

the AUCTIONEER



MARCH
VOL. VIII

1957
NO 3

JOIN

These Happy People



July

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NATIONAL AUCTIONEERS

CONVENTION

HOTEL OLDS, LANSING, MICH.

REMEMBER THE DATES . . .

JULY 18-19-20, 1957

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUBLI-
CATION 15th OF THE MONTH PRECED-
ING ISSUE OF THE 1st.**

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

DISPLAY ADVERTISING RATES

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

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Published the 1st of each month
except August



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Michigan...

Bigger Than Texas

Second of a series of six articles by Col. Wm. O. Coats which will appear in "The Auctioneer" to better acquaint you with the wonders and achievements of the host state of the 1957 National Auctioneers Convention.

Most people think of Michigan as the automobile state.

Our fame as car makers is worldwide . . . as indeed it should be.

Michigan manufacturers produce 85 per cent of all cars, trucks and other automotive vehicles in the United States, including their assembly plant operations in other states.

All but two or three of the major trade names of the American automotive industry designate products made or originated in Michigan.

You see a Michigan product when you see a Buick . . . Cadillac . . . Chevrolet . . . Chrysler . . . DeSoto . . . Dodge . . . Ford . . . Hudson . . . Lincoln . . . Mercury . . . Oldsmobile . . . Packard . . . Plymouth . . . Pontiac . . . or a Checker cab.

Among trucks, it's a Michigan product when you see a Chevrolet . . . Divco . . . Dodge . . . Duplex . . . Ford . . . GMC . . . Pontiac or Reo.

The makers of Nash cars also have their business headquarters in Michigan.

Our admiration for our automotive products is reflected in our reliance on 106,300 miles of Michigan public roads and streets — enough to go around the equator four times — to accommodate 75 per cent of all our passenger and freight transportation in Michigan.

In the manufacture of motor vehicles and accessories we lead the nation in total employees, production workers, salaries and wages, and value added by manufacture — rating over 50 per cent of the U.S. total in each of these items.

No other important manufacturing state enjoys such a commanding position in a single industry.

Famed the world over for our manufacture of motor cars, Michigan is also industrially preeminent in scores of other ways.

We lead the nation in the production of cereal foods . . . machine tool accessories . . . salt . . . sporting goods . . . furniture . . . mobile homes . . . and many other products.

Our greatest industries are those engaged in the manufacture of non-electrical machinery . . . primary and fabricated metal products . . . and transportation equipment, including boats, buses, trucks, trailers and automobiles.

In our state can be found 81 per cent of all the many different types of industrial operations known in the United States — 364 of the 451 industrial groupings recognized by the U. S. Census Bureau.

Our proportion of skilled and semi-skilled workers . . . 43 per cent of our labor force . . . is far higher than for the nation as a whole. We rank second among the 10 top-ranking industrial states in the value of products per worker.

During World War II, Michigan earned the respected title of Arsenal of Democracy for unbelievable accomplishments in producing war materials for the United States and its allies.

In that conflict we produced one-eighth of all U.S. war materials. Both in tonnage and dollar value, Michigan out-produced all other states during that crucial period in American history.

Bombers, tanks, trucks, jeeps, guns and shells, landing craft and hundreds of other military supply items went out from our factories in a steady flow to battlefields and air and navy bases around the world.

Eber Brock Ward rolled the first bar of industrial steel in America at his Bessemer steel mill at Wyandotte in 1864.

A few years later, in 1885, the first steel rails made in the United States were produced at Ironwood, Mich.

IN UNITY THERE IS STRENGTH

Here are some other high points in the fascinating story of Michigan's industrial achievement . . . We have the world's largest cement plant at Alpena . . . the largest gray-iron foundry at Muskegon . . . the largest forge at Detroit . . . the largest book paper mill at Kalamazoo . . . the largest horsehide tannery at Rockford . . . We have the nation's No. 1 baby foods plant at Fremont . . . the largest manufacturer of Mobile Homes at Union City . . . the "Magic Capitol of the World" at Colon, whose leading industry is the manufacture of magicians equipment . . . the world's largest factory for making billiard table and bowling alley equipment at Muskegon . . . the world's largest pharmaceutical plant at Kalamazoo . . . and the nation's only shop for the manufacture and repair of calliopes at Grand Rapids . . . the cereal capitol of the world, is of course, Battle Creek . . . the furniture capitol is Grand Rapids.

Because of its predominant position as the world's Motor Capitol, not many people are aware that Detroit is also the salt center of the United States as well as having some of the country's largest drug and rubber manufacturing plants.

Grand Rapids, Michigan's second largest city and the Nation's Furniture Capitol is also nationally famous for its furniture markets, staged once or more annually for the last 77 years.

The city is recognized as the largest producer of school, church and theatre seats, carpet sweepers, metal belt lacings, paper boxes and store equipment.

In 1881 Grand Rapids had the first hydroelectric plant in the Middle West.

The papermaking industry is also important in Michigan's economy. Our first paper mill was established in 1834 at Monroe on the Raisin River. Today we have 65 mills in 29 communities . . . Notably at Kalamazoo and its neighboring cities and at Monroe, Grand Rapids, Filer City and Battle Creek. The industry produces over 6,000 tons of paper products daily.

Manufacture of chemical products is another of Michigan's major industries. Dow Chemical at Midland, founded in 1890, is a giant among the world's lead-

ing chemical makers. Rated fourth largest of American chemical producers, Dow's Midland plant alone turns out some 600 products. The company is the fastest growing major chemical producer in the nation.

Michigan Chemical Corporation at St. Louis pioneered in the development of DDT insecticide . . . Wyandotte Chemicals produces bicarbonate of soda — useful, a company pamphlet says, for stopping burps and bonfires.

Galleries Auction Rare Books and Art

NEW YORK CITY—A first edition of Frederic Remington's "Pony Tracks," inscribed by the author-artist, and General Thomas Gage's broadside account of the Battle of Bunker Hill are included in a collection of books and Americana to be sold at auction at the Parke-Bernet Galleries, Inc., 980 Madison Ave.

Also in this collection are the sixty-three volume Dictionary of National Biography and a number of books on the French Revolution and on furniture and decorations.

Walt Kuhn's "Kitchen Interior," two still lifes by Van Huysum, and an Alexander H. Wyant landscape once in the collection of the Metropolitan Museum are in a collection of furniture and decorations to be sold at Parke-Bernet's.

A public auction of French and Venetian furniture and decorations from the estates of the late Beatrice B. Cartwright and others brought \$74,055 at the Parke-Bernet Galleries.

Major sales included a Jaipur gold-mounted jade bowl, to a New York private collector for \$900; a Louis XV bureau plat, to a New York private collector for \$3,400; an antique Bessarabian carpet, to Coury Rugs, Inc., and an Empire Aubusson carpet, to A. DiCastro, dealer, for \$1,550.

"I hope to get to the next National Convention as I've enjoyed each one I've attended." Dick Kane, Wisner, Nebr.

Wayne Posten To Head Pennsylvania Auctioneers

Reprinted from The Stroudsburg (Pa.) Daily Record

Wayne R. Posten, a Monroe County auctioneer who has sold a "complete railroad and half of Delaware Water Gap mountain" — has been elected president of the Pennsylvania State Auctioneers' Association.

Posten was named to head the Association at its annual convention in Harrisburg this past week end. He succeeds Lee Pillsbury, Bethlehem, who had held the post for five years and whose name Posten originally placed in nomination.

The local auctioneer lives at East

Stroudsburg, RD 2, and maintains an office at 816 Sarah St., in Stroudsburg. He has been a member of the State association since it was founded 10 years ago.

Posten is a past president of the Lehigh Valley Society of Auctioneers and is now a director of that society. For the past five years he has been a member of the State association's board of governors. He is a member of the National Auctioneers Association.

Posten is the third generation of the Posten family to be associated actively with auctioneering in Monroe County. His grandfather James S. Posten began the tradition 88 years ago. It was carried on by Reeder Posten, Wayne's father, for 37 years and Wayne himself has been active in the profession the past 35 years.

During that time, among other highlights, the Postens have been responsible for the sale of an entire railroad—including its depots, engines, cars and tracks.

This involved the disposal through public auction of the property owned by the Delaware Valley Railroad. This railway line, well-remembered by older residents of the county, extended between Stroudsburg and Bushkill. It was, early in the 1900's, used to transport lumber from camps in Pike County to this area.

When the property was sold, it was auctioned off "piece by piece." The engine "went to a company in Alabama," Posten recalls. Other articles—including sections of track and cars—were sold to persons in other states and sections of Pennsylvania.

Posten achieved national fame as an auctioneer with the sale of the "Pennsylvania side of Delaware Water Gap Mountain—the Eighth Wonder of the World." This was the sale of land formerly held by the Purdy Cope estate. It was described in an article in "The



Col. Wayne Posten

National Auctioneer," the official publication of the national professional association.

Other officers named in the weekend meeting at the Hotel Harrisburger were: Stanley Deiter, Lancaster, vice president; and Woodrow Roth, Emmaus, re-elected State secretary-treasurer.

Posten said attendance at the meeting was the "largest ever" in the history of the organization. The main speaker was Rep. Henry Ragot, Northampton County assemblyman.

In accepting the post as president, Posten called on members to work strongly for legislation setting up a regulatory board or commission governing auctioneering. The association also seeks to make it necessary for auctioneers to

be licensed and pass examinations for their work.

Ragot reaffirmed his support of such legislation and pledged to work actively for it in the State legislature. Posten appointed committee members from the three major sections of the State to work for the law.

The new president announced shortly after his election that members of the State group had decided to hold the organization's mid-summer conference "in the Poconos" at a site still to be determined.

Posten said the convention will be held "during the first or second week in July" and that visitors will be taken on a conducted tour of the famed historical spots in Monroe County as part of the entertainment offered.

Get On The Firing Line

By COL. B. G. COATS

"An army that is eager to fight has the battle half won." Just change this over to the National Auctioneers Association. An army that is eager to fight must, in the nature of things, believe in its cause. If we had a good measure of the number of our membership who believed in the National Auctioneers Association so that they were eager to promote it there is nothing that would be impossible for the National Auctioneers Association. How to get you in that state is a problem. I could say so many things — but they have already been said time and time again. I reckon the best thing to do is be thankful for that stalwart number who do believe, and therefore work, and hope that some of the rest of you will catch fire from them. All this leads to the plea to stir yourself and ask that fellow auctioneer to become a member of the National Auctioneers Association. Bring in one or more new members and you will at the same time renew your own interest. It is about time that all of us realized that our Association and our profession needs something besides froth

as a diet for life. Further, what are we doing as our personal share to see to it that the National Auctioneers Association does not lose the precious heritage that is ours for the taking and can be lost in the neglecting?

One only has to read "The Auctioneer" to know that the "Firing Line" has been strengthened every month. This should replenish our inspirations and awaken us from our complacency. Get on the "Firing Line" and do your share. It is mighty interesting and most revealing that this year will be the most progressive in the history of our Association. My purpose of these few lines is to start your thoughts, and step up to that "firing line" with your fellow members as I cannot help but feel that you will want to share in the progress and accomplishments that will make for a better Association and a better auctioneering profession of which you are an integral part. Just as you give your best for the success of your auction sales, so should you give your best for the success of your Association.

Leadership

By COL. E. T. SHERLOCK

By the time this article is in print we will have attended a meeting in Lansing, Michigan with members and convention committees of the Michigan Auctioneers Association in the interest of the coming National Convention this year, July 18, 19, 20th.

This big event is getting a great amount of attention and preparation by the Michigan Auctioneers.

We note the February issue of this publication gives interesting accounts of several successful State Association meetings including election and retirement of officers and directors in the various States. Those articles and photographs are indeed inspiring and prompts us to comment in complimentary manner, those retiring officials and directors who have given generously of their time and effort in the interest of their association.

We congratulate the newly installed officers and directors of each association in the honor bestowed upon them, by associate members, who have conferred the distinction of leadership to them, in confidence and trust that each is fully aware of the responsibility and obligation of his respective position. Though none has asked for the job, such an appointment is the choice of the majority—who most likely expect active leadership and guidance in the affairs of their organization.

Leadership is characteristic of the profession of Auctioneering, which means our organization is composed of leaders—men and women who stand out in fellowship, business, homelife and society.

Aptitude of leadership in the profession of Auctioneering is exemplified by the many who have been entrusted with the guardianship of local, state and national affairs in the various offices of our government throughout the nation.

We can point with special pride to the accomplishments and distinction of those Auctioneers who have been so highly honored and entrusted by Mr. and Mrs.



E. T. Sherlock

John Q. Public some of whose pictures appear in the February issue. Such are highly complimentary to our profession.

The Nebraska Association recently adopted a constructive regulation which establishes unity of State and National Associations. The act compels a combined relationship between State and National associations, by enlistment of membership in both for one fee — no single State memberships to be issued.

This means that every member of the Nebraska Association is also a member of the National Association, and will henceforth be a reader of "The Auctioneer" (many have not been) which is the instrument of influence that will preserve that unity and perpetuate the progress and well being of our State and National Associations.

"I really enjoy 'The Auctioneer' and wouldn't want to be without it. Keep up the good work." Glenwood Adams, Van Wert, Ohio.

The Highest Bidder

Submitted by Col. B. G. Coats

At the Parke-Bernet Galleries in New York recently an unprecedented crush of 2,000 kibitzers jammed the aisles of the auction room, perched on the stage, and overflowed into the showrooms. They were there to watch the sale of the most important item of jewelry ever offered at public auction in this country.

The dazzling star of the spectacle was a necklace of 94 diamonds which weighed 213.10 carats. It had belonged to Mrs. John E. Rovensky who died last July at 75 after a long career during which she collected both husbands and art with equal fervor. Her estate of paintings, furniture, and other jewels was so fabulous that Parke-Bernet had to publish a catalogue the size of a large novel to describe the items.

The necklace, which had been purchased for a reported \$750,000 from Cartier's back in 1916, went on the block at a minimum bid of \$350,000. Against a background of tense silence the bidding went on for four minutes. Suddenly there was a sharp burst of applause. Julius Furst, a New York diamond dealer had snatched up the prize for \$385,000, topping the diamond king Harry Winston by \$10,000.

Result of two weeks of bidding on the Rovensky estate: A total sale of \$2,387,275, a record for Parke-Bernet.

The mist of rumor which long swirled around the Edward G. Robinson collection (Newsweek, Jan. 21) is finally clearing up. The Los Angeles County Museum came within a hairsbreadth of purchasing the collection for \$2.5 million — a sum donated by a syndicate of the city's wealthy art patrons. But then, about two weeks ago, the Robinsons announced that a more lucrative offer had been made.

It was soon obvious that something big was afoot. A vice president of M. Knoedler & Co., one of the world's biggest art dealers, flew from New York to Los Angeles. Mrs. Robinson and her son, Edward Jr., were openly insistent that a deal was in the making. And, as last week ended, Mrs. Robinson disclosed that she expected to sign papers completing the sale "in another day or two."

