

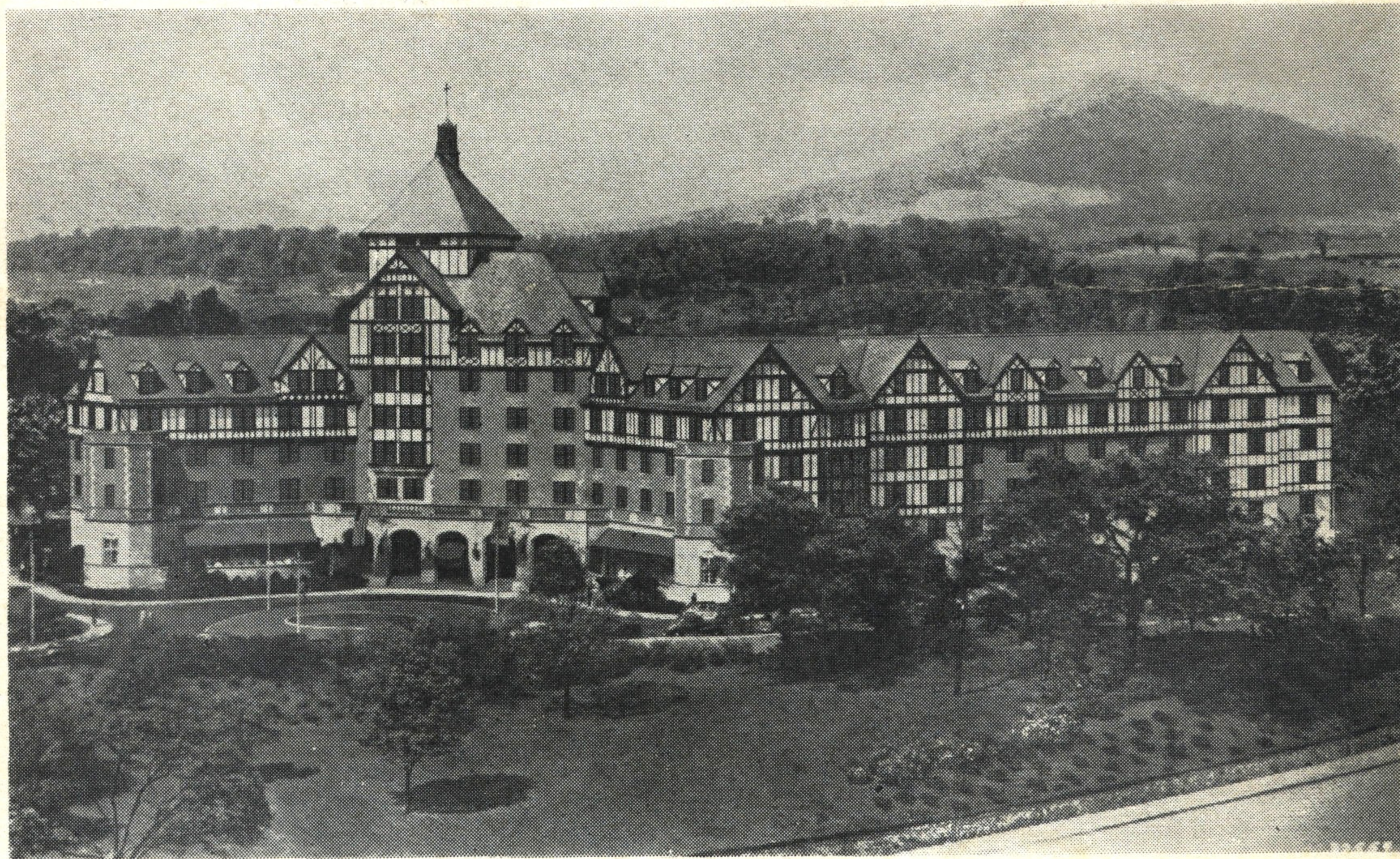
# *The* **AUCTIONEER**

JUNE, 1950

Vol. I

OFFICIAL PUBLICATION OF THE NATIONAL AUCTIONEER'S ASSOCIATION

No. 8



**HOTEL ROANOKE  
CONVENTION  
HEADQUARTERS**





# Receive Your Full Share From The National Convention At Roanoke

The Officers and Directors of the National Auctioneers Association extends a hearty welcome collectively and individually to all members of the J. Albert Ferguson Memorial class.

It is our hope that each of you will be present at our National Convention in Roanoke, Virginia, July 13, 14, 15,



**FOSTER SHEETS**

President

and share in the many benefits to better fit you for the Auctioneering Profession. To our way of thinking an Auctioneer does not truly become a member until he knows and understands what it is all about, until the principles of the National Auctioneers Association become so much a part of each individual that he is a living example of them.

Each of you will have a definite and valuable lesson to impart. Your reaction to them is in your own hands. We wish we could guarantee the kind we would like to have. Unfortunately, we can not. So you may sit and look on. And your reaction may be what was implied when they asked an old timer what the folks did when they gathered around the old cracker barrel in the village store. His answer was, "Well, we set and think—but mostly we just set." If this is your story then the National Auctioneers Association will mean nothing to you, do nothing for you. Neither will you mean much to the organization, nor do anything for the organization.

