

the AUCTIONEER



"I CAN'T TELL WHICH IS SAYING WHAT."

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“Each year offers new challenges just as each successful sale does. We must not be satisfied, We must move forward. With your support the 1961 N.A.A. Convention will give the incentive to move forward, to align ourselves with the opportunities of the future.”

Walter Britten
1961 Convention Chairman

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Theatrics, Fanfare Could Kill Livestock Auctions

The above headline is one that should alarm a good many members of the auction profession. It is identical or similar to one that has appeared in many livestock market publications throughout the country, publications different from our own in that they are read by the patrons of livestock auctions and, more important, prospective patrons of livestock markets.

This alarming situation has been brought to the attention of the public by the following Associated Press release:

WASHINGTON D. C. — Operators of livestock auctions may kill off their business if they fail to cut down on some of theatrics and fanfare, says Rep. W. R. Poage (D-Tex.)

Poage, vice chairman of the House Agriculture Committee, said the problem is one for the industry to handle voluntarily, and not for the government. He said he based his views on recent visits to some of the largest auctions in Texas and on talks with cattlemen.

"I sat at the Abilene auction for an hour, shortly before Christmas," Poage commented, "and I couldn't tell who was buying what — nor for how much.

"The auctioneer chants away in a gibberish the average farmer can't understand. It takes a professional, and they are around these sales for sure, to tell just who's bidding and what's he's been bid."

Unless the auction operators act to make their proceedings more understandable, Poage said, the small independent growers will get suspicious that there is some shady business and will stay away.

He said he had recently discussed the situation with Dolph Briscoe of Ulvade, an official of the Texas and Southwestern Cattle Raisers Assn. Briscoe, Poage said, agrees with him that something should be done.

Poage said he also had conferred on the problem with Jay Taylor, an official of an Amarillo livestock auction. He said Taylor also agreed that steps should be taken to make the chants at the Amarillo

sales more intelligible.

Only a few would exploit auction sales improperly or unfairly, Poage said. But the few that might, he said, could seriously hurt the business as a whole. He recalled a time when some operators held back receipts on part of their sales, then arranged to buy cattle at abnormally low prices. As a result, he said, controls were imposed to prevent such practices.

Since the aims and purposes of the National Auctioneers Association is to promote and protect our profession we feel it is time that we call a spade a spade. While we may question and even make light of a congressman's opinion based on an hour's visit at a livestock auction we had better face the facts.

We all know that the sing-song used in many sales barns is difficult for other auctioneers to follow and if it is difficult for them it is next to impossible for the occasional auction visitor. We have heard auctioneers who were proud of their ability to roll along hour after hour with a pleasant musical tone — but with words that were unintelligible to all but the regular patrons. Certainly this is not salesmanship and whenever we think we can operate in the auction profession without sing salesmanship then we will find that auctioneers are no longer needed.

As further proof of the above we suggest you refer to your December, 1960 issue of THE AUCTIONEER and read the item on page 25 entitled, "Auction Without An Auctioneer." Apparently no one was concerned about this article when it appeared in THE AUCTIONEER but perhaps those who employ auctioneers took it more seriously when they read a similar article in a national farm publication.

In a letter from 'Tad' Sanders, Secretary of the National Association of Livestock Auction Markets (NALAM), he brings to our attention John Cholis' column in the WESTERN LIVESTOCK JOURNAL which gives a contrasting viewpoint. However, we agree wholeheartedly with Mr. Sanders as he adds, "Nevertheless, I do think it

would be constructive and beneficial if our two Associations worked in cooperation toward the improvement of the professional technique of livestock auctioneers, instilling in them a better understanding of their responsibilities and the public limelight which is focussed upon them in almost every move they make in the livestock auction market operation."

When the situation of unintelligible auctioneers comes to the attention of congressmen, is distributed by the Associated Press, we feel it is time for alarm. Auctioneers are NOT trained by our Auction Schools to talk gibberish. It is a problem they have made by themselves. We feel it is the responsibility of the operators of livestock auctions to hire only those auctioneers whose chant is clear and distinct and we suggest that all auctioneers take another look at the cover on this month's issue and ask themselves the question, "Could that man be me?"

St. Louis Revives Horse Auction

ST. LOUIS, Mo.—Thoroughbred quarter horses, Appaloosas and just plain horses and ponies paraded through the ring of the St. Louis National Stockyards arena before a crowd of booted men and women from all sections of the country.

It was the second day of a sale conducted by the St. Louis Horse Auction Co., the first of its kind at the East Side Stockyards since 1948. Bidding was spirited and horses brought prices ranging from \$200 to \$2200.

Seated at a rostrum in the ring, Auctioneer Billie Walker of Fort Smith, Ark., kept up a continuous rapid chatter in a powerful voice as the animals were sold.

More than a thousand persons crowded into the arena. Many were ranchers and horse dealers from such widely separated points as Elizabeth, N. J., Cincinnati and Chico, Tex. Others from the St. Louis area were drawn there by the nostalgia of a past day when the National City stockyards was the largest horse and mule in the world.

The auction company, organized by Cletus Huling of Freeburg and Buddie Walker, father of the auctioneer, plan

monthly horse auctions. Huling is considered to be one of the largest individual dealers in quarter horses in the world.

In the first day of the sale 209 quarter horses, all registered with the American Quarter Horse Association, were sold. Quarter horses, used largely on Western ranches, are bred for speed, showing and gentleness.

Many of the Appaloosa breed were sold yesterday. The Appaloosa is noted for unusual coloring and markings. They have one dark and one light eye, their coloring may be speckled or have a bluish cast.

Auctioneer Walker, wearing a 10-gallon hat, fancy dress shirt and tight-fitting Western suit, kept the bidding going. As members of the audience held up their hands, indicating rises of from \$10 to \$100 in the bidding, he increased the tempo and called for more bids.

An assistant stood at each side of the auctioneer's rostrum, pointing out fine points of the horse being exhibited and helping keep track of the bidding. Walker concluded each sale by sounding a horn.

The successful bidders presented cash or checks immediately at the conclusion of each sale.

The sales began at 10 a.m. and lasted until late at night.

Request Made for New Montana Market

The Montana Livestock Commission conducted a hearing early in March, on an application for a license to construct a \$100,000 livestock auction pavilion near Dillon. About 300 persons were reported to be present at the hearing. These included livestock producers in the Dillon area.

Montana law prohibits the opening of a livestock auction without the approval of the State Livestock Commission and in order to get such approval it is necessary to submit impressive proof that more marketing facilities are needed by the respective area.

There are far less livestock auction markets in Montana than any other livestock producing state as a result of this law and no new facilities have been added in many years despite the increasing trend of marketing livestock through an auction market.

Half-century Old Sale Bill Brings Memories of Sub-zero Sale

By O. S. Clay, Shelbyville, Indiana

I have just finished reading the March issue of "The Auctioneer" from the front to the back page and, as always, I found many fine and good suggestions and reminders.

A reminder in this issue came from the showing of the membership by states and the number of non-renewals. This caused me to look up my old wallet card and I noted that my own receipt showed January 1, 1961. It made me wonder what was wrong with our Indiana boys. I hope they were mostly like myself, just neglectful. I notice that on January 15 we had 70 members. On February 15 we had 17 non-renewals and still had 83 members enrolled. I feel ashamed of myself as one of those 17 which, if all had renewed, would have brought Indiana to an even 100 members. This would have put us along with our neighbor, Ohio, who had 100 members, even though they had nine lazier than myself.

One-hundred members for Indiana sounds pretty good but where are all the boys like myself. It took me a long time, it seems to me, to take part in the State and National Association. I've often wondered just how many of us who hold ourselves to be Auctioneers really have taken time to think or consider what any one of the Associations members really mean to us and our profession.

I'll frankly say it took me a long time to wake up. But I'll say that the few State and National Conventions I've been able to attend have done me more good and have given me the feeling that other Auctioneers have had both good and bad as I've always found it.

My own feeling is that I should help the other fellow all I can and if he proves better than I, then he is the one who should have the job. I've never failed or missed the opportunity to help my fellow auctioneers who were trying to get started.