The price: About \$3,250,000.

Though Robinson categorically denied the story, one educated guess had it that Stavros Niarchos, the Greek shipping Croesus, would be the buyer. When questioned, Niarchos said: "We had discussions about the paintings but nothing came of them. Now I wouldn't want them even for a million and a half."

No one was convinced, but Angelenos took hope that the great collection of paintings might yet find a new home in their own County Museum after all.

Large Ohio Auction

The entire assets of the Bellefontaine Fabricators, Inc., Bellefontaine, Ohio, were sold at auction on February 16. Included in the sale were tools used in auto body building. Col. Lou Winters, NAA member of Toledo, Ohio, was the auctioneer.

Dear Editor:

Enclosed you will find a check for my dues for the coming year. I really enjoy being a member of the NAA and receiving the magazine, **THE AUCTIONEER**. Every time we advertise our sales we always make room for the NAA insignia. Last year we conducted eighty sales, eighty per cent of these were Real Estate Sales and eighty per cent of them were successful.

There is definitely a place in the Real Estate business for auction sales and this place may be attained through strong organization such as the NAA and local state organizations and energetic untiring effort by the auctioneer.

Any time I may be of assistance in sending you news from this area or any other information, just let me know.

Sincerely yours,

B. F. Mick
Wheatland Real Estate
Auction, Enid, Oklahoma

Your Secretary Goes To Washington

By BERNARD HART

Our Nation's Capitol has become aware of the fact that the Auctioneers of America may have a service to offer that can save the American taxpayers millions of dollars. We, as auctioneers, have known this for a long time but our knowing it and getting our Government to know it are horses of different colors.

Upon receipt of an Official Invitation, your NAA Secretary journeyed to Washington, D. C. and the Shoreham Hotel for the meeting of the Citizens Committee for the Hoover Report on February 4th and 5th. To the best of our knowledge this is the first time the Auction profession has been invited to share and have part in the operation of our Government. We have said and heard it said time and again that only through organization can we obtain recognition. Now, we offer the proof.

The disposal of government owned surplus has been a most controversial subject ever since World War I. Yet the government continues to dispose of surplus property under the antiquated method of inviting sealed bids. Millions and millions of dollars have been absolutely thrown to the winds under the practice of the sealed bid method, whereas these same millions could have been saved by the government in disposing of surplus property under the modern public auction method.

We are quoting a paragraph from the report on "General Government Management" by Perry M. Shoemaker, President of the D. L. & W. Railroad and Chairman of the Hoover Commission's Subcommittee on Transportation Activities in the Department of Defense:

"In the field of general management, the Commission's Report on Use and Disposal of Surplus Property offers tremendous opportunities for savings. Legislation is clearly required to clarify the authority and responsibility of the General Services Administration for the disposal of surplus real and personal property.

The Commission's Report points out that with worldwide assets of \$155 billion at the time of its study, proper inventory control alone, if accomplished by all departments of the Executive Branch, would eliminate \$10 to \$25 billions of goods actually in surplus in government warehouses at the time of the Task Force study. The Department of Defense, in many fields, is following through and has accomplished a downward revision in stock levels. **But clearly in the realm of disposal of surplus and obsolete stocks we are poor businessmen if ten cents on the dollar is the measure of our maximum return."**

Note that Mr. Shoemaker states ten cents on the dollar to be the maximum return. Actually the average is nearer to five cents on the dollar.

We were informed in Washington that legislation will be introduced in the near future relative to surplus property. A three point plan is proposed which involves (1) the declaration of property as surplus as soon as it becomes in this category and before further depreciation, (2) finding if surplus property in one location might still be used by government activities in another location and (3) the disposal of property declared surplus and not usable at other installations at the highest possible price.

It is this third point that interests us as auctioneers. We constitute the greatest selling force in the world and have many men in our profession and in the National Auctioneers Association ready and willing to dispose of this property via the modern auction method.

We now have our foot in the door and it is up to us to follow through. Your representative at this meeting could have accomplished much more had he been able to say, "I represent 10,000 members of the National Auctioneers Association which constitutes the greatest group of salesmen in the world." We have a potential of 10,000 members, let's

do something toward getting them. In the meantime we can write our Senators and Congressmen urging them to include the recommendation of using the auction method in the disposal of surplus property.

Kirkeminde Named To Livestock Post

C. T. "Tad" Sanders, executive secretary of the American Livestock Auction Association has announced the appointment of Col. Jim Kirkeminde as field representative. His duties will be to contact Auction markets and livestock organizations throughout the country.



Col. Kirkeminde is President of the Kansas Auctioneers Assn., and Director of The National Auctioneers Assn.

Kirkeminde was born near Council Grove, Kansas on a Cattle ranch, and attended elementary school in this city.

After completing training in the Naval Flight Training program, he was a Marine pilot in World War II.

He received his degree in Agricultural Administration from Kansas State College in 1949. He was recalled to service as a Marine Pilot in the Korean crisis. Upon his release to inactive duty in 1953, he opened and operated the livestock Auction sales at Beloit, Kansas, and subsequently at Belleville, Kansas, where he sold out his interest December 1956.

Col. Kirkeminde is a graduate of the

Reppert Auction School, and is considered one of the outstanding young Auctioneers in the Middle West.

In addition to his ranch background and college training Kirkeminde has actively engaged in cattle feeding and taught veterans under the on-farm training program.

We all believe that he will do more to help both the livestock markets and the Auction profession, in this job, with all the personal contacts he will make.

A PERFECT DAY

Grandmother, on a winter's day,
Milked the cows and fed them hay,
Slopped the hogs, saddled the mule,
And got the children off to school;
Did a washing, mopped the floors,
Washed the windows and did some
chores
Cooked a dish of home-dried fruit,
Pressed her husband's Sunday suit.
Swept the parlor, and made the bed,
Baked a dozen loaves of bread;
Split some firewood, and lugged it in
Enough to fill the kitchen bin;
Stewed some apples she thought would
spoil,
Cleaned all the lamps, filled them with
oil,
Churned the butter, and baked a cake;
Then exclaimed, "For heaven's sake,
The calves have got out of the pen—"
Rushed out and chased them all in;
Gathered the eggs and locked the stable,
Back to the house and set the table,
Cooked a supper that was delicious;
Afterwards washed up all the dishes,
Fed the cat and sprinkled the clothes,
Mended a basketful of hose;
Then opened the organ and began to
play,
"When you come to the end of a perfect
day."

—Author Unknown.

Name Shortened

CHICAGO—The name of the American Aberdeen-Angus Breeders' Association was changed to the American Angus Association at the organization's annual meeting here. National headquarters were moved from Chicago to St. Joseph, Mo., last June.

Auction Selling Of Fruits And Vegetables

By EVERETT JOHNSON

The Co-Operative Growers' Association of Beverly, N. J., was organized in 1918 to act as shipping and selling agents for the vegetable and fruit growers of Burlington County. This organization as of this date has operated successfully for 38 years. During these thirty-eight years, to meet changing conditions as policy of flexibility had to be established particularly as it applied to the selling of fruits and vegetables. Early in 1930 with the co-operation of the New Jersey Bureau of Markets it was deemed advisable that our organization enter into the field of Auction selling of our member's products. This method of selling has many advantages, namely, it enables the members to have competitive bidding on their produce, which leads to higher prices; the sellers know exactly what they are receiving for their products; and the net return to the sellers are much greater in comparison to shipments made on consignments where transportation charges and higher selling charges are deducted from shippers and growers accounts.

Our Auction started operations in 1930 with Lawrence Jones as auctioneer. In the succeeding years three other Auctioneers have been employed — Watson Buckman, John M. Evans and Col. Watson Van Sciver, who is our present Auctioneer. Col. Van Sciver joined our staff in 1948 and has the respect and admiration of seller and buyer alike. All the attributes of a good Auctioneer are evidenced by the rapid growth not only in dollar value, but in volume handled by the Beverly Auction since Col. Van Sciver has been doing our chanting.

Some of the requisites which are essential in good operation of auctions are: Competent and adequate supplemental help for the Auctioneer, not only during the selling hours, but also in off hours when merchandise is catalogued and displayed.

The Auctioneer is in direct charge of

the Auction and his word is final in relation to the selling of any commodity to a successful bidder. Any Auctioneer must have the patience of Job, the spirit of Lincoln and the strength of Samson, as his avocation is most exacting, to say the least. Our organization is comprised of three hundred members, both large and small, and on given days the volume may run from individual growers, from one to one thousand packages and as high as forty different commodities a day. The actual hours of selling on our auction during peak harvesting season has been as high as six hours a day.

In the final summation there is a direct correlation between the success of any auction operation and the ability of the man who is handling the hammer and, in our case, our progress is due in no small way to Col. Watson Van Sciver. He is an active and enthusiastic member of the National Auctioneers Association and Past President of the New Jersey Auctioneers Association.

Quarter Horse Sale Sets Record Average

Topping the previous record sale average set in 1956, the 13th annual Quarter Horse Auction at the National Western Stock Show in Denver saw a top price of \$3,000 and an average of \$808.

Top price was paid by Woody Searl of Vernal, Utah, for Holey Sox, an April, 1955, son of Leo and out of an Osage Star dam. Consigned by Fred W. Swalley Jr., Ponca City, Okla., Holey Sox has already been nominated for six stakes as a race horse.

Auctioneers were Hank Wiescamp and Freddie Chandler.

"In enjoy reading all the fine articles in every issue of 'The Auctioneer'." Col. Jerry Ondracek, Cole Camp, Mo.

Loaf Of Bread Nets Over \$800 For CARE

A 500 pound loaf of bread was sold at auction by Col. Tom Gould, NAA member of Minneapolis, Minn., with the net result of more than \$800 being turned over to CARE. This publicity stunt, advertising the State of North Dakota as a land of Bread and Honey, took place at the Radisson Hotel in Minneapolis and carried out the "Salute to North Dakota" theme of the men's and boy's buying week sponsored by the Upper Midwest Men's Apparel Club.

Following is a reprint of a letter received by Col. Gould from the Greater North Dakota Association of the North Dakota State Chamber of Commerce:

Mr. Tom Gould
2324 Lyndale Avenue
Minneapolis, Minnesota
Dear Tom:

Many, many thanks for conducting the auction on the world's largest loaf of bread. I am sorry we could not generate more publicity for you personally but from your remarks you did the job as a public service and fully realize the good benefits that will accrue from your work. 855 hungry persons in foreign lands will have a one week's food supply because of your efforts.

Thanks again.

Yours very truly
Homer W. Ludwick
Executive Vice President

"I would like to take this opportunity to express my sincere gratitude for the splendid articles being presented each month in our official publication and the important role they play in promoting the welfare of the organization of which I am proud to be a part." Robert B. Clark, Arkansas City, Kas.



Pictured with the World's Largest Loaf of Bread are, left to right: C. J. Thompson, Thompson's Shop, New Rockford, N. D.; Ed Stern, Straus Co., Fargo, N. D.; Carl Rorvig, Evansons, Fargo, N. D.; Tom Gould, Auctioneer, Minneapolis, Minn.; H. H. Wilson, Wilson Clothing, Grand Forks, N. D.; J. L. Jacobson, Fargo Toggery, Fargo, N. D.; Morris Dorfman, Straus Co., Fargo, N. D.; Dean McCann, Strauss Clothing, Valley City, N. D.; and O. K. Jacobson, Fargo Toggery, Fargo, N. D.

THE LADIES AUXILIARY



Ladies....

Convention time draws near and I know of those who have attended the National Auctioneers Convention in the past years are making plans now for this year's convention! ARE YOU?

Need baby sitters? The Ladies Auxiliary will be happy to furnish this service so that you may enjoy the speakers or entertainment planned for this convention. Notify any board member or write to Mrs. Virginia Rankin, Sec.-Treas., Alger, Ohio, so that we may plan accordingly.

Those of you who wish to become members of the Ladies Auxiliary of the National Auctioneers Association, may be eligible if you are a mother, wife or sister of an auctioneer in good standing with the N.A.A. Membership fees are \$5.00 a year. Mrs. Virginia Rankin, Sec.-Treas., Alger, Ohio, will be more than pleased to send you a Membership Card and By-Laws and Constitution of our Auxiliary.

Will the Presidents of the State Ladies Auxiliaries please get in touch with me.

Betty Steiner, President
9708 Marshall Ave.
Silver Spring, Maryland

Ladies Of Indiana Elect Officers

Meeting in conjunction with the Indiana Auctioneers Association on January 7th, members of the Ladies Auxiliary elected the following officers: President, Mrs. Earl Ellis, Washington; Vice-President, Mrs. Jim Liechty, Berne; Secretary, Mrs. Egg Hood, Anderson; and Treasurer,

Mrs. Herman Strakis, Maywood.

Any ladies who would like to become members of the Ladies Auxiliary to the Indiana Auctioneers Association should send their dues (\$2.50) to Mrs. Herman Strakis, Box 186, Maywood, Ind.

The annual summer picnic of the Indiana Auctioneers Association will be held at Shadyside Park in Anderson, on Sunday, June 24th. The Ladies Auxiliary is planning a good program for this event.

From the Ladies Point of View

The coffee, which was meant to be enjoyed, is steaming hot but the good flavor has vanished. Why? Trying to relax with a cup of coffee and some good reading material, **The Auctioneer**, was my culprit.

Must we let an ordinance such as was passed by the East Dubuque, Ill., City Council just be a thing that has happened? Public demand will perhaps erase this ordinance from the books in a period of time as there is nothing that will create desire in a group of people more than an auction. This is the point the unhappy business man is bypassing when he votes against an auction of any kind. But, do we the state and national auctioneers and auxiliaries want to stand by and see such a fine occupation be degraded in this way?

Perhaps there is a need for county associations. If so, let's get them organized. Let's keep **The Auctioneer In The Front**.

The Nebraska Auctioneers Association and Auxiliary will be meeting on May 5, 1957, at North Platte, Nebraska, for their annual convention. Let's all plan to attend and give the auctioneers of our state another boost.

Alice E. Andersen, Pres.,
Ladies Auxiliary to the Nebr.
Auctioneers Assn.

Dear Folks:

My congratulations to Mrs. Earl Ellis as our new State Auxiliary President. Also to all the other new officers of our Auxiliary. I am sure Mrs. Ellis will find it as pleasant as I did to serve as State President and to gain new friendships that are never forgotten.

My thanks to the ladies who assisted me at the registration desk at the State Convention as well as to everyone who has assisted me in performing my duties as President for the past two years. I have enjoyed it very much.

Ladies, I was very happy to see so many more women in attendance at our 1957 convention. This means more strength for our Auctioneers Association. We are the ones who urge our husbands on to success.

If I can be of assistance this next year don't hesitate in asking me.