On the other hand, you may look on—and drink in. What we have here for you is serious business—for a serious time. The developing philosophy of the National Auctioneers Association will give you a workable philosophy in your profession, that put to work to the top of the ability of each of you could work wonders in our organization and profession. Those of you who find this here in these days of your Class will become truly members of the National Auctioneers Association.

It is our hope that you will profit by this fellowship, that you will become an active part of this fellowship, that you will promote this fellowship. It is our hope that we may see you not only at this convention but future state and national meetings, only so will you be able to get the benefits and that you will take time to interest other Auctioneers. You will find the interest and zeal of the members constant and unflagging. Join with them to make of the National Auctioneers Association all that you can collectively and individually want it to be.

Again, welcome to the J. Albert Ferguson Memorial Class.

**FOSTER G. SHEETS,**

President

**JACK GORDON,**

Chairman, Board of Directors

## I AM AN AUCTIONEER

The Auctioneer who adopts the Auctioneering Profession and the National Auctioneers Association as a way of life and lives accordingly will use whatever means are available to increase his proficiency. The plans and designs of the National Auctioneers Association are of such a character as to ennoble his life and enable him to build wisely, and to make of his profession, not a theory, but practice.

"I am an Auctioneer." This statement was made by two different men just recently. The first made it as a statement of fact and his tone implied that he was an Auctioneer in name only. With the second man it was a different story. There was a ring of pride in his voice as he described his organization and his fellowship. He enjoyed working with his fellow Auctioneers. To him the National Auctioneers Association was not another organization to which he belonged. It was a way in which all could benefit, a way in which all could enjoy the fellowship, and which he by assistance and through his own endeavors, was making more plain to those that were not members and those who would come after him.

The short skirts of a few years back made the girls look taller, but the men longer.



