

the AUCTIONEER



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HAVEN'T RENEWED THEIR 1962 MEMBERSHIPS?"

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

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L Dale Hanna
Past President
Nebraska Auctioneers
Association

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Merger of Nebraska Auction Firms a Successful Venture

On September 15, 1960, the two Auction Firms of Henry Buss and Associates and the Conyers and Conyers Auction Company merged into one Company, now known as the BUSS-CONYERS AUCTION COMPANY.

The personnel of this firm are: Henry Buss, W. F. Conyers, Don Conyers, son of W. F. Conyers, and August Runge Jr., son-in-law of Henry Buss.

When this merger was being considered it was considered from every angle. The primary consideration was how would they be able to give the very best in Auction service, to their community, their state and the midwest. They concluded that by pooling a total of 75 years of selling at public auction experience would enable them to best serve in the most democratic medium of bartering, that is selling at public auction.

They now feel that this merger is working out very satisfactorily and is proving to do that which they had in mind at the beginning. For during the one year and

five months that this firm has operated it has handled and conducted 148 sales for a gross sales receipt of \$1,713,070.00.

Of the 148 sales, 97 were of the personal property type, ranging from general farm sales, livestock sales, business closing out sales, estate liquidation to furniture sales. The other 51 sales comprised of real estate auctions of all types such as farms, both large and small, acreages, commercial buildings, homes, industrial sites, etc. These sales covered an area of eight counties in mid Nebraska.

During the busy season it is frequently necessary that they book two sales on the same day. When this is necessary they divide their services by using the personal of their firm on the sale where they are best qualified.

Their motto: no sale too large, no sale too small, selling auction sales everywhere.

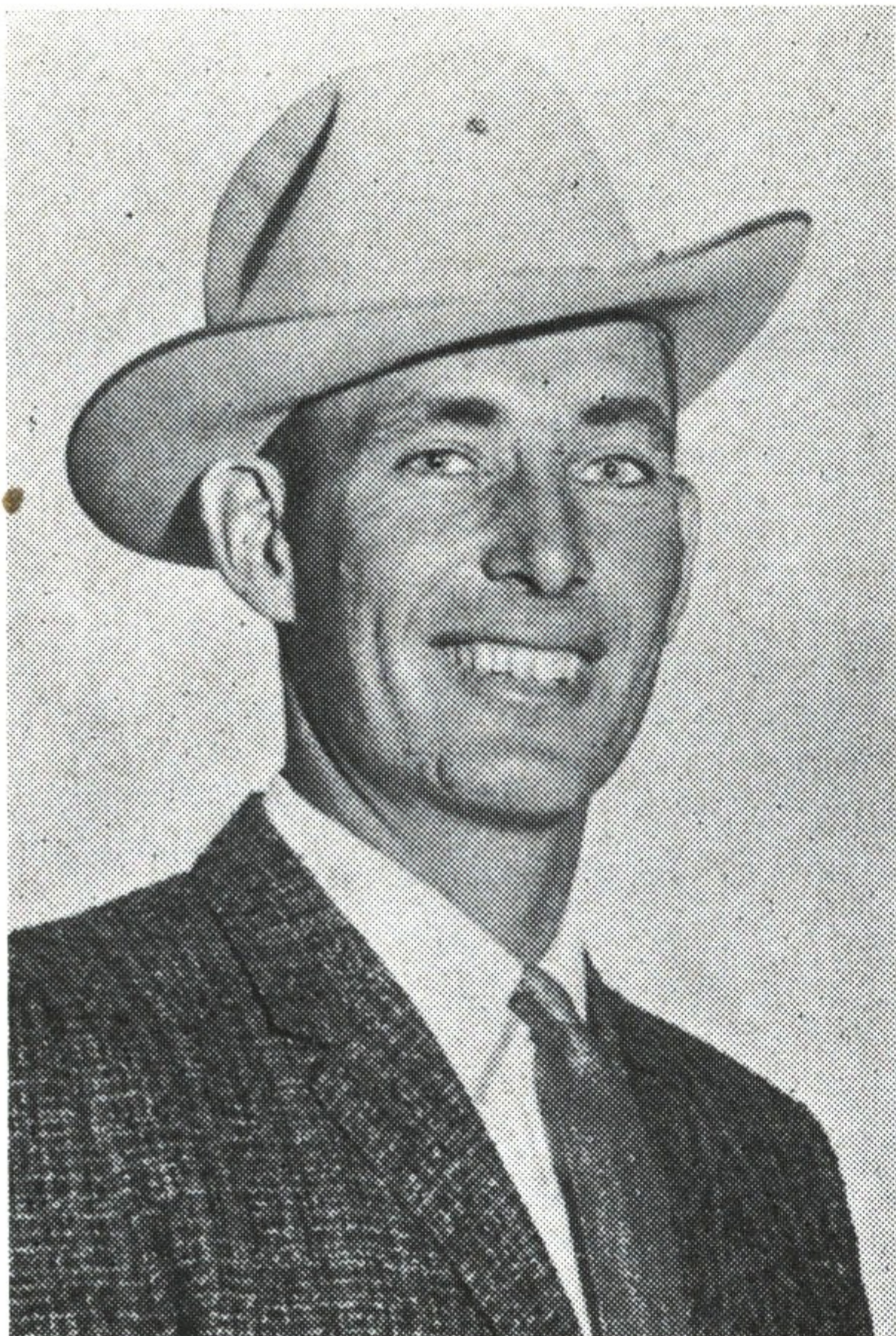
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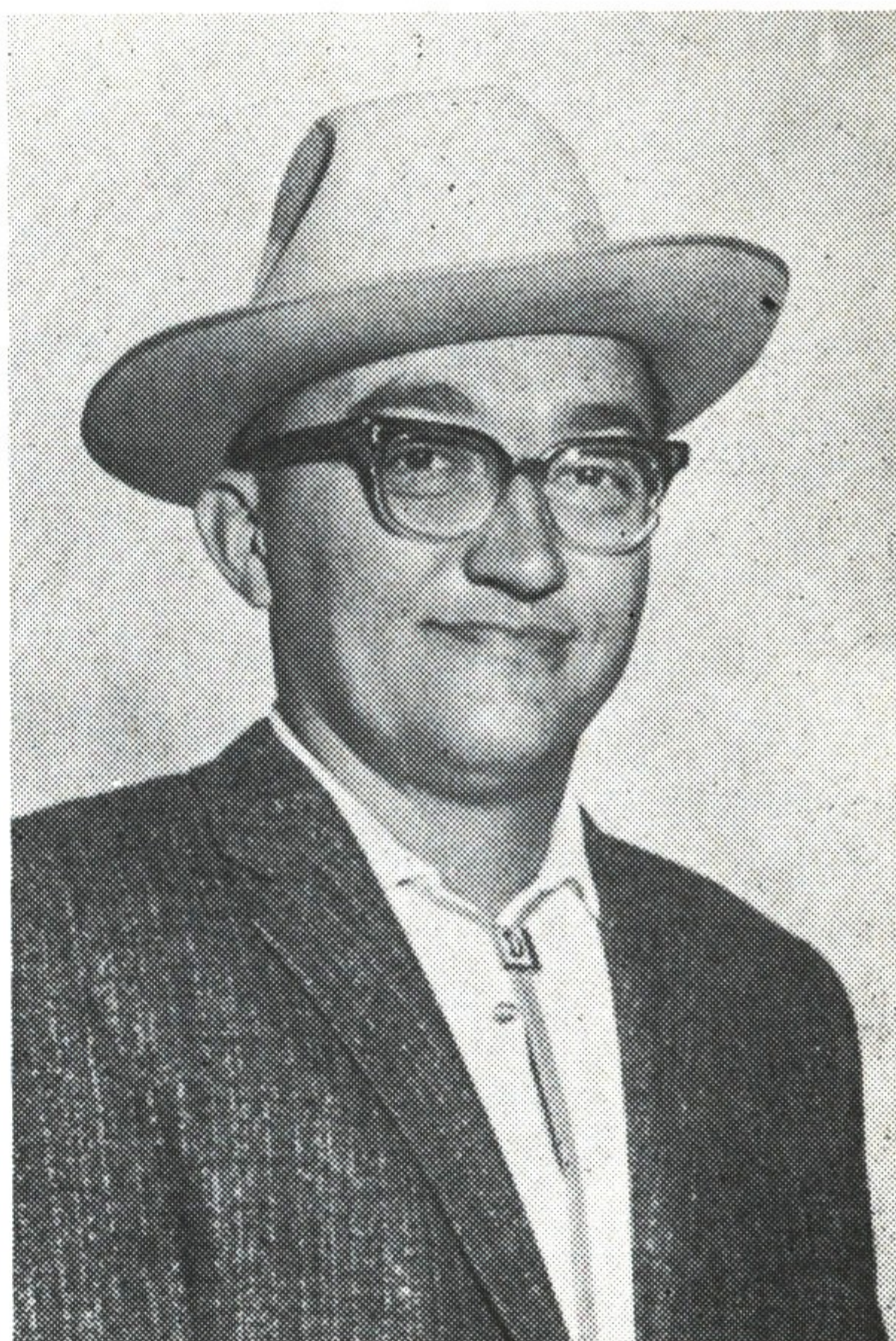
W. F. Conyers



Henry Buss



August Runge, Jr.



Don Conyers

From Contact to Contract

By JOHN R. FISHDICK, Eagle River, Wis.

In our competitive economy it is essential for success, that as individuals engaged in a service field we make the move from original contact to the execution of a sales contract in the shortest possible time.

The two basic fundamentals needed to accomplish this, is knowledge of the product and salesmanship. Those two are disparate twins. To master these two fundamentals the individual must be ever alert to the business climate which is in constant change. For those who exercise this mental and physical energy the rewards are great; for those who don't the rewards are slim.

Your trade association smooths out some of the bumps on this road of hard knocks. It is the corner stone of your assurance that your forward movement is ethical, progressive and efficient. That is why knowledgeable individuals give full support to their trade association.

The "extra bonus" we auctioneers get is our national convention. Your National Secretary, Col. Bernard Hart and Officers have worked with a relentless expenditure

of energy, thought and planning in programming the convention in Lincoln, Nebraska in July. Auctioneers from all over the U.S.A. and it's territories will be in attendance. Some will be experienced, others inexperienced, some young and some on the elderly side, some general practitioners or specialists, but regardless of who they are or where they be from they all have one common denominator, namely they are all auctioneers. People who have new ideas, new methods and answers to many problems which are part of our profession. This is all YOURS — just for your attendance.

Yes, mark your calendar — July 19-20-21 and be a part of this educational and good fellowship event and you'll be better equipped to turn that contact into a contract.

Surplus Auctioned

BAY CITY, Mich. — Fifteen parcels of surplus State Highway Department property in Arenac, Bay and Midland Counties were sold at public auction for \$20,840.



Missouri Auction School Graduates

On the opposite page are members of the graduating class of the Missouri Auction School, term of December, 1961. Following is a key to the picture, reading from the left:

FIRST ROW: John P. Merick, Ohio; James G. Trout, Maryland; W. J. White, South Carolina; Col. Boyd Michael, Instructor; Col. Richard W. Dewees, President of the School; Col. LeRoy Moss, Instructor; Col. Conrad Burns, Instructor; Col. Jim Humphreys, Instructor.

SECOND ROW: Louis Rosproy, Kansas; Tommy Craig, Missouri; Cyril Palen, Kansas; Leo Swift, Missouri; George H. Wenmoth, West Virginia; Delbert Bird, West Virginia; Simeon Truesdall, Missouri; Raymond M. Johnson, Kansas; Andy Little, Missouri; William Milacek, Oklahoma; John Norman, Illinois.

THIRD ROW: D. C. Perry, Ohio; David L. Sawyer, Illinois; Cliff Denny, Ontario; John W. Gracik, Virginia; Orville A. Carey,

California; Harold Adcock, California; B. J. Jones, Texas; Earl C. Reisman, Pennsylvania; Roy L. Stewart, Kansas; Lowell Jenkins, Kansas; Lloyd Baines, British Columbia.

FOURTH ROW: George A. Younes, Michigan; H. B. Booth, Texas; Howard Troll, Kansas; Marvin Cost, Ohio; Chet Burkeybyle, Indiana; Bill Tomlinson, Oklahoma; Melvin L. Weller, Illinois; Bob Delancey, Pennsylvania; Curt Boggs, Ohio; Riley Jefferson, Delaware.

FIFTH ROW: Delmar Bird, West Virginia; Ronald Whitley, Ohio; Ben Mears, Jr., Ohio; Harold Carlisle, Michigan; Gene Barnett, Louisiana; J. F. Owen, Kansas; Larry Eudaly, Kansas; Don L. Chamberlain, Missouri; Dean Ubben, Nebraska.

Students not in picture: Jimmy Chappell, Hubert Boulware, Arthur B. Hairrell, Gerald Pearson, Donald E. Jordan, Walter S. Frenzel.