Mrs. LaVerna Smith
Past President of
Indiana Auctioneers Auxiliary

Know Your Heirlooms

Submitted by Col. B. G. Coats

Whether you are a casual collector of antiques whose collection centers on Great-aunt Hepzibah's sugar bowl, or whether you are an enthusiast who haunts every country auction for miles around, this book, "Know Your Heirlooms" by Thomas H. Ormsbee, will prove an indispensable guide in identifying and evaluating your inherited treasures and your discoveries. The author, who conducts a widely syndicated newspaper column on antiques, has based his selection on the many letters and inquiries he has received from his readers. In this unique book, he shows you how to determine the authenticity of an article and the period in which it was made.

Sections devoted to furniture, china, silverware, glass, paintings and prints (including Currier and Ives) brassware, pewterware, needlework and patchwork

quilts all provide a pageant of beautiful things, legacies of the past that still enhance the charm of today's homes. Reflecting as they do the times when they were made, these heirlooms recall both the great events of our nation's past as well as the small everyday occurrences that were part of the pattern of our ancestor's lives. A Staffordshire pitcher celebrates Commodore Perry's stirring naval victory on Lake Erie, a tabernacle mirror the sea-battle between the Constitution and the Guerriere, and a small courting mirror evokes the era of the clipper ship and the China Trade. The reader is also led along many fascinating byways of the American Scene — Quilting and Husking Bees, Rural Elections in the 1850's, the Band-box Era, and the Belter Drawing-rooms of old New York.

The numerous photographs are a notable feature of the book, aiding the reader to identifying the styles of the various periods and the works of the artists and craftsmen. The precise meaning of hallmarks on Old English Silver and the marks on old china are discussed, as are the distinctions between Dresden and Meissen porcelains. An invaluable list of reference works for further reading is also included.

Having added the book to my library, I can earnestly recommend it to every Auctioneer selling household goods and furnishings. It is a new book having just been published and if you cannot get it from your local book store, it can be obtained from the publishers, The McBride Company, Inc., 200 East 37th St., New York 16, N. Y. It sells for \$7.50.

Big Painting Moved

BALTIMORE — The Pantheon de la Guerre, is a painted monument to World War I that a Baltimore restaurateur has given to Kansas City.

The 402-by-45-foot painting of 6,000 life-size figures required an extra-long railroad car.

William Haussner, restaurateur and art collector, bought the painting at an auction for \$3,400.

Nebraska Past President Col. T. C. Jensen Busy Man Managing "Pioneer Village"

We had a very successful meeting of the Nebraska Auctioneers' Association Sunday, January 27th, and among the men that were there was T. C. Jensen, who was the President of the Association in 1949 and 1950 when he lived in Holdrege, Nebraska. He and his good wife now manage the Harold Warp Pioneer Village at Minden, Nebraska and he finds that it requires his undivided attention securing additional articles, restoring and improving as it now has become necessary to erect new buildings to display articles that they thought a few years ago were unobtainable.

Recently, he was at Cortez, Colorado, which is on the western slope of the Rockies close to the Utah line, to bring back a freight wagon which is a very unusual wagon because of the size of its construction. It would take a good team to move it when empty and as high as twenty teams when it was loaded with freight. It has found a prominent place in the Barn of the Pony Express Relay Station.

One of the new buildings to be erected will house the hobbies for those who made articles and then, as time passed on, wanted to leave them for posterity.

We think this will be a very interesting exhibit.

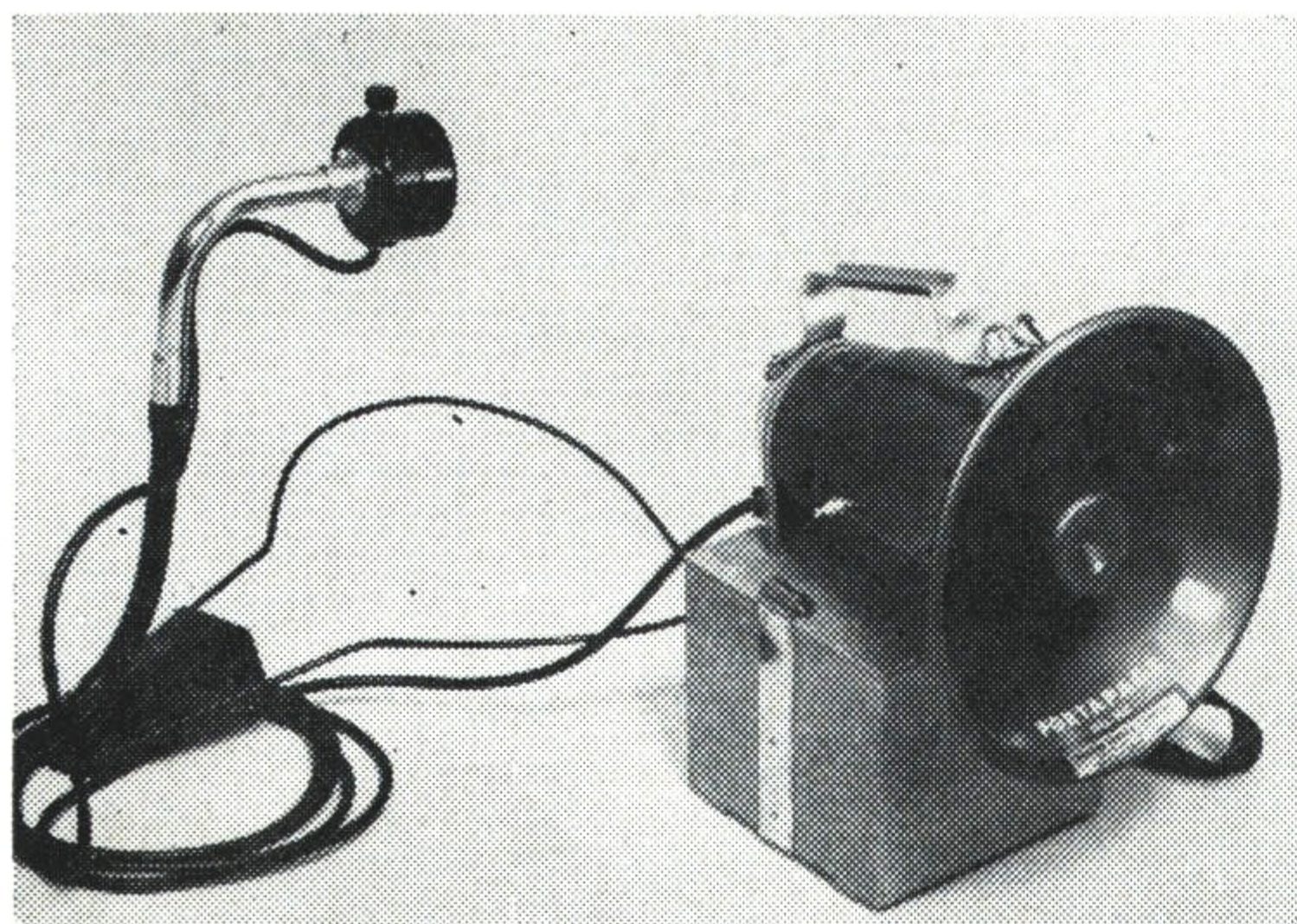
The Pioneer Village has grown in the last two or three years far above its expectations. For instance, they have a shocking machine that took the bundles as they were received from the binder and placed them in a position, then the string was tied around the complete shock. The shock would be dumped and the binder would go on preparing to make another shock. This shocker, of course, came too late as the combines were coming into being and the binders were dropped by the wayside the same as the horse, the buggy, the Model "T" Ford and other things to make room for progress.

All in all, it is a very interesting and educational institution and Col. Jensen says it is taking up nearly his entire time, so consequently, it becomes necessary for him to give up a part of his activity in the Association both State and National, but he joins me and the others in wishing success to all State and National Auctioneers Associations.

FIENDISH

Traffic cop to pedestrian struck by hit-and-run driver: "Did you get his license number?"

Victim: "No, but I'd recognize his laugh anywhere."



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The Case Of The Old Black Mare

By COL. POP HESS



The February issue of this publication arrived last week and I was delighted to note that many more auctioneers from over the country are coming through with some good data for the pages. We are looking forward to the time "The Auctioneer" can have at least one page supported by each of our State organizations. This is bound to create much interest to all auctioneers as it is always interesting and educational to learn what is cooking in the other fellow's camp. I know auctioneers quite well and I know that I am not far-fetched in saying every auctioneer likes to know what other auctioneers are or are not doing. The writing and remarks of others will put a burr of thought in the minds of many. I am quite sure from the response I receive from readers of this publication that every line is read and digested.

Last month, in this publication (pages 15-16) I asked the readers if they would be interested in reading true stories concerning my experiences in 50 years of auctioneering. To this date (Feb. 13) not a card has been received. I have decided to wait another month before deciding. Five thousand sales are cataloged in my 50 year sale book (1901-1951) and included are some very interesting stories based on what can and does happen to an auctioneer.

One Ohio auctioneer read the February issue and asked me point-blank by phone what would be the nature of these stories. He said I should come out with a preview of one, adding that any time I made reference to him in my stories he wanted to serve notice to all auctioneers to consider the source. Now this auctioneer is one of my long-time friends yet my orneriest competitor and he is

nervous as to what I may say about him. However, he may rest assured that I will do him no personal damage. So boys, I am taking his suggestion and giving you a little preview of what this series of stories would be like. This is from a sale that occurred between the years of 1901 and 1908, from my "Book of Memories."

I was a young man in a new country although still in Ohio, a farmer by trade, trying to become an auctioneer. In these first seven years I did not set the world on fire as an auctioneer. A sale now and then and this little incident happened in my first full year as an auctioneer. The book shows it was my sixth sale.

My preparedness as an auctioneer was self-made. I had followed my father to many sales as he was a stock-buyer. My impression of an auctioneer was their style in opening the sales. One auctioneer more than all the others impressed me by his opening, "The sale is positive and the highest bidder will be the buyer." That one line was always used in my opening of a sale and I still think it to be a good opening statement but it backfired on me in this sale.

It was an afternoon sale, a few horses, a few cattle, some other stock and farm tools. The total was \$1081.90 and at that time was not the smallest sale — nor the largest. They seldom ran over \$3,000 and our fee was \$10 for the first thousand or less, then 1 per cent for the balance. For this sale my fee was \$10.82, the time spent, about three hours — and that was good pay in those days.

The sale went through very good with a nice attendance and brisk bidding. In those days we sold the horses last and

IN UNITY THERE IS STRENGTH

this man only had three head. The first two that made up his farm team sold very good. Then the black mare was led out, the one he and his wife used as their road horse to go to town, church, etc. She was a good looker and there were many bidders and I was stepping right along. Just as I was about to say sold the owner looked at me and shook his head and rushed the mare into the barn. He came out and said the sale is over.

"What about the mare," I said. He said he would not sell her at any price. I, being somewhat dumb, said, "Boys, the sale is over," and it was. Well, it was not that easy. The man with the last bid set up a yell about the black mare — he had the highest and last bid and demanded that the mare be turned over to him.

The question was, "What does the auctioneer say about it?" Well, all I said was he would not sell the mare regardless of price. The clerk totalled up the sale, less the mare, paid me my fee and I went home. But this last bidder was on my trail demanding I make the seller let him have the mare. The owner was on my trail asking I put a stop to the bidder annoying him. My phone was ringing from all directions.

Well, I got 'hot'. In fact at that point of my experience I did not know the correct answer but I received a lot of advice. My thought was that no answer was better than the wrong answer and I would stick it out and see what happened. This was feed for my auctioneer competitors and three of the older auctioneers (who didn't know the answer either) played up that it was an example of what happened when you hired a 'kid' auctioneer.

The highest bidder hired a lawyer to force a trial to get the horse, the seller hired a lawyer to keep from giving the mare up and a Justice of the Peace trial was in the making. Each man was suspicious of the old Squire's judgement so a jury was ordered. The principal witness was me, THE auctioneer, along with about 50 bystanders who would testify what they saw and heard. It was estimated the Town Hall would have to

be used to accommodate the crowd that wanted to attend — and it looked like a "Hot day in the Old Town for sure."

Just before the date of the trial the old black mare took the colic and died — and the war was on. The plaintiff, the highest bidder, was fighting a battle to get the trial called off and the defendant, the seller, started a battle to have the trial go on and have the plaintiff win and take the dead horse off his hands. My face was a little red from ease of not having to take the stand under oath and swear, "the sale positive and the highest bidder shall be the buyer."

This all happened in our United States of America and while the subject in question died and the case was thrown out of court, it began and ended in 20 days time. During this period I was praised to the highest and pushed to the lowest in conduct — called many things and was considered an inexperienced auctioneer with hopes of improvement. It was a hurdle which I had to jump and I succeeded in doing so.

Boys, that is a sample. If you want any more you will have to drop me sufficient cards stating you would like it. All the stories will not run in any one trend, there is a good variety. LET ME KNOW.

Race Horse Sells For \$11,000

MIAMI—A colt which cost a record \$86,000 as a yearling was sold in the paddock at Hialeah Park as a 4-year-old for \$11,000.

The thoroughbred, Nalur, son of Nasrullah — Lurline B., won only two cheap races in three years, and was bought by Ralph Lowe of Midland, Tex., the owner of Gallant Man and other horses.

