing as too many sales. I was hoping to let up a little. If there would be an auctioneer just starting out who can prove to me he can deliver the goods. Of course that would be hard to find, the kind I would want would be working for himself. So we just set our sales until we can get to them and probably will be selling all next winter. But you know, Bernie, I was six months booking my first sale in Sevier County. Booked that sale at five per cent. We pay ring men and brokers good for rounding up good prospects that buy in our sales.

I didn't mean to write this much but when I get to thinking about our wonderful auction business, I just keep writing. You will find a check for \$5.00 for the Booster Page. I'm going to hush now. But we are going to Texas next year. No matter what happens. If the Good Lord is willing. Twenty-five give me thirty. Sold it.

C. B. McCarter
Sevierville, Tenn.

P. S. What a mess that quartet made at the Fun Auction singing "On Top of Old Smoky." The two fine ladies did splendid. I was expecting a call from Hollywood but my phone still talks about auctions instead of show business. I think Co. Fortinberry from Memphis and Col. Fulkerson from Jonesboro, our oldest town in Tennessee, along with the young ladies and Col Hargis will soon be number one in Hollywood. Man, ain't it a sight what happens in our convention. I still say it was a shame to disgrace John Sevier and Daniel Boone that way. They were both great men.

Tennessee Auctioneers Hold Second Annual Convention

By E. B. Fulkerson, Sec.-Treas.
Jonesboro, Tennessee

The Tennessee Auctioneers Association held their Second Annual Convention June 5 and 6 at the Mountain View Hotel in Gatlinburg, Tennessee, one of the most highly recommended tourist attractions in the south. The registration sheet showed a total of 25 Auctioneers registered for the convention.

At 6:30 on the evening of June 5 a Presidential Party was held in the Huff House, an annex to the hotel. There a welcome address was given by President Clyde White. The delegates were served refreshments and entertained by Mr. Dave Wilson, a magician who could make a \$20 bill disappear and reappear in an orange. The climax of the entertainment was when the magician removed Col. Ralph Masengill's (of Morristown) shirt without removing his coat. The evening was spent renewing acquaintance and reminiscing about experiences of the past year. The whole party as well as the convention as a whole seemed to take on a new mood and a more pleasant atmosphere as everything moved along at a fast clip. Each person seemed so friendly and greeted each other with a pleasant smile, a handshake, and a friendly slap on the back with a courteous, "How-do-you-do. Nice to see you again. So glad you could come." The party was enjoyed by all and at about 8:00 p.m. the delegates began to move back into the hotel where each could enjoy a good evening meal of his choice.

The business meeting was opened at 9:30 a.m., June 6, with Col. Clyde White Murfreesboro presiding and Col. Jim Stevens, Nashville, doing the secretarial chores. Col. White gave a welcoming address to the delegates which was followed by a moment of silent prayer in memory of the deceased members of the Association. Following this each member was recognized and given the chance to tell of their activity in the auction profession and who they repre-

sented as well as their business location. Col. C. B. McCarter was the Auctioneer living the closest to the convention site and Col. Toxey T. Fortinberry traveled the farthest.

The nominating committee with Col. Ralph Masengill acting as chairman, presented the following slate of officers to carry the banner for the next year: Col. Fred Ramsey, Madison, President; Col. Milton Jenkins, Lebanon, 1st Vice-President; Col. C. B. McCarter, Sevierville, 2nd Vice-President; Col. Toxey T. Fortinberry, Memphis, 3rd Vice-President; and Col. E. B. Fulkerson, Jonesboro, Secretary-Treasurer. These were elected by acclamation and installed for the coming year.

It is unanimously agreed that the committee made a good selection in choosing Col. Ramsey to direct the affairs of the association because he is a man whose forward thinking and deep-rooted ideas will no doubt cause the organization to grow into a stronger association.

The meeting really got down to business when Col. White made a motion that each member would be allowed to give their grievances and comments concerning the auction profession.

Col. Delmus Trent, Morristown aspirant for State Representative, offered his services to the organization to do what he could to help bring about immediate legislative work to strengthen the organization. Col. Ramsey named a new committee to help promote the well being of the association with a fall meeting in mind to be held at the Noel Hotel in Nashville November 7.