Instructors not in picture: Col. O. R. Ireland, Col. Carman Y. Potter, Col. Dean Cates, Paul McClure, John O'Flaherty, Edward Yearbury, Col. A. E. Eidson, Dr. Robert Hertzog.

Make Mine Enthusiasm!

Do you have the glow of enthusiasm in your job, profession, or just in everyday living? It is so often that one will get in a daily rut and forget that without enthusiasm, he won't progress. You say you've done all you can do? If your at that point, then you're in the wrong business!

Enthusiasm is your greatest asset, it shows you believe and have confidence in your work.

Enthusiasm is contagious! It puts a tingle and a glow into all of those around you. It conveys and makes others accept your ideas.

Enthusiasm — plus determination—is the formula for unlimited success.

An enthusiast has his mind always alert for a better way of doing his job. He is active in his profession's organizations, and is often times caught trying to persuade someone else of their values.

It is the enthusiastic persons who are the leaders in their line of work even though others may think they got there just by luck.

If you are in a rut, STOP, put some ENTHUSIASM into it.

MAKE YOURS ENTHUSIASM TOO!!

You Can Lick the Butterflies

By COL. B. G. COATS

If you count yourself out of community affairs or go through agonies in opening a sale, you would probably like to know how to overcome that feeling of butterflies in the pit of your stomach sometimes called stage fright, but I think it is a form of nervousness.

Stage fright is like the common cold, just about everyone has a remedy for it but like colds stage fright continues and in many instances remains with one throughout their lifetime. I have always maintained that it was a form of fright brought on by circumstances which the Auctioneer has no control over. It is common among even seasoned Auctioneers. There isn't any simple rule that will banish the butterflies. However, most Auctioneers take stage fright for granted and simply treat it as an unpleasant part of their profession. I once talked with an Auctioneer, a veteran at the business and he told me that he never opened an auction sale but what he experienced stage fright in some form or another and had never been able to overcome it. Many and varied are the reasons for having butterflies. Lack of cooperation on the part of the person you are selling for and the pressure that you allow him to put you under before the sale are contributing factors. His outward resentment in the presence of the visitors when an item is sold for less than what expected will often reflect it-self in the demeanour of the Auctioneer resulting in a nervous tension which if continued or enlarged upon will invariably work to the detriment of the Auctioneer and reduce the amount of the sales. To overcome this situation just ignore the Seller in such a way that you will not offend anyone and never permit yourself to be under pressure at anytime unless you bring it upon yourself. Instead of cringing in miserable expectation, turn your nervousness into action.

In opening a sale never use the same remarks that you used in previous sales. Every sale affords you an opportunity of making the necessary and appropriate remarks in that every sale is different and everyone you sell for is expecting you to get your sale off to a bang by your opening

remarks. Never memorize your opening speech, you may forget some of it and then the butterflies will appear. Think carefully beforehand what you will say and then you will feel more confident.

If your remarks will be one which might bring questions or comments from the visitors, try to anticipate what they will be. If you are giving an opinion, make sure you have a sound basis for your ideas. I personally like visitor participation before starting the selling as it has a tendency to warm up the visitors and makes them feel that they are a part of the sale. Knowing that you are prepared for almost anything will make you feel in command of the situation and the pressure that the Seller has been putting you under will soon dissipate its-self as he will readily realize that you are the master.

Often time clothes will give one stage fright. Don't wear a new suit. New clothes are more apt to make you self-conscious. If you have something new to wear, wear it around the house until you get use to the feel of it. Wear clean comfortable fitting clothes.

Move around in front of the visitors before you open your sale. Size the crowd up. Think about the people in the crowd. You will see several friendly faces, some not so friendly, others that you wish were not there and then you will see many strange faces. Now that you are ready to go before them, take your place and remain silent for a minute or two, then observe how quiet the visitors become. They want to show you their respect if you will but let them. Address your remarks to the visitors in the same manner as you would if you were talking to them in your home or on the street. Think of them as one particular person. This will help you to shake off that feeling of being outnumbered and you will be amazed how those butterflies, stage fright or nervousness become imperceptible. Sometimes, when logic is against you, try emotion. You'll be amazed at the power of your own enthusiasm and your willingness to express it. It's the difference between swimming upstream all your life and going with the current.

Col. Louis J. Marion Will Be Speaker at National Convention

Auctioneers throughout the world will long remember that on November 15, 1961, Col. Louis J. Marion made auction history



when he sold an oil painting by Rembrandt, "Aristotle Contemplating the Bust of Homer," for \$2,300,000.00, the highest price ever paid in the history of the world for an oil painting at public auction or at private treaty.

It was immediately after this sale that permission was requested and cleared through national headquarters to invite Col. Marion to honor the national convention and give a discourse on the sale of this history making event. Col. Jack Gordon, of Chicago, and Col. B. G. Coats, of Deal, N. J., joined in a relentless effort to obtain a commitment from him and on March 6th, their efforts were rewarded by his confirmation subject to conditions over which he has no control and unforeseen developments. Col. Marion is Chief Auctioneer of the famous Parke-Bernet Galleries, Inc., of 980 Madison Ave., New York City.

He will tell how the galleries were selected for this unprecedented event, the

publicity before, during and after the sale, the many tense and dramatic moments of the actual admission to the sale, what his thoughts were as he took his position on the rostrum, his tact and diplomacy, his plan of operation, how the audience responded to his fantastic achievement and what if anything he would do if he were again confronted with the same situation.

Stambler Of Hawaii Has Stay In Hospital

Louis L. Stambler, popular NAA member of Honolulu, was hospitalized with pneumonia early in March. Our last report stated that he was making satisfactory progress and should be up and going again by the time this report reaches our readers.

Elsewhere in this issue is a feature article concerning an auction conducted by Mr. Stambler to raise funds to fight cancer. On March 24, Mr. Stambler has another similar auction planned for the Waikiki Lions Club of which he is currently Vice President. Money derived from this auction will be used for Hawaii's blind children. It is hoped by the Stamblers that it will even top the Cancer Auction.

Mink Auction Brings Gross of \$10,000,000

The New York Auction Company completed what it described as the largest mink offering ever presented in North America.

The eight-day offering, conducted for the Emba Mink Breeders Association, brought in close to \$10,000,000. Last February, the Emba sales at the New York Auction Company totaled less than \$8,000,000.

A total of 527,546 mutation mink skins were put on the block during the eight day auction. Of these 479,467 were dressed skins and 48,079 were raw. About 93 per cent in both categories were sold.

The average price paid for the skins was about 10 per cent higher than a year ago. The higher bids were \$110 for a bundle of Azurene Violet by Jacques Robert of Paris and \$80 for Azurene Homo Sapphire by Viscardi of Torino, Italy.

The auction was attended by a large number of European buyers who took about 20 per cent of the skins.

Pennsylvania Moves to Lead in Membership Standing By States

As of the end of the past period, five states have surpassed the 100 mark in membership. However, below the 100 mark, there is a rather sharp decrease and the next number is in the 70's.

Our leading state Pennsylvania gained 14 during the last period for a total count of 148. Coming in second is Illinois with a count of 118 with a close 114 for Nebraska in third place. Ohio holds fourth with 112 and Indiana is still above the 100 mark with 105. Wisconsin is in position number six with 78.

There are several states which are in close competition. Kansas with 76 could very easily overtake Wisconsin for sixth place and Kentucky with 49 is a close match for Michigan's 50.

It is hoped that the some 200 January ex-pirees will respond with a deluge of renew-als during the next period. At present we are 74 below our all time high of Decem-ber 31, 1961. With your help, we cannot only overcome this deficit, but set new records.

Following is a listing by states:

	Members February 15	Members March 15
Alaska	1	1
Alabama	7	7
Arizona	6	6
Arkansas	13	21
California	38	45
Colorado	25	27
Connecticut	5	6
Delaware	3	3
Dist. of Columbia	1	1
Florida	17	19
Georgia	20	22
Hawaii	1	1
Idaho	8	7
Illinois	113	118
Indiana	97	105
Iowa	53	57
Kansas	76	76
Kentucky	42	49
Louisiana	7	7
Maine	3	3
Maryland	16	16
Massachusetts	23	24

Michigan	48	52
Minnesota	16	17
Mississippi	1	1
Missouri	52	52
Montana	43	43
Nebraska	113	114
Nevada	3	2
New Hampshire	4	5
New Jersey	33	32
New Mexico	7	7
New York	57	56
North Carolina	20	22
North Dakota	15	18
Ohio	100	112
Oklahoma	26	27
Oregon	18	17
Pennsylvania	135	148
Rhode Island	4	4
South Carolina	5	5
South Dakota	8	9
Tennessee	56	56
Texas	21	25
Utah	2	2
Vermont	6	6
Virginia	25	27
Washington	11	13
West Virginia	12	12
Wisconsin	77	78
Wyoming	13	13
Canada	14	15
Germany	1	1
Australia	1	1
Totals	1522	1613

Heifer Brings \$2,100 In Unusual Auction

(Reprinted from ROCKY MOUNTAIN NEWS, Denver, Colorado)

BRUSH, Colorado — The people of this Northeastern Colorado community opened their hearts and their pocket books to aid Morgan County's cerebral palsy fund.

At the Sixth Annual Cerebral Palsy Fat Heifer sale they paid \$2100 for an 1185-pound Hereford yearling heifer in one of the most unusual sales held in the nation.

The heifer was first sold piecemeal — that is eyelashes, hoofs, one at a time, the tail, heart, lungs, hide, hair and so on.

Then, as a final fillip, the animal was sold for \$37.75 per hundredweight to Adolph Lebsock, owner of the Lebstock Food Store in Brush.

Lebsock paid \$447.33 for the heifer.

But F. R. Booth of Denver bought the tail for \$100. Frank Booth of Greeley bought the liver for \$100. The Fries Cattle Co. bought the left eyelash for \$15.

And so it went. The right hind leg went for \$25 to Coopers Feed Lot. The Driscoll Truck Line bought the left eyeball for \$10, the M & D Trucking Co. gave \$20 for the right eyeball.

Of course, no purchaser was actually buying the parts up for auction. The money goes in the Cerebral Palsy fund in the county.

Even Lebsock, who bought the whole animal, is going to have a drawing for a hind quarter. Anyone making a donation has a chance to win the quarter in a drawing.

What's it all for?

The money goes to support two schools in the county where children who have been afflicted by cerebral palsy, any sort of brain damage, or who have been mentally retarded for various reasons, can be educated.

There's a school in Brush attended by five such children, and one in Ft. Morgan now attended by seven. The youngsters are between the ages of six and 16.

The budget of \$12,000 a year is made up in three ways. The fat heifer sale and an earlier fund drive brings in about one third. The United Fund in the area gives another third. Tuition and fees make up the rest.

Each year the fat heifer is donated by Jack Boxer and Sons of Brush, operating feed lots now holding more than 20,000 head of prime cattle.

The auction is conducted at the Brush Livestock Commisison Co., where thousands of prime Colorado cattle are auctioned off each week.

Local citizens pack the stands around the auction ring and bid eagerly for parts of the animal offered.

The people that economists used to say were underprivileged are now described as overfinanced.

STATISTICS SHOW 1961 Balance Sheet

Population of the United States	160,000,000
People 65 years or older	49,000,000
Balance left to do the work	111,000,000
People 21 years or younger	56,000,000
Balance left to do the work	55,000,000
People working for Government	29,000,000
Balance left to do the work	26,000,000
People in armed services	11,000,000
Balance left to do the work	15,000,000
People in state or municipal offices	12,800,000
Balance left to do the work	2,200,000
Bums and others who don't work	2,000,000
Balance left to do the work	200,000
People in hospitals or asylums	126,000
Balance left to do the work	74,000
Persons in jail	73,998

2

TWO? That's YOU and ME. Then you'd better get to work, because I'm awfully tired of running this country alone.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Francie Rasmussen Betrothal Announced

Francie Rasmussen, daughter of Col. and Mrs. Henry Rasmussen, St. Paul, Nebraska, plans to be married in the



spring to Kenneth Ostermeier according to an announcement of her engagement by her parents.

This will be of interest to a great many NAA and Auxiliary members as the daughters of our genial Treasurer and his wife are quite popular with young and old alike at our national conventions.

Miss Rasmussen graduated from St. Paul High School and is currently employed with American Loan Plan in Grand Island. Mr. Ostermeier graduated from Grand Island Senior High School and is employed at Agriculture Service in Grand Island.

Holly Auctions

By Harry W. Dingler

Since the early 1890's the Del-Mar-Va Peninsula has furnished the bulk of Christmas holly for the eastern half of the United States. Here, too, is the only place in the world—Fruitland, Md.—where holly auctions are held annually. No one can recall exactly how or when this colorful,

part-time rural industry began, but until recent years the sale of wreaths and boxes of holly provided extra holiday income for the farm families of the area.