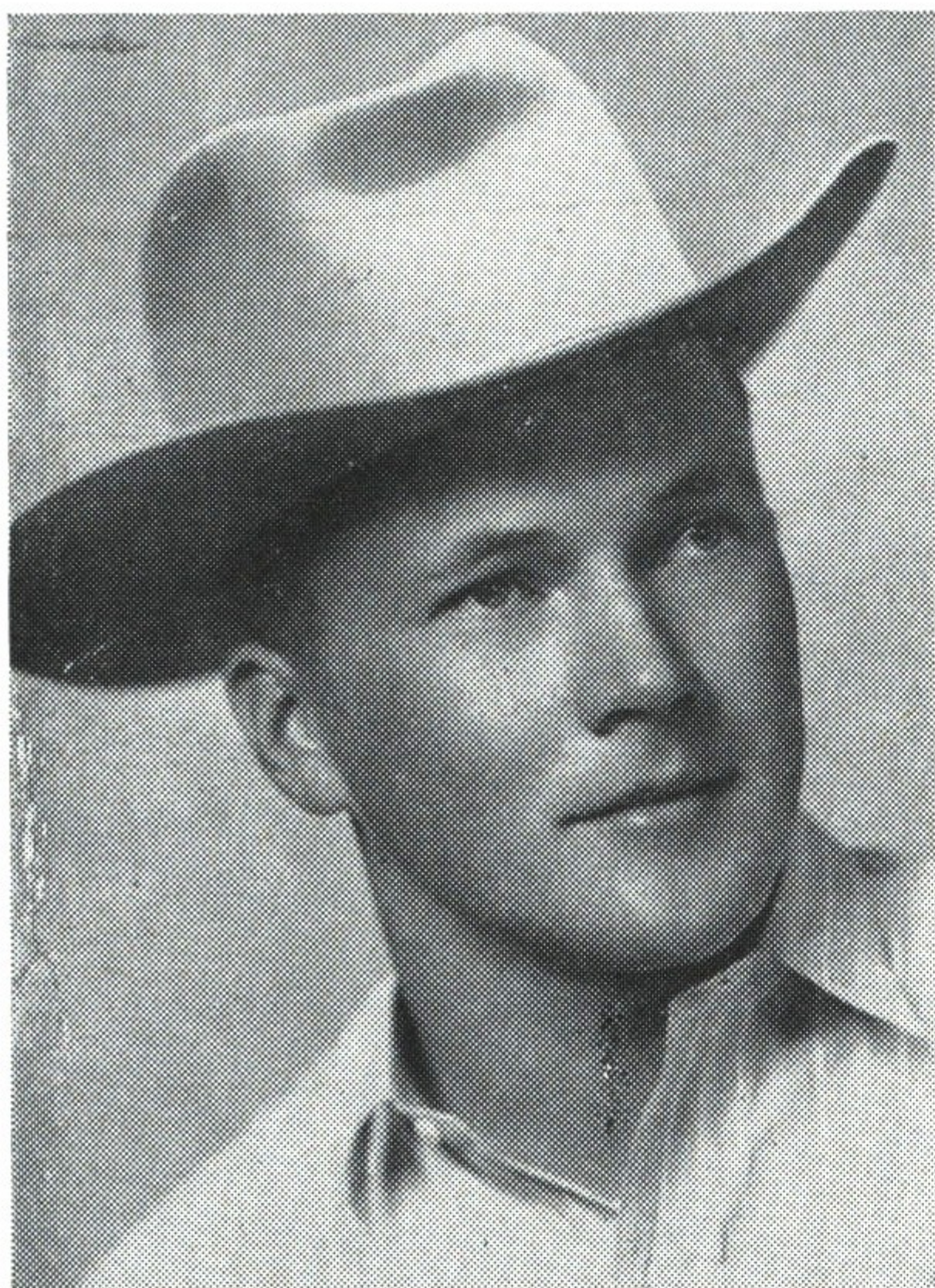
Forty-four horses brought \$144,400 for an average of \$3,282, with the principal consignor the estate of Clifford Mooers.

The sale was conducted by the Fasig-Tipton Co. The highest price was \$17,000, paid for Sangan, a 3-year-old filly bought by Charles Bloch of Miami Beach.

Nebraska Auctioneers Board Of Directors Meet

By COL. GLEN HELBERG, Secretary

Sixteen members of the board of directors of the Nebraska Auctioneers Association weathered sub zero temperatures, Sunday, January 26th in order that they might attend the meeting held at the Hotel Stratton in Grand Island, Nebraska. Those present were Col. James W. Martin, Pres., Col. Rex Young, Vice-Pres.; Col. Glen Helberg, Sec'y.-Treas. Six past presidents, namely Cols.



Col. Glen Helberg

Henry Buss, T. C. Jensen, Henry Rasmussen, Adolph Zicht, E. T. Sherlock, Dan J. Fuller and Dick Grubaugh. Members of the present board of directors attending were Cols. Ralph Kuhr, Lester Pearson, Don Zicht, Herb Forke, Stacy McCoy and Dick Kane. Col. Jim Webb, prominent Grand Island auctioneer and past president was absent due to illness. Cols. Leon Nelson and Leon Ruff were the only board members absent.

The meeting was called to order following a noon luncheon by the president, Col. Jimmie Martin. Following roll call a financial report and minutes of the

last meeting were read by the Sec'y.-Treas., Col. Helberg. A very detailed and interesting report of the 1956 state convention program that had been prepared by Col. Marvin Grubaugh, our last year's secretary-treasurer, was read to the assembly.

State and National Coalition

The major portion of the afternoon session was devoted to a discussion relative to state and national membership. After lengthy discussion and careful deliberation the assembly voted unanimously to combine our state and national membership. In so doing the board believes it will bring about closer unity within our own state association in as much as every member will receive "The Auctioneer," our national publication. Nebraska believes that this is a step toward strengthening both the Nebraska Auctioneers Association and the National Auctioneers Association.

State Convention, May 5th, Pawnee Hotel, North Platte, Nebr.

The site for the 1957 Nebraska Auctioneers Convention will be North Platte, Nebraska and the day will be Sunday, May 5th. The committees are at work preparing a program which I am sure every auctioneer, wife or guests will not want to miss. Nebraska invites auctioneers from every where to be with us May 5th. COME TO NORTH PLATTE, SUNDAY, MAY 5th.

Textile Mill Sold

Two well known members of the National Auctioneers Association, Cols. B. G. Coats, Long Branch, N.J., and Ralph Rosen, Buffalo, N.Y., had charge of the liquidation auction of the Boros & Reiss Art-Weave Mills at Patterson, N. J., February 4. Included in the offering was all of the Textile Equipment and Machinery of the above named company which had recently declared bankruptcy.

Why Be A Member Of The N.A.A.

Each day we receive several renewal and new memberships but seldom are they accompanied by an explanation and only once since your present Secretary took office has a letter such as the one we are reprinting below been received. The writer of this letter is Secretary of the New Jersey State Society of Auctioneers.

It occurs to me that maybe "reasons" for rejoining may be in order, so accordingly I'm going to set forth my reasons, at least partially, for I believe that my reasons can well be the reasons every auctioneer in the Country might have if he will but think the matter over.

FIRST:—By joining the National Association *and* my State Association I strengthen both, if only in numbers. My payment of the required dues makes it possible for me to benefit by the exchange of ideas with other auctioneers through the magazine, the "AUCTIONEER". By agreeing to abide by and conduct myself in accordance with the "Code of Ethics" of the National Association and our State Association (in this case the "code" is the same) I contribute to the well-being of all, and assist in no small way in elevating the Profession to higher standards of behavior, and consequent approval of the public generally. The ideal situation would be for *every* auctioneer in the Country to be a member of his State and National Associations, for the reason that in Organization there is strength—by my joining I do my part to attain that objective.

SECOND:—The alarming growth of restrictive LOCAL ORDINANCES as reported in recent issues of the AUCTIONEER magazine developing almost spontaneously throughout the States. Therefore, I believe it my duty to contribute in any way possible, through the only way possible,—membership in and co-operation with my State and National Organizations. **AND FURTHER**, in proof of my premise, I am but one individual among 165,000,000 other individuals in this wonderful Country. There is *so little* which I can accomplish alone—but if I join with all others, or at least a large proportion of all others with like objectives, we as a group *can* obtain objectives—that's proven every day.

AND as further proof, this is exactly what I did back around the year 1921 when the Real-estate Profession organized on a State and National basis, and I believe the situation is exactly parallel as far as the Auctioneering Profession is concerned today.

In fact, in this connection, I am no little surprised that the Real

Estate Commissions of the several States have not seen the possibilities of setting up a "Division" for regulation of the auctioneering profession. As far as that goes they have done that here in N.J., as auctioneering is related to real-estate—*any* real-estate broker can set himself up as, and auction real-estate, and further; no real-estate can be sold at auction except by a licensed real-state broker, except only by executors of estates and other legal representatives such as sheriffs etc.

FINALLY:—What do *I* get out of belonging to my State and National Auctioneers Associations?? I get out of it, in exact proportion to what I put into it! That will automatically take care of itself. So-o-o, since I have something I believe will benefit the profession,—ideas, a keen desire to see the profession elevated to a position of dignity and special usefulness—public approval—I would like to re-join the National Association.

THEREFOR:—If I am still considered a good prospect for membership, *and if* the National Association is going to progress as a real National Association dedicated to the progress of the profession for the benefit of all Auctioneers and *not* as a private Auctioneers Club, then count me in! !

With best wishes for your health and happiness and special thanks for all you have done with the AUCTIONEER, believe me.

Sincerely yours,
Ralph S. Day

Stamps Bring \$50,500

Three transactions in a stamp auction that will take three years to complete brought \$50,500 to the estate of Alfred H. Caspary.

Mr. Caspary, a stock broker and postage stamp collector, died Jan. 7, 1955. His stamps are being auctioned by H. R. Harmer, Inc., 6 West Forty-eighth Street. The auction of the collection began in November, 1955. Sales will continue periodically until November, 1958.

The collection is expected to bring about \$3,000,000. So far \$1,330,812 has been realized.

An Italian dealer made the high bid yesterday. It was the \$50,500 for three blocks of twenty unused Sardinian stamps of 1851 in 5, 20 and 40-centesimi denominations. An auctioneer said Mr. Caspary had bought the items many years ago for about \$4,000.

Menjou Coins Bring \$100,000 In Auction

NEW YORK — The coin collection of actor Adolph Menjou was sold for more than 100 thousand dollars in a two-day auction at the Waldorf Astoria Hotel.

The largest single sale was four thousand dollars paid by an unidentified Detroit collector for a set of five Panama Pacific pieces struck by the United States in 1915 to commemorate construction of the Panama Canal. The set included two \$50 gold pieces, a \$2.50 and a \$1 gold piece and a half-dollar silver piece.

Mrs.: "Daddy and I won't be home tonight, Bobbie. Do you want to sleep alone or with the nurse?"

Bobbie (after some deliberation): "What would you do, Pop?"

Are You Pulling Or Riding?

Our personal appeal for each member to secure at least one new member during the year has been heeded by 55 persons. This is encouraging but is not nearly good enough. This can be a great year for the NAA if you as members want it to be. We are not asking very much from you — all we want is for everyone to carry a part of the load and not leave it up to just a few.

We have one member who has turned in 18 new members since our 1956 National Convention. Won't each of you, please, accept a little bit of responsibility for the good of YOUR organization.

Below are the names of those whose memberships were received from January 16 through February 15. The asterisk denotes renewal.

*Col. Dean S. Bullard, Ohio (Life)
 *Col. Willard Olson, Wisconsin
 *Col. L. M. Sweet, North Carolina
 *Col. Leonard R. Wilson, Ohio
 *Col. Harold Spoor, New York
 *Col. George I. Scovill, Michigan
 *Col. Walter S. Britten, Texas
 *National Auction Institute, Texas
 *Col. Lamar McCamy, Texas
 *Col. Stan Radde, Minnesota
 *Col. B. L. Wooley, Arkansas
 *Col. Joe Kahn, Texas
 *Col. Norman G. Thorp, Ohio
 *Col. Gene Slagle, Ohio
 *Col. Anthony Borysewicz, Connecticut
 *Col. Herb Walters, Pennsylvania
 *Col. Jay Rubin, Virginia
 *Col. David H. Levine, Minnesota
 *Col. W. P. Emmons, Arizona
 *Col. Harold V. Buckman, New Hampshire
 *Col. Robert H. Campbell, Maryland
 Col. Ed M. Buckner, Missouri
 *Col. V. K. Crowell, Oklahoma
 *Col. Clinton A. Peterson, Iowa
 *Col. Curran Miller, Indiana
 *Col. Elias H. Frey, Ohio
 *Col. Jerome Powers, Texas
 *Col. Clifford W. King, New York
 *Col. John C. Thor, Nebraska
 *Col. Ray Elliott, Indiana
 *Col. Romaine Sherman, Indiana

*Col. Rolland Lindsey, Illinois
 Col. Jerry Anglin, Colorado
 *Col. E. M. Rickey, Ohio
 *Col. L. Oard Sitter, Illinois
 *Col. Jim Wilson, Ohio
 *Col. Hylon C. Coates, New Jersey
 *Col. Howard Johnson, Iowa
 *Col. Leo Bush, South Dakota
 *Col. James C. Phillips, Indiana
 *Col. Ray Roberson, California
 *Col. W. J. Altpeter, Illinois
 *Col. Max Hood, New Mexico
 *Col. Harry L. Hoffman, Virginia
 Col. L. Frank Andrews, Virginia
 *Col. Robert Perry, Michigan
 *Col. Gerald N. Mead, New York
 *Col. R. E. Guiss, Ohio
 *Col. C. C. John, Missouri
 *Col. Mark E. Runkel, Illinois
 *Col. J. R. Koske, Florida
 Col. Nate Shufro, California
 *Col. Tom McCord, Alabama
 *Col. Paul L. Good, Ohio
 *Col. C. M. Sturgul, Wisconsin
 *Col. Herman W. Hauschildt, Colorado
 Col. J. Wendell Cain, Ohio
 Col. V. D. "Snow" Cole, Illinois
 *Col. Albert Devore, Pennsylvania
 *Col. Oliver Wright, Pennsylvania
 Col. Jim Humphreys, Indiana
 *Col. James J. Landen, New York
 *Col. H. C. Staats, West Virginia
 *Col. H. J. "Bus" Retmier, Indiana
 Col. W. D. Bruce, Indiana
 *Col. G. A. LaMunion, Maryland
 *Col. Pierce P. Wall, New Jersey
 Col. E. C. Suther, Texas
 *Col. Richard D. Humphrey, Ohio
 *Col. Vernon Lile, Kentucky
 *Col. Paul L. Owens, Idaho
 *Col. Robert B. Clark, Kansas
 *Col. Earl J. Elfner, Pennsylvania
 *Col. Arthur A. Long, Illinois
 *Col. Ira Mahaffey, West Virginia
 *Col. Ray Stern, Nebraska
 *Col. Gordon Clingan, Illinois
 *Col. A. R. McGowen, Illinois
 *Col. James K. Thompson, Illinois
 *Col. L. E. Watson, Kansas
 Col. Glen E. Nightingale, Kansas
 Col. Keith Brown, Kansas
 *Col. Jack L. Amos, Ohio
 *Col. Elwood G. Heller, New Jersey

Col. Gerald C. Merritt, Ohio
Col. George W. DeCamp, New Jersey
*Col. B. F. Mick, Oklahoma
*Col. S. P. Smith, Iowa
*Col. Jerry Ondracek, Missouri
Col. Earl Stevens, Indiana
Col. Ralph S. Day, New Jersey

New U.S. Laws On Shipping Cattle

Shipping of cattle over state lines without certificates showing them to be free of brucellosis will become a Federal offence after Jan. 1 with certain exceptions, according to word received from the U. S. agricultural department.

Brucellosis, sometimes called Bang's disease, is a highly contagious disease of cattle that has cost cattle owners millions of dollars over the years. Resulting in abortion in cows, brucellosis is transmissible to mankind in the form of undulant fever.

The new Federal regulations will be a boon to the brucellosis eradication program being waged by the Federal and State departments of agriculture.

New Federal rules for shipping cattle over state lines in a nutshell are:

1. Not included in the regulation are steers, spayed heifers and calves under 8 months.

2. Cattle consigned for immediate

slaughter must be accompanied by proper certificates.