**Your Knocking On The  
Right Door**

**When You Knock At**

**HOTEL ROANOKE**

**Convention  
Headquarters  
For The**

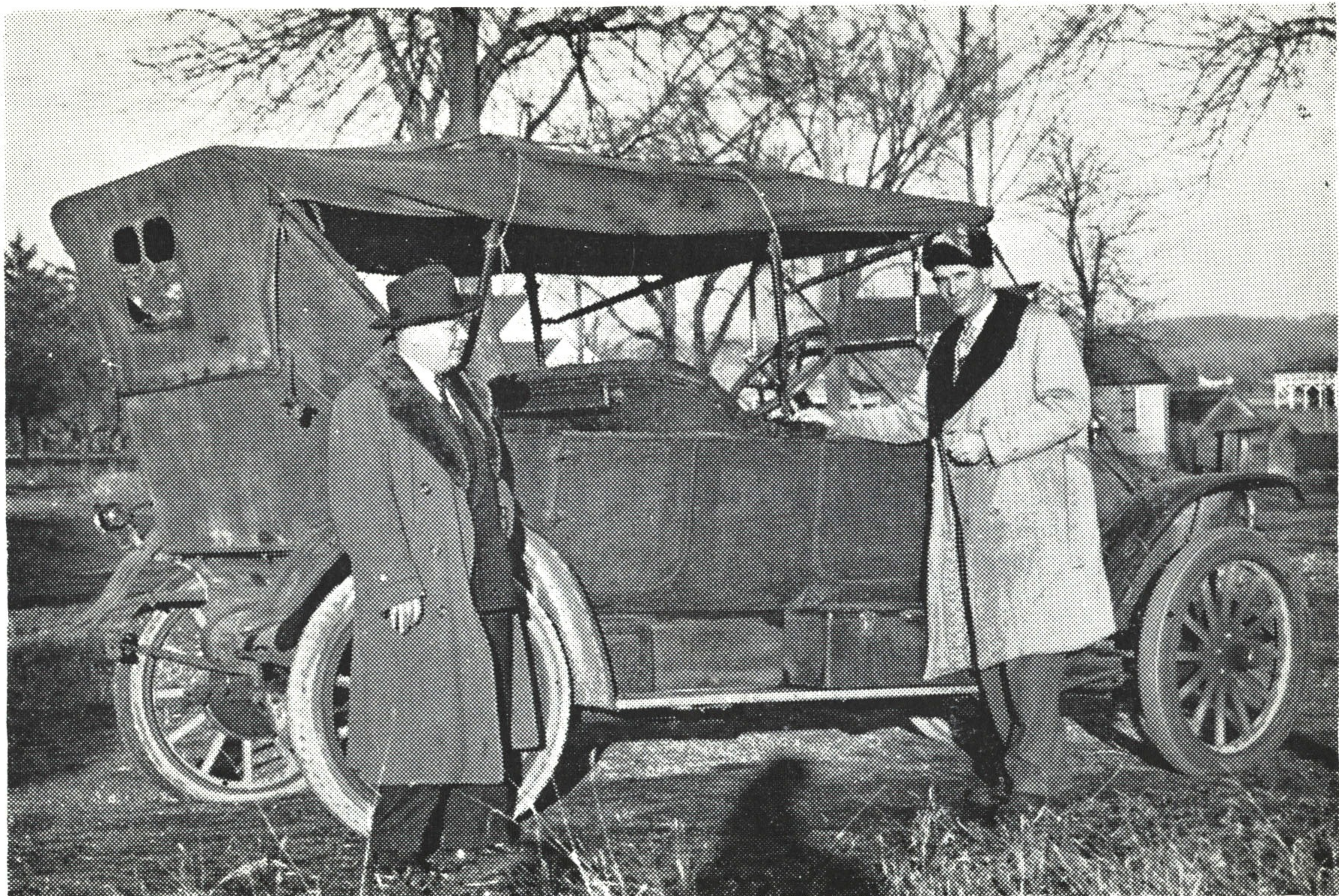
**1950 Auctioneers'  
Convention**

**JULY 13, 14, 15**

**Make Your Hotel  
Reservations Now!**



# Hats Off To Minnesota . . .



The Minnesota State Auctioneer's Association is a small group of wide awake auctioneers that bear watching for they are making a strong bid to become one of the strongest state organizations in the United States. Under the capable leadership of Col. Russell Davis, St. Peter as President, Col. Wm. Felton, Ortonville, Vice President and Col. George Martins, St. Peter, Sec.-Treasurer they have made some far reaching plans and are busy now working those plans. They have some of the leading auctioneers of the state as members and those men are Big time auctioneers because they realize the importance of keeping up with the times. These top flight auctioneers are 100% behind their leaders and the whole unit is working in the perfect harmony of a well-trained team.

The Auctioneers of America believe in a strong America and those in Minn. know that America depends on her youth. The Minn. Ass'n. is making plans to hold their convention June 23 and 24 this year at St. Peter, Minn. This will be their first annual meeting and the high light of the meeting will be a gigantic charity auction, the proceeds of which will go to the improvement of the boy scout camp at Norseland just 10 miles north of St. Peter. These auctioneers appreciate the boy scouts and what they stand for and in this

way they are doing their part to show their true feeling for the scouts. This sale is being sponsored by the Lions club of St. Peter. Everything from soup to nuts will be sold at the auction and they have from relics to modern items listed. One of the first items was a 1913 Rambler Automobile pictured above and on the same sale a 1950 Chrysler will also be sold. An auctioneering contest will be held and prizes will be offered to the auctioneer who is judged the best. \$25 will be given for 1st prize, \$15 for 2nd, and \$10 for third. \$10 will also be given to the oldest auctioneer attending. \$10 to the youngest and \$10 to the one attending from the farthest distance.

When the last National convention was held in Sioux City the men that attended from Minn. said they would like to become affiliated with the N. A. A. but at that time they didn't have enough members to come in as a group. Col. Davis informs us that they plan to join the National in a group after the annual meeting to be held in June.

This meeting seems a long way off but lots of work has already been done by this energetic group and their efforts are bound to be crowned with success. They have had a kick-off luncheon, appointed lots of committees, lined up hundreds of consignments, and mailed out a very attractive hand bill to

400 Minnesota auctioneers inviting them to attend the State meeting. I believe those men who are in the auction business in Minn are very fortunate to have this organization to which they can become members. It is working for the good of their very own livelihood and giving all its time and attention to promoting the auction method of selling. This huge charity sale is bound to make the citizens of that State appreciate auctioneers just a little bit more, and when they do that, every auctioneer in the state will profit to some degree. Every auctioneer in Minnesota should take advantage of the opportunity of becoming a member of this wide awake group, it is his way of being good to the profession that has been so good to him and his family for such a long time, and it will enable him to do a better job of selling in the future by mixing with other successful men in his field from whom he will get money making ideas.

Again we say, HATS OFF TO MINNESOTA.

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## WANTED

**Names and addresses of Auctioneers to whom we will send sample copies of "The Auctioneer," Send these names now so that your friends will receive the July issue.**

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## THE AUCTIONEER

Published every month at  
LeGrand, Iowa

Official Publication of

## NATIONAL AUCTIONEER'S ASS'N

**JOHN W. RHODES**

Editor

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**Subscription Rate: \$2.00 Per Year**

## REMEMBER THIS ADDRESS

**National Auctioneers'  
Association**

101 South Jefferson St.  
Roanoke, Virginia



**John W. Rhodes**

June is the month of brides. It's funny that's the only month in the year that a fellow can get married and still get a June bride. I must have a very good memory because I can still remember the time when I took a June bride. I'll never forget that bouquet she carried, it started out as a nice one and the longer she stood there the more she shook, the more she shook, the more those flowers shed, the more they shed the more they looked like a shock of corn fodder, and soon the leaves and petals were so nearly gone they began to rattle like corn fodder. I have had some people tell me it was one of the corniest weddings they ever saw. Well I thought I was quite a gay blade in those days, but when I look back at it now and realize how much I asked that girl to put up with for so little in return I don't blame her for shaking.

You will notice the picture of Hotel Roanoke in this issue. That is convention headquarters for the biggest and best of all the National Auctioneers' conventions. I look at that picture and see those hills there in the background and it seems like those clouds up there above are just loaded with the fragrant smell of Virginia baked ham. I like to sleep very well and hate to be disturbed by anything, but when those clouds come rolling in down there loaded with a smell of ham and eggs I'll be up and at 'em in nothing flat. This is one of the best convention hotels in the country and they are going to go all out to make the auctioneers of America feel at home in the sunny south.