The Fruitland holly auctions are held on the three successive Wednesdays and Saturdays prior to Christmas. The dates vary from year to year, but always end about a week before the holiday in order to provide ample time for the holly to reach the retail markets. Prices vary from about 40 cents to over a dollar a wreath and are generally in the lowest range on the early dates.

As the time for the auction to begin approaches, cars, station wagons and trucks line up along a lane paralleling the Fruitland railroad siding. Tarpaulins are turned back, windows rolled down and trunk lids are up to display the prepared wreaths.

By 10 A.M. everyone is anxious to get started and the first in line moves up to the group of buyers, bystanders and the auctioneer who wait in the open by the railroad station. The auctioneer collects a flat fee of 50 cents per load regardless of the number of wreaths offered for sale.

He asks how many wreaths are in the lot. The buyers pick up a wreath or two to judge their worth and may look at one or more wreaths from down under the pile.

This colorful Christmas industry is slowly declining. Gathering the holly is hard work and over-all profits are not great. New industries and an expanded economy have all but completely eliminated the need for extra holiday money. Generally speaking, now it is only the old folks who are still engaged in wreath-making. Many can recall the days when trucks, horses, wagons and two-wheel carts with mules were lined up for a mile waiting their turns at the auction.

Strakis Elected to Livestock Position

Col. Herman Strakis, Director and past President of the Indiana Auctioneers Association, was elected Secretary-Treasurer of the Indiana Livestock Markets Association at their meeting in February. Strakis is one of the owners of the Johnson County Sales Pavilion at Franklin, Ind.

Association With Name Auctioneers An Asset

By COL. POP HESS



The date of this writing is March 13th. March arrived somewhat like a lion in weather and today we still have the lion. Old folks use to say March comes in like a lion, and goes out like a lamb. If the rest of this month remains the same as the first 13 days, it will go out like a tiger. However, in my line of living, where it is livestock and general farm sales, we are having them here in Ohio in many numbers. Attendance and prices are good and the auctioneers are busy boys. In my set-up here at Radio WRFD since January 1st, this year to date we have processed livestock and general farm sales to the tune of 141 separate orders—with a total of near 1000 announcements out over the air in a time limit of 72 days (as of this date). No announcements on Sundays, so we had right at 1000 announcements made in 62 days. Yes, we used auctioneer speed.

In checking over our run for this year, and it also runs true of some years back now, 90% of the auctioneers who directly or indirectly make use of our farm and livestock sale program on the air come from our members of the N.A.A. and our Ohio A.A. Again it shows auctioneers who support their state and national Auctioneers Associations are busy auctioneers in demand in Ohio.

The March issue has arrived on my desk and was happy to see it was well packed with news and information. The total membership as of February 15th was down some. It looked like my bank account does; some months up, some months down. Mostly always down. Pennsylvania is in the lead by 135 Illinois is second with 113; and Ohio with 100. Get busy boys, let's have it a total of 2000 when we go to Nebraska this July.

In checking through the pages of the March issue, I find in one of the letters

to the Editor from the state of Washington a member who says he cannot just agree with me on what I had in the last paragraph in my January issue column. I like to be disagreed with as it helps to make an argument and on what I wrote in that last paragraph, I must say I'll stick to my guns on that point and hope the Colonel will still read my column.

I have not yet had time to fully read the pages listed on the full text of the Pennsylvania State Auction Law in our March issue. From what I have glanced through it reads like it can be a state auctioneer's law that could be workable. I will in a later issue make some comment on it after I have fully digested the contents.

The past weeks many letters as usual have come to me. Though the general run all were very gratifying and they represented more contented young and old auctioneers than of all time. I am always very happy to receive letters from auctioneers of the land, it gives much food for thought.

As I left off my memories of my first ten years as an auctioneer in our March issue and will now comment on the next ten years — 1911 to 1920. As listed in 1911 I had finally thrown off the kid resemblance, was in good demand on general farm sales throughout the home county, and often into adjoining counties. It was still horse and buggy days. I was no longer a farmer but owner and operator of a good livery establishment. Commercial horse auctions were numerous and from 1910 through till 1920 the commercial horse markets were going strong and it was my pleasure to be on the selling staff of such markets along with many shippers who would ship car loads of horses to various spots in Ohio and sell at auction. Then at

that time purebred livestock was coming strong in Ohio and it was not too long until I became associated in purebred dairy and beef cattle sales, general farm sales, and horse sales.

Autos started putting in their appearance by 1914. They were very numerous and I was forced to sell out that livery business and from then on the auction sale was my full livelihood and by 1920 and with twenty years as an auctioneer, my weight had gone up from 130 pounds to 160. Most of it was all around my waist and finally got up to 180 pounds. In speaking of this weight appearance, some years back my good long time friend, Jack Halsey of Des Moines, Iowa, noted Shorthorn cattle auctioneer, when on a certain such sale I happened to be associated with Jack as one of the auctioneers, this is how he introduced me to the bidders in attendance: He said I reminded him of many Shorthorn bulls he had seen and sold. BROAD — THICK — and LOW DOWN, with much emphasis on the LOW DOWN. I am happy to say we are still good friends in memories.

It was in the years of 1918 through the 20's that I made much contact with many of the noted auctioneers—now passed on—Fred Reppert, Earl Gartin, Bob Hager, Barney Kelly, George Baxter, Fred and Walter Andrews, Cris Weir, and Ed McNabb both noted horse auctioneers, along with many other auctioneers that were much in demand at that time in purebred and commercial livestock sales. I have always credited this life time and progress made after twenty years as a listed auctioneer much to the success was made through friends and the folks who secured my services and who in turn OKed the service given to them in their sales. Yes, there were many sales held I was not the auctioneer, much as I would like to have been; many sales I never dreamed of being on that did hire me. Yes, there were sales they did not like me at all and very likely there were sales I was on that would have been better off if they would have had some one else. That is the life of an auctioneer. Yet it is hard some times to admit it, so you young men that are now getting started, don't jump off the bridge or get desperate if you do not sell all the sales you think you should.

One letter recently to me asked the

question what auction school did I graduate from? Well to tell the truth boy, back in 1901, the price to pay to go to such school, I did not have. The education I got to be an auctioneer was furnished me by the folks who hired me to sell their sales.

What that education really cost if properly figured would no doubt look like some of our Government figures in totals. But I did get educated and to you I suggest you attend the Auction School as the education comes quicker and you pay a portion of it out of your pocket. However, the folks who do hire you after you get your sheep skin will contribute to some extent but it will be a natural and more modern way of becoming an auctioneer.

Next month I will make some remarks on the years 1920 to 1930 as an auctioneer.

This year of 1962 we as a people are living in a great era of our time. As I look back over the years in this world as I have known it now for 82 years, it is still a wonderful world to live in. We hear folks talk about the good old days. Yes, they were good but they were trying. Many of us now near sun down in our living know how we lived and what all it took; but all that are now still living I am quite sure would not want to turn back the time and live them good old days over. Not long ago, the electric power went off, a storm was on and we lit candles for lights. In fact, we lived without some of the conveniences of today for about four hours. We lived most of the way we did in the Good Old Days except one—the little old house down in the back of the yard was no longer there to use. Yes, we were very happy when the power came on and we were again living in the modern ways of what we have in this year 1962 — and in the United States of America.

NLDA Appoints New Executive Manager

Kansas City, Mo. — The National Livestock Dealers Association has named William T. Webster, Lamar, Colorado, to fill the position as Executive Manager, as announced by officials in the Kansas City offices and by NLDA President, C. F. Augustine, Lamar, Colorado.

Webster will take over this new position March 1. Shortly thereafter, he will meet with NLDA officers and directors for a two-day meeting in Kansas City, which is scheduled for March 10, 11.

Webster is originally from El Dorado, Kansas. Following graduation from high school, he entered the Navy for two years, during which time he was engaged in an intensified nine month training program in aerial photography.

Shortly after his discharge from the Navy, Webster took a position as office manager with Harry Heath and Son of Lamar. He has been with the firm for twelve years.

As Executive Manager of the National Livestock Dealers Association, Webster will occupy offices in Kansas City. His initial objective is bringing before the industry the expanded basis of participation and operations in the trade association.

Webster is looking to his new position with great enthusiasm . . . and with much

anticipation for new expansion of the Dealers' Association. The ULDA has been planning for some months an enlarged and expanded basis of representation, along with and increase in Association functions and services.

Classic Autos Sell To Rockefeller

LITTLE ROCK, Ark.—Nostalgia nearly induced a Little Rock man to purchase a 1933 Chrysler Imperial — but Winthrop Rockefeller took it.

A red 1905 Stanley Steamer, which was also auctioned, and the beige and brown Chrysler formerly belonged to the late James Melton, noted singer.

A. R. Simonds, curator of Rockefeller's Museum of Early Americana at Petit Jean State Park, paid \$3,700 for the Steamer and \$2,700 for the Chrysler.



Promotional Items

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

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

A Reminder In Regard To NAA Group Insurance Plan

On the back cover of this issue you will notice an advertisement by Mutual of Omaha, the underwriting company for our Association's Official Income Protection Program.

As this program is still available to qualified members, we felt a brief summary of the progress of the plan to date would be of interest as there are undoubtedly many of you who are not completely familiar with the plan and its advantages.

The program has been in effect since September of 1960. During this relatively short time, more than \$10,000.00 in cash benefits have been paid to insured members who have been sick or hurt and unable to work. Without a doubt, these benefits came at a time when they were sorely needed. A period of disability can be financially ruinous for anyone, and particularly so for self-employed persons who do not have recourse to any plan of salary continuance such as is usually available to the salaried worker.

Obviously, therefore, a plan of protection that will assure a substitute income even though you are unable to work because of sickness or injury is tremendously important to people like ourselves, and should be of primary consideration in the development of an adequate health insurance program.

The Official Income Protection Program of the National Auctioneers Association offers an ideal opportunity to obtain just this type of coverage . . . and to do so at extremely low cost! Through the mass purchasing power of the Association, our members are able to save a considerable amount in premium as opposed to what they would have to pay for comparable coverage purchased on an individual basis.

We are happy to offer this program as an additional service of your Association, and urge all members not already participating in the program to give it careful consideration. Complete and return the reply coupon at the bottom of the advertisement, and learn firsthand how this program can fit into your personal health insurance program.

Why not do it today? Your prompt action could be of vital importance to the future security of yourself and your family.

Sentiment Has No Definite Price Tag

(Reprinted from
ROCKY MOUNTAIN NEWS,
Denver, Colorado)

There's always a crowd around 1248 S. Broadway on a Wednesday evening.

That's because of the weekly auctions conducted by Chuck Rosvall.

The Denverite, who has been in the business for 21 years, handles many antiques during the year — estates and individual pieces.

Rosvall reports that all age groups are interested in antiques, but that the younger couples seem the most active in bidding for items.

"They like the sturdiness of period furniture," he said.

Rosvall went on to explain that only the better-made furniture has survived the years and it is cheaper for young people to purchase an old piece at auction than a comparably made piece from today.

"And I think everybody goes through a period of being interested in having antiques around," he continued. "At one time my wife and I did, but now we have gone back to the contemporary."

When Rosvall started his auction business in partnership with his wife (who handles all the intricate bookkeeping), He hired an auctioneer to conduct the sales. Later he assumed the chores himself.

"Lamps that used to sell for \$2.50 to \$5 in the 1940s now bring \$50 or \$60," he pointed out. "That shows how much the interest in antiques has grown."

Rosvall when called in on an estate, appraises the furnishings, gives an estimate on prices the items will bring and then moves the furniture to the auction floor where it is tagged as to lot number.

"I've never fallen short on estimates and

lots of times prices are way over what I estimated they would be," the auctioneer said. "You can't put price tags on sentiment."

Rosvall and his wife find that each auction provides them with something new to look up or increases their knowledge of antiques.

Marshalltown Will Host Iowa Meeting

Marshalltown, Iowa, and the Tallcorn Hotel have been selected as the site of the spring meeting of the Iowa Auctioneers Association, according to an announcement by the President, Col. Mike Bloomer of Glenwood. The date is Sunday, April 29.

Featured for this meeting will be an address by Mal Handen, famed world traveler of Omaha. Col. Rex Young, Platts-mouth, Nebr., will relate some of his experiences of selling at auction for the past 50 years. Special musical numbers will also be presented.

All neighboring auctioneers and their families are invited to attend this meeting and all Iowa auctioneers and their families are expected to attend. Reservations should be made with the Secretary, Lennis Bloomquist, Pocahontas, Iowa, on or before April 26.

ADVICE GIVERS

Too many people in government are telling businessmen what to do and how to do it. A great many couldn't run a peanut stand and make it a profitable operation.

The President's Letter

The importance of competition in our general economy as well as in the establishing of auction values is known by all Auctioneers. However the effects of lack in competition are more fully realized when weather conditions hold attendance to a point where it is at a minimum or eliminated entirely.