The business meeting was adjourned and all the delegates assembled in the Pine Room of the Mountain View Hotel for a luncheon. The guest speaker, Senator Estes Kefauver, was unable to attend due to campaign obligations so he substituted the silver-tongued orator, Mr. Zeno Wall, owner and manager of the

new Gatlinburg Inn. Mr. Wall conducted a short quiz program before he got down to his serious speech of "The Scientific Thinking of Man." He captivated and held the audience spellbound the length of his speech.

The delegates observed promising and great leadership in the rich words spoken by Col. C. B. Arnette, Murfreesboro. This man has a great future.

The person who displayed smoothness smoother than the down from the Eider Duck from the White Cliffs of Dover was none other than Col. Ralph Masengill of Morristown. He kept the luncheon party rollicking with laughter. After the luncheon all delegates and their families moved to the lawn and front porch of the hotel where the Fun Auction was to be conducted.

Col. C. B. McCarter stole the show when he appeared on the scene wearing overalls and a straw cap and riding a small burro draped in an auction banner which announced an auction sale that he was going to conduct near Gatlinburg in a day or two. Col. McCarter proudly dismounted and walked up to the mike and as the hill-billy band struck up the music to "On Top of Old Smoky," he crooned the lyrics. This was well received by all.

At this point Col. Fred Ramsey took over as master of ceremonies and the Fun Auction was off to a bang and kept going at a fast clip all the way. All items that were offered were excellent and sold for a good price. A nice sum was netted for the kitty.

With the conclusion of the Fun Auction some of the delegates returned to their rooms, some went swimming in the Hotel Pool, others were just browsing around. It was a delight to visit and to exchange ideas with friends and fellow Auctioneers. All the delegates left the convention with highest respect for each other and the organization.

Fitzgerald Elected By North Dakotans

Meeting in the Grand Pacific Hotel in Bismarck, members of the North Dakota Auctioneers Association held a most successful meeting on June 19. With Presi-

dent Harry Berg presiding, an interesting and informative program was presented.

Speakers included, Evan Lips, Mayor of Bismarck, Bernard Hart, NAA Secretary, Frank Fitzgerald, Bismarck auctioneer and NAA Director; Ray Schnell, Dickinson auctioneer and former Lieutenant Governor of North Dakota.

Entertainment was provided by Lorna Iverson of Bismarck and the Haibeck sisters, members of an auctioneer's family from Steele, N. D.

Frank Fitzgerald was elected President for the ensuing year and Irvin Reitan, Petersburg, was elected Vice-President. Gerald Ellingson, Edgely, was elected Secretary-Treasurer.

The night before the convention, members of this group conducted an auction for the benefit of the Dakota Zoo which is being established in Bismarck. Held in the World War Memorial Building, approximately \$2,000 was raised. Since this was just preceding the special election for U. S. Senator for North Dakota, political figures were capitalized upon with Richard Nixon's biography being one of the sale items along with hats and neckties worn by North Dakota politicians.

Four Fall Feeder Sales At Chicago

Four fall feeder cattle sales will be held at the Chicago Stock Yards this year, Frank M. Flynn, vice-president and general manager, has announced. Dates for the sales are Sept. 30, Oct. 14 and Nov. 11. The 16th Annual Chicago Feeder Show and Sale, "the feeder cattle show window of the nation," will be Oct. 27, 28 and 29.

Last year more than \$2.5 million worth of feeder cattle were sold at the four Chicago sales. Nine states were represented in consignments of feeder cattle to the Chicago sales. They were: Montana, Nebraska, Colorado, South Dakota, North Dakota, Missouri, Kansas, Oklahoma and Texas.

Great people are not affected by each puff of wind that blows ill. Like great ships, they sail serenely on, in a calm sea or a great tempest.

—G. Washington



Frank Fitzgerald, retiring Director of the NAA and current President of the North Dakota Auctioneers Association at the "Mike" in the Missouri Slope Livestock Auction, Bismarck, N. D. This is one of the nation's finest plants of its kind and Mr. Fitzgerald is one of the principal owners. In the ring are two prominent Hereford breeders, Lorin Deumeland (left) and his father, George, now deceased.

