

the AUCTIONEER



"I JUST LOVE AUCTIONEERS BUT I
NEVER KNOW WHAT THEY ARE SAYING."

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

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Past President
Nebraska Auctioneers Assn.

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803 S. Columbia St. Frankfort
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FREE RIDERS

The following article, written by John Mock, is a reprint by permission from MID-WEST DEALER NEWS, Official Publication of the Mid-West Farm Equipment Association with headquarters in Omaha, Nebraska.

We thank the publishers for the privilege of reprinting this timely article as well as Tom Kean, auction sale advertising manager of the OMAHA WORLD-HERALD, who "discovered" the article for us. EDITOR

* * *

You won't find the words "Free Rider" in the dictionary. Not in my dictionary at any rate. I believe I know why. Just like its sister-title "Free Loader," it carries its own definition. In fact, the very **sound** of the name implies a scorn that makes any real man cringe, if guilty, or demand a "smile when you say that!" if innocent.

Personally, during fifteen years of working with several hundred top Professional, Trade and Civic Associations and Service Clubs, I have never found a single man who wanted, **really wanted**, to be a Free Rider, or would even **consider** himself a Free Rider. I have known non-members, while enjoying many of the blessings of their industry's Association's efforts, to justify their refusal-to-join in many ways. Warden Lawes, when head of Sing Sing, declared that he never knew a criminal who considered his crime, or crimes, as unjustified. The same principle applies to the Free Rider!

If there are any Executives of paid-membership Associations who haven't had the experience of fruitlessly trying to persuade recalcitrant hold-outs to join up, I have never met them. They are usually on the bitter side. "How," they ask despondently, "are you going to get through to these Free Riders?" The implication is, of course, that anyone who will not join the Association from which he derives benefits is obviously a Free Rider, and that there is nothing that can be done to appeal to such a selfish, shameless, anti-social, anti-American individual. That's the **easy way out**! With your assistance, I'd like to take a hopeful point-of-view, and

explore the possibilities of gathering the unenlightened Free Riders into the fold. Calling names won't do it. Objective examination might. Are you with me?

First, down deep, are you **sure** that your Association is furnishing valuable services to your members? This may seem to be an insulting question. Not at all. I have met a few, **very few** I'm happy to add, Executives who not only look at their employer (the Association) as a meal ticket which should be held on to at any cost; they also disrespectfully regarded their customers (the members) as a lazy, naive lot of oafs who could not sense rank deception when it was right in front of them. This rare, but none-the-less existent, type of Executive muddy the water for his conscientious, productive, creative contemporaries, and multiply their difficulties in building membership. As the inmate behind the fence of a mental institution informed the motorist whom he had just helped by giving some simple advice, "I may be crazy, but I'm not stupid!" Neither is the potential member stupid. If he has had the unpleasant experience of belonging to an Association where the Executive's objective was "job security at any price," he is like the burned child who is wary of fire. In such a case, your first "sale" is **not** that "membership doesn't cost — it pays," but that **all** Associations should not be condemned because of one negative experience. The mind must be opened before it can receive; until you open the mind of the "burned" prospective member, he cannot be checked off casualty as a Free Rider.

Then, there are **many** types of Free Riders. Keep in mind, please, as pointed out earlier, that it's **you** that consider them Free Riders, but they do **not** accept this classification. There is the serious, misguided individual who is still living dreamily in the Age of Rugged Individualism. He cannot be sold a membership until he is convinced that this is the Age of Organization and cooperative effort for the common good of the industry. Today, as never before, "No man is an island," but until you **achieve agreement** on this point, this type of Free Rider is a conscientious ob-

jector in his own esteem, untouched by any guilt complexes.

Again, you've met the avowed skeptic, who forcefully says he thinks that every Association is controlled by clique-domination for the advantage of the few rather than for the good of all. Top Executive clients have assured me that the best way to blast this alibi is to promise the complainant, that immediately upon joining, he will be placed on the particular committee or committees he suspects of malfeasance so he can take steps to correct the situation. This "put-up-or-shut-up" technique has the obvious merit of spotlighting the insincere objector. An insincere, opportunistic member is never an asset, is he?

Now, there is a saying that "birds of a feather flock together." But, some "birds" simply **don't** want to "flock." They are proud of the fact that they are not common "joiners." To sell this type of Free Rider, always assuming that his objections are sincere, he must be **convinced** that he is not joining a group of men, but an **organization** in which membership is not a matter of wearing a pin or a uniform, but in working together for self-protection and progress that will mean more profits. These "non-joiners" are rarely exclusive-minded enough to reject the possibilities of making more money.

Of course, always with us is the irritating chap who is sore at the Association because nobody has made a fuss over him. With this type, I have observed, an officer of the Association is the most effective salesman. I saw an excellent example of this when traveling with the President of a state Hardware Association some years ago. The two of us were calling upon a prospective non-member who had resisted joining although he was obviously good membership material. The President, well known as a successful and progressive merchant throughout the state, bluntly asked this man, "Why aren't you a member?" "Why should I join?" complained the merchant. "I have a beautifully remodeled store here, but has any member ever called on me to see it? Not one!" The President's reply was brutal, but inescapable. "How many stores have **you** visited?" he snapped. Mr. Resentful was stopped cold, but was man enough to admit "I guess you're right, at that!" and signed up after a friendly exchange of ideas. Only an intelligent Top

Col. C. B. Smith In Hospital

Col. C. B. Smith, Williamston, Mich., past President of the National Auctioneers Association, was admitted to the Hospital in Lansing, January 14, for observation and treatment. Col. Smith has long been a leader in organization of auctioneers and his forced absence from the annual convention of the Michigan Auctioneers Association, January 17, 18, was noted by all in attendance.

While it is not known at this writing the seriousness of Col. Smith's condition it is certain that he will be hospitalized for some time and a period of rest and recuperation will follow which will make it necessary for him to curtail the schedule he has been carrying out in the past. His many friends in the auction fraternity will be looking forward to news of his recovery.

Brass could have, I feel sure, gotten away with this remark, and a membership application as well, but harsh men sometimes require harsh methods.

One of the most aggravating Free Riders, and among the most difficult to sell, is the little boy who never grew up. You know the type. Everyone thought it was "so cute of Egbert" when he sneaked under the circus tent even though he had the ticket-money in his pocket. He still considers himself "cute," and is always trying to earn the description by still sneaking under the tents without paying. This type of Free Rider is the one possible exception that **will** acknowledge that he is a Free Rider — and **proud** of it. He will not accept the indisputable economic law that applies to all adults: "There is no such thing as a free meal." Such "poppcock" only serves to whet his appetite for more opportunities to establish his "cuteness," which he confuses with acumen. My advice to you on how to handle this Jolly Boy is the same given to me many times during the depression by my Sales Man-

ager: "Better get yourself another prospect!"

The last of the Free Riders I am going to investigate with you is the emotional misfit who is far better for the Association as a Free-Rider than as a Trouble-Maker. This type is represented by the centenarian who was asked by a big-city reporter on his 100th birthday, "I'll bet you've seen a lot of changes in your lifetime, eh, Dad?" to which the Aged One replied proudly, "Yup. Sure have. And I've been **agin** every durn one of 'em!" These "agin-ers," who are consistently negative, cannot help any progressive Association. It is one thing to object after careful consideration, and quite another to persistently object as a matter of personal philosophy. Again "get yourself another prospect!"

You and I could go on-and-on: There's the fellow who can't afford" a membership, but wouldn't think of refusing to buy insurance on that basis. He is difficult to find in a relaxed and receptive mood, however — he's always jumping into his air-conditioned Cadillac and dashing off to his club for a Big Deal when he sees you coming. However, these, and many others, can be "put on the line" with an enthusiastic presentation that hammers on "here's what we can do for **you**." But, bear in mind, please, that the "soft sell" is the more effective with an intangible such as yours. The experienced business man instinctively recognizes the truth of the experienced salesman's motto: "If you **sell hard**, it indicates you have something **hard to sell**." If **you** are whole-heartedly sold on your Association, and you have an established record of valuable helpfulness to members, simply offering the **opportunity** of sharing the advantages of membership is the most persuasive method you can use. You'll discover, by experiment, what is the most effective with your industry's people.

The lightning-like adjustments and adaptations to conditions that must be made in this age of jet-propelled, super-sonic-speed changes leave no hope for the small businessman who tries to "go it alone." How can **any** businessman, with limited capital and personnel, survive today without the services you offer? You know it, and your members know it, too, and to recognize that he does not choose between mem-

bership and non-membership today. His choice is between **survive** or **sink**.

Now, after the chips are down, there are still Free Riders who just can't make up their minds until they are forced. I made a recommendation to one Association, after a few interviews with non-members in a city where recruiting had met with an outstanding lack of success. It was a very simple, but realistically practical piece of advice: The next time a proposed industry tax came up before the City Council — a tax which could put most of them out of business — approach the panicked non-members **before** sending in the Legislative and P. R. teams to fight the battle with City Hall. **After** the battle was won, the non-members breathed a sigh of relief, relaxed, and said, that was fine, what have you done for me **today**?

The Free Rider, in my opinion and from my experience, is **not** a hopeless case. Usually, like the unfortunate maiden in the old melodrama, he is "more to be pitied than censured."

Approached with a rational, unemotional, objective point-of-view, selling the Free Rider, **if you really want him**, is no great problem. In fact, the problem is **his**, **not yours**! With the economy leaving the small and even big, business man no alternative except "join your peers or disappear," yours is a job of education as well as persuasion. But, it is a worthwhile job, and, when well done, one that yields countless rewards and satisfactions. Converting the Free Rider doesn't cost — it pays!

New Auction Book Being Published

"Sold—, To The Woman In The Green Hat," a book on auctioneering and auction sales, is one that will be of interest to all auctioneers for several reasons. The author is Emma Bailey, Brattleboro, Vermont, prominently known as Brattleboro's Woman Auctioneer.

The book is being published by Dodd Mead Co. and will soon be in the bookstores. Mrs. Bailey is a member of the National Auctioneers Association and carries the distinction of being the first woman invited into membership of the organization. She has held membership since 1952.

The Other Side of the Coin

By JOHN R. FISHDICK, Eagle River, Wisc.

In the December, 1961 issue of "The Auctioneer" the writer expressed a few ideas (not all original) on the value of membership in a trade association. The subject was not given to controversy, therefore I was surprised at the reader response, in fact it is at least one factor in my condescending to author this article.

I am well aware that the views which I shall express will not draw the plaudits of those in elective office but will rather be thought provoking to the average dues paying member.

My remarks will be strictly limited to associations on the **state level**, of which I have had intimate contact.

Having covered the value of associations in my original article, we shall now turn the coin over and look at realities. For convenience we shall call this side **ASSOCIATION SERVICES**. Due to space limitation and depth of the subject, I shall only touch briefly on those services which I feel are fundamental in any worthwhile trade association.

The author—real estate broker-auctioneer, former trade association executive, registered lobbyist, public speaker, past President Wisconsin Association of Trade Association Executives.

Assuming there are elective officers and directors we then drop down to the organizational chart to **COMMITTEES**, which are (if they function) the basic force of the association. Other than purely office duties the committees usually produce the greatest impact on membership services.

PUBLIC RELATIONS-PUBLICITY

Have you good press relations?

Do the people in your sphere of operation know about you?

Have you as an organization contributed your services to projects that are purely in the community interest?

COMMUNICATIONS

Does your association have good lines of communication between the members?

Are you using media such as bulletins, special notices, etc. to keep your membership up to date on activities (local,

state, national) and industry-wise?

LEGISLATIVE

Is your committee on top of the legislature when it is in session? Does your committee stand free to help legislators on legislation other than those bills which you want killed or passed?

Do they keep in touch with legislators when they are not in session?

EDUCATIONAL

Is this committee planning and conducting regional workshop-action group meetings? (We assume here that the Program committee handles the annual meeting).

This without a doubt is the most important functioning committee in any association. This is where the new member has the opportunity of realization that his dues return is more than just a membership card and the privilege to attend an annual meeting at his own expense. A Workshop seminar is where old and new members can discuss new techniques, put a new handle on old solid ideas, appraise trends in the industry and with a little give and take maybe solve a business problem.