3. Cattle from herds or areas that are brucellosis-free need only a health certificate from the state veterinarian.

4. Vaccinated cattle under 30 months old may move on a permit from the state veterinarian in the state of destination.

5. Vaccinated cattle over 30 months old may move under permit if tested within 30 days, or if not tested within 30 days must be quarantined on arrival until proven negative.

6. Unvaccinated cattle may move under permit if negative to brucellosis test within 30 days of shipment and are quarantined on arrival and found negative after 30 days.

7. Cattle for feeding or grazing may move under permit from state veterinarian of state of destination.

It is advisable before shipping cattle across state lines to contact State or Federal veterinarians.

While examining a class in grammar the inspector wrote a sentence on the blackboard and asked if anybody could see anything peculiar about it. After a long pause, one small boy put up his hand.

"Yes," said the inspector encouragingly, "what do you see remarkable about it?"

"Please, sir, the bad writing, sir."

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Oscar Tostlebe Starts 2nd 50 Years As An Auctioneer

By A. B. TURNBULL

Reprinted From The Cedar Falls (Ia.) Daily Record

Everyone for miles around Cedar Falls knows Oscar Tostlebe, the auctioneer. What they don't know, probably, is that he started his second 50 years of auctioneering almost to the day. His first complete sale was on Friday, Jan. 25, 1907. Coincidentally the sale which started his second 50 years was last Saturday on Jan. 26 for Art Jensen on the John Petersen farm three miles west and a half mile north of Cedar Falls. His first sale was also west of Cedar Falls.

Another coincidence in that first sale of Tostlebe's is that Jan. 25 in 1907 was on a Friday and Jan. 25, 1957 was also on a Friday.

When young Oscar Tostlebe cried his first sale, he probably was not as assured as he is when he goes out among the farmers today.

But he had long wanted to be an auctioneer. In fact the desire sprang up in his heart when he was only seven years old. He was attending a farm auction then and heard S. P. Wynegar of Cedar Falls, calling a sale. He was thrilled and determined that one day he would become an auctioneer.

At that time his parents lived on a farm seven miles west of Cedar Falls on 27th street. Young Oscar drove to his first sale in a buggy drawn by a horse when the temperature was around zero.

The sale that day was on the Fred Graham farm northwest of Benson. The sale commenced at "10 o'clock sharp" according to the original bill which Tostlebe saved. There was a free lunch at noon, in a paper sack or bag and it consisted of sandwiches of dried beef, ham and cheese, rolls, doughnuts and then hot coffee. On a zero day, the hot coffee was particularly welcome.

Tostlebe remembered that the entire sale that first day now more than 50 years ago, grossed about \$2,600. One bay mare more than five years old brought \$161. It was bought by William and Tay-

lor Nielsen of Dike. A sorrel gelding, 12 years old, which Tostlebe described as a kicker and "locoed" was bought by Pete and Chris Erickson for \$5. He thought a Taeger Jensen was the original owner.

Amazing, isn't it, how anyone could remember such minute details about an event 50 years ago? Still, can't you remember your first day of school or your first day on an important job?

But to get back to the sale that cold January day. George Hilton, father of George and Milford Hilton, bought a milk cow for \$41 while Jens Holm (now operating a grocery store) bought three yearling steers at \$28.25 each. Nate Olmstead bought brood sows for \$16 and \$17 apiece and George Pashby browsed around, ending up with bidding in odds and ends of nails and staples. Young Tostlebe called these "steeples" he remembered. And everyone laughed at that.

N. C. and Henry Hansen bought different small items. Chickens sold at 27 cents each. Imagine!

Wilbur N. Hostrop (still living), clerked the sale where the interest on bankable paper was 8 percent. Another imagine!

Tostlebe recalled that in addition to those mentioned, most of the following men were at that first sale: Julius and Herman Miller, John Theimer, A. W. Gutkecht, now living near Hudson, L. D. Brown and Chester Corwin.

Tostlebe is rather modest about the fact that he attended the Jones National School of Auctioneering and Oratory at Davenport before he became a full fledged auctioneer.

He says much of his success at sales in this area stems from the fact that he could speak three languages in addition to English. They are Danish, of course. German and Dutch. Of this accomplishment he merely says, "It was very convenient to be able to speak

several languages besides English which I never learned very well."

That he learned it well enough is evidenced in his continued popularity as an auctioneer. Wind and rain, cold and heat, snow and sleet, have not tended to dampen his ardor for his profession which he chose for himself at the tender age of seven.

New Jersey Holds Annual Meeting

LEONIA, N. J., Feb. 14, 1957—N. J. State Society of Auctioneers, Inc., one of the oldest established Auctioneers organizations in the United States, held their annual dinner meeting this evening at Far Hills Inn, Somerville, N. J.

President Col. Russell A. Tinsman, of Hackettstown, Warren County, conducted the meeting with the assistance of Col. Winfred Hinkley, Vice-president, of Ogdensburg, Sussex Co., N.J. An excellent attendance of approximately 75% of the membership was present.

President Tinsman, in reviewing the past year's activities and accomplishments, pointed up the fact that the organization continues to grow and in addition that attendance at all regular meetings and special occasions has been excellent — some members travelling through good and very bad weather as much as 100 miles one way in order to be present.

Col. Tinsman attributed this fine record to the fact that his administration had made every effort to make meetings interesting and constructive as well as entertaining, and further that the membership had so whole-heartedly co-operated by contributing of their special talents for the benefit of all.

Col. Tinsman stated that he is particularly pleased with the fine reception which the public has given the special 'Public Relations' venture of the Association — the so-called AUCTIONEERS AUCTIONS. 70% of the membership participated in these auctions. It is conservatively estimated that these Auctioneers have been introduced to and have auctioned before a minimum of 7,500 people from over the entire Metropolitan area. Further, these members could and never

would have met this widely scattered group of auction minded people in any other way, much less had the opportunity to demonstrate their ability to conduct and 'cry' an auction.

(Note for Editor: If other State Associations would be interested in having detailed information on how we operate the Auctioneers Auctions, a special article will be prepared for the 'Auctioneer' magazine.)

President Tinsman, in closing, stated that he and his staff felt proud to hand over to the new administration, a solvent, growing, going concern, owing no bills and with a comfortable treasury balance, plus Executive Office permanent equipment and supplies of several hundreds of dollars.

Officers and Directors elected for the year to February 1958 are: President, Col. Winfred Hinkley, Ogdensburg, Sussex Co., N. J.; Vice-president, Col. James W. Smith, Camden (1), Camden Co., N. J.; Secretary and Treasurer, Col. Ralph S. Day, Leonia, Bergen Co., N. J.

New Charollais Association Formed

FT. COLLINS, Colo. — Seven well-known cattlemen have founded and incorporated the "Association of Breeders of Certified Improved Charollais," according to an announcement by William D. Sidley of the Silver Spur Ranch, Encampment, Wyo., who is chairman of the board of directors, Clinton S. Ferris, Ft. Collins, is president, and the association offices have been established here.

Other founding members are Joseph R. Hewitt, secretary-treasurer, Saratoga, Wyo.; A. B. Cobb Jr., Augusta, Mont.; J. A. Lamb, Denver; Cliff Aultman, Tie Siding, Wyo.; and Wayne Malmberg, Spring Coulee, Alta., Canada.

Honorary members include Dr. H. H. Stonaker, Dr. Harold Hill and Dr. Lloyd Faulkner, Ft. Collins; Dean Herbert Kildee, Ames, Iowa; and Dr. R. T. Clark, Denver.

"Please find Money Order for \$10.00 for dues. Magazine is getting better all the time." J. R. Koske, Palm Bay, Fla.

Let's Go To An Auction

It's A Social As Well As Business Gathering

By WALTER ROWLEY, Weeping Water, Neb.

Reprinted From The Omaha (Neb.) World-Herald

Older generations of farmers once told of hitching up a team, loading family and supplies into a wagon and traveling a half-day's journey to attend a farm auction.

It was sort of a family outing, like going to a carnival. The kids found new fences to climb and scampered with the barnyard pets; the women saw that every one was well fed; the men followed the chant of the auctioneer. And when it was over, the team trudged the tired humans home at nightfall.

Today, aside from modern modes of transportation, rural life has changed little in this respect. Where there is a farm sale, you'll find farmers from

miles around — some mere interested spectators, but mostly those intent upon getting something at a good price.

This was in evidence at the Arnold Upton farm, eight miles northeast of Weeping Water, where some six hundred farmers gathered before Christmas for one of last year's biggest sales of farm equipment and livestock. But there was one notable difference. This wasn't a festive occasion or a family holiday. It was a serious business.

The men were the predominant figures. Women's attendance seemed narrowed to the Upton family and to the Christian Church of Weeping Water. Children were limited mostly to Mr. and Mrs. Upton's



Col. Rex Young (arrow) selling a Holstein cow, Col. Lacy stands behind him, clerk Wallick (fur cap) to the left. Morris (with stick) assists at right. Omaha World Herald Photo.

IN UNITY THERE IS STRENGTH

three daughters, Sharon, 14; Shirley, 11; Carol Sue, 5, and 3-year-old son Kenneth.

'It's Not Easy'

The Uptons have been farming 320 acres of the old Walker section in Cass County since February, 1954. The land is owned by Dr. George Walker of Lincoln. Previously, they had farmed 12 years near Adams in Gage County. In 15 years of farming, Mr. Upton accumulated an impressive array of equipment and raised some valuable stock.

But farming is hardly a one-man operation, and Mr. Upton found the problem of retaining steady help growing.

"My wife and I have done the work," he explained. "It's too much—especially when you don't have grown sons. We have to think of our children, too. So we just decided to sell out, move to town and go into business."

The Uptons purchased a grocery in Weeping Water early in December. They took possession of the store January 1.

"It's a good business," said Mrs. Upton. "Arnold doesn't know too much about the grocery trade, but I know a little—and together we can learn. One thing we'll have will be regular hours."

Mrs. Upton seemed happy at the decision she and her husband had made, but at the last minute no one likes to see his hard-earned possessions being auctioned off and this was apparent when she commented: "I feel a little empty right now. It's not easy, you know."

There was reason for her reaction. Up for sale to the highest bidders were 25 mature Wisconsin Holstein cows, five first-calf and seven second-calf heifers, a purebred Angus 3-year bull, seven four hundred to five-hundred-pound steers, 11 five-hundred-pound heifers, 22 1 to 4-month-old Holstein-Angus calves, 45 fall pigs, 10 butcher hogs, eight Duroc sows as well as dairy equipment, small outbuildings, 1,900 bales of alfalfa, 175 tons of corn and sorgho silage in pit and 75



Hot dogs, coffee and lots of pie were provided by women of the Christian Church of Weeping Water, Nebr. It looks as though business is good. Omaha World Herald Photo.

bushels of barley.

In addition, tools, implements and heavy machinery went on the block — combine, roto baler, field chopper, corn picker, cultivator, plows, lister, truck and two tractors.

45 Years a Crier

To get these items into the hands of buyers is the job of the auctioneers. And auctioneering a farm sale is work. You need a voice that can be heard — even when the wind's against you — and you have to be alert. But probably the most important prerequisites are a thorough knowledge of your profession, a familiarity with all the marketable products and a good understanding of people.

Veteran auctioneer Rex Young of Plattsmouth has these qualifications. Now vice-president of the Nebraska Auctioneers Association, he cried his first sale on November 25, 1911, at Beach, N. D., and has piled up a succession of record sales and experience ever since.

Mr. Young is as firmly rooted in Nebraska as any one can be. His family in the state traces back to 1854 when his grandparents first came to the territory and built a log cabin six miles south of Plattsmouth. From boyhood, he had an ambition to be an auctioneer and sold box suppers at country schoolhouses to gain practice. Today, more than 45 years since his North Dakota debut, he still voices the auctioneer's cry with tongue-rattling, machine-gun rapidity and timing which are the marks of craftsmen in his profession.

In this manner, he conducted the Upton sale, assisted by 15-year-veteran auctioneer Ellis Lacy and Ed Morris of Ashland. The latter, with a little better than two years' experience, gets in his practice alongside Mr. Young and already is taking on the Young-Lacy technique.

Small Items First

A farm auction follows a definite pattern. The auctioneer must size up the buying interests of those attending and plan the program to save a farmer's time.

For example, first on the block at the Upton farm were small items — tools and implements — followed by movable outbuildings, dairy equipment, machinery, feed, hogs and cattle in that

order.

With the heavy equipment, buyers needed time to move it.

And cattle were last on the list because some of the cattle buyers were not expected to arrive until afternoon.

Not every item attracts a sizable crowd. Farmers usually know in advance what they want, and if what they need is available they wait until it's put up for sale before joining the throng following the auctioneers. Meanwhile, they hang back in small groups and talk shop or mill around to inspect equipment and livestock not yet ready for auction. When the auctioneers are ready for the item that interests them, they move in.

But there are always those who attend an auction just for the show.

One farmer confessed: "When I hear of a big auction like this, I go to see what's on hand and what it sells for. I just travel around."

Commented another: "I get a kick out of these things. But sometimes I buy something."

In one cluster of shop-talkers, one man was telling others his troubles with a ton-and-a-half truck. "Three clutches in a year," he lamented.

Near by, two oldtimers were trying to do something about the weather, while in another huddle a dairy farmer seemingly was facing a family crisis precipitated by an ailing cow. "She's about dry," he was saying, "and she's my daughter's. You know how sentimental kids can be."

In another group, two men were observed signing their names to elongated pieces of paper flattened against a combine. The exchange of check and receipt turned out to be completion of a sale on an automobile policy between a Weeping Water insurance man and his farmer client!

Sometimes Sentiment

But these discussions were in the minority. Generally the men on hand were there for a purpose — to buy farm items. This proved true by 4 p. m., 6½ hours after the action began. At that time, the Uptons were sold out.

Snack-bar business was good. Farmers drank hot coffee and munched hot dogs and home-made apple pie sold by church women.

At noon, auction officials sat down to lunch in the house and planned the afternoon's program. On hand for barbecued hamburgers, baked beans, potato salad, apple pie and coffee were the Uptons; auctioneers Young, Lacy and Morris; Frank Domingo, president of the Nebraska State Bank of Weeping Water; J. R. Mayfield of Louisville; auctioneers' clerk C. V. Wallick; John Upton, brother of Arnold from Weston, and Rex Stanley, Mrs. Upton's brother-in-law from Adams.

Everything that goes at a farm auction has a certain sentiment attached. Especially was this true when the Upton children's 9-month-old collie went to Howard Gansemer for use on the farm of his father, Lester Gansemer, near Plattsmouth.

The youngsters' feelings weren't easily hidden when Mr. Gansemer led the dog away. Then, probably for the first time, the reality that they were actually leaving the farm was coming home to them!

Howard Schnell To 'Hall of Fame'

FARGO, N. D. — Howard Schnell, Dickinson, killed in a 1955 airplane crash, has been named to the North Dakota Agricultural College Saddle and Sirloin club's Hall of Fame. His portrait will be unveiled at the annual Hall of Fame banquet in the college Memorial Union, Feb. 8.