Getting back to our membership we,

here in Shelby county, have 13 Auctioneers, including myself, now retired. How many belong to the State and National Associations I have no idea but I would wish that each would do his part and keep Shelby County and Indiana on the move. I'm sure we would be praised but better still, others would no doubt try to follow up and thus boost and top all former membership records.

I've read much about the cold and bad weather and, although I am glad for sitting by the good warm heat, I look out and feel for the boys who are out shouting in all this snow. It brings back memories of the many times I have been out. Looking back over days past and my old sales dates and sale bills I ran across one I'll never forget. Back in 1908 I had just finished a farm of 178 acres, household goods, farm implements, and livestock as well as smoked ham, smoked sides and a can of country made lard.

A man I had heard of but never met came up to me and said, "Clay," I've been watching you today and I want you to make a sale just of livestock." We set the date for the sale to be February 14. I had heard of this man and heard that he had bought a farm back off the main highway. He had come from the Northeastern part of Kentucky and had come to our county and proved to be a good citizen and neighbor.

On the morning of his sale I woke up to find from 6 to 8 inches of snow on the ground with cold weather and a high wind. That was in the days of horse-back transportation so I got ready as I had about five miles to go to get to his place. I wrapped myself up good, placed my horse blanket over my saddle so as to be able to stick my feet under the blanket and rode the first four miles to the small town of Mooresfield. I stopped at the bank there and the banker remarked that this was the day of the sale.

"You surely can't have a sale today," he said. "Do you know how cold it is?"

It was now 9 a.m. and 8 below zero. There being no telephone, all I could do was to go on so after getting warmed up, I rode on out to his place. I rode up to his house, went around in the wood, got off my horse and covered him with the blanket I had wrapped up with.

I went to the back door where I found 8 or 10 men sitting around the kitchen stove. Going to the front room I found 10 or 12 men. The time was 10 a.m. when I said to the man, "What do you think? Hadn't we better call off the sale as we don't have much of a crowd."

"I'm not going to call it off," he said. "Let's get out and sell it."

We all went out to the barn which happened to be on top of one of those Kentucky ridges. In between the planks of native siding you could easily stick your finger. Looking over the crowd, I counted less than 25 present. I made the best opening remarks I could and asked the owner if he had anything to say.

"Yes, young man," he said, "I was just fixing to stop you to tell you not to sell anything until you got it's worth." Then he said, "Boys, I've advertised this stuff to sell it and that is what I am going to do, but I warn you, don't try to steal it. You are going to pay me what it is worth so get on, Clay, and sell it."

As the old sale bill shows he had four sows with 36 two-week-old pigs all in one pen, to sell and let the pigs pick their own mamas. Pick one or as many as you want. The first bid was \$40.00 and the sow brought \$67.50. He took two. The next sold at \$55.00 and the last sold at \$57.50.

The sale bill next showed 56 head of ewes and one buck to be sold by ten or as many as wanted. The first buyer took 25 and so on. Seven cows all tied up facing into the outside wall were next so we stood behind them and I sold them. On we went to six head of combination well-broke horses which meant that they were good for riding or work. They sold the same way—the buyers choice of any of them.

A pair of five-year-old gray mules "sold to work anyplace or you don't buy them" were next. At that time horses and mules sold higher and were always kept for the finish of the sale.

The sale lasted about an hour and twenty minutes without a whimper from anyone because of the cold and very few words except for the owner's descriptions and my chatter.

On the way back to the house the clerk, Henry Caldwell, who had clerked many sales for me and whose farm joined with that of the man we had just sold for, said, "Clay, you know in your opening remarks you said Mr. was gamer than you would be to go on with the sale. Did you know how many marks he has on his pistol." In those days each mark meant another man killed.

"Gosh, no," I said.

"I'm told he has five marks," Henry Caldwell said.

After that I was able to figure out what brought the good quick bidding on a day with sub-zero temperatures.

Boys, never give up and do your best on all sales trusted to you. Think back as I've done the past year and you will recall many pleasant and good times you have had.

The best of luck to all of you. I hope to be able to see you in Houston.

Col. Stambler may Own Stradivarius

Reprinted from the Honolulu (Hawaii)
Sunday Advertiser

Auctioneer Lou Stambler may have stumbled on the best deal of his life last week. A little Filipino man from Palama came into the auction room with a violin under his arm.

Inside the instrument was the name Stradivarius. The man said the violin has been in his family for over 100 years.

Lou gave him \$400 for it. A few days later he was offered \$1,000 for the violin. Lou held off and took the violin to a Honolulu Symphony rehearsal Thursday for an opinion.

The symphony violinists couldn't tell him it is or is not a Stradivarius. But they praised the tone of the instrument and gave Lou the address of a connoisseur of violins in Hollywood.

Stambler said he's taking the instrument there for an opinion. If it turns out to be a genuine Strad, Lou has a windfall. When you can buy them, those fiddles sell for several hundred thousand.

National Membership Total Moves to New High of 1317

In spite of 168 unrenewed January expirations the total membership of the National Auctioneers Association moved up to a new high of 1317 during the last month. This total surpasses the June 30, 1960 record total of 1296 by only 21 members, however, and with a number of present members expiration falling on April 1, 1961 it will be necessary to regain many expired members as well as new members in order to maintain a lead. We, along with all N.A.A. members, hope to establish a considerable gain rather than merely maintaining a lead, however.

The membership of three states passed the 100-member mark during the last period. Ohio remains the top membership state with 104 members, followed closely by Nebraska with 103 and Illinois by 101. Indiana has 85 N.A.A. members and Pennsylvania has 83.

The states to attain the most notable gains in membership since June 20, 1960 are Illinois with an increase of 20 members; Pennsylvania with an increase of 13 members and Texas with a 12 member increase. Michigan and Ohio have gained 9 members each and Oklahoma and Wisconsin each gained 8 members.

States losing members since June 30, 1960 are Kentucky, with a loss of 12 members; Colorado and Missouri with a loss of 10 members each; and Indiana with a loss of 8 members.

Three months remain in which to build up N.A.A. membership to the 2000 member goal suggested by President Carman Y. Potter. The cooperation of every member is requested.

The membership count by states follows:

STATE	Members	
	Feb. 15	Mar. 15
Alabama	7	8
Arizona	1	1
Arkansas	10	12
California	24	27
Colorado	19	20

Connecticut	2	2
Delaware	3	3
Dist. of Columbia	1	1
Florida	13	14
Georgia	13	14
Hawaii	1	1
Idaho	12	13
Illinois	86	101
Indiana	83	85
Iowa	39	40
Kansas	64	64
Kentucky	10	54
Louisiana	7	7
Maine	4	4
Maryland	13	14
Massachusetts	20	24
Michigan	35	41
Minnesota	14	16
Mississippi	3	3
Missouri	35	36
Montana	11	11
Nebraska	96	103
Nevada	1	1
New Hampshire	4	4
New Jersey	29	29
New Mexico	9	10
New York	50	50
North Carolina	17	17
North Dakota	8	8
Ohio	100	104
Oklahoma	18	18
Oregon	7	7
Pennsylvania	81	83
Rhode Island	6	6
South Carolina	2	3
South Dakota	5	6
Tennessee	56	57
Texas	39	42
Utah	2	3
Vermont	4	4
Virginia	23	24
Washington	7	7
West Virginia	11	13
Wisconsin	75	76
Wyoming	11	11
Canada	14	13
Germany	1	1
Australia	1	1
TOTALS	1207	1317

The President's Letter

Dear Friends:

It is difficult to realize how quickly the months have passed. It seems that there have been an unusually large number of sales this winter. In this section of our country there have been many farms sold at auction and the tendency for the last six months has been for these farms to sell at lower figures than in recent years.

Some feel that land prices have been too high and welcome lower prices. Others say that we'll see a better market for land in the months to come. Regardless of the trend, there will be real estate auctions.

It has been interesting to witness the continued demand for livestock since last fall. Hogs and cattle, both commercial and Purebred, have been in the limelight and have brought prices greater than one year ago.