The Minnesota auctioneers are rolling along with their plans and when their convention is over we will probably have a whole list of new names for the National Association. They have sent me two badges to be worn at the convention June 23 and 24 and they are very nice. Col. Jack Gordon, chairman of the board of directors of the

N A A., will be there to act as one of the speakers. Those of you who know Jack Gordon know the Minnesota Association is in line for a real treat from Col. Gordon. There will be representatives from Minnesota at Roanoke and those fellows have a habit of bringing something worth while with them, and in turn they expect to take home with them a lot of practical, money making ideas.

Last night it was my privilege to deliver the graduation address at the Dunbar, Ia., high school. I enjoyed being there and having an opportunity to talk to the class and the good people of the community. Another group of young people is stepping out to make a place for themselves in the world of business. If they will apply themselves and prepare themselves for some useful activity they will have their chance to make good. America gives everyone that chance, and those who have made preparation have moved ahead and are doing better than they ever dreamed possible. I thought of the convention while I was waiting out there at the commencement exercises. It seemed to me that the convention was really a post-graduate course in the auction business and if a fellow will attend and listen to the discussions with an open mind he will come home with a real education in the auction business.

Have you got your lapel pin yet. If not why not order one from headquarters in Roanoke before you forget it? They are really nice gold filled pins just like the emblem that appears on the front cover. It is a good way to boost for the N. A. A. and too it is something that we can wear with a feeling of pride, because of its attractive appearance and because of the organization for which it stands. Get one today, fellows. The cost is only \$2.50.

We have another member now of whom I am sure you have heard. His name is Arthur Godfrey of radio and television fame. He has been made an honorary member of the N. A. A. and we have reason to believe he will participate in the big charity auction to be held in connection with the convention. We don't have very many honorary

(Continued on Page Six)

**EVERY AUCTIONEER IN THE UNITED STATES AND CANADA IS CORDIALLY  
INVITED TO OUR NATIONAL CONVENTION JULY 13, 14, 15, AT ROAN-  
OKE, VIRGINIA. BRING YOUR FAMILY AND MAKE IT A REAL VACATION.**



# FIRST ANNUAL Minnesota State Auctioneers Convention June 23 & 24

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## *Gigantic Boy Scouts Benefit Auction---Saturday, June 24*

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CONVENTION SESSIONS START AT 12:00 O'CLOCK NOON. ALL SESSIONS  
WILL BE HELD AT COOK-E-JAR, PORTER'S CAFE.

Registration for the Convention will be at the Nicol-  
let Hotel.

Make plans now to attend this convention. Things  
will come from this convention that eventually will help  
you as an Auctioneer and the profession as well.

Variety of good entertainment for the two days of  
this convention has been arranged.

Some very good speakers will be on the program

BANQUET WILL BE HELD AT 6:00 O'CLOCK ON SATURDAY, JUNE 24

KEYNOTE ADDRESS IS TO BE GIVEN BY  
ANCHER NELSON, HUTCHINSON, MINN.



# Hosts To 1950 Convention



**Officers of the Virginia Real Estate Auction Association, left to right, H. Keller Sharitz, vice president; Foster G. Sheets, retiring president; Carl V. Hopkins, incoming president; B. G. Coats, retiring president of the N. A. A.; and M. L. Greenwood, secretary-treasurer. (This picture was taken in January, 1950, at the fourth annual meeting of the V. R. E. A. A.).**

The Virginia Real Estate Auction Association will play host to the 1950 National Convention. The V. R. E. A. A. now in its fourth year, was organized at the beginning of 1947 when several auction companies realized that they should have a protective association and a group to control the ethics of the auction business. As true in almost every state, the auction business was growing throughout Virginia. Various other groups, realizing this, were using their influence against the lone auction company to stop this growth. Through the cooperation of the leading auction companies in Virginia, much has been done to raise the standards of the auction profession. It is now one of high standing and its services are sought by many who had frowned on auctions before.

The V. R. E. A. A. is now under the able leadership of Carl V. Hopkins with H. Keller Sharitz as vice president and M. L. Greenwood as secretary-treasurer. Past presidents are Foster G. Sheets, 1949, and J. A. Watson, 1947 and 1948.

This association is doing everything possible to make the National Convention in Roanoke a most outstanding one. It is securing the most able speak-

ers, the best of entertainment, and everything that goes to make a convention a success. A cordial invitation is extended to the ladies to attend. There will be special entertainment for them such as fashion shows and a trip to Natural Bridge, one of the seven wonders of the world.

You will miss a lot if you are not among those present at this convention.

Auctioneer—Don't you hate to be as old as 96, Uncle Joe?

Uncle Joe—Heck, no, bub,—if I wasn't this old I'd be dead.

## **Virginia Society of Crippled Children and Adults To Receive Benefits From Charity Auction**

After much study and consideration and meeting with the various charitable institutions in Roanoke and Virginia, your committee decided on the above. Its records show that the money raised at this sale will be spent for a very worthy purpose and that our efforts will do much to help the crippled and unfortunate of Virginia.

### **AS WE LOOK 'ROUND ABOUT**

(Continued from Page Four)

members though there are some people who think we have lots of "onery ones." I hope Col. Arthur Godfrey does make the auction because it will be a thrill to meet him and I know he'll draw thousands of people to the auction. Of course, after he gets them there it will be up to the auctioneers to deliver the goods and make the sale a success and from their demonstrations at the other conventions we know there is nothing to worry about. I for one have always wondered what kind of spurs a disc jockey wears and hope to have a chance to see with my own eyes when I meet Col. Godfrey in Roanoke.