"Auctions postponed because of snow blocked roads" has been repeated many times over radio and TV channels serving several areas during recent weeks. Newspapers in these sections have carried sale advertising announcing later dates while new highs in snow-fall and new lows in temperatures were being recorded.

Auctioneers and those for whom they were to sell have been confronted with the problems of rearranging schedules but while doing so have had time to consider the essentials for a successful sale.

Competition may have been a lack lustre word in some segments of our economy but it is again gaining attention as more people give serious thought to America's economic system.

It is the basic principle upon which the auction business was founded. Combined with capable salesmanship it has proved to be the soundest method for establishing maximum values. Never before have Auctioneers been afforded a greater opportunity to promote their method of selling. There is much to be accomplished and working together as an organization it can be done.

CHARLES CORKLE

OPPORTUNITY

By COL. SMITHY PRESTON
Kansas City, Mo.

The other day I was lying on the sofa listening to a symphony on the Stereo thinking what a grand and glorious world this is with nothing to worry about when one of my fellow Auctioneers came by and began to shout that the Auction Profession was about to be destroyed by certain individuals who are cutting commissions. In two minutes he had my nerves on edge and my hair on end, aghast at the frightful catastrophe. According to his picture of it, the profession will soon be at a great loss, and as a result the marriage rate will go down, the birth rate will drop, and the American people will soon be a vanished breed, on their way to join the Ichthyosaurus and the Dodo.

I said to my friend, "I thought I had enough to worry about — taxes, unbalanced budgets, increased bald-headness, both inside and out—and now I've got to sit up nights worrying about the Auction Profession."

Every man's problem is how to be effective. Consciously or unconsciously, the question you are asking yourself is, "How shall I make my strength count for the most in this world of effort?" And this is the question which everyone of us ought to ask himself, but not for the purpose of mere selfish gain; not to get money for the sake of money or fame for the sake of fame, but for the sake of our profession. Selfishness poisons all it touches, and makes all achievements seem small. There are two words that solve this query of your destiny, and those words are Work and the Will to Win.

Some of you say, this Will to Win is a Bad Thing. In what way is it a Bad Thing? Education is supposed to prepare a man for life. Life is Competition. Success in life goes only to the man who competes successfully. There is no Reward for the Loser. There is nothing wrong with the Will to Win. The only penalty should be that the man who wins unfairly should be set down.

Down through the ages the capacity to anticipate and to discount bad ideas and



the capacity to sense in advance and to appropriate good ideas, without waiting for events to indicate their badness or goodness, has been considered the Supreme Achievement of man. The balancing quality that must be linked with imagination is sound thinking. Cultivate the thinking habit and the ability to think.

Yes my fellow Auctioneer who pictured the Auction Profession as a great loss is beginning to think. But is it too late? I think not, we must use our strength wisely, have the Will to Win, the capacity to anticipate, and be always thinking for the good of our profession.

In the N.A.A. we believe in Democracy; we believe in Freedom; we believe in Peace. We offer to every Auctioneer the handclasp of the good neighbor. The opportunity is yours. Let those who wish our friendship look us in the eye and take our hand.

Said one deer to the other, "Gosh, I wish I had his doe."

Plan to attend the national convention of the N.A.A. Lincoln, Nebraska, July 19-29-21, and save yourself years of effort by utilizing the knowledge and experience of others.

New Members a Large Factor in Past Month

Thirty-two auctioneers became members of the National Auctioneers Association during the period from February 16 through March 15, to help bolster the small number of renewals. Pennsylvania contributed the most of these new members and this will put them far out in the lead in the standing of the states posted elsewhere in this issue. Many of our January 1 expirees had failed to renew as of March 15.

Following is a list of those whose memberships were received during the above mentioned period. The asterisk indicates a new member:

Stan Perkins, Michigan
 Albert L. Frauhiger, Ohio
 Irwin B. Bowman, Ohio
 Duane Campbell, Ohio
 R. O. Root, Jr., Virginia
 J. H. Barnard, Kentucky
 V. K. Crowell, Oklahoma
 Ray Holloway, California
 A. L. King Solomon, Florida
 W. C. Nelson, Washington
 George B. Michael, New Hampshire
 Seattle Myers, Virginia
 G. C. Walters, Jr., Georgia
 *Rinehold Hubik, Saskatchewan
 *O. W. Wilson, North Dakota
 *Gary Hartman, Montana
 Hazel P. Brooks, Kentucky
 Paul Noel, Kentucky
 Carroll N. Hoover, Kentucky
 Henry L. Hodges, Kentucky
 *H. R. Booth, Jr., Texas
 William C. Ware, Ohio
 William Blasengame, Ohio
 Clinton Peterson, Iowa
 Arthur Everman, Kentucky
 George Swinebroad, Kentucky
 *Richard O. Gray, Massachusetts
 Carl Stahl, Ohio
 Mearl Maidment, Ohio
 *John Phillips, Nebraska
 Harvey Lesh, Indiana
 *J. H. Oberwise, Illinois

*Bob Plummer, Texas
 Paul A. Taylor, Indiana
 William J. Fitzpatrick, Connecticut
 Paul V. Strieter, Indiana
 *Frank Deeb, Indiana
 W. P. Emmons, Florida
 A. F. Smith, Texas
 *Dan Schlichter, Ohio
 Arnold H. Barron, California
 *Clay Metz, Illinois
 *John Varner, Indiana
 Larry Cap, South Dakota
 R. J. Schuster, Illinois
 Bill Massey, Arkansas
 *Ansel Sanderson, Arkansas
 Pete Younger, Missouri
 Donald Bradley, Ohio
 Jim Wilson, Ohio
 *Gilbert A. Morgan, Indiana
 *Lowell Witmer, Michigan
 *Virgil E. Patterson, Washington
 B. W. Kimbrell, Iowa
 *James B. Crawford, Pennsylvania
 *Charles Cummins, Pennsylvania
 *Amos Detwiler, Pennsylvania
 *Ray D. Fair, Pennsylvania
 *Edward J. Harron, Pennsylvania
 *Elmer O. Kist, Pennsylvania
 *Robert J. Kley, Pennsylvania
 *Robert McCarty, Pennsylvania
 *Andrew J. Osar, Pennsylvania
 *H. L. Quinter, Pennsylvania
 *Merle E. Schuffler, Pennsylvania
 *Carl E. Shields, Pennsylvania
 *C. B. Stockton, Pennsylvania
 *George Vucish, Pennsylvania
 Ingham Idso, North Dakota
 *Edward Sprunger, Indiana
 J. C. Harper, Texas
 Donald E. Lindell, Colorado
 C. E. Reed, Colorado
 Arthur L. Garber, Illinois
 E. K. Elmes, Minnesota
 Carl F. Ronnow, Illinois
 L. Cobb Vogel, Indiana
 Guy L. Pettit, Iowa
 James A. Luggen, Ohio
 Henry M. Stanley, Sr., Ohio
 Henry M. Stanley, Jr., Ohio
 Harold Cohn, Georgia
 *Charles C. Delisa, Jr., Michigan

NLDA Announces Formulation Of Livestock Dealer Council

Kansas City, Mo. — C. F. Augustine, Lamar, Colorado, President — William D. Reamy, Fredericksburg, Virginia, Vice President — J. C. Petersen, Spencer, Iowa, 3rd Vice President — M. L. Angevine, Geneseo, Illinois, Secretary-Treasurer — Jim Harshman, Wichita, Kansas, Central Director — C. W. Monier, Montgomery, Illinois, North-East Director — and W. Dean Abrahams, Caldwell, Idaho, North-West Director; the Officers and Directors of the National Livestock Dealers Association, who met in Kansas City, March 10, 11, announced formulation of the "Livestock Dealer Council" . . . a representative governing body of the Association, to better coordinate NLDA actions and policies with government agencies and related industry. This group will work closely with the Livestock Market Council of the Livestock Auction Market Association.

Members of the eight-man Livestock Dealer Council, made up of Officers, Legal Counsel and two appointees of the President, are: President C. F. Augustine, Vice President William D. Reamy, 2nd Vice President Cecil Sellars (Coleman, Texas), 3rd Vice President J.C. Petersen, Secretary-Trasurer M. L. Angevine, George Bruington (Monmouth, Illinois), Glenn Britton (Sanborn, Iowa), and C. T. 'Tad' Sanders, ULDA Legal Counsel (Kansas City, Missouri).

Recently-appointed Executive Manager, W. T. 'Bill' Webster, was introduced to Officers and Directors at this meeting. Webster presented a brief outline of his responsibilities and plans for expansion of the Association operations under his direction. Various reports were presented to the group which included a report by William D. Reamy on the recent Trade Practices Conference held in Washington, D. C., between members of the Livestock Market Council of the Livestock Auction Markets Association and officials of the Department of Agriculture, which he attended at the invitation of the Council . . . a report from W. Dean Abrahams, on followup activities of the recently-formed Idaho-Oregon area

group of the Livestock Dealers Association. One other report presented to the group was that of C. T. 'Tad' Sanders — concerning a statement he made recently before the Senate Agriculture Appropriations Subcommittee in Washington, D. C.

Preliminary plans for the National Livestock Dealers Association annual convention were approved by the Officers and Directors . . . the convention to be held June 21-24, Rapid City S. Dakota, in conjunction with the Livestock Marketing Congress — a national forum sponsored annually by the Livestock Auction Markets Association.

One Day Cattle Sale Brings \$1,000,000

ONTARIO, Ore — Some 7000 Hereford cattle with the Seven Bar L iron went through the ring of the Ontario Livestock Commission Saturday in an all day sale ranked as one of the nation's all-time great auctions of cattle under a single brand.

Total returns for the former Island Ranch herd were \$1,093,000, said Morgan Beck, business manager of the Commission Company.

"With the sale lasting 10 hours," he said, "it figures out to something over \$100,000 an hour."

Sellers of the cattle were Gib Masterson and Mike Acton, both longtime Oregon cattlemen, and their associates Otis Williams and Earl Burton.

The buyers that packed the sales pavilion to the rafters from the time it opened shortly after 10:30 a.m. until the last lot was knocked down at close to 8:30 p.m.—came from practically all western states.

Five auctioneers took turns at selling the cattle through the day. The selling never stopped, and the crowd stayed until the end. Only after 6 p.m. did any empty seats begin to appear.

At the time the sale opened there were reports of buyers and spectators estimated in hundreds outside the pavilion and unable to squeeze in.

"There have been larger sales of one-iron cattle," said Del Taylor, manager of the Ontario Commission firm, "by a single purchaser, as when they might be sold with a ranch. But as far as we can find out this is the largest one-brand lot to be sold at auction.

Masterson said the cattle were sold because the three-year lease he and his partners had on the 90,000 acre Island Ranch in Harney County had expired. He plans to move to a new cattle operation near John Day, on the former Herman Oliver ranch.

For a solid ten hours the pavilion was full of the crack of cattle drivers' whips, the yip-yip-yipping of handlers, and the almost unceasing chanting of the auctioneers. Cattle were driven through the sawdust arena in lots. Buyers could bid on from 25 to 100, as they wished. Occasionally there were smaller lots. Some buyers took 100 at a time — and this could mean a bid of more than \$20,000 made with a quarter-inch nod to the auctioneer's gaze.

Auctioneers who took their turns at the microphone were Clayton Tschurgi, Fruit-

land, Ida.; Roger Rode, Baker, Ore., Rod Fritts and Ellis White, Ontario, Ore.; and Ken Troutt, Middleton, Ida.

Idaho Auction Mart Leased to Weseley

Bob Weseley has leased the Main Auction, Boise, Idaho, from owner Paul L. Owens. The change in management took place on February 1.

Col. Weseley is a graduate of Intermountain Auction Institute and has been working for the Main Auction for the past five years. This is a very successful furniture and merchandise auction in Idaho's capitol city.

Col. Owens is serving as Secretary of the Idaho Auctioneers Association and as President of the Intermountain Auction Institute. Cols. Weseley and Owens are both members of the National Auctioneers Association.

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Where the cross roads
of America meet
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Mark your calendar
July 19-20-21
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hospitality at the Cornhusker Hotel.
Lincoln, Nebraska

OUR NATIONAL CONVENTION

Stambler Conducts Cancer Benefit Auction

A total of \$2,750.00 was raised by NAA member, Louis L. Stambler, Honolulu, in a benefit auction for the American Cancer Society.

Held at the Moana Hotel, in the banyan court, right after the HAWAII CALLS PROGRAM, the auction was termed a huge success. Mr. Stambler was presented a Certificate of Appreciation for his important role in making it the most successful Special Event the Hawaii Division of the American Cancer Society ever staged.

As an added highlight, the Governor of Hawaii auctioned off one of the items.