We can only guess what the future has in store for us. Regardless of conditions, however, Auctioneers with ability will be in demand.

If the President of the N.A.A. were to say that he had profited by being a member of the N.A.A. many would say that he was trying to high-pressure auctioneers into joining that organization.

Let me say that I **have profited in many ways** by being a member of the N.A.A. and that I have no desire to high-pressure anyone to join. It should be the choice of every able auctioneer.

But, many auctioneers have not been invited to join with us.

Although memberships have continued to roll in, we shall do well to reach 1500 members by July at the present rate. Surely there are 500 auctioneers who would be happy to join with us. Won't you do them the courtesy to ask?

Sincerely,
Carman Y. Potter
President of N.A.A.

Improve Your Methods

By KENYON B BROWN, Doylestown, Pa.

Perhaps the remarks recorded below may not apply to you but we are sure they apply to many. They will no doubt be read with mixed emotions and opinions.

Our firm, known as Brown Bros. located in Bucks County, Pa., may not have as many sales as many who read these lines, but we find our methods successful. Whenever possible we like to visit other sales and each time we learn. We not only learn what to do, but even more important, we learn what not to do! It seems that 100 auctioneers conduct sales 100 different ways. Each is convinced his method is the right way. We are human and are no exception.

One of our greatest criticisms, in a friendly way of course, is that many auctioneers do not conduct a sale the way they know the sale should be conducted.

How many allow the owner to set his own date? Not all sales should be conducted on Saturday even if the owner's brother-in-law is off work Saturday. Many times the relatives are merely spectators and add not a dollar to the gross but only confusion in the sales area. Our policy is, as far as possible, to fit the type and calibre of the sale to the day of the week, when we can truthfully say, is the day which will suit the majority of the buyers. After all buyers are actually the most important factor.

How many times has a sale been scheduled for say 1:00 P.M. and the auctioneer has at the appointed hour turned to the owner or attorney and had them say, "let's wait a few minutes for a larger crowd?" We start on the dot and the buyers know it. They make it a point to be on time.

How many owners write their own ads thus wasting expensive advertising space on items which any auctioneer knows to be of little value?

How many owners prepare their own sales and decide on the order of sale? The auctioneer who does not pay strict attention to these details is allowing dollars to slip by the owner. Do not sell a tractor

or valuable antique late in the day after the cream of the crowd has gone home. One bid by a good buyer on a major article will mean more than nickles and dimes for the junk.

How many auctioneers guarantee collections? We do and have on occasion made up the loss due to our negligence. For this we are paid a decent living with good commission rates.

How many auctioneers allow item after item to have a price placed on it? Some items sell good — some sell poorly but over-all if a seller has a good reputation and decent merchandise the sale prices as a gross will be successful. Either the seller desires to sell for the sake of disposal or he doesn't. If he does not, then advise him to advertise and sell privately. You have a duty to the seller and to the business to run an honest sale.

You are supposed to be a qualified auctioneer and should know more about the auction business than the seller. It is up to you to be in the driver's seat. Don't put up with a back seat driver! If you know your business then manage the sale. The seller has one sale—you have many. Conduct the business efficiently but by all means you conduct it!

These remarks may seem brusque but we do not want you to be dictatorial with the seller. Use some psychology and explain reasons for your decisions. Do this in such a manner that the seller is content and yet the methods are those which you think best for a particular situation. You are supposed to be the expert—that is why you booked the sale.

Don't cut commission rates! If you think you are worth \$15.00 for the day then take it but if you feel your experience and know how entitles you to 6 or 10% then charge accordingly. Do not sell yourself and the business short. To be successful you must make an adequate living. If you are a \$15.00 a day man why not wake up to the realization that you are probably grossly underpaid. Accept more

responsibility with the conducting of sales and you will be worth more money. By cutting the competitors rate in order to book a sale you are cheapening yourself, you have made an enemy of another auctioneer, cheapened the auction business and are known as an easy touch by the seller. Do you order gas and groceries, then bargain a deal with the service station attendant or grocer? This is not Arabia.

Auctioneering is an untapped field for converting assets into cash. Only through honest methods can we prove the auction method to the public. We must improve ourselves, our methods and our confidence in our own abilities.

Auction Action from Pennsylvania Show

By Tom Berry, West Newton, Pa.

An all time high for the Pennsylvania Farm Show 4-H Club Beef and Lamb show was reached this year when the Champion, a 920 pound Angus shown by Maria Frey of Quarryville, Pennsylvania, was bought for \$4.10 a pound by Bill Geise, represent-

ing the Howard Johnson Turnpike Restaurants.

The Pennsylvania Farm Show is the largest of its kind in the country with 14 acres under its roof. This year's attendance totalled 645,000.

The Reserve Champion, a 1110 pound Hereford shown by Fred Linton, Jr., Quarryville, Pa., brought \$1.01 a pound. The Champion Lamb was shown by Thomas Coons, York, Pa., and brought \$2.80 a pound.

The Pennsylvania Farm Show was handled for many years by everybody's friend, Col. Guy Pettit of Bloomfield, Iowa. He turned it over to Col. Abe Diffenbach, Lancaster, Pa., several years ago.

Every year the price of the Champion has reached new highs until at this time it is on par with some of the large cattle producing states.

Among the contending bidders on the Champion were Boyd H. Kline, Bloomsburg, Pa., who bought several other animals which he donated to the Bloomsburg Hospital and Danny George, Bethlehem, Pa., who was the buyer of the Reserve Champion as well as several other animals.

Have License Law Promoters got the Cart before the Horse?

By Carson B. Hansen, Beloit, Kansas

I continue to read articles written by fellow auctioneers and I continue to hear speeches made by fellow auctioneers who still want license laws enacted to protect the present generation of Auctioneers. I personally feel that these few men are looking at the situation in a selfish light and not at the future of the Auction Profession. I feel that they have got the cart before the horse.

After being an instructor several times in the past 20 years in two of the leading Auction Schools in America, and after working with and trying to assist young auctioneers from other Auction Schools who are getting started in the profession, I find that many schools are not turning out qualified people in the profession and are taking the money of many of these people perhaps under false pretenses.

The first step to take to turn out qualified

men and women to go into the Auction profession is to have every Auction School in America approved and accredited with the National Auctioneers Association with a board of qualified Auctioneers to decide what the minimum qualifications of an Auction School Graduate should be before he can enter the profession.

I feel that every Auction School should adopt a standard set of requirements that each student should be required to pass before he or she could obtain his diploma. It should be the obligation of the schools to see that each and every student who leaves their school can pass any license law in effect at that time in the state in which he desires to practice.

If each and every Auctioneer would help to bring only qualified people into their ranks the Auction Profession will continue to prosper.