Although only 30 years of age at the time of his death, Schnell was an outstanding auctioneer, businessman and community leader.

YOU NEVER KNOW

The dentist told the millionaire Texas oil man that his teeth were in perfect condition. "But I feel lucky today," boomed the Texan. "Drill anyway!"



"Who'll give ten" asks Col. Rex Young while other members of the selling force watch for bidders. Col. Young is a veteran of many auctions, Vice-President of the Nebraska Auctioneers Association and a member of the National Auctioneers Association.

The History of . . .

Tommorow's Antiques

Submitted by Col. B. G. Coats

Nearly a full century has passed since the first all hand-crafted Windsor chair was delivered by horse and wagon by Frederick Duckloe, wagon builder, cabinet maker and master craftsman, in 1859.

While the nation's production habits have changed many times during these past 96 years, many operations in the making of hickory spindle Windsors at Portland by the grandsons of Frederick Duckloe today are basically the same methods used before the Civil War and the furnishings produced at their two shops are the same hand-crafted Windsor style originally made between 1700 and 1820.

Proper curing and drying of hard maple and hickory lumber in the 1800's required as long as three full years before Frederick Duckloe could select the proper material for each of his chairs. The foot pedal lathe and spoke shave were modern tools of the trade then and hand sanding for many hours was necessary to each product. The craftsman's son, William J. Duckloe, was trained in the old school and his production over a period of many years was very limited as was the scope of his tools — never has automatic power tools been used and never had any mass production facilities been considered.

Today, Frederick Duckloe & Brothers, Inc., is owned and managed by William Duckloe's three sons, Frederick, Norman and Howard, who were trained in the same tradition of their father and grandfather, a knowledge passed down over the generation from father to son. All the marking patterns of William Duckloe have been carefully preserved by the present furniture makers.

At Portland, two dozen open stock patterns of Windsor chairs and benches, cupboards, cabinets, tables, stools, desks, settees and love seats are made by as many men in two main shops. Although some modern machinery has been installed to save on labor costs, a large

percentage of today's Duckloe products are made completely by hand. Selected lumbers are carefully graded and cured in a modern dry kiln and the firm is one of the few equipped for "steam bending" of wood, using methods and tools employed 75 years ago.

It is related that only wagon makers were equipped and experienced for wood bending. Frederick Duckloe was one of these craftsmen and he applied his experience in bending woods for wheels and making spokes to furniture making. As in his day, Duckloe chairs have hand-carved saddle seats and deeply pronounced horns of select poplar. Split hickory, to insure flexibility and lasting strength, is used for all spindles on comb style chairs and clear white maple is used on other styles. All legs and turnings are shaped from hard maple and hand sanded.

Perpetual Guarantee

The 20th Century Colonial reproductions made by the Duckloe brothers are branded with a hot stamp crest and carry a perpetual guarantee on all materials used — something indeed rare in modern commercial manufacturing. In addition to furnishing of homes with authentic reproductions of Windsor style furnishings, the firm's products are sold in quantity to private schools, institutions, restaurants and taverns.

Customer demand in the past decade has prompted the manufacture of many varieties of cupboards and tables that have been added to the original chair line including solid cherry dutch cupboards and corner cupboards, solid cherry or pine lazy susan tables, and cherry drop leaf tables. Specific requirements for specific jobs always receive careful attention in the planning and execution of custom furniture pieces and a number of specially-made tables and cupboards are always in process.

Of the many chair styles made by the firm, including the gentlemen's comb back chair designed by early 18th Cen-

ture craftsmen in the Colonies, the sturdy captain's chair with hand-crafted deeply carved saddle seat, carved knuckles and solid rolled back and the Windsor loop back arm chair, a perfect replica of a design that originated in the colonies in the early 18th century, perhaps the most outstanding is the Thomas Jefferson chair with a banjo-shaped writing arm and drawer under the seat. Made of split hickory and maple, copies of the chair are made only twice a year.

In final finishing of the products, modern spray facilities are employed, but hand rubbing is always insisted upon. Most beautiful of the several open stock colors is the hand-shaded "fruit-wood cherry" which requires all edges of the unfinished wood to be softened by skilled hand sanding and then a series of more than 20 finishing applications before final waxing and delivery. The result is an unusual depth of tone and interesting variations in color.

Use Family Formula

Wax and oil base polish is blended according to a family formula and prepared for sale in the finishing plant,

which is located just opposite the old covered wooden bridge between Columbia and Portland. The finishing plant, once a theatre and formerly a silk mill, also serves as a showroom for the firm's products, as well as the bedroom and living room upholstered pieces of nationally-known brands for which Duckloe Brothers serve as exclusive area sales agents.

Visitors from many parts of the world—the firm's "sales area," visit the Portland showroom which is open daily from 9 a.m. to 5 p.m., except Sundays. Products from the plant are packed in crates at Delaware and sealed for shipment to destinations anywhere in this country and abroad.

GIVE ME A HAND!

Upon reaching home in the wee hours of morning, a gentleman who had over-indulged was having difficulty unlocking his front door. Just then the milkman came along and offered help, saying, "May I hold the key?"

"Naw," replied the confused fellow. "I can hold the key — you hold the house."

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Auctioneering Takes Effort— Let Your Advertising Help

By COL. B. G. COATS

The most difficult thing for me to do is to write an article for "The Auctioneer" a month in advance. It takes effort and especially when one is not equipped with an over abundance of intelligence. It comes much easier when one is inspired momentarily. Now, as I labor mentally for a few minutes trying to assemble words into sentences, sentences into paragraphs, please bear with me for I know not what I am going to say.

My subject for this article could consume a lot of time, but I know that most of you would rather be shot than bored to death so in being brief, just relax and digest these few words even though you are subject to indigestion.

I am trying to carry in my mind the progress of the auctioneering profession and the National Auctioneers Association has made during the past decade. As I do there comes to mind the many problems that have arisen over the years, but for every problem there has always been an answer and a solution. Without exception and in every instance the solution has always been in the best interest of our Association and the auctioneering profession. A lot of effort was put forth by a lot of members to sell the Auctioneers on the idea of the National Auctioneers Association. Every year more and more splendid advertising by the Auctioneers has made the public more auction minded. The effort and advertising over the past ten years has been successful and now in 1957 the public is more auction-minded than ever before. Public auction sales are on the increase at an all time record rate. Results and effort proved that it can be done. Other problems of Auctioneers through the years have all been met and answered.

Today we are at a record point in the number of auction sales. And this, in some ways, presents a problem. It is a problem simple in solving and one

that is the greatest advantage to our Association and every auctioneer in the United States. Our past and present campaigns for new members continue to keep our Association, our profession and our advertising constantly going forward. There should never be any let up. The answer to the problem today is that every Auctioneer must be a student of salesmanship. More effort and advertising on the part of the Auctioneer is necessary. Buyers can always be found, and sales made, when the Auctioneer's story is told effectively to the right people through the right mediums.

We are all indebted to one another for the wonderful progress that has been made. We are indebted to the National Auctioneers Association that has given us courage and more self-confidence, that has made us better salesmen of our ideas, that has stimulated cooperation and fellowship, that has enabled all of us to think more of the other fellow and less of ourselves, that has obliterated jealousy and selfishness. Through our state and national associations we all get along better with each other.

Since we are all indebted to our state and national Associations for the wonderful progress that has been made, for the all-time record in number of auction sales, for the advancement of our profession and a future in the field of auctioneering that will make the present look like a rain drop in the middle of the Atlantic ocean.

Everyone in debt wants to get out of debt and we can pay our debt by effort and advertising. **Person-to-person** contact is effort and by word of mouth is **"advertising"**. Combine the two and you will come up with results far beyond your expectations in obtaining new members. Yes, and a wonderful feeling of satisfaction. Help to solve the problems of today and tomorrow.

This dissertation comes to a close. If I have bored you pistols will be sent

upon request, the supply is limited. If these few words have encouraged you, inspired you and made you feel morally obligated to pay your debt, the National Auctioneers Association and your own State Association will be the grateful recipients.

Mt. Baldy Shrine For 'Bald Eagles'

CLAREMONT, Cal.—Mount Baldy, a 10-thousand-foot peak that gets its name from its barren crown, is to become a shrine for the barren-crowned members of the Society of Bald Eagles.

The society, composed of bald-headed brothers of the Fraternal Order of Eagles, has announced a pilgrimage to be made to the mountain Sunday, to place a plaque in one of the lodges.

Inventor To Walk Across Channel

LONDON — Alexander Wozniak announced his intention of walking across the English Channel from France on special "marine skis" designed by himself.

Last time he tried to walk across the channel, in August, 1953, Mr. Wozniak turned back because the boat which accompanied him sprang a leak. This time he is going without a boat.

Auction Called

BRUNSWICK, Me. — Selectmen have decided to sell at auction the \$2.50 gold piece which a motorist accidentally dropped into a parking meter.

The decision to sell was reached after newspaper stories failed to turn up the owner.

Coin dealers indicated the gold piece might be worth \$11 — or 13,200 parking minutes.

"The building of a more friendly and cooperative spirit is the ultimate goal to success." Oscar Tostlebe, Cedar Falls, Iowa.

Stroudsburg, Pa.
Feb. 3, 1957

Dear Col. Hart:

I am satisfied many of our Pennsylvania boys will be at the National Convention in Michigan, this summer, including myself.

We are considering the establishing of a fourth branch of Pennsylvania local associations in Northeastern, Pa., with the idea of creating more interest and less distance to travel to our monthly meetings thus creating another avenue of interesting auctioneers not at present affiliated with our organization.

In the very near future I expect to have the pleasure of mailing you some memberships for the National. It is my intention as Pennsylvania State President to strive toward a better understanding and closer relationship between our State and National organizations.

"The Auctioneer" in my opinion is a National Magazine of which we as auctioneers may be justly proud and as I read it each month and note the splendid efforts of Col. Coats and many of the other boys that you may have live and interesting copy material I must confess a feeling of guilt for at times not trying as hard as I should to contribute something of interest to our boys. However, I shall try to make amends in the future by keeping you advised more closely of our auction activities in Pennsylvania.

Splendid legislative progress is being made in our state under the able leadership of our veteran past-President, Col. Lee Pillsbury of Bethlehem. He was appointed Chairman of our Legislative Committee and it is to his efforts that our State organization is so deeply indebted for its growth and progress.

Very truly yours,
Wayne R. Posten



OFFICERS AND DIRECTORS OF THE OHIO AUCTIONEERS ASSOCIATION

Front row—left to right: Jack Braddock, Granville; John Fenstermaker, Homerville; John C. Watson, Pataskala; John Andrews, Beach City; Owen Hall, Celina; Gene Slagle, Marion; and Harry Hawk, Creston.
 Back row—left to right: Ray Austin, Jefferson; W. O. Sargent, Bradford; James Patterson, Bainbridge; H. W. Engle, Creola; Homer Pollock, Delphos; J. Meredith Darbyshire, Wilmington; and John Sargent, Greenville.

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Sampler Recalls A More Patient Era

By BARBARA BARNES

Have you ever studied an antique sampler? And noticed the quaint motifs and the painstaking stitches?

That sampler symbolizes an entirely different world from the one we are living in today. Few other objects illustrate the contrast so clearly.

There was no television in the early 18th century when the best samplers were made. Young girls sat and did needlework instead of watching Perry Como or Eddie Fisher. And into their work went the same enthusiasm and inhibitions that are expressed in very different ways today.

These were some of the observations of a group of people who were shown a collection of the famous Whitman samplers the other day.

About 300 of the samplers were on exhibition at Gimbels Art Needlework Shop in February.

Among them was the collection's oldest sampler made in 1663 by an unknown needleworker — probably a girl of 10 or 11.

"The majority were done by youngsters around that age," Miss Evelyn Carroll, Whitman's sampler expert, told us. "But we have one by a child of four."

"Samplers really took the place of instruction books on sewing and embroidery. The little girls who worked them selected their own patterns and sometimes were several years completing them."

The earliest known American sampler was made by the daughter of Miles Standish. But the women of those pioneer days were too busy churning butter and dipping candles to spend much time with the needle.

So it wasn't until the frontiers were pushed back that the finest samplers came into existence. Most of those in the Whitman collection date from between 1790 and 1840.

The Philadelphia candy company has paid as high as \$500 for some of its best samplers. But many have been donated.

The collection is insured for \$500,000 and is considered the finest of its kind in existence. It consists almost entirely of American products, though a few foreign samplers are included for comparison.

Many of the names stitched on the squares of linen are familiar to Philadelphians. There is a little Miss Pastorius. And a Sarah Feaster of nearby Feasterville.

A charming sampler was done by Sarah Rush Meredith in 1818. She was said to be a sister of Dr. Benjamin Rush.

One of the most outstanding of all is the rare "Pink Sampler" in striking pink needlework on a black background. "Mary Wiggin her Sampler Wrought in the Year 1797," it is inscribed.

The design shows two trees of life, several lambs, flowers, the alphabet and the following verse:

Remark this truth
Enough to know
Virtue in youth
Is bliss below

Seek virtue and of that possesst
To Providence resign the rest.

Quite different sentiments from those of some of today's pre-teen crowd!

Another attractive sampler is by "Ann Maria Jennings . . . in her 14th year . . . 1831." The workmanship is meticulous, although Ann must have been a polio victim. A sad little cross-stitched verse reads:

When I lie buried deep in dust
My flesh shall be Thy care
These writh'ring limbs with Thee
I trust

To raise them strong and fair.

Probably the best known sampler is the one reproduced on Whitman candy boxes.

The company was looking around for an unusual design in 1912 so the president, Walter P. Sharp, took an heirloom sampler off the wall of his home as a suggestion.

The design has been altered several times. And each time an actual sampler

has to be made, then photographed. An elderly woman in New Jersey has done the work so far.

Whitman officials wondered for a while what they would do when she was gone. They are breathing easier now that all needlework has been staging such a comeback.

Sound Advice For The New Auctioneer

First of all, enter the Auction profession with a diploma from a reputable Auction School. You will discover later, as you go along in your profession, that the Courts and Attorneys will demand that you are an Auctioneer with a Diploma. It's true that years ago it didn't seem to make much difference whether you had a Diploma or not. Today, it is a real stumbling block and you will not get far without one.

After you have graduated from the School of your choice you should immediately find out from other Auctioneers in your community the prevailing rates of commission. Hold up your profession—never enter into the Auction profession planning to set the world on fire by being a cut-rate Auctioneer. When you take sales below the other fellow you will have a hard time ever getting the right

fee and you will be marked as "cheap" in your profession. The result will be that you will attend many sales but conduct only a few.

If you are a habitual drunkard, stay out of the Auction business as no one will want you. Train yourself in business matters as selling the sale is the easiest part of a well planned auction.