Two weeks were spent by the staff of Stambler Enterprises in gathering merchandise consisting of monkey pod, aloha shirts, muumuus, Hawaiian perfumes, dinners at all the leading hotels, week-ends at

some of the swanky resorts, tours, island fruits shipped anywhere in the states and other items.

In the letter of appreciation from Unit President and the Director of the Crusade, we quote: "To give you an idea of what \$2,750 means in terms of research — it will pay over a half-year's salary for a research associate (with an advanced technical degree) doing cancer research. It will buy five powerful microscopes for cell studies, or 125 units of human serum, or one heart-lung machine for drug profusion. It would also buy approximately one quarter gram of cobalt 60 for radiation research, or a 78 day supply of radium needles, or about 40 blood cell calculators used in leukemia studies.



William F. "Bill" Quinn, Governor of Hawaii, auctions off item in Cancer Benefit sale which was held under the direction of NAA member, Louis L. Stambler, standing in the background.



The Massachusetts State Auctioneers Association met March 5 at Motel 128, Dedham. Featured speaker was Hon. Edward J. McCormack, Jr., Attorney General for the Commonwealth of Massachusetts.

Left to right (seated): Henry Berman, First Vice-President; Attorney General McCormack; William Moon, President

Left to right (standing): Edmond R. Valladoa, Secretary; Phillip Goldstein, Program Chairman; and Ken MacLeod, Second vice-President.

Idaho Auctioneer, Earl Walter Dies

Col. Earl Walter, 72, one of the nation's top livestock auctioneers, died March 9 at his home in Filer, Idaho, after a lingering illness.

Col. Walter was born March 12, 1889, at Orrville, Ohio. He started his auctioneering business in 1909 after graduating from the Jones School of Auctioneering at Chicago. He was married to Bernice Faust on April 5, 1910, in Orrville, and moved to Idaho the same month. For almost 40 years he conducted many western cattle and sheep sales.

When the Idaho Auctioneers Association was formed in July, 1960, Col. Walter was in attendance at the organizational meeting and became a Charter Member. He had been a member of the National Auctioneers Association for many years.

He was also a member of the Idaho Wool Growers Association for 40 years; named to the Hickman Hall of Fame on Aug. 5, 1959; past master of the Filer Masonic Lodge, past president of Filer's Kiwanis Club, a member of the Filer Methodist Church and was named honorary member of the Future Farmers of America on March 27, 1959.

Col. Walter is survived by his widow and three sisters.

Books -- 50 Cents To \$21,000

Submitted by Col. B. G. Coats

If you would like to get rid of a few of those annoying bills, latch on to the two-part first edition of Harriet Beecher Stowe's **UNCLE TOM'S CABIN**, and some of your financial worries will be shelved permanently. The first issue has a picture of colored children playing on the title page, and was printed in Boston, 1852. Another similar favorite is the double volume of Louisa May Alcott's **LITTLE WOMEN**, Boston 1868-1869. The popularity of this American masterpiece has increased steadily and I would like to predict it being even more so in a hundred years. To distinguish the first edition, Volume One must NOT have the announcement of **LITTLE WOMEN**, part second, at the bottom of the last page of the text. Page 17 of same item has perfect type.

You can bank hundreds of dollars on this book if found in excellent condition. Age means nothing, but condition is extremely important. The rarest volume in the world would drop thousands of dollars in price, if its leaves were torn, covers missing, or more or less showed the ravages of old age or careless handling. Don't overlook old city directories, or those of any state for these bring nice prices. Any book printed in America between 1700 and 1800 that is not religious is a significant discovery.

Scholars of many universities and purchasers from private and public libraries are anxious to obtain splendid items of Americana, for first-hand observations, dairies, and reports that give many accurate descriptions of the life, and lives of American pioneers. These overland guides and narratives are in great demand and find a ready sale. In listing a few of the hundreds of desirable books, bound in cloth, boards and papers, I have stressed price to make people aware of their importance. Too many persons have thoughtlessly destroyed this type.

One hundred and sixty dollars was paid for a thirty-nine-page report of **THE FIRST GENERAL FESTIVAL OF THE RENOWNED MORMON BATTALION**. The original price was 50c. It was printed at the Deseret News Office, Great Salt Lake City, 1855.

One of the richest sources of early Western history was printed by the California Historical Society in 1928 (San Francisco), **JAMES CLYMAN — AMERICAN FRONTIERSMAN, 1792-1881, the ADVENTURES OF A TRAPPER AND COVERED WAGON EMIGRANT AS TOLD IN HIS OWN REMINISCENCES AND DAIRIES**. This book carries a price tag of \$125.

One of the real scarce overland narratives of 1848 was Riley Root's **JOURNAL OF TRAVELS FROM ST. LOUIS TO OREGON, WITH OBSERVATIONS OF THAT COUNTRY TOGETHER WITH A DESCRIPTION OF CALIFORNIA**, etc., Galesburg, Illinois, 1850. Would you throw it away knowing it possessed a value of \$450.00? C. Haskins' **THE ARGONAUTS OF CALIFORNIA** illustrated in New York 1890, is a much sought after book due mainly to its "Pioneer Index" listing the names of 35,000 hardy frontiersmen and women who reached the state by December 31st, 1849, how they arrived, etc. It's a splendid, true source of wealthy information for ancestors and historians. If you purchased a better than average copy of **THE CALIFORNIA AND OREGON TRAIL** by Francis Parkman, N.Y., 1849, from a book dealer, it would cost you somewhere in the neighborhood of \$150.00 to call it your own. But it would be well worth it because the first edition is now scarce, and getting scarcer. Scores of other Westerniana remain to be found and chronicled into United States history. Keep a sharp look out for these!

Following not too far behind the fabulous period of '49 was the Pike's Peak gold rush of 1858-59. Special collections are being formulated by librarians of the guidebook of this historic period. Seventeen of these printed aids to overland emigrants and gold seekers came off the presses in 1859. Many large libraries have none of these in their possession. Writers of these guide books were the object of ill feeling by many disappointed gold hunters, who often hung these authors in effigy for not finding the precious metal.

Between the years of 1683 and 1830, hundreds of quaint New England Primers were

IN UNITY THERE IS STRENGTH

published. These are today considerably in demand, and some of them, particularly the earlier ones, bring high prices. Books from the many, modern private presses are important and valuable. Colt, Grabhorn, Derrydale, Ashendene, and others produced superb artistic items, fine buildings, and magnificent printing on vellum. Here's a price example of the following Ashendene Press book.

THE HISTORIE OF DON-QUIXOTE OF THE MANCHA. Translated out of the Spanish by Thomas Shelton. 2 vols. 17 by 12 inches, printed boards and linen backs. Printed in red and black in double columns, many woodcut initials, 1927 — \$2.25. It's a likely bet you'd get rid of the following item first from the Grabhorn Press if you started house cleaning: WAR MESSAGE TO AMERICAN BUSINESS (from the Associated Clubs of the World) Studio Press, Indianapolis, July 11, 1918. Yet a copy of this lightly regarded (by the average person) item sold at auction for \$50.00.

The name Bruce Rogers symbolizes creative printing at its best. Rogers is known as one of the foremost living typographers. Though he does not have his own printing equipment, he designs and directs the production of his books which are desirable collecting gems in the universe of Bookdom. A copy of the limited edition of 135 copies of THE CENTAUR, a translation from French by G. B. Ives, designed by Bruce Rogers, Montague Press, 1915, brings \$100 in new condition.

All almanacs published in this country earlier than 1830 are desirable items for buyers of Americana. Please keep in mind that age does not determine the value of books. You can purchase a lot of volumes for a few dollars that were printed as far back as 1600. Old cook books along with fine old bird books are readily snapped up, especially if the prints of our feathered friends are good! Remember also that old songs are eagerly sought after by music lovers, and prize "up-for-grab" merchandise, Stephen Foster's first printing sheets. But there is one sheet music item you can cross off your list, that being "The Sidewalks of New York," an original of which has never been found.

Even the once lowly Dime Novel has now carved a deep niche in the Ivy Halls of Bookdom. Frank Merriwell and Nick Carter series have steadily advanced in value and importance throughout the last ten years, and the earlier and famous Beadle stories are classical Americana that brings excellent prices if in good clean readable condition.

In the past articles on books and their values have tended to stress the finding of valuable items such as TAMERLANE, Boston 1827 which brought \$21,000 and a copy of Poe's MURDERS IN THE RUE MORGUE, for which book collector Owen D. Young, shelled out the same fabulous amount of greenbacks. The point I am striving to make is that Auctioneers for years have been selling books published

Good enough is not good enough for the Auctioneer who would make his mark. He knows that big things are only little things put together. He knows that by attending every national convention of the N.A.A., it is possible to step over the arbitrary time limits of experience, to shorten the process by crowding achievements closer together and thus save many a wasted year. He knows that the best compensation for doing things is his ability to do more and by attending the national conventions of the N. A. A. his compensation is multiplied many times. He never neglects the opportunity to broaden his views. He moves on incessantly. He knows that his presence at every convention is a wise investment for future dividends. Have you made your reservation for the 1962 national convention? Do it now. Cornhusker Hotel, Lincoln, Nebraska, July 19-20-21.

in the last fifty years that have been worth from 50 cents to \$21,000. Many families have discarded volumes not knowing their value. Next time you have a sale of household goods and furnishings examine the books, examine everything as it pays dividends.

From the past, a pearl of wisdom is dropped by an unknown author. "In time take time while time doth last, for time is no time when time is past." You don't need a shovel to hit pay dirt in a collection of books.

Ken Conzelman Dies At Age of 41 Years

Kenneth A. Conzelman, Bozeman, Montana, nationally known Angus auctioneer, died at the Bozeman Deaconess Hospital



February 27. Death was attributed to cancer.

Col. Conzelman was active in the organization of the Montana Auctioneers Association a year ago and has been serving as Vice President of that organization. He was also a member of the National Auctioneers Association.

Born in Higginsville, Missouri, June 4, 1920, he is a son of August Conzelman, attended school in Higginsville, worked for livestock publications, and graduated from the Reppert School of Auctioneering before coming to Bozeman in 1947.

He has been active in the auction business in Gallatin as well as surrounding areas in the farm sale business. This was done in addition to selling purebred Angus throughout the country. In 1940 he was awarded the Missouri State Farmer Degree from the University of Missouri Animal Husbandry Department. He has been very active with the youth at the Montana Winter Fair in Bozeman as well as active in the Montana Angus Association and the South Montana Angus Association of which he was a member.

He married Kathryn Douglas Williams in Las Vegas, Nev., in 1955. He is survived by his wife, Kay Conzelman, a son, Jimmy, and a sister, Mrs. C. W. Hook, of Higginsville, Mo.

Ken was a very energetic enthusiast of Angus cattle and his attendance and participation in most every Angus event in the west will be greatly missed.

Spanish Portrait May Cost \$770,000

LONDON—Senior members of Sotheby's Auction House will go to Spain May 4 to sell Rubens' portrait of the Duke of Lerna.

Sotheby's expects it will be sold for at least \$770,000 and if the buyer plans to take it out of Spain, the price automatically increases 30%.

Spanish law requires that the painting be sold in Spain.

"A foreign purchaser could get a license to export it if he pays to the Spanish government a tax amounting to 30% of the purchase price," he explained.

Wilson said the portrait on a canvas measuring 9½ x 6 feet is the last great Rubens still in private hands. It was painted in 1901, when Rubens was 24.

Its owner, a descendant of the duke, died recently and the portrait is part of his estate.

Houston Hotel Brings \$1,400,000 at Auction

The Warwick Apartment Hotel, located at 5701 Main street, Houston, Texas, was sold at public auction Monday evening, February 19, for \$1,400,000. The 11 story structure and adjoining two story garage building was built in 1925 and has long been the address for many prominent Houstonians.

The auction was conducted by the firm of J. O. Lawlis Associates, 6th Floor Central National Bank Building, assisted by Gerth Realty Experts of New Orleans, Louisiana. According to J. O. Lawlis, president of the firm, the sale was the largest ever seen in this part of the country both in point of attendance and in dollar value. Over 350 persons flocked to the Brazos Room of Houston's Rice Hotel, where the sale was conducted. Due to the extraordinarily large turnout of bidders and spectators, it was necessary to accommodate some of the crowd in an adjoining room.

The sale climaxed an intensive 35 day nationwide campaign of newspaper, trade journal, radio, and direct mail advertising, reinforced by a personal selling campaign.

The bidding began as Lawlis accepted the opening bid of \$600,000 and progressed in bids of \$100,000 and \$200,000 until the field was narrowed down to only two remaining bidders. The successful bidder was Mr. Radford Byerly, an attorney representing the local John W. Mecom oil interests.

According to Lawlis, the sale was of particular significance to the auction profession in this area, since it served to demonstrate the effectiveness of a properly conducted auction in an area where the method has not been widely used to sell large real property.