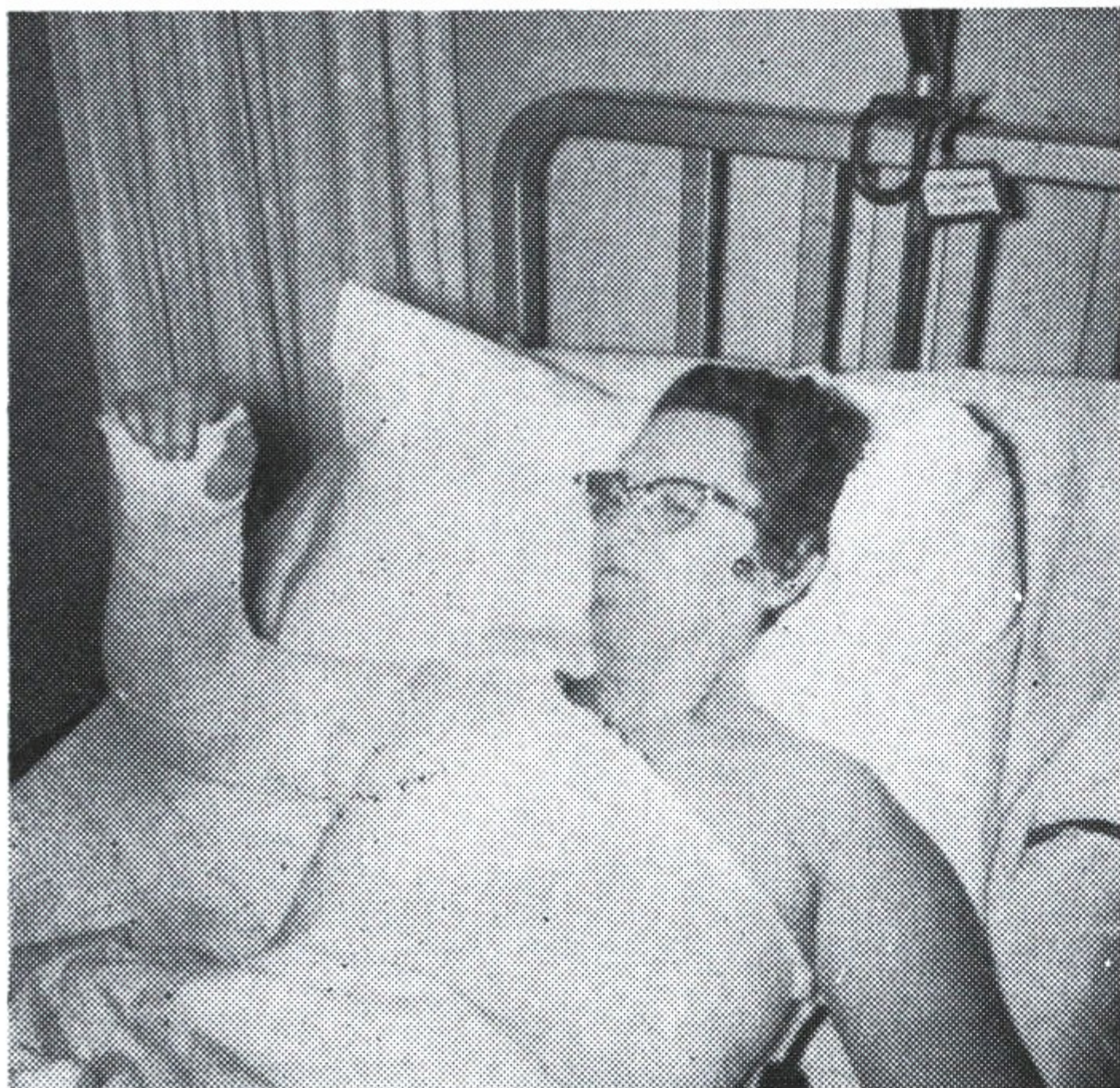
The picture above was taken at the recent Pennsylvania Farm Show 4-H Club Beef and Lamb Sale. From left to right are Col. Tom Berry, West Newton, Pa.; Boyd H. Kline, Bloomsburg, Pa.; Col. John W. Becker, Oxford, Pa.; Dr. Wm. Henning, Pennsylvania Secretary of Agriculture; Danny George, Bethlehem, Pa.; Bill Geise, Swift and Co. buyer for Howard Johnson Restaurants and purchaser of the Champion; and Maria Frey, Quarryville, Pa., owner of the Champion Angus. Col. Abe Dittenbach, Lancaster, Pa., was the Auctioneer for the show. The man to his right is unknown.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Dear Ladies of the Auxiliary:

To my many friends to whom I owe correspondence and possibly a Christmas card, the picture speaks for itself. This was my condition over the holidays as the result of a car accident September 9, 1960.



I am now on my feet and glad to be alive and able to do some writing.

Col. and Mrs. Ken Burrows, who were in the same accident, have also recovered and are back at work.

I want to thank the many people for their cards, letters, and wishes. I agree to answer all correspondence from now on so please write again.

Come on, ladies, I missed news on the Ladies Page.

Will see you all in Texas.

Mrs. Tom Berry

* * * *

Dear Ladies of the Auxiliary:

I have been wondering if spring will ever get here after being engulfed in an extremely cold, unusual winter with temperature readings as low as 20 degrees below zero for 19 days in a row. During January and February three big snow storms piled snow in drifts, retarding traffic for several days. It almost knocked us out of the box for holding our car auctions. However, we carried on despite the weather handicap.

A winter like we have just passed through has the faculty of getting one down but the thought of spring just around the corner and the Convention in Houston in July gives me a big lift. We are making plans to be there with bells on. We did not have a winter vacation this year and our plans are to make the Texas trip our vacation.

I'll bet we are going to have a lot of fun down in Texas. It will be something new for me. My husband was in Houston years ago. He is looking forward to the Convention and the renewal of his old acquaintances and his many Auctioneering friends. Needless to say, I am also looking forward to seeing all the members in Houston.

Sincerely,
Kathleen R. Anspach

If you can keep your head when all about you are losing theirs and blaming it on you. If you can trust yourself when all men doubt you, but make allowance for their doubting too . . . Yours is the Earth and everything that's in it, and — which is more — you'll be a man, my son!

— Rudyard Kipling

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Book Dealers Buy Whitman Portrait

NEW YORK, N.Y.—What is believed to be a self-portrait in oil by Walt Whitman has been found in the shop of a downtown art dealer.

Jack Biblo and Jack Tannen, partners in a company dealing in old books and manuscripts at 63 Fourth Avenue, bought the painting for \$500. Whitman is known to have done crayon and pen-and-ink sketches in his early days in New York and Brooklyn. So far as was known before, he never painted in oils.

The painting, 16 by 20 inches, is enclosed in an ornate gold frame. In the upper right-hand corner is the signature "W. Whitman"; underneath that is the date "1878."

The possibilities of the painting were first recognized by Sam Kupersmith, owner of the Marjak Galleries at 170 Allen Street. Word of the painting had been brought to him by another art dealer, who said he had bought an interesting oil of an old man. The dealer wanted to know if Mr. Kupersmith had ever heard of the artist, who had signed himself "W. Whitman."

Mr. Kupersmith did not immediately seek a buyer for the portrait owned by his friend. But in talking with a bibliophile, he happened to mention the portrait. The bibliophile told Mr. Biblo and Mr. Tannen about it.

"Neither one of us ever had owned a painting," said Mr. Biblo and Mr. Tannen as they exhibited the painting in their shop. "But when we saw it, we knew we had to have it."

Dr. Gay Wilson Allen, Professor of English at New York University and a leading Whitman scholar, said there was no mention in anything he had seen of Whitman's having painted in oils.

He went to see the painting yesterday and told Mr. Biblo that Whitman certainly had had the technical skill to have done the portrait. Mr. Kupersmith said one thing that made him believe the portrait authentic was that "the color is all monotone."

"A professional portraitist would have made more contrast," he said. "This was painted by a man who had a good eye

and a good hand but was afraid of color, who didn't know how to use it."

In 1878, Whitman was living in Camden, N. J.

In that year, Harold Gilchrist, a noted portrait painter, did a portrait of Whitman that the poet never liked. He particularly objected to the curly hair. In the self-portrait, if such it is, the hair and beard are wavy and stringy.

The ornate gold frame tends to authenticate the date and the circumstances. A trademark on the back indicates it was made by "Frost & Adams, N533-36 Cornhill, Boston." That was where Gilchrist was known to have bought his paints and frames.

Daughter Born To Col. and Mrs. Brodie

A baby daughter, Judith Ann, was born to Mr. and Mrs. Richard Brodie of Almont, Michigan, January 9 at Lapeer Hospital in Lapeer. She weighed 8 lb. 2 oz.

Judith's father is 1st Vice-President of the Michigan Auctioneers Association and her mother is the immediate Past-President of the Michigan Auctioneers Auxiliary. She has an older brother and an older sister.

Stamp Auctioned For \$2,500

NEW YORK—The world's rarest air mail stamp—the black Honduras—was auctioned for \$24,500, a record price for an air mail.

Raymond Weill, a New Orleans dealer, bought the stamp at an auction here of a collection owned by Thomas A. Matthews of Springfield, Ohio. It is a Honduran 10 Centavo stamp printed in 1925 and overprinted with "Aero Correo 25" to convert it for air mail service. It is about an inch by three-quarters of an inch and blue-black.