In trade associations, and that includes Auctioneers — oh yes, some individuals will say, "Why should I divulge the tools of my trade to someone who will be my future competition?" My answer to that is, "that's old hat." In this day and age there are no trade secrets that cannot be procured legitimately for a price and in many, many cases for free.

To all of this some will say, well that's fine, but we can't afford it. My answer to you is that you had better review your dues structure with the view to upgrading it. Members do not buck on the amount of dues if there is a relation in services to the pay-out. The most closely allied profession to the auctioneers, I believe, are the Realtors—how are they doing in your community in relation to your activities? For my money if an association cannot perform, in some degree, these essential services then we must truly wonder what basis it has a right to exist other

than a knife and fork club, surely not a trade association.

Good association services reflect themselves in less membership turnover and ultimately increased dues income which insures the association from getting stuck on dead center.

A great deal of money, time and effort are expended on obtaining new members and figures show it is easier, cheaper and better to keep a member satisfied than find a replacement. Many dissident members change their attitude and viewpoint about the association when they become committee chairman. A committee assignment to a new member lets him know that he is wanted and likewise affords him an opportunity to display his ability and talent. Your committees offer the best testing ground for officer material. Individual associations must be over mindful of the fact that they are not the "only pebble on the beach." Many members like the writer have an allegiance to more than one trade association with the result associations are in direct competition with each other. I frankly evaluate my association memberships each year, (this year it will include the Wisconsin Auctioneers with others) and my dues payment, time and ability are directed to those associations which I believe are more than a dues collecting vehicle. Just because dues are a tax deductible item, I do not think it deserves the connotation of a charitable contribution.

Good active associations will always prosper to the point of serving their membership adequately and I hope for many years that I can be counted standing.

This has been plain talk, not much carrot but a lot of stick and many will not agree with what has been said but that is the way it should be. A legislative colleague said to me, "John, use your talents to the best, the woods would be very quiet if only birds sang who were best."

Now that we have flipped the coin, and it's standing on edge, I'll see you at Lincoln in July and if your blood pressure can't sit still until then — well the postman still delivers mail in this beautiful snow covered recreational area of Wisconsin.

You know that only you can do what has to be done in '62.

Action Taken By Massachusetts Group

By EDMOND R. VALLADOA, Secretary

The finest meeting of the Massachusetts State Auctioneers Association was held Monday, January 8, at the Sea & Surf Restaurant in Framingham.

Seven more members were added to the group making a total of 42 members.

A gavel from United States Representative, Joseph Martin, was presented to President, William Moon, who used it to conduct the meeting.

In order to attain better attendance and to attract more new members, it was voted to move the place of meeting from time to time and the next session will be in Worcester.

The Blue Laws of this State which have prevented many auctioneers from operating on Holidays were discussed and a delegation from the Massachusetts group will attend hearings on the subject and seek relief from the Legislature.

A motion was passed that we inform the National Auctioneers Association of our decision to combat the Blue Laws and ask them if they will send a letter to us confirming their moral support.

It was suggested that all members stress their membership in the Massachusetts State Auctioneers Association in all of their advertising.

Flyers will be sent out to all auctioneers in the State whether they are members or not informing them of the progress of our organization and informing them of change in our meeting place.

NAA Member's Son Dies In Montana

Willis Raser, 41, Missoula, Mont., died following a heart attack December 25. Raser and his father, Howard, were principal owners and operators of the Missoula Livestock Auction Co.

Mr. Raser was born at Lexington, Nebr. He is survived by his wife, two sons, one daughter and his father, the latter being an active member of the National Auctioneers Association for many years.

Changing Times

By J. MEREDITH DARBYSHIRE

Responsibility, dependability, eagerness to carry his own load and willingness to help a fellow auctioneer have always been characteristics of the National Auctioneers Association. To carry on in that tradition in the decade ahead is surely the ambition of each and every one of us. However, as life around us becomes more complex and inter-related, it becomes necessary to continually redefine responsibility.



The National Auctioneers Association is an organization whose main function is to help its members discover their responsibility in relation to themselves and the rest of society and then to help them carry out their obligations.

This wider vision must be ours today as citizens not only in our home community but in the world.

First of all, the National Auctioneers Association recognizes the worth of the individual. The whole policy and program of the National Auctioneers Association are built around the development of the thinking of individual members. Here the member in his small community has ample time to express his thinking and have it

recorded. Few other organizations today can equal this opportunity for individual expression.

This ability of the individual to express himself is basic to our whole concept of a free democratic society.

The future of our society depends upon the participation of individuals through group action. We see the development of big business, big labor and big government. We can be proud of the pattern of democratic action we are using in the National Auctioneers Association. Let's see to it that we have a big voice, too.

The National Auctioneers Association is the only effective way for the auctioneer's voice to be heard today. We are becoming more and more dependent upon each other.

The year of 1962 can be one of the most effective in the National Auctioneers Association's history. Make your membership and the membership of your fellow auctioneer help multiply these values we honor so much.

Jersey Bull Sets Record Auction Price

A record price for Jersey bulls sold at auction, was established at the Chester Folck & Sons farm November 11, when the bull Golden Etta Star sold for \$37,000. The previous auction record was \$35,500.

The bull was owned by Folcks and Christmas Acres Farm of Florida. At the start of the sale, Mr. Folck said that his organization would be happy to be a partner in any new ownership, but that no arrangements had been made and the bull would sell to the highest bidder. After the auctioneer declared him sold, Lea Marsh of Connecticut announced that the bull would have a joint ownership with himself, a breeder in Australia, and the Folck family.

Top cow was Golden Etta Star Etta, at \$3,000. Golden Etta Beauty, grand champion at the 1960 Ohio State Fair and Reserve Grand this year, brought \$2,650.



Members of Tennessee Auctioneers Association attending the Fall Meeting, December 11, at The Holiday Inn, Nashville, Tennessee:

LEFT TO RIGHT, FRONT ROW—E. R. Hargis, Murfreesboro; E. B. Fulkerson, Secretary and Treasurer, Jonesboro; Frank Lee Walden, Madison; Fulton Beasley, President, Franklin; Fred S. Ramsay, Director, Madison; Billy Hobbs, Lebanon.

SECOND ROW—Milton Jenkins, Lebanon; G. S. Gordon, Shelbyville; Carl Edd McCarter, Sevierville; C. B. McCarter, First Vice President, Sevierville; Clive Anderson, Sr., Director, Nashville; H. Jack Stewart, Mount Juliet; Jim Stevens, Director, Nashville; C. B. Arnette, Director, Murfreesboro; Toxey T. Fortenberry, Third Vice President, Memphis; Tom Chunn, Columbia.

THIRD ROW—Bill Hall, Madison; Charles O. Rainwater, Director, Jefferson City; Hoyt T. Walker, Second Vice President, Nashville; Beeler Thompson, Corryton; Ralph Masengill, Morristown; Clive Anderson, Jr., Nashville; L. B. Fuqua, Nashville.

Those present but not in the picture were: Billy H. Howell, Madison and Joe Hawkins, Woodbury.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Ohio Auxiliary Has Largest Meeting Yet

The 14th meeting of the Ohio Ladies Auxiliary on January 13th and 14th was the largest ever held. On Saturday evening, 32 ladies enjoyed an evening of cards and good fellowship. The ladies were joined by their husbands at 10 P.M. for refreshments.

On Sunday there were 53 ladies in attendance. We were served coffee and doughnuts as we arrived. Dorothy Jewell, our President, had a short business meeting. Madonna Hall gave a report on the National Convention at Houston, Texas.

We joined our husbands for a delicious noon Banquet with Perle Whitehead as the speaker. He gave a humorous talk which we all enjoyed.

In the afternoon the ladies were privileged to hear Betty Foust of Findlay, Ohio; a summary of that program follows:

Well-known characters from childhood fairytales came to life for members of the Ladies Auxiliary, Ohio Auctioneers Association, 2 o'clock at the Southern Hotel, when Mrs. Betty Foust, Public Relations Representative of The Ohio Oil Company, Findlay, presented an unusual program, entitled "Once Upon A Time," to demonstrate how story-book personalities could have benefited from the use of modern-day petroleum products.

Using a doll dressed in appropriate costumes, Mrs. Foust introduced Snow White, Little Bo Peep, the Old Woman in the Shoe, and other people from the pages of fiction to the many modern-day miracles of oil-derived products, made possible through petrochemistry.

Among the nearly 3,000 different products created by petroleum chemistry research, she said, are cosmetics, nylon hose, acrilan blankets, detergents, aerosol sprays, polyethelene plastic toys, dacron and orlon clothing, man-made sponges, and various medication, including aspirin.

The high standard of living available to



Mrs. Betty Foust

people today, said Mrs. Foust, is not the result of some wizard's magic wand but, rather, it is possible only because large and small companies are able to work and produce together in an atmosphere of freedom and competitive free enterprise.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Every Sale Provides Interesting Anecdote

We at the Secretary's office strive continuously to find new and interesting items to publish in "The Auctioneer." However, there is nothing more interesting to us here, or to our readers, than the contributions sent in by members of the N.A.A. In this manner, we get ideas from different areas and better understand each other.

Following is a poem written by the late George Doyle Antrim of Dayton, Ohio, and submitted by Millard E. Merrill of Dayton, Ohio. Col. Merrill managed Mr. Antrim's farm which was considered one of the show places in the Dayton vicinity, for a period of twenty years.

"It was a habit of mine to bring home to him, from time to time, things that I would see and hear while at the auction sales about the country, which he in turn would put to line and rhyme so very well. If you and the other Colonels like this sort of thing, let me know and I will send you more of the same."

KEEP SAKES

When I attend a public sale,
A thing that saddens me
Is how they handle treasured things
Of those who used to be.

Folks gather in, kin, strangers, friends;
Each carelessly inspects
Those things that were but recently
Quite personal effects.
The auctioneer, a jolly soul,
Will jest of them and kid.
He'll have them bunched and knock
them off
For anything that's bid.

Now you and I have treasured things
We've cherished long and had.
A something maybe mother loved
Or something prized by dad.
It may be but a photograph,
That brings back mem'ries rare.
Or shells and trinkets we've picked up
In travels here and there.

They're things that can't be handed down;
They're worthless, don't you see?
And no one else would care for them—
No one but you and me.

They're things we couldn't trade or sell,
But wouldn't want to lose:
An album filled with autographs,
A pair of baby's shoes.

Oh I don't know, it's heathen-like
But when I'm down and out
To have these things I've kept so long
All knocked and strewn about —
I'd rather have them gently borne
By some kind of hand away
And buried in a little case
Real close to where I lay.

Niemeyers Expand Auction Operations

Col. Ernie Niemeyer, for many years owner and operator of the Lowell (Ind.) Livestock Auction Market, has now taken over the management of the North Judson (Ind.) Livestock Auction. Sales are held at North Judson each Monday, and at Lowell every Wednesday. Col. Niemeyer is very active in the livestock auction field and serves as a Director of the National Auctioneers Association, the Livestock Auction Markets Association and the Indiana Auctioneers Association. Mrs. Niemeyer, who handles the clerical work and office supervision, is currently serving as Historian for the Ladies Auxiliary to the National Auctioneers Association.

The Lowell Livestock Auction has recently been approved as a Federal Marketing Concentration Point by the U. S. Department of Agriculture and the Indiana State Sanitary Board. This means that the market is approved to sell interstate livestock and will be posted at other markets throughout the country.

As a service to their clients the Niemeyers sponsored Special Meeting and Marketing Forums at each of their locations. A sound film, "Meat on the Move" was shown and a representative of the National Livestock and Meat Board was present to answer questions at the forum. Refreshments were served at the close of each program.

**If all would try their very
best for the N.A.A. they could
get a guest.**

Wife Acquired And First Auction Booked

By COL. POP HESS



In writing this February issue, with the date of the writing January 12th, I realize that when you receive this issue I will have on February 6th passed my 82nd birthday. Yet a few days back in making a personal appearance I was told the audience guessed me to be just about 65 years old, and was a little disturbed about something I said that happened back in 1886. Well leave it as it may be; am glad I can still appear to be in the sixties.

We here in Ohio have had some zero weather since the New Year arrived, but our lowest has been around 14 below, and when I read what it has been in some places I feel some of our good auctioneer boys who hit the pike daily to make their sales have to face old man winter more ways than one. Yet I used to do it and got fat on it.