To the few of you good old loyal members who have read this far I am truly grateful. I'll give you a break now and quit. Those of you who didn't read to the end of this probably know just as much as those who read it all, but you didn't get as much for your money as the other fellows. This paper is small enough as it is so in order to even start to get your money's worth you had better read every word of it.

Auctioneeringly yours,  
John W. Rhodes.

### **The Auctioneer Box 174 LeGrand, Iowa**

Enclosed is \$2.00 for one year's subscription to **The Auctioneer**.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_



# Top Auctioneer Lets Few Chips Fly Off Ol' Block



## Sing-Song-Seller Bill Todd Got Into The Business When He Had Trouble Talkin'

By Joe Lepo

Every Thursday afternoon folks from all over Clay county make it a regular thing to come to Spencer largely to take in the weekly "doin's" at the Spencer Livestock Sales on North Grand.

Here they come to bid and buy and enjoy the traditional sale day which has been a leading attraction here for the past 16 years—ever since Bill Todd came along in '33.

Bill came to town as an auctioneer right out of Salt Lake City—not his home town, but just one of the stops of a nation-wide jaunt with the Knowles Auction Co. of Fort Dodge.

"We sold everything," said Bill, "from buffets to buffaloes. I was just a young plug out of the Carpenter Auctioneering School at Kansas City and I didn't give a 'hang' about where or what I sold—just so I'd get my practice."

"It was kind of a satisfaction for mee," he explained.

"When I was a lad in Ida Grove, I was so doggone tongue-tied, and, by

God, I knew I had to do somethin' about it," he said.

Bill had a pal, John McIntosh, who talked his same language and so a deal was made to go to an auctioneering school.

"We started out of town in a Model T—and headed for Kansas City—no gravel roads—it took us four days and we were two days late," he said.

"Did they throw you out?" I asked.

"No," said Bill, "they took our money all right."

School out, Bill and pal, John, were anxious to get back to Ida Grove to put on their first big sale.

"When that day came, I felt like I was still tongue-tied," said Bill, "but it sure took it out of me."

"First, I took over the block, then John, then I—we sold, sold, sold," he said, "all that afternoon and into the night."

"By God, it made us so happy with the way the home folks took to us, that we stuck on the block ever since."

John is still auctioneering at Ida Grove, according to Bill.

I'd sure like to team up with him for old times' sakes," he said.

It has been 26 years of steady auctioneering for Ida Grove's Bill Todd—most of which he has spent here in Spencer. When he isn't selling at the sale barn on North Grand, he's here and there about the county from one sale to another.

**"Auctioneering keeps you young and happy," said Bill. "You feel good—keeps you on the go—with new friends and faces."**

At 55 Bill is still hitting it strong and this year celebrates his sixteenth year in business here as partner owning the Spencer Livestock Sales. He, George Resseguie and George Dickman established the sale barn in '34, a year after Bill arrived here.

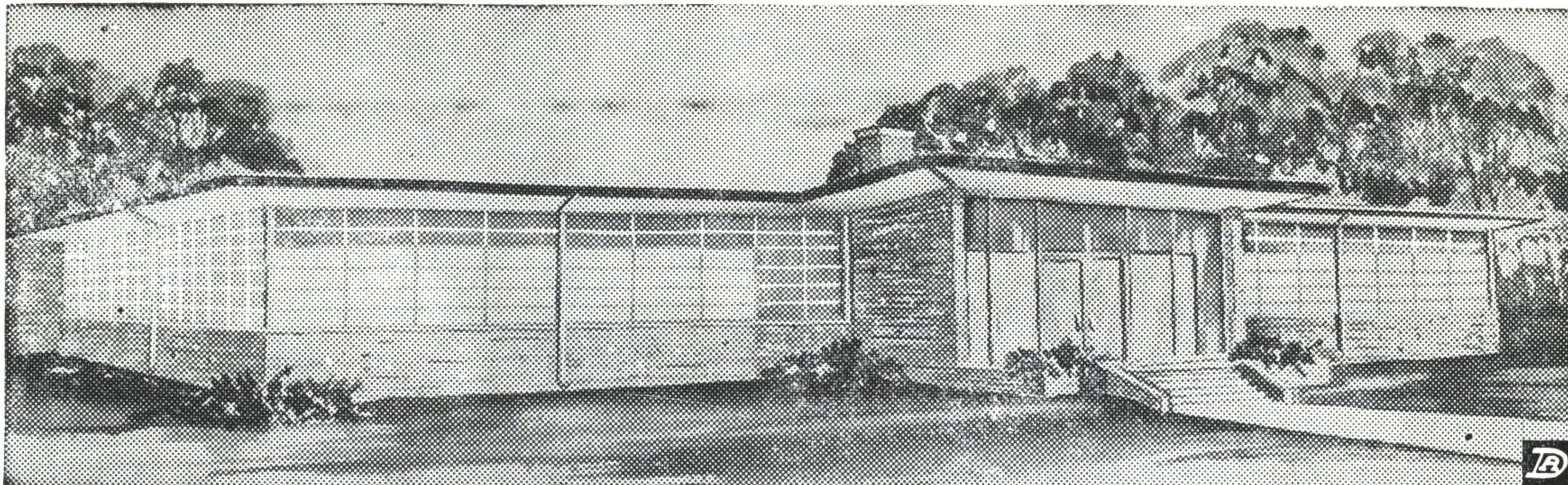
Bill is married, a veteran of World War I and an honest Scotchman.