Engraving through courtesy of THE HEREFORD JOURNAL.

Arizona Auction Sold To Nebraskan

WILLCOX, Ariz. — Willcox Livestock Commission Co., located in the town frequently called the "cattle capitol of the world," has been purchased by 30-year-old Jack Nelson of Broken Bow, Neb., formerly associated with the Central Nebraska Commission Co.

Nelson replaces Charles Torpey, who has operated the Willcox auction for the

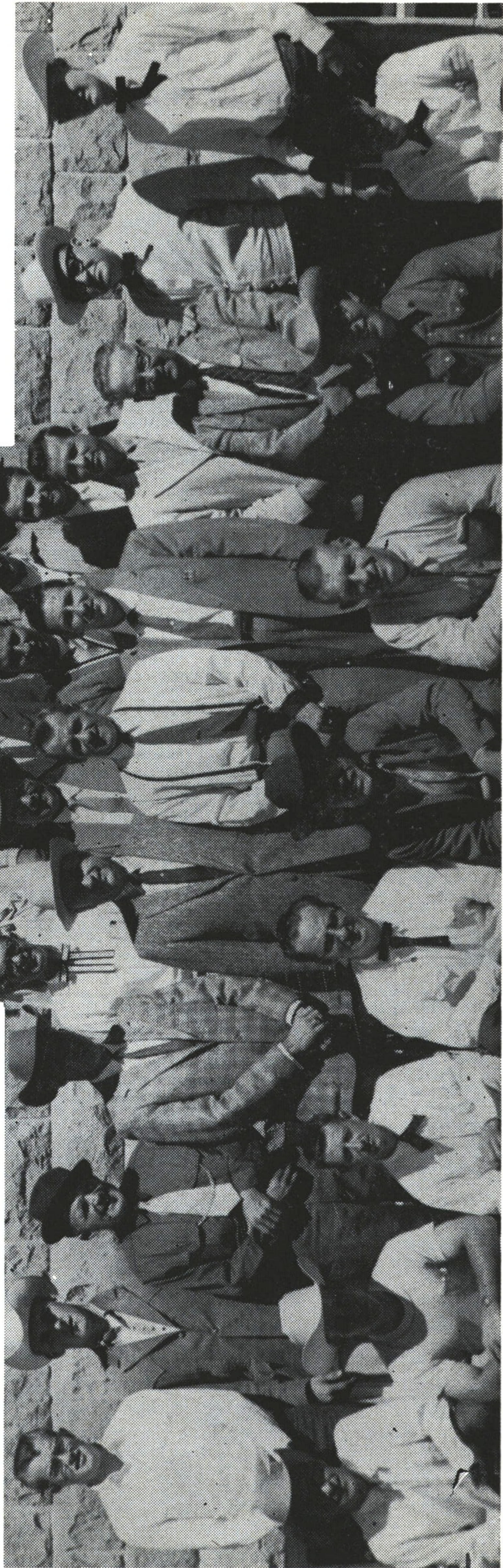
past three years and who is returning to a part ownership and management of the Webb Livestock Commission Co. in Grand Island, Neb., the firm he left when he came to Willcox. Nelson, who has resided in Phoenix for the past year, brings with him the experience gained at the larger auction in Broken Bow.

The supply of people for higher positions is never greater than the demand, and there is always a bigger job awaiting the fellow who qualifies for it.

GRADUATES SUMMER, JUNE 1960—Bottom row left to right, Art Mahnke, Lusk Wyo.; Leonard Mills, Mexico, Missouri; Norman Dahl, Claresholm, Alberta; Monte Page, Moreland, Idaho; Ron Granmoe, Lindsay, Montana; James Waymire, Howe, Idaho; Jack Sedgwick, Harlowton, Montana; John Gilliam, Seligman, Arizona. Second row: David Holdren, Weldona, Colo.; Wayne Kruse, Genoa, Nebraska; Charles Cumberlin, Albuquerque, New Mexico; Charles Phelps, Ashton, Idaho; R. J. Thomas, Instructor; Albert Cesry, Pine Bluff, Arkansas; Frank Quillen, Harrington, Delaware; W. J. Hagen, Instructor; Burl Roach, Abilene, Texas; John Hutchison, Shoshoni, Wyo. Third row: Ted Anderson, Lethbridge, Alberta; Gene Dickey, Kelso, Tenn.; Dick Schilling, Brush, Colorado;