The January issue arrived on my desk a few days back and was glad to see the member list total in the NAA is going up. All in all this can be a good 1962 for sales and for all involved. Also note that the Auction Schools with terms in December sent back to Ohio, as I count, a total of fifteen young men who will face their first year as a graduated auctioneer with a diploma and etc. Now when we figure each state on the average, the listed auctioneer quota will have increased more than decreased, and as I see it, the auction profession will be strong in total active auctioneers and we wish them all well.

Quite a few letters have drifted to me the past month from auctioneers; some are highly commendable, some average, a few were amusing, but I was happy to receive them all, and it helps to re-fuel my thinking.

In reviewing my past through past issues, I have come to the years of 1900 to 1910, listing ten years of what I lived through

in trying to be an auctioneer. As of the year I passed February 6, 1900, I was twenty years old, full of the bug to be an auctioneer, and much alone in the world in some ways. All I knew was to work on a farm and feed livestock, etc. My father's estate was fully settled and all I had was a horse, buggy, and no cash, so I spent that summer season working for a farmer for \$10 a month, board and washing and horse keep.

The term was 9 months total \$90.00 and when the time was up I had \$70.00 coming for that summer. I had courted a girl and little money spent when you note twenty bucks was the amount used. Of course, back then, one dollar bought two meals including a tip and some left for other luxuries, and as I was winding up nine months working for a farmer who got up at 4 a.m. and worked till it was too dark to see, my thoughts of something better would be to become an auctioneer. I spoke to my older brother, what I had in mind and he hooped high and said, "Boy you can't even get up in Sunday School and say Amen without fainting, how could you be an auctioneer?"

I looked over the local field and in my own county we had about five men in ages from 75 down to 30 listed as auctioneers and were getting the job done. For me it looked a little dark. Then came the light; a good friend of our family was in his prime as minister of the gospel, a Methodist, but was reared on a farm in one of our Ohio counties. Through it all he inherited a 200 acre farm located in North East Ohio, and he knew of me as a good farm boy so he wrote me from his location advising about the farm he and his wife had obtained and asked me to go there and take over the farm. He did not have very much loose cash but a

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good paying congregation and it would be up to me to go there, stock up and operate that farm. Cash wages not too much—20 bucks a month—but could have all I wanted to eat produced on the farm and etc. So I took him up on it.

Yes, I was single and I needed a wife. Subject was discussed about getting married but first I had to find someone who would have me. I could get on the farm March 1st, 1901, and I would be 21, February 6, so I could get a license. In looking around and looking over what would be O.K. they were all about as poor as I was, and my old aunt who was great on advice but short on any other kind of help advised like this, "Boy, never marry for money, but be sure you marry where money is."

However, I had faith and I took the good girl that put up with the kind of entertainment I had in way of spending money and we decided we would go into the strange land March 1, 1901 as man and wife and we did. The folks gave us some discarded furniture and the Mrs.' folks did likewise and when we got loaded up to go to the far north east Ohio, nearly 200 miles from our home location, we left with all blessings from home folks and also was advised we would be back within six months no doubt. Well we landed at the farm on March 1, 1901.

The community met us with hands stretched (the preacher had advised the preacher at that village near the farm of our coming) and all in all we found what seemed like we had come home in place of heading to a new home to live. Yes, we had our Church letters forwarded to the Church there. We joined the GRANGE and I got there in time to be a charter member of the K. P. Lodge that was just being set up in that village. Yes, we found the new home not too hot in condition, same was true of the farm, it was badly run down, but the natives we will never forget; they were royal folks.

Within a week after arriving, I attended a public sale on a farm near the one we lived on, and then the auctioneer bug started biting. The local auctioneer was in my thinking some less than average and in checking around asking questions, found within my county there were some six active auctioneers working on sales. I took time out to listen to what each had to

offer as auctioneers and found my hottest competitor lived some 25 miles from my location and in those days by horse and buggy was equal to 100 miles now. Through my friends of the community, I told them I was going to hang out my shingle as an auctioneer along with my work on the farm.

From the Preacher I got a slight objection. His letter back to me was that he thought I would make good and he had no objections as long as I took good care of the farm and kept it going but his version of an auctioneer was as he remembered them when as a boy down on the farm that they used bad words — not too moral — most of them drank strong liquor and etc. My letter back to the Preacher was I felt he was much misinformed as I knew of many an auctioneer that were great men and top folks in their community and I also promised my landlord and Preacher that if the auctioneering profession as a whole was that bad, I would be one of the disciples to go as an auctioneer and fight for a higher moral standard in the profession. After this letter he gave his blessing and wished me luck and go to it.

By this time it was mid-summer 1901. Not too much return from the farm. Old cow was milking good, garden was good, and with what cash sent us from the Preacher we were getting by. To be hard up, we were used to that but did have a craving to have more. Our credit was good at the general store in the village, one of the kind that sold everything from tooth picks to all you eat and wear or use on a farm and I often look back and say God bless the General Store and the man who ran it as it would have been rough not to have had them.

August 1, 1901 I raised enough cash to get some cards printed and an ad in the county paper to tell folks that I was an auctioneer. The question was not only in my mind but all others was "Is he an auctioneer, or does he think he is?" I weighed about 130 pounds and looked like a boy of about 15 to 18. In fact an agent came to the farm shortly after we arrived on the farm to sell something and came up to me and looked me over and said "Hi Bud—Your dad at home" and thought I was lying when I told him I was it.

To make a long story short it was in

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October 1901 when I booked my first auction sale to conduct. The sale was held October 18, a day I will never forget. Often think I was lucky to find a man that would take a chance on me as to that sale hour no one had heard my lingo (but my wife) where I tried to practice and she swore I would make a failure of it. But the man that hired me felt I would make it but far from anyone but my wife and myself did anyone know I had never sold a sale in public. In fact, we never came out and said I had sold a sale; I just kept advertising—C. M. Hess, Auctioneer.

I remember one chap came to see me from my ad, to look me over, and he said you don't say in your ad like So & So does in his ad, "I Guarantee Satisfaction." How do I know you can sell? My only answer was you come to my next sale and hear me. At that time the joke was there was not yet a next sale. So the chap hired the local man who had advertised he guaranteed satisfaction and also I had

the pleasure of listening to this same chap after his sale was held. He was not very well satisfied with the satisfaction he received.

Now readers, in my March column, I will bring out the highlights of that first sale and the sales that followed through the years of 1901 through 1910. Fall 1901 to 1902 — Three Sales; 1902 to 1903 — Seven Sales. Then on to 1910 shows a fair gain, but did hit many hard bumps as well as good ones and it was in August 1903 I became the father of a nice boy, who is my only on my side of the house and is still very near and dear to me.

FOLLOWING IS A LATER DATED WRITING FROM 'POP' HESS

January 15th. We here in Ohio have just finished the annual meeting of our Ohio Auctioneers Association held in Columbus, Ohio last Saturday and Sunday, January 13th and 14th. We had the largest attendance of auctioneers and their wives of all time. It was their 20th year as the



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Ohio Auctioneers Association set up in 1942. No doubt the March issue will carry a full detailed report.

Also the writer wants to say thanks to the many letters and direct contacts that have arrived on my desk on my columns in the January issue. Especially on the subject of the event where we pulled the chain at the Soldier's Home in Dayton, Ohio.

Many ask why I did not give this one event more detail on our maneuvers from the time we pulled the chain till we landed back to the depot in downtown Dayton so we could get out of town. Well, to clear the air on this, as the chain was pulled, I had Bill's coat and vest on my arm.

I leaped up the steps first going about as fast as a Jack Rabbit through a prairie headed straight for the gate that lets one off the grounds by street car. It was about a 500 foot run. When I was about half way to the gate, I looked back to see where Bill was and he was a 100 feet behind; his long legs bringing him at a 50 per mile clip with one hand busy tucking in his shirt tail and the other hand adjusting the old time suspenders men wore in those days. (No comic movie screen could have ever been produced to beat what that picture would have presented).

At the Ohio Auctioneers meeting yesterday, Col. Millard F. Merrill of Dayton, an Ohio and NAA member; he also had



Pictured above is Col. B. G. Coats, of Deal, New Jersey, examining a rosewood hand-carved inscribed gavel presented to him by the Missouri Auction School. In a recent issue of the Farm Journal, Wheeler McMillen asked the question "Why are Auctioneers called Colonels." Among the many articles submitted the one written by Col. Coats was selected as the winner and most logical one. The award by the auction school was made in recognition of the article. "This comes to me as a complete surprise," Col. Coats said. "It is too nice to use but I will proudly display it in my office as a most cherished award."

connections with what was known as The Soldiers' Home of Dayton, now the Veterans' Hospital. He tells me he got a big kick on my first visit to the Home and he took this publication to some of the higher up folks in charge. With the results, Col. Merrill delivered to me at the Ohio meeting one of the metal badges the guards would be wearing at the time we were there, back in the year of 1893 with instructions I could keep it with my line of memories as a souvenir to remember the grand old guards who were forever chasing Bill and myself the day we pulled the chain. Also Col. Merrill in the same package presented Mom Hess a fine box of flowers grown on the grounds at the Veterans' Hospital (that is still the Soldiers' Home—one of the great land marks in Montgomery county at Dayton, Ohio). However, the writer was much surprised to receive so much comment on the item of PULL THE CHAIN By Two Farm Boys.

Survival Of Values

(Reprinted from Parke-Bernet Bulletin)

We live in an age characterized in many fields of art by a strident revolt against the spirit of reason. Not, as in previous phases, aimed at the overthrowing of an earlier canon felt as oppressive—Delacroix and the Romantics against a static classicism, or the Impressionists scorning the light-values taught in the ateliers of the 'sixties; today we are witnessing the entire rejection of a Western humanism built up with tedious and careful groping over some five thousand years.

From our reason have sprung religion and knowledge alike; from religion, faith; and from knowledge, the conquest of the secrets of the earth. Now this is to fructify in art, if we should helplessly concur, in the mindless rhythms of mere pattern or of spatial voids; in movement qua movement; or in assemblages of metal rubbish or rags symbolizing 'rejection.' This is a nihilism which carries its own condemnation in the mere fact that dissent can go no farther; so that we must either retreat from it or wither away in a limbo of non-meaning.

It is, of course, easier to reject, than—in a creative fashion—to affirm; but it should not escape notice that even those

who were not in sympathy with the rebels of earlier artistic history knew what they stood for. You might, as a contemporary, feel intolerant of Impressionism or Cubism, but you were not left uncertain as to what they were about. It is precisely the weakness of much of this crass experimentation in the world of art today that we do not know what it proclaims; its exponents agree chiefly in the vehemence of their negations and their determination to be different, at all costs, from their fellow practitioners.

Picasso, as he himself has said, 'could not conceive of an art entirely divorced from nature'; and he has been the eager experimenter of this age and its most fruitful discoverer in the realm of form. Now, crying the oldest verities of religious feeling, comes Chagall with the magnificent stained glass windows of the Twelve Tribes, and we can witness a re-affirmation of faith, seven centuries in descent from Chartres and York. Those of us who esteem the system of humanistic values built up by our civilization, may take heart and cry, Hosanna. For one giant testament belief can give the lie to all the voices of Adullamites, the discontented ones, and their sterile mockeries of the spirit of man.

Montana Market Is Destroyed By Fire

GLENDIVE, Mont. — A fire of undetermined origin destroyed the sales ring of the Glendive Auction Sales Co. Friday night, Dec. 22.

No immediate estimate of damages was available.

Firemen were called about 10 p.m. when a passing motorist noticed flames through a window. The flames were under control within 45 minutes but the building's roof and walls were in danger of falling.

The fire was fought in 7 degree weather.

A blaze last spring caused considerable damage to the Northern Pacific holding pens attached to the auction barn.

This was the second livestock auction market fire in Montana this month. The Shelby yards burned Dec. 10.

Women are so easy to please that it's a wonder more men don't know how.

New Year Begins With Deluge Of Memberships

It's that time of year again and the mail is heavy each day with membership renewals along with a good group of new members coming in regularly. A total of 221 membership fees were received from December 16, 1961 through January 15, 1962, making this one of our busiest months of the year.

Again we request prompt renewal of memberships as the time we must spend in writing you to keep your membership in good standing could much better be spent in cultivating new members. We are going all out to make 1962 our best year by far and we earnestly solicit your cooperation.