Said Bill, "I enjoy my work and I appreciate the many friends and cooperation I get from folks here. They are faithful to me, and I always try to be fair with them."

Next Thursday when you find the town crowded with visitors, don't mistake it for Saturday—it's only sale day and all on account of a guy named Bill.



## American Milking Shorthorn Society's New Home



National headquarters of the American Milking Shorthorn Society is being moved, after many years in Chicago, to Springfield, Missouri, where the Society will occupy its own new building now nearing completion.

The change in location is being made, according to W. J. Hardy, secretary, to facilitate the services of the Society to its member-breeders. "Since Milking Shorthorns are rapidly gaining in popularity and are owned in every state," says Mr. Hardy, "Springfield, in the Missouri Ozarks, will have the advantage of placing our headquarter activities more nearly in the center of things, and will permit us to carry on the business of the Society and the

promotion of the breed to greater advantage. Our new building has been designed for efficiency and is modern in every respect. It is a great step ahead for the American Milking Shorthorn Society."

Plans are being made for the dedication ceremony and a "Dedication Sale" on April 24 and 25. A nationwide selection including some of the best milking Shorthorns in the country will be offered. The sale will take place at the Springfield Fairgrounds and is expected to attract breeders from every state.

New address of the American Milking Shorthorn Society after April 1, will be 313 South Glenstone Avenue, Springfield 4, Missouri.

## THOUGHTS OF A CHICKEN ON THE AUCTION BLOCK

I laid there, cold and hungry, huddled against my cage mates. Prying fingers, some tough and calloused, others soft and in-experienced felt us at every turn. I watched them with a cocked eye thinking how foolish some people were, believing I was better than the rest. By the time we reached the head of the line my chest swelled to twice its size making those guys more eager to buy me.

As we were moved in good view of the auctioneer and buyers I saw familiar faces eying me once more, pretending not to notice. They were big guys and little guys and some women too. Some were smart and some were dumb. I could tell by the way they felt me. To my limited life that little pinch they gave me told me many things a mortal could never know. If the pinch was real hard and sharp he was more likely a prosperous man and could be depended upon to feed us when we reached his market. The timid touch was undecided and no doubt his business never went well. It was the kind of feel that lived in hopes and died in despair. Those that kept pawing me with soft fingers didn't really know what they

were looking for, and much less what they wanted.

It was those that continued to come back for a feel that really took the prize. I found out later they got stuck on a high bid anyway, and as usual. Then there were the wise guys who just hung around my cage daring anyone to overbid them. How I'd hate to get into their clutches. In the end they got stuck too for just as he was about to transfer me to his cage I got away leaving him a rotten egg for his trouble.

The auctioneer looked us over with his unfailing expert eye. He never felt me once yet he seemed to know exactly what we were worth. Up went his gavel as his stuccato voice intoned the death knell for us poor chickens. A nod here and a wink there started a brisk tempo of bids like the rising cost of living. The auction moved so swift you'd think it were done automatically without thought or misgiving, but it didn't fool me. Those pinchers told me what was going on in the minds of everyone present for the air was tense with excitement. I saw happiness and despair, surprise and disappointment play back and forth behind those poker faces. Large sums of money was involved with each bid, large sums, too big for some of these merchants.

The kibitzers and joksters were there putting on their show, but nobody cared. They would outbid one another in

an act of exhilaration or anger, sometimes buying wisely, but more often foolishly. It was the quiet and calm merchant we birds felt sorry for because all too often he was caught in the middle with a mortgage or tax due or a family that needed expensive medical care . . . Yes . . . those prying fingers and eager pinches told us many things as we laid there cold and hungry just wishing for a nice hot oven.

### DISPLAY ADVERTISING

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#### CLASSIFIED ADS

RATES: 5 cents per word. Minimum ad 50 cents. All advertising strictly cash with order.



# Cigar Indians Come Back

By Ken Ford

U. P. Staff Correspondent

NEW YORK—The cigar store Indian of the gaslight era is making a comeback by popular demand but the dead-panned wooden images are as scarce as the buffalo.

Meeting the demand is the problem of Richard Tukey, who said he has had enough requests across the nation to use all he can get.

Tukey estimated that 3,000 cigar store Indians are known to exist but all save 200 are on 'reservation' in private collections. The 200, he said, are on active duty.

## Carvers Needed

Tukey believes there are two ways to solve his problem: get the collectors to part with them and encourage persons to carve them. Both tasks are difficult, he admitted.

"You just can't seem to get anyone with the patience to sit down and carve," he explained.

In the 1880's, when cigar store Indians were at the height of their popularity, some 100,000 of them stood in front of stores. The no-obstacles-on-sidewalks in many cities and the decline of carving as a pastime marked the passing of the wooden warriors, Tukey said.

The average age of the existing images would be about 70 now, said Tukey, who is leading the campaign in his job as director of the Cigar Institute of America.

## Few Made Lately

Very few have been made in the last 150 years, Tukey reported, and any new atomic age models should have more 'sex appeal.'