Only four of the stamps were ever produced. Two disappeared almost immediately in Honduras and the third dropped out of sight several years later.

To love life through labor is to be intimate with life's inmost secret.—Kahlil Gibran.

Auctioneers Urged to Join National Association by July

By COL. POP HESS



When our readers receive this issue we will have passed April Fool's Day but it will still be the month of April. We will soon be approaching our National Convention time July 20, 21, and 22 in Houston, Texas.

In looking at our membership table as of February 15 with the total membership of 1207, I am quite sure that we hope to read the total membership far beyond that figure before we reach the July issue. To rib you boys out over the land, look over the states listed and count the line-up in members. Ohio has as of February 15 a membership in the N.A.A. of 100. Nebraska has 96; Pennsylvania, 81; Illinois, 86; Indiana, 81. They are the top five in state listings. Now if all other states will pull and root and get in new members percentage wise to Auctioneers listed in their states, it can be that our President, Carman Y. Potter, can say as he opens the Convention, "Boys, you made the goal I asked for — 2000." If there is an overflow then Col. Coats and myself can say, "Very well done!" as we have tried to push this goal to the all time top. 1200 seems to be the stump we cannot go around.

Speaking of stumps, I recall the story of the man who for years had in his home his Mother-in-Law. She finally died and the day of the funeral the pall-bearers going out of his yard to the Hearse hit the Casket on a stump in the yard. It shook the old lady and she came back to life and the event was over. In later years she died again. They had the same pall-bearers, the same Hearse and the same stump to pass. This time the son-in-law, in spite of his grief, stepped up to the undertaker in charge and said quietly, "See that them boys miss that stump this aime." And they did. So, boys, by July 20 let's miss that 1200 stump and have a

higher figure in total membership.

By the way, the March issue now on my desk is still a better issue than some recently coming out. In fact, the issues of the year, 1961, are showing much improvement in data received. Do not misunderstand, all the issues down through the years have been good and our Editor, Bernie, has been on his toes to have the best he could get but in recent months the pages have been more newsy and new faces with information to be printed does make good reading and creates interest in the life work we have as Auctioneers. We who have regular columns can become a little dry and set in our ways of thinking. New writing from the boys brings food for thought and inspires us who hit the trail regularly each month to perk up and bring out a better column.

Since my last column, my mail has picked up. Many nice letters have been received with many comments. Some ribbed me to some extent on my thinking on National affairs. Some agree and some do not but that makes interest. Any remark I write on what I think in National affairs and Politics is my own thinking. Since I started as an Auctioneer I have conducted sales under many Administrations in the United States. Through them all we lived. Sometimes we lived better and business was better and some times not so good but we did live and survive.

There is no question but what we will throughout all time. However, I feel that all Auctioneers who make the profession their life work should follow very closely all things of Government and lawmaking, keep abreast of what is cooking, and remain free, not Federal controlled, as to how we work and run our business. Of course, we mean to be legal and above board in all business and to abide with all laws. However, we should not at any

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time become so situated that Politics with headquarters in Washington can tell us, who know how to operate, that we must operate the way they think. They can cut the grease on the spindle of the wheel of progress. Private enterprize is the hub of good business and when all business from farming to what-have-you is in good standing, Auctioneers do well and get their share and are well paid.

It is my thinking and has been for years that it is best we keep our ears close to the ground on what is cooking in our National Government to be Auctioneers and good servants of John Q. Public. As I look over the many problems to be solved in trying to make our country better and put our hand to the backs of all Nations as the trend seems to be it seems that we should get the answers from facts and not try to buy the answers paid for through taxation for federal spending.

Rib me again, boys. Maybe some Moses in our midst can come up with a correct answer that could be sent to Washington.

Auction sales out over Ohio the past weeks have been very good both in attendance and prices paid. In my Farm Sale Department here at Radio WRFD, Worthington, Ohio, we have received since January 1 to the date of this writing, March 10, one hundred and seven general farm and livestock auction sales. We note that very few were for folks fully quitting farming or the livestock business. Where there was one that did quit for good there was a newcomer to take his place. We find that our Farm and Livestock folks came out of 1960 in good condition both financially and well-grounded in their business of producing food for the folks of the world. There were very few foreclosures or bankruptcies in the list. These conditions make a healthy profession for our Auctioneers. They get good prices and good fees are received for their work. Yes, this United States of America is a great country to live in and a leader of the world. We keep it a great country through a two party system where we speak out our views and from it all we remain strong.

In my fan mail are letters from young Auctioneers. Many are still in the woods counting trees as bidders and tuning up their lingo. They will in time become the Auctioneers of tomorrow. One letter came from my own back yard here in Ohio. This now near middle age man with a large

family has had several different kinds of jobs back through the years and has for the past year been mostly on the list of unemployed. He had our Farm Sale Program tuned in recently and the happy thought came to him that he could chant just like our Van Dyke disk puts it out.

With so many sales and all why shouldn't he become an Auctioneer? He had voice, he had strength and health and he was very hungry and his family was in need of both food and clothing. Besides his rent was overdue. He made a strong appeal to me to tell him how he could now become an Auctioneer and be eating high up on the hog with relief at once. Now this good man may have the voice. He may give birth to the Lingo chant much needed as an Auctioneer. Why not become an Auctioneer? His only hurdles to jump to get started are proper contacts, to become acquainted with what sells how and to meet people of all stages in life who attend auction sales. He also needs to have a run of Auction Sales to work on to convince the Public that he is an Auctioneer. Sad as it may be, until he gets that all accomplished he will still be classed as unemployed, along with many we do have throughout the land that are trying to make the grade as Auctioneers. Yet, who knows, if this certain man had the correct chance even at middle age he could become an auctioneer in demand.

In closing, again I ask that all our readers make an effort to have the Auctioneers you contact become members of the N.A.A. and see that they get a special invitation to the coming National Convention in July.

* * * *

The above column was written March 10. Having a few days to reconsider I tucked it away in my desk to digest. This morning, Monday on March 13, I find that I have some more fan mail. I thought it best to comment on some of it for this April issue. One interesting letter was from a reader who took note of the contraption I referred to in my March column to tie onto my nose in the form of a wind shield wiper on an auto. Now this letter advises me that the writer has drawn up a contraption that he feels will work and, if I will bring my nose to him, he will try to complete the job and guarantees it to work or there will be no charge. What he does not say is how much he will charge if

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it works. However, I will try to make a deal.

Among the other letters just in, most of them thanks and good wishes, one wants to know if I can tell him when I am going to start to get old in actions to compare with my age and what I think now of the New Frontier that was promised last fall. No comment on that one.

Then there is one that hits me hard for making light of the suggested recession that we have been hearing and reading about. He says that in his section they have worse than a recession and he goes on at some length using some words I do not very often hear in Sunday School. I wish this chap well, but we, here in Ohio, in the world of farmers and livestock men there are no recession aches but what can be easily cured so there is not too much thought of it in the past few weeks.

I have attended quite a few Auction Sales here in Ohio where I saw our Ohio Auctioneers occupied in selling. I saw a Brown Swiss Bull, under the hammer of

Col. Don Bradley, sell for \$7000 and several cows in that sale sold for \$1000 and over. I have attended other dairy and beef cattle sales where many sold from \$500 to \$1000 per head and I have attended many Farm Machinery Auctions and all the better tools that had any working value left in them were selling at better than 50% of the prices listed when new. These bidders and buyers are good grass roots farmers.

I recently attended a get-together of Farmers and Livestock men of Ohio. The dinner tickets were three bucks each. The quota of tickets were many which were all sold out and when the time to be seated came, many were standing in line unable to get tickets. 90% of them were grass roots farmers, so boys, if you want to get out of this suggested recession come to Ohio and become immune from the virus that is floating over the land. As we now go to press, I am happy to see the stock market going strong and the farmer and the livestock folks giving over



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50% of the auction sale business held in the United States to our Auctioners. As you know when a real depression or recession does hit, the farmer and livestock man gets it first as a rule.