Following are the names of the members who paid dues during the above mentioned period, the asterisk indicating new members:

Pat Waddle, Texas
Ralph S. Day, New Jersey
A. W. Thompson, Nebraska
R. E. Guiss, Ohio
Faye S. Fisher, Indiana
Clive Anderson, Jr., Tennessee
C. M. Carter, Sr., Kentucky
J. C. Carter, Kentucky
Clarence E. Davis, Indiana
*Charles S. Gerth, Louisiana
*Reginald R. Oakley, South Dakota
*Elmer L. Burnham, Washington
*John P. Kachmar, New Jersey
W. H. Owens, Kentucky
*Merlin L.D. Nixon, Nebraska
*Joe L. Pence, Indiana
William Persinger, Illinois
Joe Reisch, Iowa
L. M. Sweet, North Carolina
*David L. Sawyer, Illinois
*Dale Hillestead, North Dakota
*John Paul Lewis, Tennessee
George Vander Meulen, Michigan
Kenneth Warren, Virginia
*Homer E. Harden, North Carolina
Leonard Austerman, Illinois
*Willie T. Catlett, Virginia
Jerry D. Popplewell, Missouri
*Theodore R. Grossman, Massachusetts
*Herman F. Welch, Illinois

James G. Troutman, Nebraska
Edd Sharpe, Virginia
George A. Martin, Maine
Charles L. Alber, Arizona
James Gibson, California
*E. LeRoy Cox, Massachusetts
John H. Dieken, Illinois
Vaughn Lipp, Indiana
Clayton Dykema, Illinois
K. L. Espensen, Texas
Albert A. Kodner, Illinois
Archie Boyce, Alberta
Amos Wittmer, Indiana
Lewis Smith, Indiana
Francis Byrne, Minnesota
Howard Shults, Colorado
Riley Jefferson, Delaware
D. D. Meyer, Indiana
Ray Tuttle, Illinois
Eugene Marshall, Nebraska
Archie Shore, Illinois
*Guy Price, Indiana
*A. T. Morris, North Carolina
William T. Huisman, Iowa
Lloyd Sitter, Illinois
L. Oard Sitter, Illinois
John A. Hamilton, Georgia
A. C. Thomson, Illinois
R. E. Youngs, Michigan
A. J. Billig, Maryland
Wilbur Swearingen, Missouri
George Jacobs, Missouri
Claus Beck, Minnesota
Frank Arnold, New York
Ralph Zabel, Illinois
Adrian Meierotto, Iowa
Earl Ray, Indiana
Keith Cullom, California
Earl Smith, Texas
Joseph Finn, Massachusetts
Michael Fox, Maryland
E. M. Rickey, Ohio
Dale Dean, Michigan
Bryan 'Bill' Blew, Oklahoma
A. J. Dibenio, New York
Alvin Kohner, Minnesota
Lewis Hymers, New Jersey
George Roman, Ohio
Phil Goldstein, Massachusetts
William Ransom, New York

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Hubert Pinske, Minnesota
Edward Vierheller, Oklahoma
Abe Cantor, Illinois
Max Loucks, Indiana
Curran Miller, Indiana
Orison Seibert, Illinois
L. W. 'Bill' Porter, Indiana
Carleton Meinders, Iowa
Gene Slagle, Ohio
Harold Lee, New York
Herbert Van Pelt, New Jersey
Meyer Gronik, Wisconsin
Abe Levin, Massachusetts
Robert Campbell, Maryland
Alex Cooper, Maryland
Bob Handrich, Michigan
Theo Merkt, New Jersey
Paul L. Good, Ohio
*Ted C. Moye, Georgia
Edward Krzewicki, Michigan
Charles Backus, New York
Harold Henry, California
Jay Arnold, Iowa
Tom McCord, Alabama
J. M. Messersmith, Idaho
Ronald J. Moore, Delaware
Robert Harrison, Indiana
J. B. Robinson, Iowa
Richard Tydings, New York
Harry H. Hawk, Ohio
David B. Spielman, New York
Joe Maas, Minnesota
Robert Perry, Michigan
Frank Van Veghel, Wisconsin
Peter Van Veghel, Wisconsin
Henry Howes, New York
Wayne Cook, Texas
Richard W. Babb, Ohio
A. W. Hamilton, West Virginia
Cliff Probst, Louisiana
*Stan Banach, Pennsylvania
*Reuben Ceaton, Pennsylvania
*Martin Farrell, Pennsylvania
*Ted D. Feltenburger, Pennsylvania
*Robert H. Godshall, Pennsylvania
*Frank Heinen, Pennsylvania
*Wilbur Hosler, Pennsylvania
*George Paich, Pennsylvania
*C. E. Smith, Pennsylvania
*Claude E. Smith, Pennsylvania
*A. F. Spada, Pennsylvania
*Richard Swab, Pennsylvania
George Wilson, Pennsylvania
*Donald Young, Pennsylvania
Wylie Rittenhouse, Pennsylvania
Ralph Burkett, Pennsylvania
Gilvie Lamb, Indiana

Virgil Meador, Illinois
Amon Miller, Indiana
Alvin Freemount, Florida
Arnold H. Hexon, Iowa
Don Johnson, California
O. J. 'Jim' Mader, Wyoming
LeRoy Jones, Wisconsin
Merl Knittle, Ohio
John F. Andrews, Ohio
Emma Bailey, Vermont
Charles Hunter, Ohio
Harry Chrisco, Illinois
L. M. Young, Virginia
T. Lynn Davis, Georgia
Lyle Sweet, Georgia
Emil Konesky, Ohio
C. E. Cunningham, South Carolina
George Naylor, Maryland
Andrea Licciardello, New Jersey
James Bailey, Virginia
Gordon Drury, Wyoming
Herman Peacock, Arkansas
John Reynolds, Wisconsin
W. L. Carter, Virginia
Owen V. Hall, Ohio
Donald H. Jervis, Ohio
Fred Gerlach, Wisconsin
Arthur R. Borton, Ohio
Hobart Farthing, Ohio
Lester Senty, Wisconsin
Romaine Sherman, Indiana
Morton Goldberg, Louisiana
George R. Mayfield, Wyoming
William Miller, Texas
Donald Manning, Utah
Joe Herard, Iowa
T. J. Moll, Illinois
Joseph Rosenberg, Illinois
Howard A. Shol, Iowa
Leo Grindley, Indiana
Charles Bagby, Indiana
Roger Woods, Nebraska
W. D. Atkinson, Canada
Gabriel George, Ohio
Howard B. Overmeyer, Ohio
William C. McDonald, Michigan
Earl White, Texas
Ray Sims, Missouri
Clyde Jones, Oklahoma
Charles Ackerman, Michigan
O. B. Harris, Virginia
D. S. Blew, New Jersey
David H. Gladstone, Virginia
Lynwood Taylor, Ohio
Gordon Clingan, Illinois
Paul Van Houten, California
Wayne Jeffers, Tennessee

Ted Mounts, Ohio
 Emmert Bowlus, Maryland
 W. T. Wagner, New Mexico
 Wilbert Kroh, North Dakota
 John L. Leibel, South Dakota
 Ben M. Rodman, New York
 Watson Van Sciver, New Jersey
 Milton M. Koptula, New Jersey
 Roger Bennett, Ohio
 R. W. Oversteg, Colorado
 Lyle Woodward, Colorado
 Merlin Kamla, Colorado
 Byron E. Mangan, Colorado
 H. W. Hauschildt, Colorado
 Lester R. Winternitz, Illinois
 Michael H. Nachbar, Illinois
 Marshall Nachbar, Illinois
 *William M. Bell, Texas
 Clarence Foss, New York
 Milton Dance, Jr., Maryland
 Harold K. Hirschberg, Ohio
 Richard W. Dewees, Missouri
 Robert F. Losey, Washington
 Arnold J. Johnson, Virginia
 *Elmer Damron, California
 Walter S. Britten, Texas
 *J. E. Hasley, Iowa

Pennsylvania Forms Northwest Chapter

By Kenyon B. Brown, Secretary

One of the highlights of the Pennsylvania annual meeting held in Harrisburg, Pennsylvania on January 5th and 6th was the action to recognize a new Northwestern Chapter as a part of the Pennsylvania Auctioneers' Association. This will enable another group of auctioneers to meet at regular intervals in their own area.

Officers are Odie Adcock, Linesville, president; Harold Bollenbacker, Greenville, vice-president; C. E. Smith, Franklin, secretary-treasurer; and directors are Joe Miller, Greenville; A. F. Spada, North East; and Ralph Riggs, Greenville.

The Northwest Chapter is open to membership to auctioneers in the following counties: Clarion, Crawford, Elk, Erie, Jefferson, Mercer, McKean, Venango, and Warren. Of course, all auctioneers join the N.A.A. at the same time they join the local chapter and the P.A.A.

This chapter makes the 6th chapter to comprise the P.A.A. Other chapters are

the Western, Central, Southeastern, Lehigh Valley, and Northeastern.

Pennsylvania feels that their organization is helped by this chapter method. It enables auctioneers in a smaller area to meet together more often and to get to know each other better.

Elmer Murry, immediate past president of the Southeastern Chapter formed one and one-half years ago states that the feeling of co-operation and friendliness in their area has increased a thousand fold since their short history. The Southeastern chapter serves Berks, Chester, Delaware, Lancaster, Lebanon and part of Montgomery Counties.

Three of the six Pennsylvania Chapters have 100% membership in the N.A.A. By the middle of 1962 it is hoped that all P.A.A. members will also be N.A.A. members.

Virginia Auctioneer Meets Tragic Death

Col. C. B. Runyon of Falls Church, Virginia, a member of the National Auctioneers Association and a booster for "The Auctioneer," died in an automobile accident October 6, 1961.

The car in which Mr. Runyon was driving was struck by another car and pushed through the railing off Key Bridge and plunged one hundred feet into the Potomac River. Mr. Runyon was returning home from an auction at the Shoreham Hotel, Washington, D.C., at the time of the accident.

A 32nd degree Mason and Shriner, he was also a past president of the Falls Church Lions and Kiwanis Clubs; a charter member of the Arlington and Fairfax Elks Club; a member of the Columbia Lodge No. 10, L.O.O.F., the McLean Kiwanis Club, and the Greater Falls Church Chamber of Commerce.

Mr. Runyon was a businessman in the city of Falls Church for the past 15 years, recently having his real estate office in the Runyon Building at 152 Hillwood Avenue. A man who frowned on 9 to 5 office hours, he also found time to be president of Runyon & Hail, excavation and grading contractors; president of Lee Highway Motors, Inc., and owned and operated a trash-removal service in the county.

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Prior to his death, he was toying with the idea of constructing an addition to his office building whereby he could operate an auctioneering warehouse and hold regular auction sales — a business he mixed with a great deal of pleasure.

Mr. Runyon leaves his wife, four sons, one daughter, parents, two brothers, and three sisters.

As many of you may remember, Col. Runyon attended the national convention in Houston, last July.

A Scotchman prefers blondes on account of the light overhead.

**Our number far from being
few but greater still in 62.**

Farewell 1961! Greetings 1962!

A year has just become history and another filled with opportunities await those who will but take advantage of them. Time, the one thing given to each of us and certainly our most valuable possession, stands ready to be used as we see fit.

Living as we do in an era when the Press, TV, Radio and other news media keep us so well informed regarding economic conditions, the space and defense program, what our Nation and the other countries of the world are doing, it is quite easy to overlook several important facts of life — The necessity of making a living, the problems of rearing a family and the art of living and working with our fellow man. Regardless of our position, profession or business, these are the day to day problems confronting most of us. The manner in which these problems are solved will form the basis for determining, twelve months hence, our degree of success.

Members of the Auction profession are fortunate in many respects. They are engaged in a service very dependent upon people and property. Our ever expanding population and general economic conditions have made the selling force of our country a most important group. The Auction method of selling is gaining in popularity. It is fast attaining its proper place in the selling field. The progress made during the twelve month period ahead will depend to a great extent upon how well members of our profession use their time — Time spent in self improvement — Time spent in preparation for each day's assignment and Time spent in selling the auction method to those unfamiliar with it.