"They'll just have to look less fearsome and more like Clark Gable. And as for the squaws, well, something is

needed to catch the male eye," Tukey said.

"The old Indians were pretty fearsome looking fellows and the squaws really buxom and well covered."

The going price on the collectors' market ranges between \$250 and \$1,000. Tukey said he knew of a case where a tobacconist in Hawaii bought a cigar store Indian from a man in Terre Haute, Ind., for \$800 and then had it shipped by air.

## Not Real "Americans"

Unlike the flesh-and-blood Indian, the cigar store jobs, which were almost life-size, can not claim to be real 'Americans.'

They migrated from England, Tukey said.

When sailing ships gave way to steam vessels the artisans who carved bowsprits took up figure carving. Merchants used them as signs symbolizing their business.

"The Indian was the British concept of America and tobacconists there adopted him as their symbol," Tukey observed. "Later the idea came here from England.

Furthermore, Tukey said, authorities on cigar store Indians agree that few of the men who carved them ever saw a real Indian. Their features are often Caucasian.

An Auctioneer wanted to take a ride, and called at a riding stable to rent a horse.

"Do you want an English or Western saddle?"

"What's the difference?"

"Well, the Western saddle has a horn."

"Oh, I don't think I will need the horn. I am not going to ride in any heavy traffic."

Are you in the know? Auctioneers find out what they have been missing by attending national convention where

## Real Estate Auction Brings \$89,100.00

Chappaqua, N. Y.—A total of \$89,100 was realized at a public auction sale of the property of Dr. and Mrs. Max Wolf, in Chappaqua, Westchester County, N. Y., conducted on Saturday, Dec. 10, by Col. O. Rundel Gilbert, prominent New York City Auctioneer and member of the National Auctioneers Association.

The palatial estate having been on the market for some time with no takers was believed to be unsalable, but Col. Gilbert divided the property into eight parcels with an upset price on each parcel. The first parcel brought \$24,500, which was \$5,500 above the upset price of \$19,000. The remaining parcels brought spirited bidding from an estimated crowd of 800 visitors.

Furnishings, farm equipment, external statuary and other personal property brought \$3,200.

This is another concrete example that it pays to sell by public auction. The initiative and ingenuity of Col. Gilbert in making this sale such an outstanding success is proof that if it can be sold the public auction is the method by which to sell, and the residents of Chappaqua and vicinity are now convinced that public auction is the most practical and expeditious way to dispose of real estate.

you meet old friends and make new acquaintances.

Southbound to Roanoke, Virginia, July 13, 14, 15, national convention. Have you marked your calendar?

Convention days—Thursday, Friday, Saturday, July 13, 14, 15, three days and nights of activities you won't forget.

There's nothing like it...absolutely nothing and you will be right at home at the national convention and eager to enjoy every golden minute of it, July 13, 14, and 15.





# PRESIDENT'S MESSAGE...

A colonel is a man in charge of a regiment or who, by virtue of his leadership, is qualified to take command of a regiment and, in the absence of a general, to handle a brigade or even an army.

Each of you is a well qualified colonel in this army of auctioneers. Perform this function by using your initiative, aggressiveness and untiring effort beyond the call of duty to make the convention a fabulous success.

**FIRST:** Let there be no slackening in your effort to get members. Some men have already been able to bring into the N. A. A. their whole state association.

**SECOND:** Canvas all members and inform them of the magnitude of the N. A. A. convention at Roanoke, on July 13-14-15. Enlist as many as humanly possible to attend and notify the national secretary, Garland E. Sheets, so that necessary reservations may be made. There will undoubtedly be a multitude attending but the more the merrier and the greater the success to the association and benefits to the individuals attending. With momentum there is no telling how far this, the first convention under the new name, can carry us. The vast exchange of ideas will benefit each and every one, and each one should wish to inject his ideas into the formation of both the present and future policies of this great organization.

An organization, like an individual, gets no more respect than it commands. Get behind the N. A. A. with everything you've got and **DO IT NOW.**

## Plans Made For Four State Membership Meets

The state association in Iowa had a meeting Sunday, March 21, in Ames with a good attendance. It was decided to divide the state into four districts and have a meeting in each district for the purpose of increasing the membership and interest in the organization.

The district meetings scheduled for the near future are June 7, Storm Lake; June 8, Creston; June 13, Ottumwa; June 14, Waverly.

All auctioneers are invited and urged to attend these meetings.

Remember those Auctioneers we pass on the ladder of success going up—we might have to pass them going down.

## ILLINOIS STATE ASSOCIATION NEWS

The Illinois state auctioneers' assn. held their May semi-annual meeting in Pana, Ill., Sunday, May 7, in the Slater sales barn as the guest of Col. and Mrs. Pete Slater. One-hundred-twelve auctioneers, their wives or sweethearts, were in attendance, also several small fry auctioneers and auctioneerettes. A very nice noon luncheon was served by able and willing assistance to Mrs. Slater. The entertainment was fine.

Col. Kendall Seely of White Hall, Ill., president, called the meeting to order. Faithful Jack Gordon, C. B. Drake, Walter Holford J. Hughey along with several other charter members were in attendance. A good successful, well organized meeting was held and several new members were accepted into the state and national association. Jack Gordon succeeded in selling a pocket full of "Another article" for the sum of \$2.50 which was our new National Auctioneers' Ass'n. lapel buttons.