If it is necessary for you to obtain a license, do so at once and be bonded. Don't be afraid to advertise. Your name must be before the public at all times if you are going to be a success.

Join your State and National Auctioneers Associations. The fellowship and the monthly magazine will be of great help to you.

A long time ago when I graduated from The Nelson Auction School all graduates were asked to help keep the Auction profession clean and at all times be ready to help those entering the profession. If you think I can be of any help to you, write me at any time.

Lou Winters, Pres.
Winters Realty and Auction Co.
5006 Lewis Ave., Toledo, Ohio

**"Please find enclosed \$10 dues for 1957. I enjoy 'The Auctioneer' very much."
Herman W. "Bill" Hauschildt, Denver, Colo.**

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Youth Auction

Juvenile delinquency was completely pushed out of the picture as Youth Achievement took over September 8th at the 2nd Annual Stamper Youth Auction at Moberly, Missouri. Some 2500 farm young people, members of 4-H Clubs, Vocational Agriculture classes, with their parents, leaders and teachers participated in the day-long events of this "no money" auction.

This was truly a demonstration of youth achievement in action and the events in which the youngsters participated included a livestock and poultry

show, an auction of 25 calves, 20 registered gilts and 1000 pullet chicks sold to the highest bidder in Stamper stamps—and a calf scramble.

This unusual event for farm young people is sponsored by the F. M. Stamper Co. Mill, Moberly, Missouri. Instead of money, the youngsters use stamps from Mill-Fresh Stamper Feeds to bid on calves, gilts and chicks.

In the livestock show, the top Short-horn was shown by Jerry Pitts, Bogard, Missouri. This steer weighed 1,365 pounds at the age of nine months and ten days. He was bred by John Ray Gibbs and Sons, Glasgow, Missouri.

An Association Of State Secretaries

By Col. Ralph S. Day

It occurs to me that within the National Auctioneers Association, there might be created an Association of State Secretaries for the specific purpose of exchanging information.

For instance, each Secretary could be put on the mailing list of each other State Association, and general information such as the announcements of regular meetings of our State Associations, etc. exchanged.

Still using the same instance, its possible that some traveling Auctioneer might thus be advised of a meeting in the area in which he found himself, and could drop in.

Some problem might arise, especially with the younger Associations, which some other State Association had successfully solved.

Lists of regular and special Auctions could be exchanged, as well as Rosters of Membership.

Any such incidents would be welcomed by our Association, and any travelling member would receive a warm welcome at any time—net result—our profession welded just a little closer together—everybody benefits.

There are many other advantages, all good, as far as I can see, and I can't find any disadvantages.

Antiques of England, France And America Share Spotlight

By SANKA KNOX

About evenly divided between English, French and American eighteenth century antiques, the Third Winter Antiques Show manages to make the best points of each of these popular categories.

Perhaps no show in New York makes better use of its versatile material. Each of the 100-odd dealers participating has his best foot forward, cooperating in an enterprise that brings funds to the settlement house and reflects credit to the taste of the trade.

Early American fanciers will very likely approve of the play that their speciality is receiving. Larger than in previous shows, this section encompasses many aspects, from quiet elegance to the nostalgic and perennially admired "primitive."

Two Taprooms on View

Two taprooms have been reconstructed on the premises. The flavor of the rooms, artful blends of such ingredients as old pine and the hundreds of accessories needed in the early barroom, have been admirably caught by Helena Penrose and Avis & Rockwell Gardiner.

Among individual touches that lend variety to the Penrose scene is a flock of carved snipe before the door, each bird a small masterpiece of freshness and stance.

The Gardiners, whose taproom is derived from the Raleigh Tavern in Colonial Williamsburg, are proprietors of a stagecoach stop as an old sign announces.

As in other years, French & Company star in the new show. A complete salon, from parquet floors to softly painted wall paneling, has the effect of having been transported intact from abroad. A rock crystal, gilt bronze chandelier lights a scene of muted blues and gold that

for all its formality, has a beckoning grace.

In the contingent displaying English antiques, "Mrs. Greer" of New York and Middleburg, Va., sets her stage with a magnificent needlepoint carpet and carries out her decorating scheme by subtly picking up its glowing red accents in drapery fabric and porcelain ornaments.

The Symons Gallery, in an other English room, has a pair of carved and gilded plant holders, great oval bowls on standards that hold miniature gardens.

Philip Colleck of London has a black and gold lacquer chest with unusual proportions — shallower than most chests and longer and lower. A Charles II virginal is the eye-catcher at J. J. Wolff's. An elaborately cased pianoforte at Belgravia House has been ingeniously converted from its original use. The piece, which was once owned by the Duke of Sussex, son of George III, now

has a desk compartment where the keyboard used to be and a liquor cabinet which rises to view when the lid is raised.

Auctioneer Tries To Sell Own Coat

LOS ANGELES, Cal.—Auctioneer Leo Proctor was going so strong that he almost sold his own coat.

Mr. Proctor, conducting the annual sale of unclaimed burglary loot for the Police Department, had the bid on the coat up to \$3.50 before he recognized his fountain pen in a pocket.

At the crossroads they met in the
moonlight,
Never to meet again;
One was a north-bound motor,
The other the east-bound train.

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\$3500 Average At Circle M Ranch

The 16th Annual Polled Hereford Sale at Circle M Ranch near Senatobia, Miss., February 18, averaged \$3500 on 50 head. Eighteen bulls averaged \$5781 and 32 females averaged \$2217.

Top selling bull at \$32,000 was CMR Advance Rollo 48th and was purchased by Kniseley Hereford Farms, New Paris, Pa. B. S. Oles, Kingsville, Md., paid \$6,100 for CMR Astermaid 19th to top the female division.

This sale is one of the major events of the breed and attracts cattlemen from all parts of the world each year. Many records have been established in these annual sales. Circle M Ranch is owned by M. P. Moore.

The selling force included six members of the National Auctioneers Association, namely, Jewett Fulkerson, A. W. Hamilton, Tom McCord, Wilbur Clair, "Bo" Swilley and Phil Sanders.

"I certainly get a lot out of the magazine (The Auctioneer) and hope I never have to miss a copy." Wm. J. McKay, Great Falls, Mont.

WHAT AM I . . . ?

. . . I am a little thing with a big meaning . . . I help everybody . . . I unlock doors, open hearts, do away with prejudices . . . I create friendship and good will . . . I inspire respect and confidence . . . Everybody loves me . . . I violate no law . . . I cost nothing . . . Many have praised me, none have condemned me . . . I am pleasing to everyone . . . I am useful every moment of the day . . .

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Community Auction Grosses \$2 Million

PINCHER CREEK, Alta.—The Community Auction Sales Association of Southern Alberta conducted 40 auction sales at seven regional points from July to Nov. 30, according to the association's local office. A total of 23,138 head of cattle were sold during the period for a gross of \$2,331,680, substantially higher than the previous year.

"My wife and I had a very nice time at the National Auctioneers Convention in Kansas City. We hope to get to Michigan this year." Art Billiter, Harvel, Ill.



Guests of Mr. and Mrs. M. P. Moore at the Annual Banquet the evening preceding their Polled Hereford Sale at Circle M Ranch are, left to right: Thomas J. Stith, Polled Hereford breeder of Guston, Ky., E. E. Martin, Polled Hereford breeder and prospective NAA member, Salem, Ind.; next gentleman's name not known to editor; Colvin Davidson, Polled Hereford breeder, Corydon, Ind.; Col. Dwight Ballinger, NAA member, Jonesboro, Ind.; Col. Wilbur T. Clair, NAA member of Converse, Ind., and a member of the Circle M selling force; J. W. Van Natta, Battle Ground, Ind., veteran Hereford breeder and member of the Board of Directors of the American Hereford Association, and Col. Bernard Hart, NAA member, Frankfort, Indiana.

Army's Belle Mead Depot Giant Hardware Store But Most Items Too Big For Home Use

By LORE FIEDLER

HILLSBOROUGH, N. J.—You won't find a bargain in a rifle or a cheap jeep at the Army's General Depot at Belle Mead. But individuals and firms can buy at the Depot a variety of new and used equipment, from bulldozers to tacks—unless the Army gives them away first.

Although the sprawling Depot's land and buildings are filled with all types of material like a giant hardware store, most of it is giant-sized and the average homeowner won't find much he can use there.

Many people think the base stocks everything used by the Army and they telephone to inquire about purchasing such things as rifles and helmets, which aren't stocked.

No \$30 Jeeps

And even more people telephone or mail requests for used or surplus jeeps, which they expect to buy for as little as \$30. Not many of the versatile vehicles are available at the Depot. Those that are are sold quickly—and for more money.

Whatever equipment is no longer needed by the Army, either because it has become obsolete, will be replaced or is worn to the extent that repairs are not feasible, is handled by the Disposal Branch of the Depot.

John Stockton of 123 French St., New Brunswick, assistant property disposal officer, said most of the equipment to be disposed of is given away—as is—to government tax-supported and service organizations.

Since Jan. 1, 1956, more than \$821,000 worth of equipment has been donated, mostly to the state for schools, hospitals and other institutions. Among the organizations which have benefitted by donations of such equipment as fire engines, rock crushers, lawn mowers, spray outfits, barrels, truck trailers, generators, cranes, and even typewriters, are Rutgers and Princeton Universities, Grey-stone and Marlboro State Hospitals, the

Boy and Girl Scouts, the Cerebral Palsy League, and the Civil Air Patrol.

Lists Circulated

Lists of available equipment are circulated among the organizations, Stockton said. If none of them wants the material, it is put up for sale.

Equipment sales are a million-dollar business for the Army. Depot equipment and scrap metal sales bring in about \$15,000,000 a year, according to Stockton. The Belle Mead Depot's Disposal Branch also handles material from Raritan Arsenal, Fort Monmouth and Fort Dix, which accounts for about another \$15,000,000 a year, he added.

Most of the equipment is of the heavy type and is purchased by construction firms and scrap dealers. A list of prospective buyers is kept up-to-date for bid applications.

Since Jan. 1, 1956, about \$2,500,000 worth of equipment has been sold and about \$2,000,000 worth remains on hand, Stockton said. This excludes scrap, which brings in most of the revenue, amounting to about \$10,000,000 a year.

Dealers usually bid separately from lists supplied by the Depot, but last month, the Disposal Branch held an auction sale to dispose of equipment.

This first attempt at such a sale attracted about 100 bidders and receipts of \$48,265, or about 19 per cent of the original \$255,000 value of the equipment when it was new.

The auction was so successful that more are planned.

Col. Fred Hinkley, Auctioneer for the disposal of surplus goods is Vice President of the N. J. Auctioneers Association.

PROBLEM

Cashier: "Say, the Jones are having a little trouble with their joint account."

Assistant Cashier: "I noticed. He's fast enough on the deposit but she's quicker on the draw."

A Good Magazine Makes For Better Auctioneers

By COL. B. G. COATS

As I read the February issue of "The Auctioneer", which in my opinion is the best number ever published in the ten years of its history, the thought came to me not once but many times as I read the pages, how many Auctioneers will not only read the articles but how many will benefit by them. Books can tell us what happened in the past and newspapers can give us something of the present, but only a good magazine can do both. If every Auctioneer is to obtain a truly liberal education in the auctioneering profession they must master the art of reading and understand what they read and practice the many things that fit into their particular situation.

"The Auctioneer" is a toll for developing an informed Association of Auctioneers. It is an instrument through which every Auctioneer has the opportunity of learning and developing himself. While "The Auctioneer" is a trade journal, so to speak, this does not necessarily mean that it must hue the line in its editorial policies. The result is that there is a variety of subjects within "The Auctioneer" that makes for interesting reading.

"The Auctioneer" has always left room for growth and I hope it always will. It should meet the membership of the N. A. A., just where they are, but it should never, never leave them here. It should not only meet their changing needs and interests — it should be ahead of them. "The Auctioneer" cannot cover all the ground, but the membership can cover "The Auctioneer." It can uncover a lot of ground, because it does not confine itself to any specialized field of auctioneering, but to just about everything that any auctioneer would be interested in, providing he is not one of the thousands that lost the art of reading with the advent of television.

Anything that you may write or any contribution that you may submit for publication makes for a good magazine

and a good magazine makes for better auctioneers and a better National Auctioneers Association. Show your copy of the February number to an Auctioneer that is not a member and you will walk away with his application for membership in your pocket.

To the Editor of "The Auctioneer" we are all indebted for not only the splendid February number but all past numbers and for the continued growth of the publication. In editing each new issue of "The Auctioneer" it seems to me that the Editor is striving to merit and enhance your continued confidence. That is as it should be, that makes for progress, that makes for a better publication and with the support of the entire membership we will all experience that A GOOD MAGAZINE MAKES FOR BETTER AUCTIONEERS.

SLIM PICKIN'S

A farmer's daughter, long past the first bloom of youth, finally brought home a seedy-looking character whom she introduced as her intended husband. Distressed, her father drew her aside and asked, "Gal, cain't you do no better than that?"

"Pa," the girl replied, "I'll answer that question, but first I want you to do something for me. Go out in the first corn row and fetch me the best ear you can find. But remember, you've got to keep going down the row—no turning back."

The man agreed, and presently returned with a scrawny, undersized ear of corn.

"Now, Pa, don't tell me that is the best ear of corn."

"Wal, now, to tell you the truth it ain't. I seed many a good one, but I kept thinking I'd find a better one a little farther on, and before I knowed it I was at the end of the row."

"Me, too, Pa."

Churchill To Sell Farms At Auction

WESTERHAM, England — Sir Winston Churchill is selling his two farms at Chartwell, his home near here. Percy Cox, his agent, said that the former Prime Minister's pedigree herds of Jersey cattle and Landrace pigs would be put up for sale in August. The farms will be sold at auction unless disposed of privately. No reason was given for the sale.

Steel Firm Mark

PITTSBURGH — Jones & Laughlin Steel Corp., the nation's fourth largest producer, disclosed Saturday it produced 6,191,000 net tons of ingots in 1955 — a record high.

The production bettered its 1953 record of 6,033,000 tons. The company reported its operating rate for 1955 was 100.4 pct.

of theoretical capacity.

J. & L. also said it shipped 4,418,000 tons of rolled steel products last year to better the 1953 record of 4,278,000 tons.

Champion Barrow \$1.30 Per Pound

GRAND RAPIDS, Mich.—The grand champion swine, a 218-pound Berkshire, exhibited by Tom Fox of Alma at the West Michigan Livestock Show here, brought \$1.30 a pound at the auction which closed the exhibit. The grand champion Angus steer brought \$1.65 a pound in the beef division and the grand champion lamb \$3.60 a pound.

Officer: "Hey, slow that truck down! Haven't you got a governor on it?"

Colored Driver: "Nawsuh, boss — the Governor is back at the Capitol. That's fertilizer you smells."

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THIS AND THAT . . .