**WESTERN COLLEGE OF AUCTIONEERING
PRESENTED BY SUMMER CLASS OF '59**

Allan Halvorson, Palermo, North Dakota; Don Deloss Hockett, Gillette, Wyoming. Fourth row: Bud Wilcox, Billings, Montana; Joe Birdsong, Sacramento, Calif.; Ernest Stephens, Mason, Texas; Clarence Unruh, Zapp, North Dakota. Fifth row: Newell King, Lewiston, Utah; Rawlin Jacobson, Ephriam, Utah; Boyd Ashlock, Hamilton, Kansas; Marvin Goehring, Bakersfield, California. Back row: Darrell Martin, Hermosa, South Dakota; Ronnie Patrick, Mexico, Missouri; Tommey Ashlock, Eureka, Kansas; Sparky Trotter, Grassy Butte, North Dakota.



WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONTANA

255 Memberships Recorded During Two-Month Period

The period from June 16 to August 15 has been a busy one in the Secretary's Office. During the two months 255 members have been recorded. In spite of the fact that July is a membership renewal period for many Auctioneers, 61 or over 27% of the memberships were new members.

Those whose memberships have been received during the two month period are listed below. The asterisk indicates renewal.

- *Oscar Tostlebe, Iowa
- L. E. Blalock, Tennessee
- John F. McLean, Tennessee
- J. B. Waters, Tennessee
- *Clive Anderson, Tennessee
- *Clive Anderson, Jr., Tennessee
- *Charles B. Arnette, Tennessee
- *Edwin B. Fulkerson, Tennessee
- *Eugene R. Hargis, Tennessee
- *Ronald S. Ligon, Tennessee
- *C. B. McCarter, Tennessee
- *Charles O. Rainwater, Tennessee
- *Jim Stevens, Tennessee
- *H. Jack Stewart, Tennessee
- *Delmus Trent, Tennessee
- *Hoyt T. Walker, Tennessee
- *Clyde White, Tennessee
- *Richard M. Brewer, Kansas
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- *Carson E. Hansen, Kansas
- *W. O. Harris, Kansas
- *Sanford Hughes, Kansas
- *L. R. Ketcherside, Kansas
- *Harold Kirk, Kansas
- *J. E. Kirkemide, Kansas
- *C. M. Macy, Kansas
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- *Vic Roth, Kansas
- *C. E. Sandeffer, Kansas
- *Frederick E. Sherlock, Kansas
- *L. E. Watson, Kansas
- *Dewey Webster, Kansas
- Glenn Applegate, Kansas
- Leo Crawford, Kansas
- Harlan Kirk, Kansas
- James H. Kocher, Kansas
- Gary Potter, Kansas
- Carl Schnell, Kansas
- Lawrence Welter, Kansas
- *Clay C. Hess, Pennsylvania
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- Frank Pacskowski, North Dakota
- Charles Hunter, Ohio
- *Ray Stern, Nebraska
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- Burl W. Roach, Texas
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- Charlie Phelps, Idaho
- Jim Waymire, Idaho
- Earl W. Kinney, Montana
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- *Lou H. Skokut, Pennsylvania
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- William Stinebaugh, Ohio
- *Robert B. Johnson, Indiana
- *Betty J. Johnson, Indiana
- Joe McDaniel, Tennessee
- *Warren Easter, Tennessee
- *Marian Stickle, New Jersey
- *James A. Stickle, New Jersey
- *Rhett Grant, Louisiana
- E. P. Duren, Idaho
- *Gary K. Purdy, Michigan
- *William D. Longo, Rhode Island
- *John Ed Smith, Kentucky
- John Hutchison, Wyoming
- Harvey C. Iverson, Idaho
- Clayt Tshirgi, Idaho
- *E. R. Tom, Ohio
- *George Burrows, Pennsylvania
- *Harry Sanders, Nebraska
- *A. C. Dunning, Illinois
- *Harold Richmond, Kentucky
- *Paul W. Calkins, New York
- *Irwin E. Murray, New York
- *Lyle D. Thornton, Michigan
- *Tim Anspach, New York