The next meeting will be held in Alton, Ill., as the guest of Col. and Mrs. John Norris also Col. Roland Jouett and his mother, Mrs. E. Jouett, on Sept. 3. Col. Norris and Jouett along with the Junior Chamber of Commerce have planned a benefit auction for Saturday, Sept. 2, for the polio fund of Madison county. John has promised to have

From experience comes knowledge and faith. National convention of the National Auctioneers Association at Roanoke, Virginia, July 13, 14, 15, will give you an abundance of both.

about 150 auctioneers there to help out. So, Colonels, let's don't let him down. Let's pile in on him and help to make his promise good and make a successful charity auction.

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ROANOKE  
JULY 13, 14, 15



# I HEAR LOTS OF TALK

I here lots of people talk lots about selling Auction sales so thought I would give you a little low down on business here in my own territory.

Had a sale the other day for a feller down the road who decided to quit farming because his wife broke her arm.

I wus afraid the big auctioneer would get to sell the sale so I went to see the feller and told him I would sell his sale for  $\frac{1}{2}$  of 1%. You know, when I got done I didn't make much more than I would have if I had hauled manure for my neighbor but, one thing sure, I kept the other guy from getting it.

You know I got it figgered out that if I keep on cutting commission I'll get lots of sales, only thing I'm worried about is how I'll get the price up when I get my bizness worked up. I herd a man say the other day he would like to give me the bizness but the way he sed it made me wonder. Cause he ain't planning to have no sale. He lives in town.

You might wonder how I started bein' a auctioneer. Well it was kinda an accident. I first started out to be a barber but do you know I woulda had to gone to school 6 months and then work for another barber 2 years before I could get a license just to cut hair and shave a guy. Next I though I'd like to be a game warden but you have to take a test to do that too, and that scared me out. Then I thought I could be a auctioneer and not need to take a test, buy a license or nuthin'. So I decided right then I would be a auctioneer.

A feller the other day asked me if I was a member of the National Auctioneers Association. Shucks, no, I don't belong to that thing. I don't see why I should be a member of anything like that. As near as I can figure out all the fellers that belong to that have too big ideas for me. Those fellers think you are supposed to tell the truth about

## NOTHING SMALL ABOUT WYOMING

Col. Bert L. Harrod, Gillette, Wyoming, held one of the largest land sales February 27th that has come to the attention of the Auctioneer Editor.

Col. Harrod started in the Auction business in 1915 the hard way, and has in recent years had more sales than he could comfortably handle. Rather than cut down in business he worked so hard to establish, Col. Harrod chose an assistant and sent him to an auction school for special training. Col. Maurice OKray is now working with Col. Harrod and the two handled the big sale in February. Col. OKray graduated from Mason City Auction school just last summer and is doing fine.

The sale mentioned above consisted of 39,521 acres in one ranch, a 471 acre ranch, one ranch containing 480 acres, nine improved city properties, a vacant lot, 100 tons of baled hay, three tractors, and a full line of machinery. It was sold to settle an estate. The sale was called for 10:00 a. m. and in  $3\frac{1}{2}$  hours this huge offering was converted into \$260,000 cash and this easily divided among heirs. We wish to congratulate Col. Harrod and Col. OKray for a job well done.

what you sell. They want a feller to charge the same rates everyone else does in his own locality. Why shucks, if I did that I wouldn't get a sale at all. Those N.A.A. guys think you are doing wrong if you take a drink at the sale. Why I can't get the words out until I get about  $\frac{2}{3}$  oiled up. No I guess I'll not join anything like that. There's a club startin' up down by the railroad that I think I'll join. They have a real time there and I hear lots of stories there that I might use on the next sale I get if I get one agin.

Bizness ain't been good lately. Can't figure out why, think it must be the season. The guy uptown gets lots of sales though. Don't see how he does it, he gets  $1\frac{1}{2}$ c commission and he don't ever tell a dirty story. My crowd don't ever go to his sales but he seems to get a crowd. I guess he's just lucky. But you just wait, they'll soon learn how cheap I work and then I'll have all the sales and the other feller will be out of a job.

Col. G. Raff

**Investments today pay dividends tomorrow. As an Auctioneer you can make no better investment than to invest three days of your time attending the National Convention of the National Auctioneers Association to be held this year in the historical and hospitable city of Roanoke, Virginia, July 13, 14, 15.**



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*Garland E. Sheets,  
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Politician: "When I got up to speak  
the delegates sat there open mouthed."

Wife: "But, dear, that couldn't be. So  
many people wouldn't all yawn at  
once."

**Do You Want The Key To Better Auctioneering? Plan Now To Attend Our  
National Convention. When? July 13, 14, 15. Where? Roanoke, Virginia.**

# National Convention 1950

**JULY  
13 - 14  
15**

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**Make direct application for hotel reservations on this form**

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**Number In Our Party, Men** \_\_\_\_\_ **Women** \_\_\_\_\_ **Date and Hour**  
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**Rooms Desired, Single** \_\_\_\_\_ **Twin** \_\_\_\_\_ **Double** \_\_\_\_\_ **Depar-**  
**ture** \_\_\_\_\_ **Length of Stay** \_\_\_\_\_

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