Never in the history of the Auction business were there as many capable Auctioneers. Their ability as salesmen and their manner of establishing the monetary value of real and personal property is meeting with the approval of more and more people. There is still plenty of work to be done but members of the National Auctioneers Association comprising, as it does, men engaged in all fields of auctioneering have done a great deal as a group to bring the attention of our profession to the public.

The opportunities of 1962 await us.

Charles Corkle, President
National Auctioneers Association



Pictured above in a photo taken at Radde Brothers celebration of their 75 years of auctioneering services are (seated) Mrs. Mary Radde and Walter J. Radde, (standing) Stan Radde, Harvey Radde and Fred W. Radde. The Raddes are from Wauconia and Watertown, Minnesota.

Raddes Observe 75 Years In Business

Seventy-five years in the business of auctioneering was observed by the Radde Brothers of Waconia and Watertown, Minn., Thursday, December 7, 1961.

More than 1500 friends of the Raddes, coming from all over the area, crowded into the Paradise ballroom at Waconia for the free dance given by the Raddes in observance of their diamond anniversary.

Radde auctioneering goes back to 1886 when John Radde started in the business. His son, Fred (father of the present Radde Brothers) started in 1892 when he was

12 years old and before long the name "Radde" was synonymous with auction.

Following in their father's footsteps as soon as they grew up were Skip (Walter J.) in 1928, Fred "Pertz" in 1937, and Stan in 1943. Fred and Stan Radde have been active members of the National Auctioneers Association for many years.

Their auctioneering and real estate business takes them far and wide in Minnesota. They are well known and respected throughout the area.

Their mother, 82, attended the celebration and enjoyed meeting so many oldtime friends again.

Ten turkeys and a quarter of beef were given away.

Virginia Auctioneers Finding Values of Organization

By COL. RICHARD C. WRIGHT

As president of the Virginia Auctioneer's Association for the coming year, I would like to share some of the things the Virginia Association is doing to help the auctioneer profession. Our state association has only been organized four years and already we have been successful in having the state auctioneer license law changed. Until this year, an auctioneer paid a \$50.00 license fee for every county in which he did work as an auctioneer. There are 100 counties in the state, so you can see if you operated in a number of counties, your license cost quite a large sum. Then, of course, if you conducted a sale within a town or city limit, you had to buy an additional license for that town or city, which was as much as a county license and sometimes more.

We as an association went to work and got the General Assembly along with the State Tax Commissioner to change the license law so that the purchase of one license would allow you to sell in all counties in the state, but still didn't include towns or cities. The cost of a state license for an auctioneer for the state of Virginia is now \$75.00. This is certainly better than what we were paying but is still higher than any other professional people pay. For example, a lawyer may buy a state license for \$25.00 for one year. Personally, I think we are still paying too much.

I have been reading about other states and what they are doing about license laws? I am a firm believer of auctioneers being licensed but don't think they should have to pay more for a license than other professional people. Here in Virginia, when auctioneers first had to purchase a license, they were looked upon as crooked and not needed. This law was made in the early 1900's and was never changed until this year. I know this law would not have been changed if it had not been for our state association.

We are now working on a plan to bring

all auctioneers under Professional and Occupational Registration. This would mean that an auctioneer before he could buy a license would first have to take a test and have passing grades before he could practice the auctioneer profession. Auctioneers are the only professional people in the state who are not required to pass an examination before buying a license to practice a profession. A committee of auctioneers are working on this plan and hope to have it in effect within two years. We are taking every precaution in doing this not to hurt the auctioneer profession, but to bring the profession up on a higher level in our state. As of now, anyone can be an auctioneer if he buys a license. We feel this is not good for the auctioneer profession. I would appreciate hearing from any one as to these thoughts of an auctioneer taking an examination before being licensed as an auctioneer.

Our association is planning to have a charity auction for the Crippled Children's Fund. This sale will be held in Roanoke the latter part of April. We hope to have a large number of items for sale, these will be donated by individuals and companies. We hope to have part of this sale televised and also on radio. It is for an excellent cause, and I know it will be a success; I am hopeful I can report more about this sale within the next few months.

While I am writing, I must say I sure enjoy reading "The Auctioneer" every month and look forward to getting it. I would like to attend a National Convention but as of yet have not been able to do so. Hope I can make it this year. I must say that the auction business has been good this year. All sales have been good and prices have been excellent. For the past several years, I have worked as a livestock auctioneer only, and let me tell you it kept me jumping this year. I averaged 5 sales a week this year and traveled over 50,000 miles. Prices for

feeder cattle were good and the demand excellent. Our neighbors from the states of Ohio, Indiana, Michigan, Illinois, Pennsylvania, Maryland, Delaware, and New York took most of the feeders from the sales that I worked in Virginia, West Virginia, and North Carolina. I must say, I have made a lot of new friends this past year. Selling livestock at auction is on the increase and sure needs more good livestock auctioneers to handle these sales.

I would like to say a word to the auctioneer who is just starting in the profession. I know the going is rough, because I started 17 years ago and still am not as high as I would like to go. My advice is to work with an experienced auctioneer. He can help you in many ways, and help you meet the right people. I have seen a young auctioneer who would have made a success quit because he couldn't start at the top. For example, it takes a doctor about 8 years of study to get to where he can practice on his own. Also, I would suggest that the auctioneer starting out have an income from another source until he can make enough for his needs auctioneering.

I have seen young auctioneers come home from auction school and think they can compete with an auctioneer who has been in business for years; of course, that's a mistake. I am not saying that going to auction school is not all right, but it won't make you a success as an auctioneer. Only a very small percent of those I have known who attended auction school ever became successful auctioneers. So I say it takes lots and lots of practical experience after auction school to be successful. And it helps to have a certain amount of talent to go along with it. I admire a young fellow wanting to be an auctioneer and have helped a number of these boys whenever I can. I never went to auction school. I practiced when I was working in the fields where no one could hear me but the birds, and I think sometimes they thought I was crazy..

Finally I got a chance to help with a sale. I could say the words pretty good, but when I started taking bids from a live audience that was a cat of another color. Of course, you know what happened. I got mixed up and sure was embarrassed. But I didn't give up, and have come a long ways since then. I don't

mind telling you I still practice while I ride from one sale to another. I think it's good for you because most all professional people practice every day. So young auctioneers stick with it and with a little luck you'll make it.

I think that 1962 will be the best year yet for the auction profession and would like to take this opportunity to invite all of you to visit our great state of Virginia.

Gain Recognition Through Membership

By Ernie Niemeyer, Lowell, Indiana

Recently the Indiana Auctioneers Association held their annual Convention in Indianapolis. I thought this was a very good meeting with mixed emotions and expres-



sions of opinions voiced by many in attendance. As President of the Association at the time and chairman of the convention, I felt that much was accomplished for what we had to work with. The one thing that struck me was the wide variation of

opinions of auctioneers throughout the state.

As you already know, I am a strong supporter that the high standard of recognition and professional diplomacy is derived through association membership. We in the auction business must rely on public opinion and the recognition of our association to upgrade our standards in a community or in the Nation.

Through all of the meetings and conventions, whether it be State or National, and through my close association with the organization as a past State President and as a member of the Board of Directors of the National, I am more convinced than ever that we in the auction profession are missing much if we do not believe in this theory of recognition. I feel that I am young yet in the auction profession and that the best years of my life, business wise and family wise, as far as prosperous living is concerned, are ahead of me. Therefore, I am not going to miss an opportunity to attend a State or National

meeting or convention where I can hear and recognize other people in the same field of operations express themselves and relate things that have been assets to their individual opportunities.

Indiana Auctioneer Dies While Driving

Harley W. Phebus, veteran Indiana auctioneer, died while driving his car in downtown Indianapolis, January 11. He died at the wheel just after stopping his car at a stop sign.

Mr. Phebus had lived in Indianapolis for the past 30 years. He grew up near Brookston, Ind., and later lived at Delphi, Ind. He was 70 years old at the time of his death. For many years he has served as auctioneer for Ace Liquidators in Indianapolis, a firm specializing in the liquidations of retail businesses.

He is survived by his widow, two daughters, a brother and a sister.

HIGHLIGHTS - -1961

By COL. B. G. COATS

Pennsylvania Auctioneers Association has at long last succeeded in having their Auctioneering License Act enacted into law.

Congratulations are most certainly in order. They faced an uphill fight from the beginning but never gave up. Every set-back they encountered never discouraged them but encouraged them to fight on. I just received in the mail a copy of their annual state convention program, Jan. 5th and 6th. This should be an excellent meeting in celebration of their License law. The Pennsylvania boys never say no. Determination and perseverance pays off.

I read in "THE AUCTIONEER" that the Indiana Auctioneers Association have voted in favor of an Auctioneers License Law. Hoosiers will not be out-done by another state. Go to it boys and keep it rolling until it becomes a law.

New Jersey, is making progress in its Licensing Act now in the process of research and formulation. We will get it eventually.

Membership in the N.A.A. reaches an all time high. What will it become July 1962? 3,000 members if each of us do our part. The above is an example of what organization can do. The more members the easier it is to do.

Col. Ray Sims conducts a mock auction for President Kennedy. Ray is a modest fellow, and I doubt if this information would have reached the readers of "THE AUCTIONEER" had not the article been discovered in one of the magazines.

There must be many more auctioneering highlights for 1961 but unless they are published who knows about it. The magnificent tribute to Col. Rex Young, of Plattsmouth, Nebraska, celebrating 50 years of auctioneering was an outstanding highlight.

All of these events makes for greater popularity for the Auctioneers, greater respect for the auctioneering profession and should inspire every member of the N.A.A. to greater efforts in behalf of their Association.

Pennsylvania Auctioneers Hold Their Greatest Convention

By KENYON B. BROWN, Secretary

The most successful convention in the 16 year history of the Pennsylvania Auctioneers' Association was held at Harrisburg on January 5th and 6th.

Honored guests were Bernard Hart, Secretary of N.A.A., Mr. and Mrs. Donald Stafford, president of the Ohio Auctioneers and Frank Mountain, president of New Jersey Auctioneers. During the convention a letter was read from Tim Anspach, president of the New York Auctioneers plus a telegram of greeting from B. G. Coats.

In comparing the 1961 annual meeting to this year the following attendance was recorded: 1961 Seminar 27 — 1962 (46); 1961 Business meeting 39 — 1962 (56); 1961 Annual banquet 48 — 1962 (78). The seminal and business meeting figures include only auctioneers. In addition many wives were in attendance.

Two factors responsible for this increase were: 1. Concentrated effort to get new members during 1961 and 62. The 1961 enactment of the new Pennsylvania license act.

On Friday evening two topics were discussed. "Farm Machinery at Auction" was outlined in full by Russell Kehr and Mervin Adams. They outlined Signing Up, Advertising, Preparation, Sale Day Operation, and Settlement.

The second topic was "Record Keeping & Requirements" in relation to the new Pennsylvania license act. This was presented by Lee Pillsbury and Ken Brown. Members were told the simple paper requirements and records required by the law. Various contracts both short and long were read and discussed. A short sample contract adaptable for the average sale was passed out to each auctioneer.

It is interesting to note that although Bernie Hart has attended more conventions than any other auctioneer he, nevertheless, learned two facts that he had never heard. This brings up the fact poignantly that any auctioneer regardless of experience or contacts can nevertheless

learn something of value at every auctioneer's meeting.

For your interest these two facts were presented. One member uses the number system in selling farm auctions. Each buyer is identified and given a number prior to purchasing any item. Usually the honesty in rural areas does not require such action but in borderline areas this system often works advantageously. The second point and one which can be welcomed by any auctioneer who can swing it, namely, the paying of sales clerks on an hourly basis rather than by commission. That fact could influence your commissions earned more than any other fact. Customs vary in other sections, but remember customs can be changed!!

Saturday was composed of the business meeting as well as by the feature speaker Bernie Hart who spoke on "What Can State & National Groups Do For Each Other." Bernie's talk was well received and most informative. One thing N.A.A. does is produce an outstanding three day convention with specialist speakers who present invaluable educational talks of interest to all types of auctioneers. In addition is the publication of "The Auctioneer" the only regular magazine devoted exclusively to the auction business.

The largest annual banquet ever held by the P.A.A. was on Saturday evening. A fine climax to a wonderful convention.

1962 Pennsylvania officers elected were R. M. "Pete" Stewart of Armagh, president; Russell Kehr of Hanover, vice-president; and for a third term, Kenyon B. Brown, secretary-treasurer from Doylestown.