The Point Of View Can Be Up To You

A MAN LIVED BY THE SIDE OF A ROAD . . . and sold hot dogs.

He was hard of hearing, so he had no radio. He had trouble with his eyes, so he had no newspaper. But he sold good hot dogs.

He put up a sign on the highway, telling how good they were.

He stood by the side of the road and cried, "Buy a hot dog, mister." And people bought.

He increased his meat and bun orders and he bought a bigger stove to take care of his trade.

He got his son home from college to help him. But then something happened.

His son said, "Father, haven't you been listening to the radio? There's a depression on. The international situation is terrible, and the domestic situation is even worse."

Whereupon the father thought, "Well, my son has been to college.

"He listens to the radio and reads the papers, so he ought to know."

So, the father cut down his bun order, took down his advertising signs, and no longer bothered to stand on the highway to sell hot dogs.

His hot dog sales fell almost overnight.

"You were right, son," the father said to the boy. "We are certainly in the middle of a depression."

NAA Members Sell at Night Club Auction

The New York Holstein-Friesian Association's forty-first Convention at the Concord Hotel, Kiamesha Lake, New York, which was concluded with an auction sale of cattle on the night-club stage was jointly managed and sold by Harris Wilcox, Inc., and R. Austin Backus, Inc.

An article regarding the sale appeared on page 13 of the March, 1961, issue of "The Auctioneer."

Ward to Serve as Technical Advisor

KANSAS CITY, Mo.—Cecil Ward, Gainesville, Texas, president of the National Association of Livestock Auction Markets, will serve on the Beef Grading Technical Advisory Committee, it was announced from the offices of the Association in Kansas City.

The committee is the result of the Industry-wide Beef Grading Conference held in Kansas City last November, sponsored by the American National Cattlemen's Association. The first meeting of the committee was held in Salt Lake City, January 25.

Five subcommittees were formed in Salt Lake City, each to study the principal aspects of beef grading problems: Specifications, Uniform Application of Grading, Excess Fat, Maturity Standards, and Calf Grades.

Dean Brown, president of the California Cattle Feeders Assn., Santa Monica, California is chairman of the Specifications subcommittee. Ward is a member of that group. Other members besides Brown and Ward are: Kent Christensen, National Association of Food Chains, Washington, D. C.; Fred Francis, National Livestock Producers Association, Chicago, Ill.; Dr. O. D. Butler, technical advisor, Texas A & M College, College Station, Texas; Peter H. Petersen, National Assn. of Hotel and Restaurant Meat Purveyors, New York, N.Y.; and Brunel Christensen, California Cattlemen's Assn., Likely, Calif.

A meeting of the Specifications subcommittee will be held at the Statler Hilton Hotel, Los Angeles, California, on April 17. The Entire Committee will meet this summer in Denver.

Third Year for Maryland Group

Members of the Auctioneers Association of Maryland, Inc., celebrated the second anniversary of their group in February. New officers elected at the time included: John Miller, Jr., President; A. J. Billig, Vice President; and Barr Harris, Secretary-Treasurer. All are from Baltimore.

Membership in N. A. A.

By COL. B. G. COATS

The past two numbers of "THE AUCTIONEER" shows the National Auctioneers Association, much the same as any other membership organization in that it experiences a fairly stable rate of "dropouts" and I wonder how many of those that drop-out notify the Secretary in writing their reason for so doing.

Judging from the letters published in "THE AUCTIONEER" reasons for membership severance are rarely given if at all. In many instances the Secretary learns of a member's death only through the return of mail from his local post office, or from a survivor requesting that "THE AUCTIONEER" be discontinued to the address in question.

Occasionally a reason is proffered when a member desires to be removed from the membership rolls: "I cannot attend meetings, and therefore may as well drop out". This I cannot understand, for the N.A.A. has hundreds of members who have never been able to attend a national convention, and yet they are most enthusiastic in their support.

As many members see it, the great advantage of N.A.A. membership is the receipt of "THE AUCTIONEER". That is the impression that I gather from reading the letters published. There is absolutely no publication in the field today offering the assortment of reading fare provided by "The AUCTIONEER". Pick up any "trade" magazine and the obvious purpose of the magazine is advertising; true enough if one will read he will find a few advertisements. I wish "THE AUCTIONEER" carried more of them as they help to pay the freight, but that is not the paramount purpose of "The AUCTIONEER". I hasten to explain that I am not against advertising, for the time may come when "THE AUCTIONEER" will have to carry a moderate amount of highly selective advertising in order to "pay the freight." On the other hand, it is to be hoped that never shall "the tail wag the dog".

Then too, there is the member who drops

out after a year or so because "THE AUCTIONEER" failed to tell him how to book an auction sale or how to have a more prolific auction business. I recall when Editor of "THE AUCTIONEER" a writer member dropped out because "THE AUCTIONEER" had not recognized him to the degree he felt required, although of the period of two years his writings were reviewed frequently.

Fortunately, the overwhelming majority of members stay on year after year. There are many who pay their dues ahead of time. Many who send in a new member application from time to time. Many of these members have never attended a national convention and yet their wish to be identified with the N.A.A. intensifies as time passes. A notable example of unswerving loyalty is the many members who have taken out life memberships so that they would not miss one issue of "THE AUCTIONEER". Another outstanding example is that a mighty busy Auctioneer who finds time to give to his Association and never passes up an opportunity of inviting other Auctioneers to join the N.A.A. The results of his efforts in our behalf has produced approximately 25 new members during the past six weeks. There are many other members who realize that they must give some of their time to their Association knowing that the more they give the more they are going to get out of it.

At this writing the N.A.A. membership is the largest in our history based on the figures and information I read in "THE AUCTIONEER". Soon the Secretary will assign Number 2000 I wish it was 5000 and it should be. The February number of "THE AUCTIONEER" comprised 48 pages and in my humble opinion one of the best numbers in content. Your support of this publication by contributing expressions of your opinions and articles of interest to the membership gives great encouragement to the Editor to bring you bigger and better issues, not so much to overcome your disappointment at not being able to attend national conventions but because you (most

of you) pay your dues on time and have a right to expect your money's worth.

In my travels and from letters received I cannot recall any previous year when so much enthusiasm was prevalent to make this year the most progressive of any previous year. Every one I have talked or communicated with have expressed themselves as going to the national convention July 20-21-22 in Houston, Texas. At this early date such unprecedented enthusiasm is indicative of the largest registration of members. So much so that I doubt if that little state of Texas and the city of Houston can care for the hundreds of Auctioneers that will descend upon it in July of this year. I am sure that the Texas Auctioneers Association will see to it that everyone will be well cared for and that the entire membership of the N.A.A. will be agreeably and pleasantly surprised in what the Texas Auctioneers have in store for them. They are determined to make the Louisville convention last year, remember—look like a rain drop in the middle of the Atlantic Ocean. Lets all go and see for ourselves just what Texas can do, and until then may each of us just add another new member to our Association and help to make "THE AUCTIONEER" an instrument of constructive and inspiring ideas and suggestions that will cause every Auctioneer in the United States to seek membership therein. IF THE NATIONAL AUCTIONEERS ASSOCIATION MEANS ANYTHING TO YOU IT IS WORTH AN EFFORT TO HELP IT GROW.

The Whole Truth

Once upon a time there was a king who had a desire to know about the subject of economics.

But since he was running an absolute monarchy and had to make all the decisions himself, he had little time to study on his own.

So he called in a group of ten of the most eminent economists in his kingdom and asked them to prepare a statement of not more than 2,000 words which would tell him all about economics.

About 15 years later the head economist returned with the finished document reducing the whole science of economics to 2,000 words.

But it just so happened that at this

particular time the King was awfully busy with a war on his hands and so he instructed the economist to get it down to 500 words.

Again the economists huddled and another 15 years went by and again the king was busy, this time asking that they reduce economics to a single page.

After ten more years had passed even this was accomplished, but then again the king was busy—this time negotiating an important treaty.

Finally, the king lay on his death-bed when the sole surviving economist tottered into the royal chamber exclaiming, "Your Majesty, I can tell you all about economics in one sentence."