By BERNARD HART

One of the big topics of discussion among members of the National Auctioneers Association has been for a bigger and better "The Auctioneer". We think it is a grand idea. However, we would like to own a Cadillac but our bank account does not permit. The same is true with "The Auctioneer". The size of our membership allows about enough money for a 40 page magazine each month. Last month and this month we have published 52 page books. Our source of revenue is from Membership Dues, therefore we need more paying members to support this size publication. If you want a big magazine you must help by securing additional members.

* * * *

Speaking of membership, we are having our best year. Last Saturday (Feb. 16) we issued the 600th Membership Card since the Kansas City Convention. This is 107 ahead of the same date last year. In fact it was not until April 18, last year, that we reached the 600 mile-post. If YOU and YOU and YOU will get out and sell the NAA we will all benefit and our profession will receive more and more favorable recognition.

* * * *

The old saying, "If you want something done, get a busy man to do it," holds true in our profession. Col. Garth Wilber, Bronson, Mich., General Chairman of the 1957 National Convention fits this category. From Feb. 9 to Feb. 28 inclusive, he and his father conducted 22 sales—and none were on Sunday.

* * * *

Received in our mail recently was a most attractive 4-page Brochure describing four Paulding County, Ohio, farms to be auctioned. Containing a total of some 400 acres, these farms were owned by the Parkview Memorial Hospital, Fort Wayne, and had been managed for the past 14 years by our own Col. H. W. Sigrist. The sale, held, February 23, was conducted by Col. Homer Pollock, Delphos, Ohio.

Elsewhere in this issue we hope everyone of you will read of the action taken by the Nebraska Auctioneers Association. Our success as a National organization depends so much on the close co-operation of the various State groups and we hope this is the beginning of a general trend throughout the country.

* * * *

A public relations venture that has been working successfully for the New Jersey State Society of Auctioneers has been their AUCTIONEERS AUCTIONS. If any other State organizations would be interested in this venture, Col. Day, their Secretary, is willing to write a special article for "The Auctioneer." Let us know if you want the complete details.

Buys Florida Farm

Col. R. E. Parke, Greensburg, Pa., returned recently from a tour of the sunny Southland with his family. Mixing business with pleasure, the Parkes purchased a vegetable and fruit farm located near Tampa, Fla. According to the Agricultural Agent there, it is considered the most modern and productive farm in Hillsborough County.

Col. Parke will also operate his well-known Willow Tree Farm near Greensburg, Pa., which is the largest farm in Westmoreland County. Parke and his ten faithful employees can now produce fruit and vegetables 12 months of the year and the Colonel hopes to find time to do some auctioneering, too. He is a member of the NAA.

One night, a hungry man awoke and went to the kitchen for a midnight snack. Upon opening the refrigerator door he was surprised to see a cute little rabbit leaning on its elbow, calmly smiling up at him.

"Howdy," said the rabbit.

"What on earth are you doing there?"

"This is a Westinghouse, isn't it?"

"Why, yes."

"Well I'm westing."

25 Years Ago

(From the Drovers Journal Files)

Nine geese sold for \$2.25 each and four lambs sold at \$2.25 a head at the farm sale of Merle and George Finley, Spencer's Grove, Iowa. Six hundred bushels of corn brought from 30½ cents to 32 cents a bushel and corn fodder brought 36 cents a shock.

* * *

Corn sold at 29 cents per bushel and oats at 21 cents per bushel at the closing out sale of Earl C. Hill, Morning Sun, Iowa. A team of mules brought \$180.

* * *

The sale of Mrs. Stella Goldman's farm, near Green Switch, Ill., drew the largest crowd at a public sale in that community for several years. A team of black mares, 7 and 10 years old, brought \$202. Top cows sold at \$40.

* * *

In a public sale of E. B. Starritt, Jr., Dixon, Ill., a team of horses, 8 and 10 years, sold without harness on for \$276. Cows sold from \$50 to \$76.

Twenty-five calves sold for \$34.50 each at the sale on the Floyd H. Edmonson farm, Columbus Junction, Iowa, in charge of George B. Staff of Cotter, trustee. Cows brought from \$18 to \$27.50; hogs \$6 to \$8; chickens, 30 cents each; oats 25 cents a bushel, and corn 28 cents a bushel.

* * *

A team of young horses brought \$206 and another team \$87 a head at the closing out sale of L. Perrinjaquet near Edgewood, Iowa. Corn sold for 47 cents and oats from 34 to 36 cents a bushel.

Governor Approves School Land Auction

Gov. Johnson has approved a proposal to auction a 120-acre tract of surplus land at the Colorado School for the Deaf and Blind.

Johnson said the plan, pushed by the school's board of trustees and okayed by the Legislature, provides that the tract will be sold in a bloc. The starting price at the auction will be \$390,000.

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THE LIGHTER SIDE . . .

GOOD ADVICE

An African king heard that a neighboring tribe was heading his way after his golden throne. His subjects hid the throne in the rafter of his hut, but that night it crashed through and killed the king as he slept.

Moral of this tale: People who live in grass houses shouldn't stow thrones.

ANSWER

A workman was perched on top of a ladder cleaning the clock in the city hall when a nosey fellow called up to him: "Whatcha doing — is something wrong with the clock?"

"No, no, I'm just nearsighted," he yelled back down.

REASON

The weatherman had been wrong in his predictions for so long that he became the laughing stock of the town. The teasing became unbearable so he asked for a transfer.

"Why," wrote headquarters, "do you wish to be transferred to another station?"

"Because," the forecaster replied, "the climate here doesn't agree with me."

THAT'S LIFE

Just about the time you teach your kids you can't put more in a container than it can hold along comes some woman in slacks.

MR. FIX-IT

Husband: "When anything goes wrong around the house, I get busy and fix it."

Wife: "Yeah? Since you fixed the clock, the cuckoo backs out and asks: 'what time is it?'"

SUCCINCT

Lawyer: "Now tell the jury as briefly as possible how the explosion happened."

Witness: "The engineer was full; the boiler was empty."

SUGGESTION

On an airplane flight a little boy nearly drove everyone crazy. He was running up and down the aisle when the stewardess started serving coffee and ran right into her, knocking the coffee to the floor.

As he stood watching her clean up the mess, she glanced up at the boy and said, "Look, why don't you run outside and play?"

THE BEAST!

A young lady oyster had just returned from her first date with a lobster and was telling her oyster girl friends about it.

"He was simply marvelous," she said. "First he looked deep into my eyes, then he put his arms around me, then he—"

A look of horror came over her as she clutched at her throat and cried out: "Good Heavens! My pearls!"

HONEST ANSWER

Sam (meeting buddy for first time since end of war): Hi! Did you marry that girl you used to go with or are you still doing your own cooking and darning?

Jim: Yes.

REST IN PEACE

Inscription on the tombstone of a waiter: "St. Peter finally caught his eye."

HO, HUM

A prominent statesman was the guest of honor at a banquet where the speeches introducing him were many and long. When at last it was time for him to give his own speech, the hour was late.

Rising to his feet, he put aside his prepared notes and looked out at his audience with a tired smile. "I have been asked to give an address," he said, "and I shall beg the privilege of giving my own. It is No. 513 Robinson street, and with your kind permission I shall go there at once."

IN UNITY THERE IS STRENGTH

REFRESHMENT

The colored preacher was describing the "bad place" to a congregation of awed listeners.

"Friends," he said, "you've seen molten iron running out of a blazing hot furnace, haven't you? It's white hot, sizzling and hissing. Well," . . . and the preacher pointed a long, lean finger at the frightened crowd . . . "Well . . . dey use dat stuff for ice cream in the place I been talking about."

CASE IN POINT

"Do you believe in heredity?"

"Most certainly I do. Look at my six-months-old boy! He always is trying to get his toes in his mouth. He inherits that from my constant struggle to make both ends meet."

UNTO THE NEXT GENERATION

A long-winded Congressman, General Alexander Smyth, said to Henry Clay: "Sir, you speak for the present generation, but I speak for posterity."

Replied Clay: "Yes, and you seem resolved to speak until the arrival of your audience."

INDUCEMENT

Distraught mother to group of wild children at birthday party: "There will be a special prize for the one who goes home first."

TRAPPED

A drunk in a hotel repeatedly called the phone operator in the early a.m. as to when the bar opened. Each time she said: "11:00."

Finally, the manager was asked to take the call and he said "11:00, but I'm going to be there to see that you don't get in."

Whereupon the drunk replied, "I don't want in. I want out."

PROVISO

While applying for a driver's license, a man was slightly surprised at the peculiar twist put into one question by the interrogator: "Have you ever been adjudged insane or feeble of mind—that is, by any one other than your wife or close relatives?"

LESSON

A drunk finally finds the keyhole and enters the house, stumbling around looking for the lights. Wife pipes up: "That you, Henry?"

No answer. A big crash of glass.

Wife: "Henry! What in the world are you doing?"

Henry: "Teaching your goldfish not to bark at me."

RECORD

Two church elders were discussing the Bible one day.

"Isn't it miraculous," said one, "how Jonah spent three days in the stomach of a whale?"

"Taint so much," said the other. "My uncle spent longer than that inside an alligator."

"Sure enough?" exclaimed the first. "How long?"

"Going on two years now," was the reply.

STOUT FELLOW!

The prison chaplain found that a hardened convict had made a pet of a rat and noticed how the convict's scowling face softened into a smile when he fed it.

Going up to the man the chaplain put his hand on his shoulder and said, "How did you come to take such a fancy to this rat?"

The convict hesitated; then said, "He bit the jailer, sir."

NOPE

A young man discreetly asked his blind date:

"Do you shrink from kissing? To which the date replied:

"I'd be nothing but skin and bones if I did."

TO THE VICTOR

"John! Wake up! A burglar is going through your pockets." "Well, fight it out between you."

EXPLANATION

Lawyer: "I got you a suspended sentence."

Murderer: "What does that mean?"

Lawyer: "It means you're going to hang."

Holsteins Make \$562 In New York Sale

The 3rd Annual New York State Holstein Convention Sale was held in the judging pavilion at Cornell University, Ithaca, New York on January 16, 1957. This sale was managed and sold jointly by R. Austin Backus Incorporated and Harris Wilcox, Bergen, New York. The animals were selected for this sale by Dr. E. S. Harrison, manager of Harden

Farms, Camden, New York. The forty-eight animals sold for a total of \$27,010 with an average of \$562.71 per head. The top animal sold was Henson Ormsby Doreen consigned by Leonard DeGroat of Lyons, New York at \$1500. This animal was purchased by Donald Collins of Malone, New York.

A Pabst Roburke Duke daughter sold for \$1250, and was consigned by Harden Farms and purchased by E. T. Eldridge of The Plains, Virginia.

Collins-Crest Jeanette Burke a V.G.-87 daughter of Collins-Crest Regal Fobes (Ex.) a show winner and honorable mention three year old in 1956 was consigned by Mr. Donald Collins of Malone, New York, and purchased by Craiglen Farm owned by Harris Wilcox of Bergen, New York at \$1200. Several other animals sold between \$400.00 and \$1000.00.

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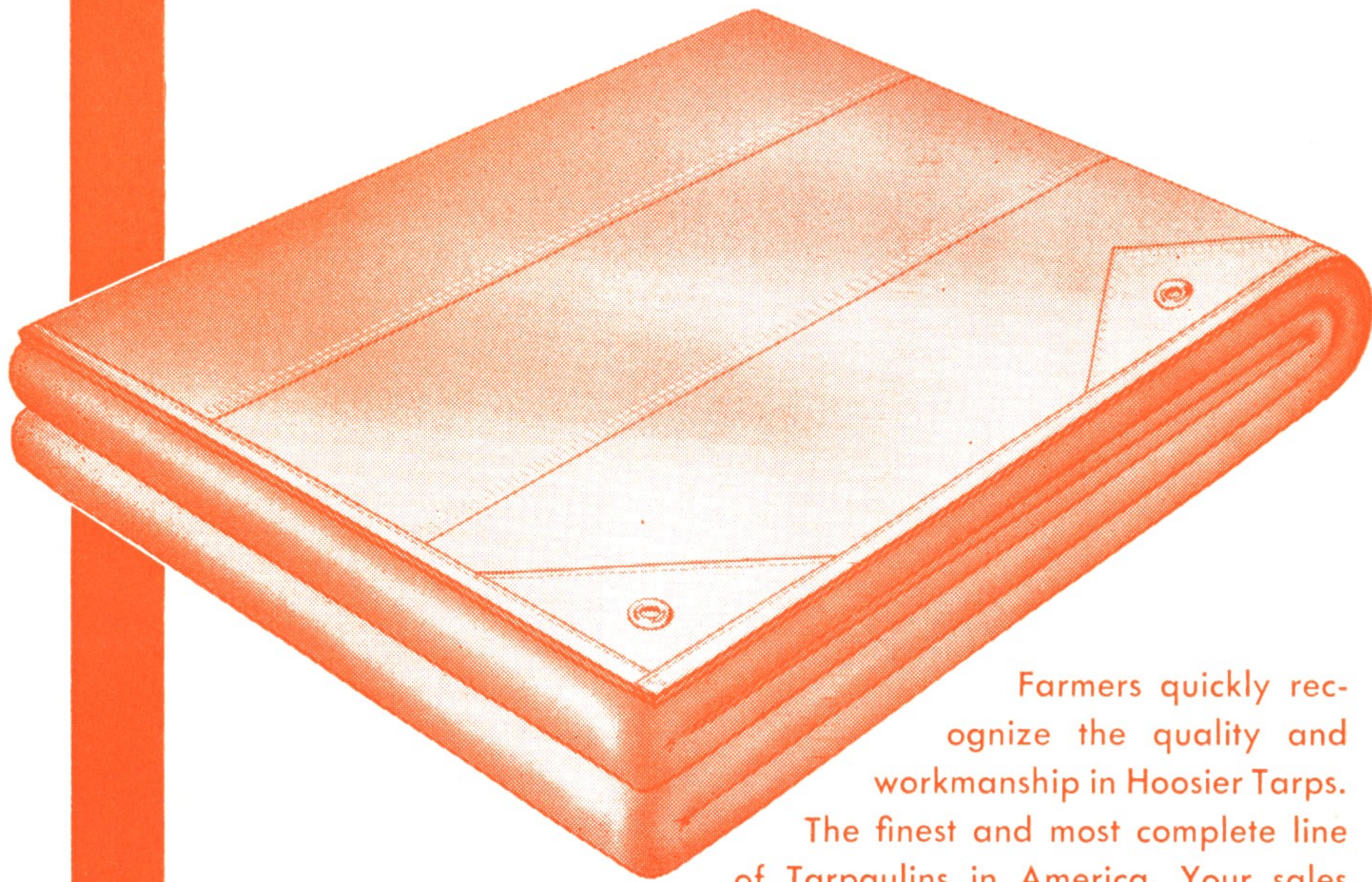
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