True wisdom lies in gathering the precious things provided by each day as it goes by.

Adverse criticisms from a wise man does more good than enthusiastic praise of a fool.

Prominent Nebraska Auctioneer Succumbs

Col. George I. Myers, 79, of York, Nebraska, a prominent Nebraska Auctioneer for 35 years, former auctioneer partner of Col. Arthur W. Thompson and step-father of Col. L. Dale Hanna, immediate Past-President of the Nebraska Auctioneers Association, passed away December 27, 1961.



He was born July 17, 1882, in York County, the son of Riley and Melissa Myers. He received his education in the public schools of York.

Mr. Myers farmed for a time, then engaged in the auctioneering business for more than 35 years. He was first associated with Arthur Thompson of York and Clyde Hayhurst of Shelby. Later he operated the business alone and was joined by his step-son, L. Dale Hanna, after World War II.

Mr. Myers also operated the former Northwestern Livestock Commission Co. He disposed of the business about 1947. He retired from active business six years ago.

In February 1958, Mr. Myers was one of three veteran auctioneers honored at the Feeders-Breeders banquet in York. The others were Roy Tucker and Henry Bergen.

Surviving are his wife, Luva L. Myers; two daughters, Mrs. Richard Diers, Scottsbluff, and Mrs. Dwain Williams, Broken Bow; his step-son, Mr. Hanna; three grandsons; three brothers, Earl, Hastings; Joe, Broken Bow, and Charles, Grand

Island; one sister, Mrs. Ralph Tivis, Aurora. He was one of 12 children. A step-son, Bryce Hanna, was killed in action in World War II.

Funeral services were held at Brethren Church, the Rev. Robert Enck officiating. Burial was in Greenwood cemetery.

Michigan Auctioneers Hold Annual Meeting

Members of the Michigan Auctioneers Association gathered in the Jack Tar Hotel in Lansing, January 17-18 for their annual convention. Weather and road conditions that had plagued most of the nation at that particular time served to hold down the attendance but those who were fortunate enough to be present enjoyed a most entertaining and educational event.

Garth Wilber, Bronson, President of the organization, presided over the meeting. Speakers included the Commissioner of Agriculture, State Veterinarian, Assistant Attorney General and a representative of the Constitutional Convention which is now in session in Michigan and which is gaining National attention due to the fact that most of the states are in need of similar review of their State Constitutions.

Other speakers were the head of the advertising department at Michigan State University and Bernard Hart, Secretary of the National Auctioneers Association. A member of the State Legislature was the Banquet Speaker using as his topic, "The Threat of Communism in America."

Glenn Casey, Williamston, was elected to the office of President for the coming year. John Glassman, Dowagiac, was named 1st Vice President and Everett Miller, Rives Junction, who had been serving as Secretary, was elected 2nd Vice President. Stan Perkins, Swartz Creek, was elected Secretary-Treasurer.

Added to the Board of Directors for three year terms were: Garth Wilber, C. B. Smith, Williamston, and Jack Bell, Flint. Wayne Freighner, Mason, was elected to serve out the unexpired term of Stan Perkins.

If you criticize the wealthy these days, you may be accused of being anti-labor.

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WESTERN COLLEGE



Western College Of Auctioneering

Pictured on the opposite page are the December 1961 graduates of the Western College of Auctioneering, Billings, Montana.

Key to picture (left to right):

FRONT ROW: Instructors, R. J. "Bob" Thomas, Billings, Montana; Joe Perlich, Picture Butte, Alberta, Canada; W. J. "Bill" Hagen, Billings, Montana; O. D. "Jack" Ellis, Lavina, Montana.

SECOND ROW: Seated, Lloyd Ledinski, Hanley, Sask, Canada; Richard Davis, Elliston, Montana; George A. Eblen, Belgrade, Montana; Mike (the mascot of the class); Texas W. Carpenter, Billings, Montana; Roger Amundson, Marshall, Minnesota; William A. Dickinson, Livingston, Montana.

THIRD ROW: Standing, Hal Lindfeldt, Montrose, Colorado; C. W. "Curley" Moore, Lynwood, California; Jack Garrison, Montrose, Colorado; David O. Shattuck, Bickleton, Washington; Gary Hartman, Saratoga, California; C. L. "Skook" Wilson, Marmarth, North Dakota; Don Gilbert, Woodland Park, Colorado; Del Jones, Twin River, Alberta, Canada.

FOURTH ROW: Standing, Robert H. Force, Gillette, Wyoming; Willis D. Griswold, Belgrade, Montana; Del Melby, Dagmar, Montana; Kaye A. Wall, Kimberly, Idaho; Robert E. Place, Lewistown, Montana; William Seefried, Brooks, Alberta, Canada; Paul Brownfield, Riverton, Wyoming; John P. Wellock, Medicine Hat, Alberta, Canada; Reginald R. Oakley, Silver City, South Dakota.

BACK ROW: Norman L. West, Mesa, Arizona; Kenneth W. Vaughn, Albuquerque, New Mexico; Don Fitzpatrick, Pincher Creek, Alberta, Canada; Joseph E. Barker, Evanston, Wyoming; Harold Nordwall, Turtle Lake, North Dakota; Bob McCurdy, Broadus, Montana; Elmer L. Burnham, Thornton, Washington; R. M. Hough, Jr., Fort Morgan, Colorado.

**You bring some and I will
too and up the count for 62.**

Rancher Achieves Top Auction Publicity

By Walter Carlson, Trimont, Minn.

When a guy has more than a third of a million dollars tied up in merchandise to sell at an auction it's important to see that prospective buyers are acquainted with the fact. Nobody ever got that job done better than Ranches Don Hight out in South Dakota this month.

The enclosed articles tell how he did it. What the newspaper space and radio time devoted to it would cost, will never be known, but it would be hard to find anybody in most of America, who didn't know that he had 1800 cattle to sell at the Winner Auction last Thursday.

Editor's Note: Enclosed articles referred to above included more than a full page of space including pictures in the Sunday edition of the Minneapolis (Minn.) Tribune as well as clippings from other prominent newspapers. The gross receipts from the auction amounted to \$353,549, which in itself is some sort of record. This is certainly another victory for the auction method of selling.

Feed Your Mind Think Then Act

By COL. B. G. COATS

In my opinion one of the most interesting, constructive and timely articles ever published in "The Auctioneer" appeared in the December number entitled "WHY TRADE ASSOCIATIONS ARE OF IMPORTANCE IN OUR WAY OF LIFE," by John R. Fishdick, of Eagle River, Wisconsin.

Have you read it? Good. Digest it. Now read it again. If you haven't read it, before you do anything, turn to page 35 and after you have finished the article try and visualize how easy it would be to accomplish any project put forth by our Association.

Congratulations Col. Fishdick, and may the readers of "The Auctioneer" have the pleasure of reading many more of your articles.

Membership Increases 22%

As All Time High Is Reached

1961 is over, a total has been taken, and the highest membership in our history has been reached — 1687 — a 27% increase over last year.

Our membership rose 362 during the past year while during the previous year, we added only 53 to our roster.

Alaska with 1, is the newest state to be added to the Association.

One of the most significant gains in membership was accomplished by Montana who with only 11 last year, finished with 43 in 1961. Illinois gained the most in membership by adding 52 to her records. This state stands in top place as of the close of 1961, with a total of 135 members.

Pennsylvania with an increase of 29 and Michigan and Ohio with increases of 24 and 21 also deserve a pat on the back.

In order that you may compare progress made by different states at various times, following is a list:

	Members Dec. 15, 1960	Members June 30, 1961	Members Dec. 31, 1961
Alaska	0	0	1
Alabama	7	6	6
Arizona	2	2	6
Arkansas	6	22	20
California	28	40	44
Colorado	28	36	42
Connecticut	3	6	6
Delaware	1	3	3
Dist. of Columbia	1	1	1
Florida	15	15	19
Georgia	14	17	20
Hawaii	1	1	1
Idaho	12	12	8
Illinois	83	121	135
Indiana	92	88	110
Iowa	41	50	60
Kansas	64	83	76
Kentucky	79	66	66
Louisiana	8	8	9
Maine	5	3	4
Maryland	18	17	17
Massachusetts	25	24	26
Michigan	32	47	56
Minnesota	15	18	17
Mississippi	4	3	2

Missouri	37	49	54
Montana	11	40	43
Nebraska	90	121	109
Nevada	2	2	2
New Hampshire	6	3	5
New Jersey	29	34	41
New Mexico	7	10	9
New York	54	53	58
North Carolina	23	21	25
North Dakota	9	12	15
Ohio	100	114	121
Oklahoma	16	21	30
Oregon	8	16	16
Pennsylvania	70	103	99
Rhode Island	6	6	5
South Carolina	3	5	8
South Dakota	9	8	10
Tennessee	53	63	55
Texas	38	48	50
Utah	2	2	2
Vermont	3	6	7
Virginia	25	27	29
Washington	9	10	15
West Virginia	12	12	12
Wisconsin	76	91	83
Wyoming	12	13	12
Canada	13	14	15
Germany	1	1	1
Australia	1	1	1
TOTALS	1308	1595	1687

Auction Market Man Dies In Montana

BUTTE, Mont.—Butte livestock broker Rial C. Havens, died in his home of an apparent heart attack.

He had operated the Montana Livestock Auction Co. in Butte from 1945 until April of this year. Since then he operated the Havens Livestock Co.

Before coming to Butte, Havens had operated other livestock markets throughout the Northwest. He was an army veteran of World War I and a member of numerous civic organizations. Survivors included his widow, Medina, and several children.

Bill McCracken Now Resident of Arizona



Col. William McCracken, better known as Bill, a charter member and third President of the N. S. of A. is spending the winter in Phoenix, Arizona. Col. Bill and Mrs. McCracken arrived there November 3rd and reside at 1614 West Elm St., Apt. 1. He will be very glad to hear from his many friends in the N.A.A.

Bill was one of the thirteen charter members of the N. S. of A. who through their

generosity, wisdom and leadership and countless sacrifices made possible the National Auctioneers Association, that we so much enjoy today.

Col. McCracken has been engaged in the auto auction industry for many years and was co-owner of the St. Louis (Mo.) Auto Auction Barn. This business was sold prior to his retirement.

Oriental Art Demand

The demand for Oriental art was demonstrated on December 6 and 7 at Parke-Bernet Galleries, New York City, when a collection of Chinese jades, porcelains and antique rugs brought a total of \$112,080. Outstanding items were a pair of carved fei-ts'ui jade statuettes of important size for \$7,500 and an notable carved onion green jade bronze-form vase and cover for \$5,250.

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Col. Lou Winters—Toledo

OKLAHOMA

Col. Lewis W. Campbell—Wyandotte
Col. V. K. Crowell—Oklahoma City

OREGON

Col. Virgil R. Madsen—Halsey
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. S. J. Frey—Sweet Home

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. J. Omar Landis—Manheim
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Max Pollock—Providence

TENNESSEE

Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
Col. C. B. McCarter—Sevierville
Col. Ken Travis—Dresden

TEXAS

Col. Wayne Cook—Dallas
Col. Russell de Cordova—Mexia
Col. K. L. Espensen—Tyler
Col. Don Estes—Desdimona
Col. J. W. Foust—Lubbock
Col. Tom Jeffreys—Andrews

National Auction Institute—

College Station

Col. W. J. Wendelin—Henderson
Col. Earl S. White—Madisonville
Texas Auction Co. (J. O. Lawlis & Son)
Houston

WASHINGTON

Col. Bob Berger—Pasco
Col. Hank Dunn—Kennewick
Col. Bill Johnson—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. Marion L. Pierce—Yakima
Col. Orville Sherlock—Walla Walla

WEST VIRGINIA

Hale's Auction Service—Williamson

VERMONT

Col. Emma Bailey—Brattleboro

VIRGINIA

Col. Willie T. Catlett—Lynchburg
Col. David H. Gladstone—Norfolk
Col. C. B. Runyon—Falls Church

WISCONSIN

Col. Joseph W. Donahoe—Darlington
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh
Col. Willard Olson—Delavan

WYOMING

Col. Richard A. Mader—Gillette
Col. George R. Mayfield—Dubois

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Enclosed is my check in the amount of twelve dollars which covers 1962 dues and two dollars additional for six bumper strips. I have found that bumper strips are very effective in letting the public know an auctioneer is around. Several times I have been approached about auction jobs and they have told me they saw the bumper sign.