"What is that," uttered the king?

And the economist replied, "Nothing is for free!"

Any way these words are written, it still remains the whole truth today.

Picture Stolen by Nazis Returned

LONDON—A London gallery has returned a Renoir still life valued at 6,000 pounds (\$16,000) to American collector Erwin Goldschmidt. The Nazis had looted it from his late father's collection.

The painting of fruit was one of a pair the Nazis seized after the elder Goldschmidt fled from Germany. It was sold in 1941 in Berlin and passed through several dealers' hands before it reached London.

Goldschmidt, who sold seven impressionist paintings in London in 1958 for a record auction total of 781,000 pounds (\$2,186,800), has been on the trail of items seized from his family by the Nazis. He already had recovered the companion Renoir still life from Germany.

The Question Box

Would you please send me a copy of a public sales contract that you have? I would like to draw up one for my own use and desire some ideas.

G. A. J.

NOTE: If you can be of help to this NAA member, send copies of your contracts to THE AUCTIONEER.

Father of Country Paid Bill with Fish

NEW YORK — Dr. James Craik, long gone these many years, didn't pick the right patients.

If he had, he might have received a great deal more for the medical bill George Washington paid with barrels of fish.

Washington eventually paid the rest in cash—the bill totaled 27 pounds, 8 shillings and 9 pence to be exact—but it was nothing like the amount paid when an anonymous New York dealer bid \$1,200 for the historic document.

The bill was among Washington memorabilia auctioned at the Parke-Bernet Galleries in a birthday special attended by collectors from across the country.

It represented services by Craik for Washington and his family and household from May 14, 1786, to March 5, 1788. The doctor accepted fish as a down payment and was paid in full June 24, 1789.

Not only was the first President somewhat tardy in paying medical bills, he also gambled a little.

Among the items auctioned off was a lottery ticket dated 1786 and signed G. Washington. A Philadelphia bidder bought the ticket for \$375.

From One Interested Member To Another

Following is a letter written from one of our members (name withheld by request) to Col. H. W. Sigrist, a past President of the National Auctioneers Association:

Col. Herman W. Sigrist

R. R. # 2

La Grange, Indiana

Dear Herman:

Learning that the campaign for new members was a "total flop," I started a personal campaign on January 2nd and have succeeded in signing up 33 new members for the N.A.A. and hope to sign many more before the Texas convention. I know that you will be pleased to learn of this because you are so vitally interested in the growth of the N. A. A.

As a matter of fact, Herman, if you feel up to it, write a little article for THE AUCTIONEER and tell the membership about a "little fellow" (name withheld by request) from a midwestern state who, with very little effort, procured 33 new members, and that if a hundred members would follow his example and only obtain half that number, the membership would be increased by 1500. If another hundred members would get 10 applicants apiece, the organization would get 1000 new members, and if the next hundred members would procure five members apiece, we would have an additional 500 members. If the balance of the members would each procure only one applicant, our membership would total in excess of 5,000. So, Herman, in your inimitable fashion, you can give the membership "hell" for being so lackadaisical in that membership drive and spur them on to go out and get new members.

Respectfully yours,

Annual Convention of Michigan Auctioneers held in Lansing

By COL. GARTH WILBER, President Michigan Auctioneers Association

The Hotel Jack Tar, Lansing, Michigan, formerly the Hotel Olds where some 300 National Auctioneers spent a delightful time in July of 1957, was once again the scene of an Auctioneers meeting as the Michigan Auctioneers Association held its annual State Convention January 19.

Registration took the better part of the morning as Auctioneers and their wives from as far as 225 miles away gathered for a social and educational day. One very heartfelt disappointment was received when it was announced that our National President, Carman Y. Potter, whose address was to have been the highlight of the day's program, could not attend due to illness in the family. Also, our esteemed National Secretary, Bernard Hart, had other commitments for the day. Both were missed but forgiven due to the circumstances.

The convention was called to order after lunch by President Charles Kinsey, Farmington. A Governor's welcome was delivered by Dr. Lynn Bartlett, State Superintendent of Public Instruction, as well as a short talk on the problems of our present day school system. Dr. Bartlett was sent by the Governors office since Governor Swainson was in Washington, D.C., for the inauguration. Next on the program was a talk and panel discussion with the Attorney General of Michigan, Mr. Paul Adams, in charge. This was very enlightening to all as he reported on the laws that are now on the books that pertain to auctions in Michigan. Some very interesting questions were asked in the panel discussion that followed his talk.

The next speakers, also a highlight of the day, were two top men from the Disease Control Division of the Agriculture Department, Drs. McIntyre and Quinn. This department and the Auctioneers of Michigan have always acted very closely in the passing and controlling of the laws pertaining to livestock. After a talk by both

men there was a question period and all questions were answered very nicely.

The main business meeting was then held with the election of new officers as the large item on the agenda. Officers were elected for 1961 as follows: President, Garth Wilber, Bronson; First Vice-President, Richard Brodie, Almont; Second Vice-President, John Glassman, Dowagiac; Secretary-Treasurer, Everett Miller, Rives Junction.

Directors elected for three year terms were Charles Kinsey, automatically a director as outgoing president, Farmington; Stan Perkins, Swartz Creek; Wm. McDonald, Pickford. Elected for two director replacements were Bob Price, Mason, and Floyd Persails, Flint.

It is interesting to note that two of the elected officers are Life Members of the N.A.A., these being President Garth Wilber and Second Vice-President John Glassman. Of the remaining seven men, four are paid up members and two others stated that their dues are on the way. I believe that this shows the closeness of the State Association and the parent Association, the N.A.A.

After the gavel was turned over to the new President, the meeting was convened for a short time in preparation for the banquet. This was served and accepted in glorious manner. As a main speaker, we had the honor of having Dr. A. R. Thurman, Professor of Cumminications at Michigan state University. His topic was, "So, What's Funny." After introductions of all the new officers, the evening and convention was concluded.

Not to be forgotten, however, was the item of dinner music. Almost all Auctioneers who attended the N.A.A. Convention in Lansing will remember the young Auctioneer who entertained us with songs and especially "The Auctioneers Song." This young man now has a trio and rendered a nice array of music and singing

for us as we enjoyed our meal.

This was the first convention to be held on any day other than Sunday and everyone seemed to enjoy it more. Plans are already under way for the next State Convention which will be held on the third Thursday of January, 1962.

Until we meet in Houston in July, the best to every Auctioneer.

Fourth Flower Auction Held

MT. PLEASANT, Michigan — The Mid-Michigan Gladiolus Society's fourth annual auction took place March 19 at First Presbyterian Church here. Proceeds will finance the society's summer show Aug. 12-13 at Clare.

Col. Welcomes Mail Addressed to Pfc.

Among N.A.A. members presently in the service is Pfc. James K. Travis, US 53 322 337, Service Btry, 73rd Arty., 1st Rocket How. Bn., Fort Hood, Texas. Pfc. Travis would welcome letters from some of the auction fraternity.

He expects to remain at Fort Hood for the rest of his 16 months of duty as he has been assigned to the ROTC planning staff for the summer.

Since Pfc. Travis is stationed only 150 miles from Houston, the 1961 Convention City, he looks forward to seeing everyone in Texas in July.



Officers and Directors of the Michigan Auctioneers Association were elected for the 1961 term at the Annual State Convention in Lansing, Michigan. On the front row are President Garth Wilber, Bronson; First Vice-President, Richard Brodie, Almont; Second Vice-President, John Glassman, Dowagiac; Secretary-Treasurer, Everett Miller, Rives Junction. On the back row are Directors Stan Perkins, Swartz Creek; Floyd Persails, Flint; William McDonald, Pickford; and Charles Kinsey, Farmington, Immediate Past President. Bob Price, Mason, also a director was not present when the picture was taken.

Memberships Received During Last Period Total 125

A total of 125 members were added to the roster of the National Auctioneers Association this month. Thirty-six of the members recorded were new members and numerous former N.A.A. members have become reinstated this month. Renewals from January expirations are still being received in the Secretary's office and it is hoped that the majority of those who are still unrenewed will be sending in their 1961 dues soon.