Indiana Feeder Auctions Increase

Sales at 18 Indiana feeder calf and 41 feeder pig auctions last year totaled \$2,628,530 — almost \$620,000 higher than in 1960, according to Ken MacDonald, Purdue University extension animal scientist.

Total cattle sales were \$1,730,920, compared to \$1,414,481 in 1960. Gross sales at



NAA member, J. O. Lawlis, Houston, Texas, calls bid of \$1,400,000 at climax of Warwick Hotel auction.

the pig auctions amounted to \$987,610, compared to \$591,462 the previous year.

Cattle sold totaled 14,685, about 2,270 more than in 1960; they weighed an average of 500 pounds. The calves, including yearlings, brought an average price of \$24 per hundredweight, compared to \$23 in 1960.

A total of 56,814 pigs went under the auctioneer hammer. This was almost 16,700 more than in 1960. The pigs averaged 58 pounds and brought an average of \$27.52 per hundredweight, compared to \$25.28 at the 1960 sales.

Three hundred nineteen calves were auctioned at the first sale 11 years ago. The pig auctions were started in 1954, when 1,385 pigs were sold.

Purdue animal scientists and personnel from the Indiana Farm Bureau livestock department and Producers' association sorted the animals to be sold as to quality, type and weight. Southern Indiana feeder auction associations sponsor the sales in cooperation with agriculture extension at Purdue.

Saving old love letters is as dangerous as not saving cancelled checks.

Mr. and Mrs. Dan Fuller Married 60 Years



Col. and Mrs. Dan J. Fuller, Albion, Nebr., celebrated their 60th Wedding Anniversary on February 25th. The Fullers, pictured above in a photo taken for the occasion, have a host of friends throughout the auction profession as well as in other walks of life.

Col. Fuller, who turned a hale and hearty 80 last May, has been an auctioneer and realtor for the past 61 years and is still going strong. Dan estimates that he has conducted more than 8,500 sales in this span of time.

Dan Fuller is probably the oldest practicing auctioneer in Nebraska. He started his career at Oxford, Ind., 40 miles from the farm on which he was born in Iroquois, Illinois.

He married his hometown sweetheart of Woodland, Ill., February 26, 1902. Mrs. Fuller was her husband's companion in the office and accompanied him to many conventions, but never to sales. She discontinued going to the office after breaking her leg a few years ago in a fall down the stairs from the office.

The Fullers came to Nebraska in 1910, looking for "wider horizons" than Dan believed existed in Indiana. Dan Fuller pioneered the land auction business in Nebraska. He has sold not one but several farms in the same day many times. The largest number ever sold in one day was on June 14, 1951, when he sold ten farms totalling 2515 acres. Sale of the first farm was opened at 1:00 P.M. and the farms were all sold by 4:00 P.M.

To indicate that he is not ready to retire, two days before the afore-mentioned celebration, (Feb. 23) he sold the 757 acre land sale for the Ned Murphy estate near Spalding, Nebr. In spite of the severe winter weather that has been experienced in Nebraska the past few months he has been active every day.

When he is not auctioneering, Col. Fuller puts in full days at his office, where he is in partnership with Leon Nelson and Ray Flanagan, operators of a sales pavilion.

Col. Fuller is a past president of the Nebraska Auctioneers Association, a past director of the National Auctioneers Association,

and past president of the Norfolk (Nebr.) Board of Realtors. He has appeared on many programs at State and National Auctioneers conventions.

Col. and Mrs. Fuller have three daughters, Mrs. F. A. Danielson, Oakland, Nebr., Mrs. Maynard Findley, Albion, Nebr., and Beatrice Fuller, a teacher at Banning, Calif.

Oklahomans Hold Quarterly Meeting

The Oklahoma State Auctioneers Association, which is now entering into its seventh year, held its second quarterly meeting March 17, 1962 at The Village, Oklahoma.

V. K. Crowell, President reported a very good attendance and not only were five new members acquired but five of their charter members which have been non-active for sometime, were reinstated.

The meeting, held at Hart's Cafeteria in Casady Square, convened at 10:30 a.m. with a call to order and pledge of allegiance to the flag. After all business was taken care of, Col. Dale Walker of WKY and Col. Dale Brown, president of Fort Smith School of Auctioneering were guest speakers for the morning.

Immediately following lunch, a welcome was given by Mayor Tom Graham and invocation by Father Dolan.

Guest speakers for the afternoon were: John Draper of Better Business Bureau speaking on "Responsibilities to Public"; Joe Frizzell, secretary of Oklahoma Real Estate Commission; James Harrod, Oklahoma County Attonrey, speaking on "Present Laws Now In Effect" and Cleeta John Rogers, Senator from Oklahoma County, speaking on 'Procedure of Introducnig Bills to Legislature'.

Other officers, besides the president, Crowell, include; Verne Brown, first vice-president, Chickasha; George Shults, second vice-president, Enid; and Bryan "Bill" Blew, secretary-treasurer, Cherokee.

Directors of the Association are: Delbert Winchester, ex-officio, Enid; Bob Goss, Carmen; Melvin M Cherry, Fletcher, and Joe Burgert, Ponca City.

Auction Cancelled; Meeting Planned

The giant Charity Auction planned for this month by the Virginia Auctioneers Association has been postponed. Reason for postponement was the serious illness of the administrator of the Crippled Childrens Home at Roanoke, who was to be the recipient of the proceeds.

Annual State Meeting of this organization will be held on the evening of Saturday, April 28. All Virginia auctioneers and their wives will be guests at a 7:00 P.M. dinner of the Virginia Auctioneers Association. An interesting and important program will follow.

It is hoped that this will be the biggest and best meeting ever held by this organization. Bernard Hart, Secretary of the National Auctioneers Association, will be among the featured guest speakers.

Official Auctioneer

H. W. "Bill" Hauschildt, Secretary-Treasurer of the Colorado Auctioneers Association, has been appointed as official auctioneer for the City and County of Denver. Bill Hauschildt is one of the real workhorses of this profession and his latest appointment is a most deserving one.

If we take an interest in what interests other Auctioneers, they in turn will take an interest in what interests us. That is what makes a national convention of the N.A.A. so interesting and constructive. Every time an idea is exchanged its power is multiplied. As others share their knowledge with you, come to the national convention and share your knowledge with them. July 19 - 20 - 21. Lincoln, Nebraska.

A Look Into The Past History Of Auctioneering

By JUDITH REAGAN

The history of auctioneering, like many other professions, goes back to very ancient times. Heroditus gives accounts of the great auctions held throughout Babylon. In those days parents with surplus daughters, particularly those lacking in pulchritude, sold them in the auction market where swains of limited means could get bargains in wives.

After the Roman military victories, captives were sold on the auction block to help pay the cost of the military campaign. On through from ancient to medieval times auction methods were used in an increasing degree of importance. The slave auctions in our own Southland were a comparatively recent occurrence. Handbills and advertisements offering slaves at auction are now sold at a good price by dealers as curios. Book auctions were held the latter part of the 17th Century in Holland; before that, art auctions had become common in England. After the turn of the present century, stamp auctions came in and are now held in weekly intervals throughout the country.

The origin of auction merchandise in olden times was similar in a way to that of today. Quite a few auctions originate from disagreement among beneficiaries in an estate. When personal property cannot be divided, it goes to auction and the residue divided in money. Sometimes a dispute arises in the appraisal and the auction is used as a means of equitable settlement.

In small English towns reverse auctions are held. The auctioneer starts at a high figure and keeps dropping down. When he gets low enough, the buyer bids and gets the object. If several bid at a certain price, he starts back up using the usual stimulation of one wanting to get an article from another.

A small city in Asia Minor, to this day, requires that nothing be sold, except at auction. In our own country Yankee peddlers auctioned housewares through the rural sections up to the time of the Civil War.

The Whitechapel section of London is famous for its many auction galleries. New York comes next, probably assuming prime importance since the war. Paris, Berlin, Istanbul and other world metropolises maintain important establishments. In fact, the Near East and Far East trade centers attract buyers from the world's markets seeking the handicraft of their nationals.

Fads have swept over the world at periods like the tulip craze of medieval times. About two hundred years ago a sea-shell craze gripped Europe. It had become popular to collect shells, many of the nobility leading in the hobby. Auctions were established in London where, regularly, rare specimens from throughout the world were sold to the highest bidder. Lord Baltimore, who established the city bearing his name, was an ardent shell collector. He accumulated one of the great collections of the world.

Peculiarly, the collection he gathered descended in his line until the last war when it was sent to New York and auctioned.

Kentucky Farm Sale

SCOTTSVILLE, KY. — On March 13th Carter Realty Auction Company sold the farm, livestock, tools, etc., belonging to Mr. and Mrs. Homer Carter, total sale being \$27,049.00.

This was one of the most successful sales in this community in recent months.

A 1958 John Deere Tractor brought \$2,400.00

20 cows brought from \$180.00 to \$285.00 each.

The 122½ acre farm brought \$18,000.00.

Mr. and Mrs. Carter were highly pleased with this sale which was conducted by C. M. Carter, Sr., and his son, J. C. Carter. The senior Col. Carter is one of the nation's veteran auctioneers and still quite active. The Carters are members of the National, Kentucky and Tennessee Auctioneers Associations.

"The Auctioneer" of Ten Years Ago Was A Four Page Folder

Editor, John W. Rhodes of Legrand, Iowa, expressed his regrets at having only a pamphlet sized edition for April 1952. Due to material getting in late and pictures returning behind schedule, it was a necessity to skip the regular sized magazine in order to catch up.

In his letter, Mr. Rhodes told of the growth and friendliness of the NAA.

"It is a good thing to receive letters from Col. Davis every week telling me that certain other men have joined the N.A.A. and that others have renewed their membership. The organization is growing and it causes me to be glad that I was asked to become a member when the N.A.A. was comparatively young and small and that I have been a part of the group who have weathered the storms of a few years ago and who are destined to grow into a great association. I would not take many dollars for the association I have had with men from all over the Union whom I have met because of the N.A.A. I know you must feel the same way and when you all gather at Minneapolis and see what has been planned for us there you'll begin to see what can be done by a group of auctioneers who have it

in their hearts to get along with one another in the spirit of friendly fellowship."

June 6 and 7 was announced the date of the Minnesota State Meeting to be held at Mankato, Minnesota. One, Col. Jack Major of Paducah, Kentucky, was to be main speaker at this gathering. He had spoken the previous year at the National Convention at Decatur, Illinois.

Leon Gatson Dies Following Stroke

Col. Leon S. Gatson, Winchester, Ky., died February 2 in Veterans Hospital, in Lexington, Ky. He had suffered a paralytic stroke on December 17.

Col. Gatson who was 52 years old at the time of his death was a member of the Central Baptist Church, the National Auctioneers Association, Kentucky Auctioneers Association and the American Legion. He was a graduate of the Reish School of Auctioneering, Mason City, Iowa.

He is survived by his wife, his parents and two brothers.

Col. Gatson was very active as an auctioneer and real estate broker and he had worked with the late Col. W. P. Scully on many occasions including the large auction in Lexington mentioned in Col. Scully's death notice in last month's issue.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Thought some of the readers of "The Auctioneer" might be interested and amused in some of the exploits of a brand new auctioneer. Also maybe I can find out what I'm doing wrong.

In August of 1961, I came bouncing home full of vinegar from Repperts School of Auctioneering at Decatur, Indiana where I had just graduated. Felt sure I could set the auction business on fire. I immediately ran ads in the local newspapers, built a beautiful redwood sign in my yard, had a carpenter build the most gorgeous auction stand you ever laid eyes on. Had a sign painter cover the stand with

advertising in red letters. I bought the latest "Bell Sound System" and bought a new hat, suit, boots, gavel, cane and waited for the phone calls to pour in. After waiting six weeks and no calls, I began to wonder what was wrong so I jumped in my car and started canvassing the neighborhood for consignments of merchandise.

I got a farmer down the road to let me use his farm for the sale. I rounded up quite an assortment of merchandise from living room furniture to farm machinery. I ran into a problem however. A lot of my neighboring farmers were willing to consign old machinery, deep well pumps, lawn mowers, welding machines, and etc.,

IN UNITY THERE IS STRENGTH

but they all wanted me to get a certain price or no sale. Of course, I refused to do this but I did assure them that since I was a super salesman I would get them good prices. Well, some of these large items sold and some didn't. Since a few of these guys bid their own stuff in if it didn't bring what they wanted. We wound up with \$393.20 for the whole ball of wax which wasn't too bad considering it was mostly small stuff and junk. This is one of the problems with a consignment sale. I've found these old boys will give you some stuff an old auctioneer would have trouble with, want a big price for it and then sit back and say "go to it."

After that sale, I've sent every attorney and judge in the county (over 400 of them since Canton alone has 288 attorneys) a letter asking for their auction business. I solicited the county sheriff, Chief of Police, and a few realtors.