My brother, Ralph, and I graduated from Western College of Auctioneering in January, 1961. Since becoming an auctioneer I have had several sales. My first sales were small ones which gave me valuable experience. My first big sale was

a food brokerage firm that had gone bankrupt. I earned a nice commission and it has made me known throughout this area.

I feel that auctioneering offers a good future for anyone who is willing to apply himself. The only limitations are those that you impose on yourself.

I enjoy reading "The Auctioneer" magazine. In addition to keeping me informed about what's going on in other areas, it acts as a sort of a bond with other auctioneers. It is my opinion that auctioneering is a big business and will continue to get bigger.

Auctioneering Yours,
Bernard C. Hamlin
Huntington, West Virginia

IN UNITY THERE IS STRENGTH

Dear Mr. Hart:

. . . . I myself have been laid up since last June with rheumatic fever but the business has been carried on with the other brothers. This is where the Mutual of Omaha insurance through the National Auctioneers Association has paid off. Just another benefit that comes from belonging to an organization like the National.

Here's hoping you and all the other Auctioneers enjoy a most prosperous and healthy 1962.

Yours truly,
Fred W. Radde
Watertown, Minnesota

* * * *

Dear Bernie:

Enclosed please find my check for ten dollars for my 1962 membership dues. Just received my new issue of "The Auctioneer," sure do like to get it. Usually read it completely through as soon as it comes. Some of my close friends, who know very little about the auction business, enjoy reading "The Auctioneer" and I let them borrow it.

What would be wrong with charging \$2.00 or \$4.00 per year for subscription to "The Auctioneer" and let anyone subscribe to it that wanted to?

If every auctioneer read this magazine regularly—it would encourage a lot of them to become members of the National Auctioneer Association.

Wishing for all of you the best for 1962.

Sincerely
Curtis E. Cunningham
Greenwood, South Carolina

* * * *

Dear Friend Bernie:

Enclosed find check to keep "The Auctioneer" coming to my mail box for 1962.

I enjoy it very much and think you are doing a fine job each month with it.

I am not active in the auction work any more, but get a big kick out of going to sales that my son is selling and spout off a little.

It is still in my blood.

Merry Xmas and a prosperous New Year to all the colonels.

John L. Whitman

* * * *

Dear Col. Hart:

Please take me off the delinquent list, I am enclosing my check. 1961 was a good business year for me. I was fortunate to be able to sell a 160 acre farm in the

Hastings area at auction in October. It sold for \$231.00 per acre or \$36,960.00. Some of the land nearer the twin cities is selling for \$800.00 per acre and on up to \$1500.00 and more for development.

Some of our good Holstein cattle are selling around \$300.00 or \$350.00. We now have five or six dates for February and March. Good luck to you in '62.

Sincerely,
Francis L. Byrne
Farmington, Minnesota

* * * *

Dear Sir:

Enclosed you'll find \$10.00 for 1962 membership. It's a little late but I was pretty busy and didn't get around to sending it.

Enjoy reading "The Auctioneer" every month and wouldn't want to miss it.

Auction business is real good to me. I'm selling at five livestock sales barns every week now. That means a sale just about every day of the week.

Thank you.

Wilbert Kroh
Bismarck, North Dakota

* * * *

Dear Col. Hart:

I am herewith enclosing my check for 1962 dues.

I enjoyed very much your visit and talk at the Oklahoma State Auctioneers Convention. It is always good to see you as you are always bubbling with enthusiasm for the Association.

We seem to be doing a little better in our membership this year. I talked with Bill Blew, our Secretary, a few days ago and he advises that we now have about fifty members in the Oklahoma Association. If we keep plugging we will grow to the extent that we have always hoped for.

In my opinion if an association furnishes nothing more than the Fellowship with others in our field then it is well worth our belonging to. We all know that our organization offers much more than this but that one thing alone cannot be valued in dollars and cents.

Certainly want to attend the convention in Lincoln this summer. Was also very glad to note the National Association had reached a new high in membership. Just keep going.

Yours for the High Dollar,
Clyde Jones
Alva, Oklahoma

Dear Bernard:

Enclosed is a check in the amount of \$10.00 to cover my membership dues for 1962. As always "The Auctioneer" is read from cover to cover when it arrives. It would be nice if more of the members would send in news stories for publication.

Minnesota is now covered with several inches of snow, but that doesn't stop the Auctions. From all indications, it appears that 1962 will be a much bigger Auction year than 1961.

Yours truly,
Joe Maas, Jr.
Millville, Minnesota

* * * *

Dear Bernie:

I'm about to goof-off since I noticed that my dues were due on the first of this month.

I learned a long time ago that when you reap benefits from anything that it is a good idea to return some of it so am sending an extra five dollars to get on the Booster Page.

I enjoy "The Auctioneer" more since attending my first convention in Houston. Why? Simply because you can get more from an article when it is written by someone that you have met.

We in Arkansas are growing fast in the auction field and though there aren't many of us that are members yet we will continue to grow and maybe we can have the National Convention in Arkansas some year.

All of us in Arkansas aren't hillbillies as some seem to think. I live in the delta area where the major crops are cotton, rice and beef cattle with a little boot-leg thrown in. All crops were good this year so there will be lots of farm equipment sales this spring.

Very truly yours,
Herman Paul Peacock
Winchester, Arkansas

* * * *

Dear Col. Hart:

Just received the January 1962 issue of "The Auctioneer."

On page 23 there is a news story regarding the sale of over 5000 acres of surplus government land. I don't know if the auctioneer on this sale is a member of anything or not but anyway—the commission for which he took this was (Better sit down if you aren't already) 1/5 of 1% with the

auctioneer paying the advertising!!!!

If that isn't a blow to the auction profession I don't know what would be.

My firm is approved for selling land for the General Services Administration and I had a bid to sell this same land. It wasn't that I minded losing the sale but the fact that anyone would take it for such menial commission.

Looks to me like the auction profession has a long ways to go to prevent something like this from happening.

Hope things are going well for you and that 1962 will be the best yet.

Very truly yours,
Elaine Rogers Richman
North Platte, Nebraska

Long-Lost Milton Reported Found

LONDON—The British National Portrait Gallery has bought for £23 (\$64.40) a painting now believed to be a long-lost portrait of John Milton, famous English poet (1608-1674), and to be worth thousands of pounds.

The portrait, in oils, was purchased recently at a London salesroom. It was then believed to be a copy. Now that it has been cleaned, experts say it is the painting known as the "Onslow Portrait," lost since 1827.

The artist was Cornelius Johnson. It belonged to Milton's widow and after her death was purchased by Arthur Onslow (1691-1768). The portrait was kept in his family until it was sold in 1827.

Early accounts of the portrait said that it was inscribed with the poet's name. This writing was revealed by the recent cleaning.

Charles Kingsley Adams, director of the National Portrait Gallery, described the painting as its most important acquisition of the year.

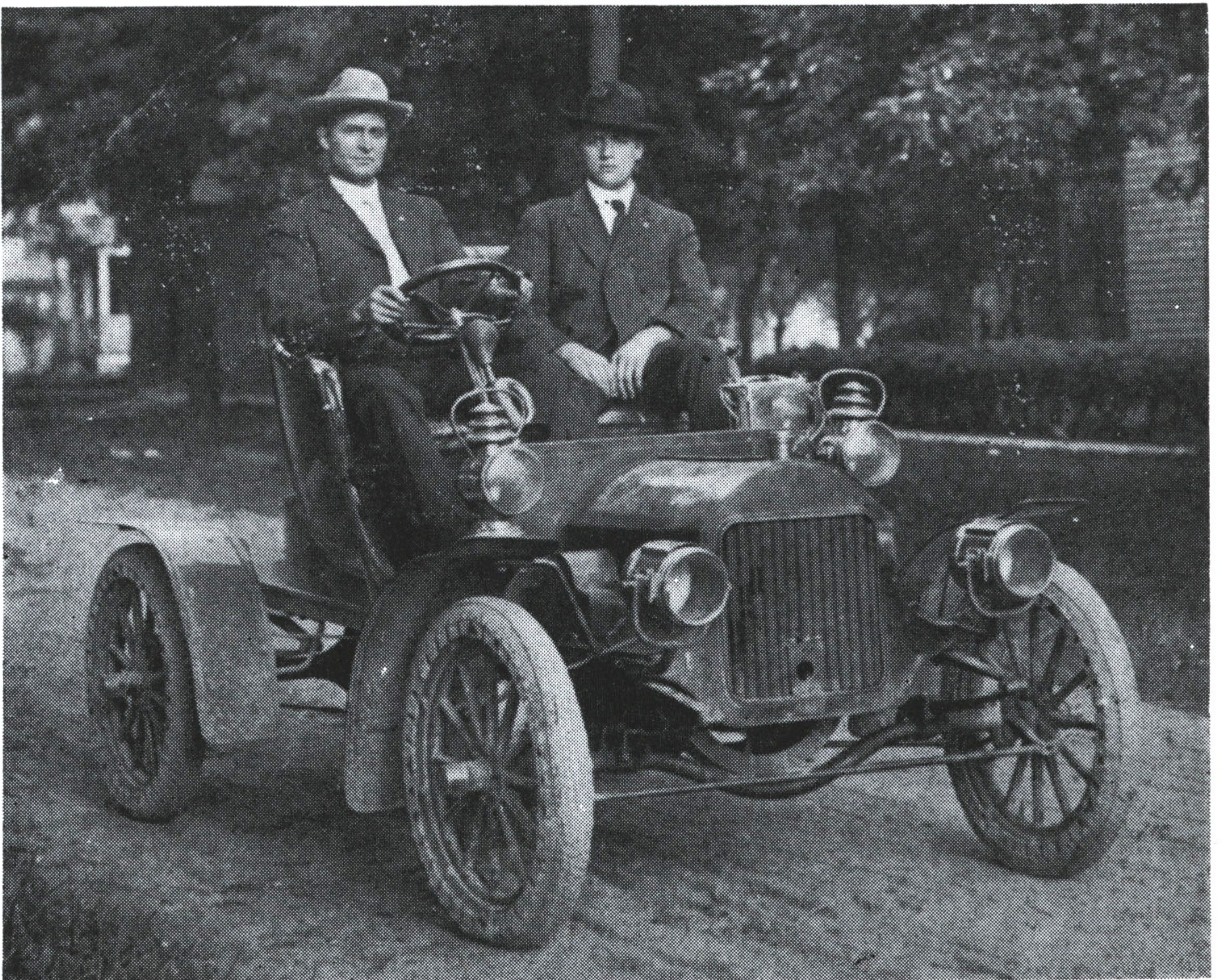
"When we purchased it for only twenty-three pounds," he said, "we thought it was only a copy of the lost portrait. It was only during the cleaning and restoration of the portrait that we became reasonably certain that it was the original."

The reason worry kills more people than work is that more people worry than work.

Goals of Ten Years Ago Similar to Those of Today

Col. Van Pelt's picture appeared on the cover of "The Auctioneer" ten years ago. He was at this time 73 years of age and active in numerous organizations. He was described as being one of the busiest auctioneers in America. Although a very busy person, he was never too busy to help in the betterment of his community, county and state. IF YOU WANT SOMETHING DONE, GET A BUSY MAN TO DO IT.

'Pop' Hess reported on the Ohio auctioneer's annual meeting; among other interesting articles officers elected at this meeting ten years ago were: W. O. Sargent, president; Wayne Rowlee retired from the president's position. John Pfarr, Jr. was re-elected secretary-treasurer. The new directors elected were Wayne Rowlee, Jonathan Mason, O. V. Hall, and S. C. Sprunger.



"The Good Old Days" was the caption under this picture when it appeared recently in the Lafayette (Ind.) Journal and Courier. Behind the wheel is P. L. Fuller and the passenger is none other than our own Dan J. Fuller, veteran auctioneer of Albion, Nebr. At the time of this photo (about 1905) these gentlemen operated as, "Fuller Brothers, Auctioneers, Oxford, Ind." Both 'Fullers' later migrated west where P. L. Fuller sold at Bradstreet & Clemens Horse Auction, Grand Island, Nebr., for 14 years. He is since deceased. Photo through courtesy of the Lafayette (Ind.) Journal and Courier.