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- *Melvin R. Penning, Illinois
- *Fred G. Quick, Illinois
- *Virgil F. Scarbrough, Illinois
- *Charles B. Wade, Illinois
- *Jim Buckley, Indiana
- *J. W. Shapley, Indiana
- *H. W. Sigrist, Indiana
- *Leland Dudley, Iowa
- *Lyle Erickson, Iowa
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- *John A. Overton, New Mexico
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- *R. W. Doman, Wisconsin
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- Frank Seaman, Ohio
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- Milton J. Wershow, California
- Olin Chailland, Missouri
- *Critt Bradford, Ohio
- *Richard Brodie, Michigan
- Francis N. Werlein, Wisconsin
- Richard C. Kossel, Wisconsin
- Walter Digoski, Wisconsin
- Leonard Daniels, Wisconsin
- *Jim Patterson, Ohio
- *M. E. Salmons, Florida
- *Carl Setterberg, Iowa
- H. Dale Costilow, Texas
- Harry Miller, Indiana
- Chester Shough, New Mexico
- Olin E. McDowell, Virginia
- *Ernest F. Roloff, Nebraska
- *Forrest J. Bouse, Indiana
- *J. F. Sanmann, Indiana
- *Roland Reppert, Indiana
- *Thomas F. Wakefield, Indiana
- *Willis A. Darg, Kansas
- *Pat Keenan, Kansas
- *C. G. Skiles, Kansas
- *John L. Friedersdorf, Indiana
- *Everett E. Corn, Indiana
- *James F. Rife, Illinois
- *Delbert Graft, Indiana
- *R. C. Foland, Indiana
- *Michael M. Gordon, Illinois
- *Victor W. Nash, Indiana
- *Laird N. Glover, Indiana
- Charlie Nash, Ohio
- *Harvey Stace, New York
- *Harold Asbury, Indiana
- *Paul E. Baker, Georgia
- *Kenneth Davis, Arkansas
- *Wayne Stewart, Iowa
- *Fulton Beasley, Tennessee
- *Lilliard Thomas Dickens, Tennessee
- *G. S. Gordon, Tennessee
- *Bill Hall, Tennessee
- *Billy B. Hobbs, Tennessee
- *J. Robert Hood, Tennessee
- *William A. Parks, Tennessee
- *Max Puckett, Tennessee
- *Bob Winton, Tennessee
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- *E. R. Harrison, Kansas
- *Loren Albrecht, Iowa
- *Earl S. Bliss, Illinois
- *Joseph F. Sedmera, Florida
- *H. C. Jessee, Tennessee
- *Frank Lee Walden, Tennessee
- William H. Collier, Tennessee
- Robert E. Lawson, Vermont
- *John R. Martin, Nebraska
- *O. V. Scheer, Nebraska
- *Joseph L. Zieman, Michigan
- *Rod Gillespie, Nebraska
- *R. E. Stanley, California
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- *Charles Knapp, Illinois
- Peter J. Faith, Wisconsin
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- *I. Shoolman, New York
- *James Kelly, Ohio
- John Stanley, Indiana
- *Frank O. Seymour, New York
- *Arnold Johanson, New York
- *Ted Augustine, Kansas
- *Herman Hart, Ohio
- *Stacy McCoy, Nebraska
- *Thomas Matthews, Maryland

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*Tom E. Hays, Ontario, Canada
*Tom P. Whittaker, Vermont
*Boyd Michael, Missouri
*Ernest L. Berger, Ohio
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*L. M. Sweet, North Carolina
*Arthur G. Porter, Minnesota
*Willis Keesling, Kansas
*Pete Schwartz, Nebraska
*Marvin Spitznogle, Nebraska
*Don Werner, Nebraska
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Joe Vancel, Indiana
Valery Watts, Louisiana
Walter Schuckert, Ohio
Preston L. Black, South Carolina

Whoever admits that he is too busy to improve his methods, has acknowledged himself to be at the end of his rope. And that is always the saddest predicament which anyone can get into.