I joined the local Grange, Lions Club, am taking public speaking at the local high school and started attending church every Sunday instead of now and then. So even if I'm not making any money out of these things, I'm getting to be a hell of a good guy. I joined both the National and Ohio Associations and attended the two day meet in Columbus January 13 and 14. I had a good time and got to rub elbows with some of the fellows that are doing the auction business in Ohio.

Hope none of your readers take this letter wrong. I'm not crying on nobody's shoulder. I'm having a good time and the auction business is becoming a challenge to me. As the old fellow said, "I ain't making any money, but I'm having a whale of a lot of fun."

I'd welcome some comment from some of the old-timers as to what I'm doing wrong. To the new guys like myself I would recommend the things I have already done as being of benefit and besides it will keep you out of mischief.

Sincerely yours,
Thomas E. Taylor
Alliance, Ohio

P.S.:

We have 27 licensed auctioneers in my county plus 8 weekly small auction houses within six miles of Canton, so maybe that is part of my trouble.

Dear Col. Hart:

Please find enclosed (2) clippings from a local northwest paper, in regards to a very good auction sale.

I see by "The Auctioneer" you have knowledge of the Don Hight sale in South Dakota. These are two excellent examples that the "big cattle operators" obviously sense the greatest possible return for their livestock is the Auction method of selling by a PROFESSIONAL AUCTIONEER.

(My personal note). May I ask all Auctioneers concerned WHY did Don Hight choose to drive them overland in adverse weather just to have an auction? To have fun punching cows?

WHY did this tremendous cattle spread in Oregon decide to sell also by auction? Is it not a fact, since both articles have appeared in public print, PROOF enough if large operators have chosen the AUCTION method of selling, the disposing of large quantities of one particular kind of stock, or merchandise, is it impossible to convince the small operator to do the same? I believe "so as they say" constant hard selling, honesty and upholding the dignity and integrity of the Auctioneer's calling, without the controls from the outside inexperienced pressure groups, the auctioneers can and will be one of the highest rated men in our ever expanding business world.

Also, wasn't that the most discriminating and unscrupulous real estate commission you ever heard of in Elaine Rogers Richman's letter in the February issue? Her quote: "blow to auction" etc. then at the same time read just the opposite in our favor about livestock?

I would like very much to be in the position to tell all the world of such goings on and be able to convince them to consider some changes in some of their dealings. To have all Auctioneers, forever uphold the profession to the utmost esteem of our calling.

Your Auctioneering Friend
Col. M. J. Ford
Usk, Washington

I have enclosed a bank money order for the amount of \$10.00 in payment of my dues.

I would like to take this opportunity to wish the N.A.A. and all of its members peace and prosperity in the year of 1962.

IN UNITY THERE IS STRENGTH

I hope with all sincerity that this year our association will be linked closer together in the chain of fellowship through friendship and cooperation.

Cordially yours
Irvin B. Bowman
Greenville, Ohio

Hi Bernie:

I would like to thank all my instructors at the past session of the Reppert School of Auctioneering at Decatur, Indiana for my instructions, also that my first sale (which was an antique and collector's items type) more than took care of my three week stay at school and then some. Have had several since then, have good one booked for March 5. I will try to make convention this year if at all possible.

Sincerely yours,
Homer "Junior" Harden
Greensboro, N. Carolina

Dear Col. Hart:

Enclosed is my check for 1962 membership. Sorry I am late in sending it and I sure don't want to miss a single copy of "The Auctioneer." I learn a lot from it.

I want to tell you how much I enjoyed my visit with you and your talk, while here at the Iowa Auctioneers Convention last Fall at Spencer.

I went to Glenwood last Monday and helped Col. Bloomer with a sale he had. I really enjoyed working with Mike.

Sincerely,
Lennis W. Bloomquist
Pocahontas, Iowa

* * * *

Dear Bernie

Here is my check for membership dues. Sorry to be so late. Don't want to miss "The Auctioneer" so keep it coming. Enjoy reading it and wish more "Cols." would take the time to write articles. Would like to thank the ones who write for the magazine.

Sincerely,
Harold Flanagan
Leon, Iowa

P. S. Lots of snow here this winter. I am sending you a picture from the paper. Garden Grove is eight miles northeast of Leon. Also I am enclosing a sale bill. I had a very nice day for the sale and a large

crowd. Cows sold up to \$219, heifers \$185, gilts \$80, and feeder pigs \$20. Owner well pleased and I've booked his machinery sale for later date.

* * * *

Dear Bernie:

Enclosed you will find a check for \$12.50. This will cover my dues for 1962 and pay for a lapel pin. Also, please note my change of address.

Hope all is well with you, we are doing well in the Youngstown area. I am doing full time auctioneering now and keeping real busy.

Sincerely,
William Ware
Youngstown, Ohio
* * * *

Dear Bernie:

Enclosed is a check for my 1962 membership, 4 decals and 3 bumper strips.

I enjoy reading "The Auctioneer" every month and don't want to miss an issue. It is read from cover to cover before it is ever put down. The first thing I look at is the list of memberships. I am very disappointed to see only a few of my classmates joined the Association. I was a December 1960 Grad from the Missouri Auction School.

Bernie, I have wanted to write a small column for "The Auctioneer" but it seems that every time I try to write something comes up and I have to let it go. I will make you a promise to do this before the year is out. I am not much at writing but give me a loud speaker and I can go all day, just a big bag of wind.

I would like to say Thanks at this time for doing such a wonderful job as Editor and Secretary for the Association.

Yours Truly,
Bill Blasengame
East Cleveland, Ohio
* * * *

Dear Bernard:

Since joining the N.A.A. last July, I have enjoyed very much receiving "The Auctioneer."

Now I realize there are many other beginning auctioneers in the same circumstances as I am. It's rough getting started, but I get a lot of pointers and good advice from the articles you publish.

Enclosed is \$2.00 for bumper strips.

Thank you.

Duane Oberlin,
Hamilton, Indiana

IN UNITY THERE IS STRENGTH

Dear Sir:

Please send an insignia cut to the address listed below. Enclosed find my check in the amount of \$2.50 for same.

I am a short time member but always look forward to and enjoy THE AUCTIONEER. All of the articles are interesting and many are very informative. Some day we will have a state association. Everything is growing by leaps and bounds out here.

My best regards,
Chas. L. Alber
Mesa, Arizona

* * * *

Dear Bernie:

Greetings and salutations. Just got out of the hospital and back to work again on the old saw dust trail. I have enough sales to keep me busy. Have a picture and little story to send you in the near future. Enclosed check to take care of 1962 dues and the booster page. Hope this little note finds you and yours in the best of health and the pink of condition.

Auctioneeringly yours,
Jim Wilson
Youngstown, Ohio

* * * *

Dear Col. Hart:

I received my first copies of "The Auctioneer" today and I enjoy it very much.

I am a graduate of the Western College of Auctioneering, class of June 1961 and this is the first year to be in the NAA and I am proud to say I am a member.

Enclosed is a check for \$2.00 for 4 decals and 3 Bumper strips.

Auctioneeringly yours,
Paul W. Leiker
San Bernardino, California

* * * *

Dear Sir:

Uncle Sam is now the man who I am working for. But I am enclosing \$10 for my Association dues. (I have enjoyed the NAA very much).

I thank you and wish all the NAA members the best in 1962.

Yours truly,
Larry Cap,
Sioux Falls, South Dakota

* * * *

Dear Sir:

Enclosed, please find payment for my renewal dues, also the additional is for

annual dues and a lapel pin, for my good friend, Col. Ansel T. Sanderson of 613 East Cherry Avenue, Jonesboro, Arkansas.

Col. Sanderson is an all time great, known as the "King of Auctioneers" in North East Arkansas and South East Missouri. He served over fifty years as a very successful auctioneer. In late 1956, he suffered a stroke which forced his retirement.

At age eleven I started going to Col. Sanderson's sales, and did so for many years, which finally led me to Reisch Auction School in Mason City, Iowa. I appreciate Col. Sanderson's friendship and encouragement which has been a lot of help to me in the past.

Very truly yours,
Bill Massey
Jonesboro, Arkansas

P.S. Please find additional payment to add my name to the booster page in "The Auctioneer."

REGARDING THE GRIEVANCE COMMITTEE

Last year's Grievance Committee has submitted the following suggested procedure for future actions of that Committee:

(1) Complaint will be submitted in writing, stating Section of Constitution, By-Laws or Code of Ethics upon which the Complaint is tiled and nature of said complaint must be described in full.

(2) Complaint shall be filed not less than 30 days preceding National Convention in order that defendant may be informed prior to meeting time. All complaints must be filed with the Secretary at the Executive Offices of the NAA.

(3) Both plaintiff and defendant shall be requested to submit written briefs to committee and they shall become the permanent possession of the NAA.

(4) Committee will hold first meeting on Wednesday afternoon prior to official opening of convention and shall meet as many times thereafter as is necessary.

Kentucky Holds Its Fifth Convention

By MARTHA KURTZ, Secretary

The Fifth Annual Convention of the Kentucky Auctioneers Association was held at Mammoth Cave State Park Hotel, February 4th and 5th.

Highlights of the Convention were talks given by Col. M. M. Mobley, Mt. Carmel, Illinois, an auctioneer speaking on "Farm Sales". Other speakers were Dr. Elwood Rowsey of Park City; the Hon. William B. Jones, of Glasgow, "Laws Pertaining to Auctions and Auctioneers", Col. Fred Ramsey, Madison, Tennessee "Real Estate Auctions" and Herbert L. Brown, a C.P.A. of Campbellsville, "Taxes on Real Estate".

George M. Kurtz of Sturgis succeeded Edwin Freeman, Harrodsburg as president of the Kentucky Auctioneers Association. Edgar C. Walker, Bowling Green was elected Vice President of the Association. Martha J. Kurtz, Sturgis was re-elected for 3rd term as Secretary and Treasurer.

Directors for the group are Johnnie Taylor, Glasgow; Adrian Atherton, Hodgenville; Edwin Freeman, Harrodsburg; John L. Cummins, Cynthiana; Wayne Kessler, Campbellsville; W. C. Ledford, Lancaster;

J. T. Denton, Lexington; and Lawrence Mudd, Owensboro.

Mrs. Owen M. Faust, Louisville, was elected President of the Ladies Auxiliary.

There were 40 auctioneers and their wives present at the convention.

TIME OUT — COMERCIAL

An Auctioneer was hunting in the woods. A terrible storm came up. He looked for shelter, but there was none. It was raining in torrents. He crawled into a hollow log. It fit snugly. The rain lasted for hours and the water soaked through the wood. The log began to contract.

The storm abated and the Auctioneer tried but could not get out. He strained but to no avail. The log held him tight. He knew he would die of starvation unless he could free himself. His whole life flashed before him, especially his mistakes. Suddenly, he remembered he had not paid his dues in the N.A.A. This made him feel so small that he was able to crawl out of the log.

The moral of the story is: Do not let your dues accumulate until you are in a tight pinch.



NEW OFFICERS OF THE KENTUCKY AUCTIONEERS ASSOCIATION—Edgar Walker, Vice President (left); Martha Kurtz, Secretary (Center); George Kurtz, President (right).