IN UNITY THERE IS STRENGTH

"We do hope, or should say, my thought is along with many that it should come to pass that all state auctioneer associations would become connected with the National Association of Auctioneers. For as you know as many of us see it, the time is close at hand for strength, with a combined order of all auctioneers to face many problems that are knocking at the auctioneer's door daily."

Price control and a license law for auctioneers were main topics of discussion.

\$261,000 was the price gotten by auctioneer, Clyde Wilson, for the Old Central Junior High School grounds in Marion, Ohio. Standard Realty, Inc. of Columbus was the purchaser and the future plan for this ground was a shopping center.

"Stay Young in Your Profession," was the advice given ten years ago by B. G. Coats to his fellow auctioneers. To emphasize this point, a 75 year old auctioneer of New York state was asked why he didn't retire. He answered that if he did, he would probably die in six months. "Let's all stay young together, go forward together, promote better understanding between us, better relationship between auctioneer and public, instill an appreciation of high ideals, fostering at all times a "Code of Ethics" that protects the public against unscrupulous practices and together constantly strive to do just a little more than is expected of us in building the National Auctioneers Association into a membership that will encompass the auctioneers of America and that will personally benefit thereby. If each of us will "Get Two in '52" it will be a great step in going forward together and a far greater step in staying young together.

Then years ago, this appeared in E. T. Nelson's column:

And then there was the woman who owned a parrot that had a habit of swearing a lot. She covered his cage from Sunday morn till Sunday eve. On Monday morning she saw her minister coming toward her house, so she again placed the cover over the cage. As the Reverend was about to step into the parlor, the parrot remarked: "This has been a damned short week."

"NOW WHAT WE NEED IS NEW MEMBERS TO OUR NATIONAL ASSOCIATION SO GET BUSY NOW, DON'T PASS THE BUCK."

This is what appeared in bold type in the President's Message. President Bockelman was disappointed that a larger number of auctioneers hadn't responded to his request for suggestions on a universal licensing law.

In Jacksonville, Florida, a modification to the bill which then required a fee of \$2,000 was predicted. This modification had, at an earlier date, met with opposition from business interests.

The new bill was to the effect that a general license could be obtained by auctioneers for \$15.

"The reason I can talk so fast is because my father is an auctioneer and my mother is a woman," stated Col. Lyle Sweet, auctioneer of Asheville, North Carolina.

Greetings from Uncle Sam had been received by Col. Joseph A. Guzzi of Long Branch, New Jersey at this time. The young auctioneer was going to return to his association with Col. B. G. Coats after his two years in the armed forces were served.

"Have you seen Faith's new evening gown"?

"No, what does it look like"?

"Well, in most places it looks quite a bit like Faith."

Hats off to the Pennsylvania and New Jersey Auctioneer Associations. These two associations spent much time and money on the drafting of a bill for reciprocal licenses. This proposal was reprinted in the February 1952 edition of "The Auctioneer."

DON'T BE TOO CONTENTED

Contentment has few merits. It is acquired by a person who schools himself to be satisfied with what he has, but at that point ambition dies and buries progress with it. Civilization has never been advanced by contented women and men.—Burton Hillis in Better Homes & Gardens.

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: Paul Hull, R. 3, Austin
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 W. Mountain, 117 Kensington Ave., Apt. 202, Jersey City
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

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

Auctioneers Association of N. Carolina

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

North Dakota Auctioneers Association

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

Ohio Association of Auctioneers

President: 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, 347 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

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 . . .

CONFUSED

A motorist was once driving in the country when suddenly his car stopped. He got out of the car and was checking the spark plugs when an old horse trotted up the road.

The horse said, "Better check the gas line," and trotted on.

The motorist was so frightened that he ran to the nearest farm house and told the farmer what had happened.

"Was it an old horse with a floppy ear?" inquired the farmer.

"Yes! Yes!" cried the frightened man.

"Well, don't pay any attention to him," replied the farmer, "he doesn't know anything about cars."

FREEDOM FOR ALL

A refugee couple arrived in the U. S. Through much red tape and years of study they were finally made citizens. The husband rushed into the kitchen with the long-awaited news. "Anna! Anna!" he shouted, "At last, we're Americans."

"Fine," replied the wife. "Now you wash the dishes."

LADY IN THE DARK

At a busy intersection, traffic screeched to a halt when a little old lady crossed the street against the "Don't Walk" sign.

A grim-faced policeman strode over to the erring lady and, in as polite a tone as he could muster, asked:

"Do you realize that you just walked against the sign?"

"What sign?" she meekly inquired.

"That big orange 'Don't Walk' sign," the policeman impatiently retorted.

"Oh, that sign," she said, "I thought that was put up by the local bus company."

ACCLAIM

The famous author was telling his story. "Well, what finally happened was that, after ten years, I discovered that I had absolutely no talent whatever for writing.

"And so you gave it up," his friend completed.

"Good Lord, no," the author said. "By that time I was much too famous."

HINTING AT SOMETHING?

The couple had been dating for three years, and on this evening, their anniversary, the beau took her to a Chinese restaurant.

"How would you like your rice?" the boy asked the girl who was studying her menu.

"Thrown," she replied.

MARK DOWN

Johnny's report card was very unsatisfactory and he was asked to explain.

"There's nothing to explain," he said. "You know how things are always marked down after the holidays."

CONFESSION

They stretched the man out on the police station floor and the doctor examined him. "This man has been drugged," he announced.

The policeman who brought him in turned white and said, "I might as well admit it. I drug him four blocks."

ONE MAN'S VIEW

An American is one who spends a small fortune building a private lake, stocking it with fish, then pulling the fish out one by one with a hook. Sometimes it's a puzzle as to which end of the line the fish is on.

THAT'S THE SPIRIT

The teacher loaded his class down with enough problems to keep them engaged for several hours. After fifteen minutes, when the instructor was settled comfortably in his chair, his reverie was marred by, "Sir, do you have any more problems?"

Somewhat aghast, the teacher asked, "Do you mean you have finished all those I assigned?"

"No," answered the student. "I couldn't work any of those, so I thought I might have better luck with some others."

ONLY BEING TRUTHFUL

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

"No," she replied, "only murder."

IN UNITY THERE IS STRENGTH

WOLF

Someone has defined a "wolf" as a big dame hunter who enjoys life, liberty and the happiness of pursuit.

MAKE YOUR OWN JUDGMENT

An angular spinster, self chosen supervisor of the moral life of the village, delighted in embarrassing her fellow citizens. One day she lectured a bricklayer publicly.

"Don't deny that you were drinking last night," she snapped. "I saw with my own eyes, your wheelbarrow setting outside the tavern."

The workman doffed his cap and made no attempt to explain. But, when he quit work that evening, he pushed his wheelbarrow up to her door—and left it setting there all night.

NEW DEAL

Mrs. Jones: "Did you change the table napkins as I told you?"

New Maid: "Yes'em. I shuffled 'em and dealt 'em out so's no one gets the same one he had at breakfast."

TIGHT SQUEEZE

A bewildered Englishman wandered into an American drugstore and asked for a small tube of toothpaste. The druggist handed him a package marked "large."

"I'm afraid you didn't understand," the Britisher said. "I asked for a small tube."

"That's right, sir," was the answer. "It comes in three sizes—Large, Giant, and Super. I gave you the small size—large."

MORE EXPLICIT

An engineer was looking over drawings and specifications for a new instrument which had been ordered by one of the firm's largest clients. Attached to the paper were the coded instructions, "MILTDD-41." Not familiar with these designations, the engineer looked in his technical journals but couldn't find them. Finally he placed a call to the customer. "Would you mind telling me what 'MILTDD-41' means?" he asked.

"Of course," the customer said. "It means, 'Make it like the darned drawing for once'."

Money won't buy health—but that's no excuse for not paying your doctor.

SMILES

Our week-end guests arrived for lunch Friday and left late Sunday night. As we stood watching them drive away, Mae sighed and said, "I like the northern lights; I like the lights of carnivals; but the lights I like best are tail lights."

JUST AS I THOUGHT

She: "What's the difference between dancing and marching?"

He: "I don't know."

She: "I didn't think you did. Let's sit down."

MARRIAGE MODEL

Woman pushing baby carriage with top down: "This is the convertible he promised me after we were married."

A businessman's lament: Eat, drink and be merry—for tomorrow they audit the books.

"So live that you wouldn't be ashamed to sell the family parrot to the town gossip—"Will Rogers.

Prosperity is a time when people make more money than they earn and spend more than they make.

The girl filling out a job application came to the little square labeled "Age." She wrote, "Atomic."

The happiest days of your life are school days, provided your child is old enough to attend.

If women are not dangerous why do men always increase their insurance when they marry one?

This generation isn't more wicked than any other age. It just fails to pull down the shades.

In most households, mother is the softer voice, but father is the softer touch.

The most difficult meal for the average housewife to get is dinner out.

IN UNITY THERE IS STRENGTH

IF!

Through our experience in many lines of work and pleasure, we have learned that a united organization can accomplish many things.

The N.A.A. has grown considerably during the last few years, and it has accomplished many goals due to its unity and number. Laws on licensing have been approved, and the auction profession has gained recognition as a profession with high standards. Let's **not stop** and rest on our march to further improving these and other conditions.

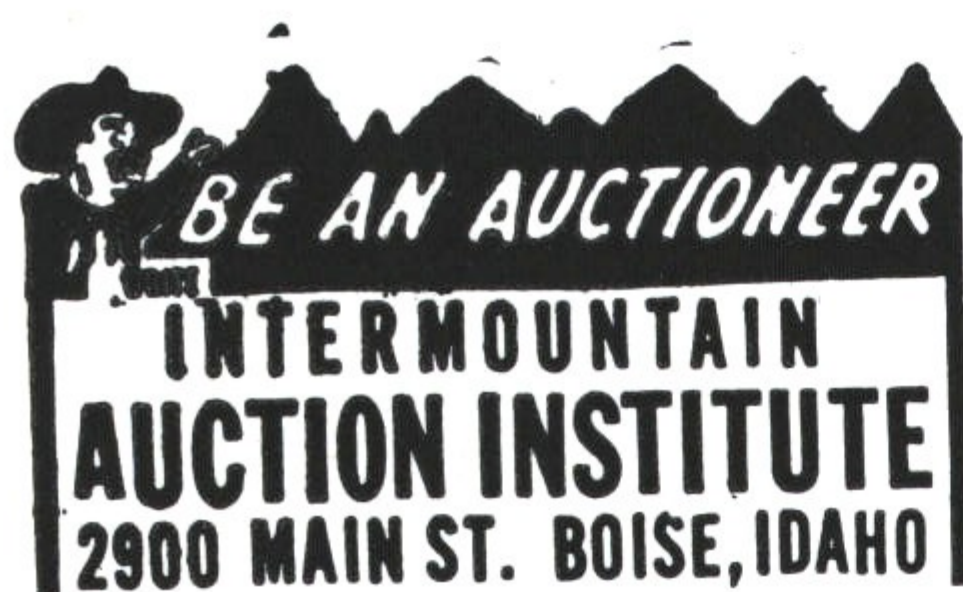
SUGGESTIONS FOR WAYS OF BEING AN ASSET TO YOUR ORGANIZATION AND PROFESSION:

Take an active part in your State and National Auctioneers Associations. The main purpose these strive for is combined unity and efforts so we may obtain better conditions for our profession.

Contribute at least once a year to "The Auctioneer." Others are very interested in learning how **YOU** are doing and the conditions which you work under. There is nothing more encouraging to newcomers than to see a united group fighting to better their cause.

Set a definite goal as to how many new members **YOU** can add in 1962 and reach that goal. We have already seen a taste of what numbers can do for us.

Can you imagine where we would be a year from now if these suggestions were followed by every one of our members????



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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

1. **Added Membership will make your Association a stronger influence in your community.**
2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.
3. **Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally—Example, licensing.**
4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.
5. **Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.**
6. Added Membership in your Association will enlarge your circle of friends and business contacts.
7. **Added Membership in your Association will give you greater personal security in the protective support of the Association.**
8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.
9. **Added Membership in your Association will assist you in any part of the country that your profession may take you.**
10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.