—J. Ogden Armour



Indiana auctioneers and their families enjoyed a day of sociability and friendship at the Summer Picnic sponsored by the Indiana Auctioneers Association. Mr. and Mrs. Roy Crume, Kokomo, Ind., were the gracious hosts of the organization, their country home providing a perfect setting for the occasion. Col. Crume is current President of the Indiana group.



JULY CLASS OF NATIONAL AUCTION INSTITUTE, COLLEGE STATION, TEXAS

From left to right, front row: Charles E. Akin, Gainesville, Texas; Jimmy Gibson, Atascosa, Texas; Robert S. Mitchell, Mustang, Oklahoma; Leroy P. Pettay, Ross, Texas; Benton H. Morgan, Jr., Madisonville, Texas; Ben Richard Johnson, Country Campus, Texas.

Second row: Charles Cooper, Cassville, Missouri; Virgie R. Laughlin, Morgan Mill, Tex.; Allen Poe, Canton, Mississippi; Robert Briggs, Monroe, Iowa; Frank Romack, Houston, Texas; Charles Brown, Chickasha, Oklahoma; J. Preston Chumbley, Lakewood, Colorado; James A. Hervey, Texarkana, Ark.

Third row: Lisle Goode, Lacona, Iowa; Kelly Hodson, Ackworth, Iowa; Ronald Beck, Flatonia, Texas; Homer E. Daugherty, Fort Worth, Texas; Ronald Buchanan, Hallsville, Texas; Melvin Bottlinger, Ireland, Texas; John J. Brandon, Stephenville, Texas.

Fourth row: Gayle Ingram, Columbus, Texas; John W. Aiken, Houston, Texas; Albert Burke, Calvert, Texas; Bobby Lipscomb, Como, Miss.; Elmer B. Herndon, Jr., Uvalde, Texas; Sam Proctor, LaMarque, Texas; L. A. Jarosek, Moulton, Texas; Ronald Rodgers, Hamilton, Iowa; Tom Gammon, Eldorado Springs, Missouri; David Stenberg, Coleman, S. D.; Clyde A. Bray, Muleshoe, Texas.

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THE LIGHTER SIDE . . .

STOUT FELLOW!

"I remember you," said the annoyed housewife: "You're one of those hobos to whom I gave some pie last summer."

"That's right, lady," the tramp replied. "There were three of us. I am the lone survivor."

PANACEA

What America really needs is more young people who will carry to their jobs the same enthusiasm for getting ahead that they display in traffic.

JUST CUSTOM

I was in a mechanic's shop yesterday when a customer came in to pick up his little foreign car. It seems he hadn't been getting as many miles per gallon as the salesman claimed he would — so he had the machine looked over. "Anything wrong with it?" he anxiously asked.

"Not a thing," replied the mechanic.

"Well, how come I don't get better mileage?" the puzzled owner cried.

"You simply don't do what the foreign car owners do," said the garage man.

"What's that?" asked the astonished customer.

"Lie about it," was the quick rejoinder.

BACKFIRE

Mrs. Taylor was known for her grumbling. She was good at it; she grumbled at everything and everyone.

At last her rector thought he had discovered something about which she could make no complaint: the old lady's crop of sweet potatoes was the best in the community. "Now," said the rector, "you must be pleased," as he beamed certain victory. "Everyone is speaking of the wonderful crop of sweet potatoes you have this year!"

The old lady replied: "They're not so poor. But where are the bad ones for the pigs?"

TRANSFORMATION

"What happened to that dopey blonde your husband used to run around with?"

"I dyed my hair."

HE'S NOT PROUD!

A district attorney was having trouble with one of his witnesses, a rather pugnacious old man.

"Are you acquainted with any of the jurymen?" asked the district attorney.

"More than half," grunted the witness.

"Are you willing to swear that you know more than half of them?"

The old man flicked a glance over the jury box. "If it comes to that," he drawled, "I'm willing to swear I know more than all of them put together."

GENERALLY SPEAKING

New Patient: "Say, Doctor, I asked the nurse to put a hot-water bottle on my feet and she stuck up her nose and walked out."