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Brad L. Wooley, 7017 Hillwood Dr., Little Rock
Secretary: James W. Arnold, Howard Dr., Magnolia

Colorado Auctioneers Association

President: Lyle D. Woodward, 2942 S. Cherry Way, Denver 22
Secretary: H. W. Hauschildt, 2575 S. Broadway, Denver 10

Idaho Auctioneers Association

President: Harvey Iverson, Gooding
Secretary: Paul L. Owens, 2900 Main St., Boise

Illinois State Auctioneers Association

President: Charles Knapp, Cissna Park
Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

President: Russell Kruse, R.R. 2, Auburn
Secretary: Maynard Lehman, 406 Center St., Berne

Iowa State Auctioneers Association

President: F. E. "Mike" Bloomer, R. R. 3, Glenwood
Secretary: Lennis W. Bloomquist, RFD 2, Pocahontas

Kansas Auctioneers Association

President: W. O. Harris, Wetmore
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: Edwin Freeman, Harrodsburg
Secretary: Martha Kurtz, Sturgis

Auctioneers Association of Maryland

President: John Miller, Jr., 120 W. North Ave., Baltimore
Secretary: Barr Harris, 875 N. Howard St., Baltimore

Massachusetts Auctioneers Association

President: William F. Moon, RFD 1, North Attleboro
Secretary: Edmond R. Valladoa, Route 6, Mattapoisett

Michigan Auctioneers Association

President: Glenn Casey, 702 E. Grand River, Williamston
Secretary: Stan Perkins, Rt. 2, Swartz Creek

Minnesota State Auctioneers Association

President: Hubert Pinske, Arlington
Secretary: Frank A. Sloan, 1711 Olson Highway, Minneapolis 5

Missouri State Auctioneers Association

President: Ken Barnicle, Rt. 1, Ellisville
Secretary: Don Albertson, Green City

Montana Auctioneers Association

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

Nebraska Auctioneers Association

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

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

President: Frank Schurich, Fairlawn
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Arnold Ford, 13 Martin Dr., Rome
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

Auctioneers Association of N. Carolina

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

North Dakota Auctioneers Association

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

Ohio Association of Auctioneers

President: Emerson Marting, Rt. 3, Washington C. H.
Secretary: Richard Babb, 232 N. South St., Wilmington

Oklahoma State Auctioneers Association

President: V. K. Crowell, P.O. Box 8776, Oklahoma City, 14
Secretary: Bryan Blew, Box 203, Cherokee

Oregon Auctioneers Association

President: Marvin Ruby, 34½ W. Baseline Rd., Hillsboro
Secretary: Mrs. Lane Sudtell, 3915 Silverton Rd., Salem

Pennsylvania Auctioneers Association

President: R. M. Stewart, Box 37, Armagh
Secretary: Kenyon B. Brown, Box 388, Doylestown

South Carolina Auctioneers Association

President: C. E. Cunningham, P. O. Box 749, Greenwood
Secretary: Boyd Hicks, Greenwood

Tennessee Auctioneers Association

President: Fulton Beasley, 3rd Ave., Franklin
Secretary: E. B. Fulkerson, Rt. 4, Jonesboro

Texas Auctioneers Association

President: Walter Britten, College Station
Secretary: K. L. Espensen, 1109 Powers, Tyler

West Virginia Auctioneers Association

President: H. C. Staats, 1243 Oakhurst Dr., Charleston
Secretary: Wilson E. Woods, Webster Springs

Virginia Auctioneers Association

President: Richard C. Wright, Bridgewater
Secretary: Frank D. Sale, R. 1, Radford

Association of Wisconsin Auctioneers

President: James Gavin, 803 E. Main St., Reedsburg
Secretary: Joseph H. Donahoe, 706 Harriet St., Darlington

Wyoming Auctioneers Association

President: O. J. Mader, Buffalo
Secretary: Don Hoffman, Buffalo

THE LIGHTER SIDE . . .

LEARNED A LESSON

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

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

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

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

ADVISORS

Too many of us are like the old deacon who wound up a long prayer by saying: "Use me, O Lord, use me in Thy work—especially in an advisory capacity."

CHARITABLE

"Dear," the little woman reported, "a man came yesterday gathering contributions for the old clothes drive."

"Did you give him anything?" asked the husband.

"Yes, honey," she replied. "I gave him that 10-year-old suit of yours and that dress I bought last month."

SLIGHTLY ANEMIC

Two men were seated in the lobby of a blood donor station. One was an Eastern tourist; the other an Apache Indian. After staring a few minutes the tourist asked, "Are you a full-blooded Indian?"

"Well, no," replied the Apache thoughtfully, "I'm a pint short."

EACH HAS A POINT

The trouble with most every husband is that he wishes his wife could make bread like his mother, while she wishes hubby could make dough like her father.

COULD ANYTHING

We armed the Russians to whip the Germans, and maybe we'll arm the Germans to beat the Russians. And, we ask you, could anything be fairer?

A GIVEAWAY

Yawning is usually the act of a person's inadvertently opening his mouth when he wishes others would shut theirs.

THE VIEWPOINT

One man approached another in the street plainly belligerent. "See here, Jones," he began, "did you not bet me five dollars yesterday that it would be raining this morning?"

"I did," was the answer.

"Well, the sun's shining brightly, isn't it?"

"It is."

"You haven't offered to settle have you?"

"I have not."

"Well then, when are you going to settle?"

"Look here, Quirk, I am not going to pay that five dollars. In the first place, it's wrong to bet. I follow logically, in the second place, that it's wrong to pay a bet. I was weak enough to commit the first wrong, but I draw the line on the second. Two wrongs never make a right. There's a principal at stake in this thing. I've got to meet a man around the corner. Good morning."

SOUND ADVICE

"I suppose those bells are sounding an alarm of fire," sneeringly said a man, as the church bells were calling together the worshippers one Sunday morning.

An old clergyman who was passing at the time, overheard the remark, and turning quickly, looked into the face of the young man, and rejoined, "Yes, my friend, but the fire is not of this world."

HE'S CONVINCED

A firm advertising for a salesman received a reply from a man who said he was the greatest salesman in the world. They engaged him.

After he had been away a week they were surprised to get a telegram saying: "I am not the world's greatest salesman. The greatest salesman was the man who loaded you up with these goods."

IN UNITY THERE IS STRENGTH

SOUNDS LOGICAL

He: "why does a girl say she's been shopping when she hasn't bought a thing?"

She: "For the same reason a boy says he's been fishing."

BEST WISHES

An official who had occasion to write to a member of a Chinese colony, mindful of the Oriental's appreciation of flowery language and of his own duty to the cause of good public relations, ended his letter with the wish, "May Heaven preserve you always."

To the delight of the official's office staff, the Chinese responded with, "May Heaven pickle you, too."

EFFECTIVE TONIC

The ardent motorist animal lover was most distressed because he had run over a hare and saw it lying on the road taking its last gasps. He stopped his car and went back to put the animal out of its misery when another motorist stopped to offer help.

The second motorist, a chemist, fetched a bottle of tonic from his car and placed it under the nostrils of the hare. In a few seconds the hare revived and bolted thru the hedge and across the field.

"That's wonderful stuff," said the animal lover. "But what on earth is it?"

"Hair restorer," came the modest answer.

ONE GOOD TURN - - -

A man was sitting beside the deathbed of his partner. The partner knew he was doomed and said, with a sigh of repentance: "I've got a confession to make, partner, I robbed the firm of \$50,000, and sold the blueprints of the secret formula for \$250,000. I stole the letters from your desk that got your wife a divorce, and I'm—"

"Oh, don't worry, old chap—I poisoned you."

KING-SIZE TRICK

An eastern guest at a dude ranch was fascinated in watching a cowboy prepare himself a smoke. "It's wonderful," he finally remarked, "the way you can roll a cigarette with one hand."

"Tain't nothin'," the cowboy responded. "Gettin' the filter in is the hard part."

REASONABLE

"Why don't you play with Bobby any more?" a mother asked her 10-year-old son.

"Would you play with a boy who always wanted to be captain?" was the rejoinder.

"No," replied the mother, "I certainly would not."

"Well, neither will Bobby," said her son.

HAY, COMING AND GOING

Ole was taking his first American train ride and the train on which he was a passenger struck and killed a farmer's bull. In the law suit that followed, Ole was the star witness.

When Ole was called to the witness stand he began to elaborate on the waving fields of grain and the beautiful scenery. The judge interrupted and told Ole that time was short and to confine his testimony to the bull. He said, "Now Ole, when did you first see the bull?" and Ole replied, "I ban see bull leave alfalfa."

"Ole, what did you see next," said the judge. "I ban see alfalfa leave bull," was the answer.

OBLIGING

A man entered a Texas saloon with a piece of paper in his hand. He explained, "It's a list of all the men I can whip."

"Is my name on there?" demanded a broad-shouldered rancher menacingly.

"Yes."

"Well, you can't whip me!"

"Are you sure about that?"

"I right sure am," he replied as he rolled up his sleeve.

"Very well," replied the other. "I'll take your name off the list."

EGGSACTLY

A man boasted of having eaten forty-nine boiled eggs.

"Why did you not eat one more and make it fifty?" asked one of his listeners.

"Humph, do you want a man to make a hog of himself just for one egg?"

THE LAST WORD

A smug Englishman once declined a cigar from Pope Pius IX with the comment, "Thank you, Your Holiness," but I am not addicted to this vice." The cigar-smoking Pontiff snapped back, "It isn't a vice, or probably you would be."

NAA Member's Son To Editorial Post

Larry Sears, Grinnell, Iowa, became editor and advertising manager of THE AYSHIRE DIGEST on January 5 of this year. He is a son of Mr. and Mrs. Richard Sears, the former being a member of the National Auctioneers Association.

C. Cris Bridges, who has served as editor of the breed publication for the past ten years, has been named assistant to the general manager of Eastern States Exposition, Springfield, Mass.

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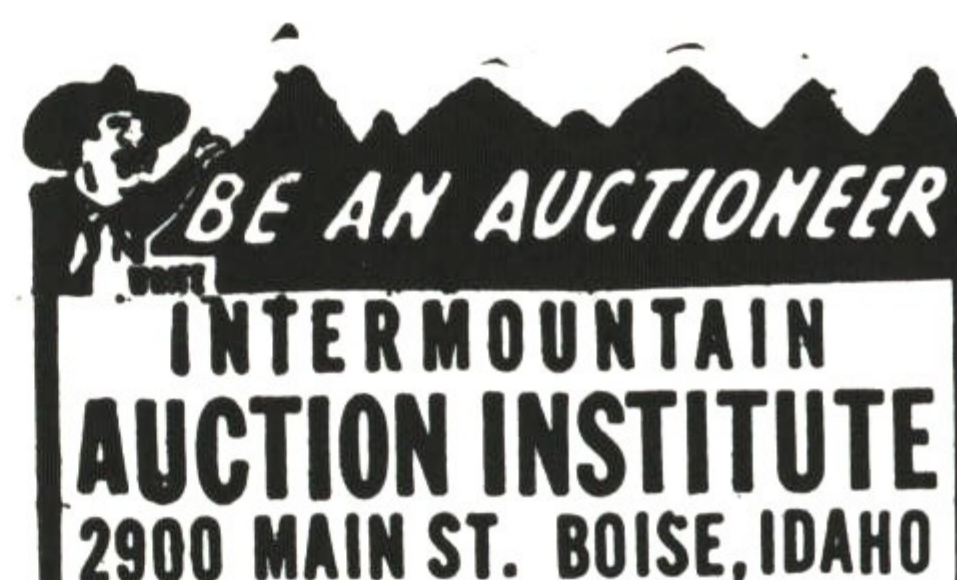
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PROGRAM

14th ANNUAL CONVENTION

NEBRASKA AUCTIONEERS ASSOCIATION

SUNDAY, MAY 6

VET'S CLUB, ALBION, NEBRASKA

- 9:30 Registration at Vet's Club. Coffee and Donuts
- 10:00 Board of Directors Meeting
- 10:30 Call to Order by President, Ray Flanagan
- 10:35 Welcome by Mayor, Thad H. Pittenger
- 10:45 Response by Dick Kane, Wisner, Nebraska
- 10:55 Secretary's and Treasurer's Reports, Leon S. Nelson
- 11:15 Introduction of Auctioneers and Guests
- 11:45 Adjourn
- 12:00 Luncheon: Auctioneers at Vet's Club, Auxiliary at Country Club

AFTERNOON PROGRAM

- 1:00 Meeting called to order by President
- 1:05 Introduction of Convention Chairman, Glen Helberg, North Platte, Nebraska
- 1:10 Panel Discussion and Question Box, Henry Buss, Moderator, Columbus, Nebraska. BE SURE TO HAVE YOUR QUESTIONS READY AND FILL THE QUESTION BOX AT THE REGISTRATION TABLE
- 1:40 Selling livestock at Auction Markets, Ronnie Woodward, Broken Bow,
- 1:55 General Farm Sales, Dick Shea, Sterling, Nebraska
- 2:10 Real Estate Sales, Dick Dolan, North Platte, Nebraska
- 2:25 Liability of Auctioneers for the Sale of Mortgaged Property, Stanley J. Oliverius, Attorney, Albion, Nebraska and Joe T. Vosoba, Attorney, Wilber, Nebraska
- 3:00 Auction Advertising, Les Blauvelt, Market Announcer for KOLN T.V., Lincoln, Nebraska and KGIN T.V., Grand Island, Nebraska
- 3:15 Importance of Auctioneers Associations, Bernard Hart, National Secretary, and Editor of "The Auctioneer".
- 3:30 Introduction of Thomas F. Kean, Jr., Manager Farm Advertising, "World Herald", Omaha, Nebraska
- 3:40 Horse Auctions, Eddie Morris, Ashland, Nebraska
- 3:45 Address by Charles Corkle, National Association, President
- 4:15 Election of Officers
- 4:50 Adjourn
- 5:00 Get Acquainted Hour at the Vet's Club

6:30 BANQUET AT VET'S CLUB

- | | |
|-------------------|--------------|
| Toastmaster | Glen Helberg |
| Invocation | Dean Fleming |

SPECIAL ENTERTAINMENT

Introduction of Nebraska Association Officers

Introduction of Nebraska Auxiliary Officers

NANCY FOREMAN, MISS NEBRASKA, 1961-1962, Albion, Nebraska. Guest Speaker, Dr. Frank Court, Lincoln, Nebraska.

"THE I'S HAVE IT"

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Association Group

Omaha 1, Nebraska

**I am interested in learning more about the
disability program of the National Auctioneers
Association.**

NAME

ADDRESS

CITY ZONE STATE