Doctor: "What else could you expect? She's the head nurse."

Patient: "Oh, do you specialize that much? Then get me the foot nurse."

PULLED A BONER

A lady on a bus was afraid she would miss her stop, so she poked the conductor with her umbrella and asked, "Is this the First National Bank?"

"No lady," he replied, "that's my rib."

MUST BE TV INFLUENCE

Sonny rushed home from kindergarten and insisted his mother buy him a set of pistols, complete with holsters and gun belt. "Why, whatever for, dear?" mother asked, "You're not going to tell me that you need them for school?"

"Yes, I do," he asserted. "The teacher said that tomorrow she's going to teach us how to draw."

BEDSIDE APPROACH

A doctor was called in to see a very busy patient. "Well, sir, what's the matter?" he asked cheerfully.

"That's for you to find out, the patient snapped, glaring.

"I see," said the doctor. "Well, if you'll excuse me for a minute I'll phone a friend of mine—a veterinarian. He's the only man I know who can make a diagnosis without asking questions."

IN UNITY THERE IS STRENGTH

AMEN!

First Cannibal: "Gosh, I forgot the roast. The missionary is burning."

Second Cannibal: "Holy smoke!"

REVERSE ENGLISH

Heard about the dentist who found a badly decayed cavity in the tooth of a glamorous female patient?

"My dear," he murmured, "what's a place like this doing in a nice girl like you?"

WASTED

An old woman sitting opposite a gum-chewing soldier in a suburban train smiled amiably, finally leaned forward and said apologetically: "It's very kind of you to talk to me, sir, but I am stone deaf."

ALTERNATIVE

A woman being questioned by a reporter about her golden wedding anniversary, was asked if during those 50 years of married life she ever considered divorce.

"No," she replied. "Only murder."

JUSTICE

During a trial in his court, a judge arose and announced: "There's something the Court ought to know. Just about an hour ago, the plaintiff gave me a thousand dollars as a present. And right after that, the defendant gave me one thousand five hundred dollars. I'm going to give the defendant back the five hundred dollars, and I'm going to try this case on its merits."

CONTENTS NOTED

Customer: "I wonder if you would be so kind as to weigh this package for me?"

Butcher: "Certainly — three and a quarter pounds."

Customer: "Thank you. It contains the bones you sent me in that 4-lb. roast yesterday."

THIRTY-DAY WONDER

Brand-new Ensign: "Listen, sailor, if the captain ever caught you calling that deck a floor, he'd throw you right out o' one of those little round windows."

HARD TO PLEASE

Pat and Mike were dining together. When the fish arrived, Pat took the larger piece. "Foine manners ye have," said Mike. "If I'd reached out first, I'd have taken the smaller piece."

"What's ailin' ye?" Pat asked "you've got it, ain't ye?"

ORPHAN

A lonely chick taking a look at the electric incubator of unhatched eggs. "Well, it looks as if I'll be an only child. Mother's blown a fuse."

WARNING

A deaf old lady entered the church with an ear trumpet. As she was settling herself in her seat, an usher came over and whispered, "Listen, madam, one toot — and out you go."

MUSICAL CARS

A woman drove downtown and luckily found ample parking space right where she wanted to shop. She gaily backed in until she hit the car in back with a loud bang. Then she pulled forward and smacked the car ahead. This crash drew the attention of a policeman who leaned in the window and asked, "Lady, do you always park by ear?"

BRIDGE ANYONE?

A Texan, newly arrived in England, was playing poker with a couple of natives. He was pleasantly surprised upon picking up a hand to see four aces. "I'll wager a pound," said the Britisher on his right.

"Ah don't know how y'all measure your money," drawled the Texan, "but Ah reckon A'll have to raise yuh about a ton."

LAS VEGAS KID

A man was depositing dimes in a soft drink machine. As each bottle was delivered, he would grab it and eagerly deposit another dime. After a dozen bottles had been dispensed, an onlooker said to him:

"Don't you think you've got about enough?"

"What?" came the answer. "You want me to stop right in the middle of a winning streak?"

IN UNITY THERE IS STRENGTH

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