Those members received during the period between February 16 to March 15 are listed below. An asterisk indicates renewal.

Edward Krzewicki, Michigan
Robert E. Wilson, Ohio
Michael H. Nachbar, Illinois
*Marshall Nachbar, Illinois
*Stephen L. Winternitz, Illinois
*Dale Brown, Arkansas
*Jim Messersmith, Idaho
*Glenn Casey, Michigan
*L. Dale Hanna, Nebraska
R. R. Christensen, Nebraska
Florian Pelster, Nebraska
Bill B. Svoboda, Nebraska
*Rex L. Anderson, Nebraska
Glenn Schwartz, Nebraska
*Leo M. Boatwright, Indiana
Charles Kreisher, Illinois
*C. C. John, Missouri
*Fred B. Fox, Michigan
*Albert O. Maas, Minnesota
*J. E. Russell, Illinois
*W. P. Emmons, Florida
*Morris Schwartz, California
Allen J. Dosch, Indiana
*Tom Sapp, Illinois
Joseph J. Maas, Jr., Minnesota
*G. H. Coffey, New Mexico
*G. C. Walters, Jr., Georgia
Thomas B. McCauley, Illinois
Bill Massey, Arkansas
*James V. Lewis, West Virginia
*R. W. Main, California
Joseph Finn, Massachusetts
Harold K. Kirschberg, Ohio
James A. Luggen, Ohio
R. T. Felknor, Tennessee

Paul R. Page, Kentucky
Jack Williams, Colorado
Gabriel V. George, Ohio
*Boyd Larson, South Dakota
*Don R. Manning, Utah
*Sammy Pickle, Texas
*E. R. Burgess, Texas
Richard Cain, Texas
*Albert A. Kodner, Illinois
*Donald E. Kirk, Massachusetts
*Ray Hudson, Illinois
Ben Garfinkel, Illinois
*Edward Schmaedeke, Illinois
*Gywin E. Sponsler, Illinois
*H. C. Staats, West Virginia
*David W. Bailey, Kentucky
*John L. Cummins, Kentucky
*J. T. Denton, Kentucky
*G. D. Downing, Kentucky
*Roy J. Draper, Kentucky
*Arthur Everman, Kentucky
*Owen M. "Ree" Faust, Kentucky
*Edwin Freeman, Kentucky
*Walter J. Fritts, Kentucky
*Stanley Fritz, Kentucky
*Leon S. Gatson, Kentucky
*Rufus F. Hansford, Kentucky
*Carroll N. Hoover, Kentucky
*Wayne Kessler, Kentucky
*George M. Kurtz, Kentucky
*Martha Kurtz, Kentucky
*W. C. Ledford, Kentucky
*John W. Maloney, Kentucky
*Edward W. Maupin, Kentucky
*E. O. Monson, Kentucky
*Orville R. Moore, Kentucky
*Lawrence D. Mudd, Kentucky
*Ben Miller Osborne, Kentucky
*Ira Potter, Kentucky
*A. T. Rose, Kentucky
*George D. Scott, Jr., Kentucky
*W. P. "Bill" Scully, Kentucky
*Johnnie T. Taylor, Kentucky
*E. I. Thompson, Kentucky
*Lexie L. Wyatt, Kentucky
*W. G. Mefford, Kentucky
*Harold E. Cox, Kentucky
*Everett Mudd, Kentucky
*Paul Herron, Jr., Kentucky
Billy Mitchell, Kentucky
Walter R. McLaughlin, Kentucky

*Myron Berman, Massachusetts
Wm. F. Elkins, Jr., Texas
Chris Walker, Wisconsin
Joseph M. Teitelbaum, Illinois
Marvin Fleisher, Illinois
Harry Hoffman, Illinois
*Paul Griffiths, Iowa
*Edward S. Burns, Illinois
*C. Morell Brown, Pennsylvania
*Kenyon B. Brown, Pennsylvania
*George Burrows, Pennsylvania
*Clair Kearns, Pennsylvania
*Paul Z. Martin, Pennsylvania
*Elmer M. Murry, Pennsylvania
*Lee Pillsbury, Pennsylvania
G. T. "Jerry" Doyle, Pennsylvania
W. Harlan Gundy, Pennsylvania
Vernon Martin, Pennsylvania
Harold W. Meinhardt, Pennsylvania

Ellsworth Walls, Pennsylvania
*Robert L. Harrison, Indiana
*Robert Howe, Massachusetts
*Hazel P. Brooks, Kentucky
*Bud Hamilton, Kentucky
*Henry Hodges, Kentucky
*Fraisur Reesor, Kentucky
*Edgar C. Walker, Kentucky
*W. R. Wolford, Kentucky
*H. D. Darnell, Kentucky
*T. B. McCowan, Kentucky
Judy Schueler, Nebraska
*R. O. Root, Jr., Virginia
Joseph Tate, Michigan
*O. S. Clay, Indiana
C. R. Page, South Carolina
*Dale Millum, California
*Emmert Bowlus, Maryland
*Pierce P. Wall, New Jersey

Status of Farm Equipment Auctions Remains Strong

Reprinted from Implement and Tractor

Used equipment auctions continue to grow and probably will continue to be big business as long as a replacement market, trade-ins and the used machinery lot continue to be a part of the retail farm machinery dealer's life. The fundamental reasons for their existence, which prompted I and T to begin reporting their prices in 1954, have not changed; if anything they have become more useful than ever. Basically:

1. Auctions provide an organized, active market for trading in used equipment.

2. They supply a wide range of items, makes and models which make possible competitive bidding to establish a free market price.

3. They furnish a means for disposing of equipment no longer in demand in a given territory or in excess supply, thereby liquidating frozen assets.

4. They also afford another source of supply for specialized equipment or equipment needed to fill a special order or to round out inventory.

5. The trading climate and physical facilities made available contribute materi-

ally to the continuation of a market for new whole goods because they facilitate the turnover of trade-ins generated by new equipment sales.

In every case in which a wholesale used equipment auction was started, its operators reported what relative newcomer Bob Hale, Sikeston, Mo., has to say about the attitude of local dealers.

"At first they were somewhat hostile about an auction open to farmers so near. They felt it would simply depress the prices of the units they had on their lots. But their attitude has changed and they welcome the opportunity to dispose of slow-moving items to buyers who come to the auctions from distant points and to have an easy source of supply for equipment they need."

Hale also observed that the auctions serve an instructional purpose for dealers who attend, whether they participate or not. "They find out what a realistic wholesale price is for the goods that change hands here and they can go away with a better idea of what should be allowed on trade-ins."

His statement reflected an opinion of veteran Elias Frey, Archbold, Ohio, who stated five years ago:

"I know from correspondence with dealers and from comment in the field that many believe the auction prices we report each month are abysmally low. They are the actual cash-and-carry, as-is price being paid at the auctions, however. If you would mentally adjust the reported auction price by an experience figure for reconditioning and add handling and selling expenses, you should arrive at a realistic current retail figure for a particular make and model. If the price still looks too low to you, take another look at what you are allowing on trade-ins, because you won't get any more anywhere in the U.S. that I know of. We are dealing here with market facts, not opinions."

Every auction company can point to dealers they know who have been regular attendants and bidders at their auctions for years. Advice given by these merchants includes these tips:

1. The cost of doing business is going to apply in selling used items as much as it is with new machinery, at least as far as percentage margins and expenses are concerned.

2. Auction prices, added with costs of transportation and reconditioning, shouldn't come to more than 80 per cent of the retail price which can be expected. Otherwise, the dealer is ignoring the advice given in Rule No. 1.

3. Success in buying and reselling used equipment depends a great deal on the dealer's ability to control shop costs. Thus, many dealers buy in the winter months when their shops would be otherwise idle and auctions are busiest at that time.

4. Playing the used equipment market takes working capital if any substantial money is to be made at it.

5. Auction buyers usually aim at reselling to buyers who will have no trade-in. These are usually full-time farmers seeking additions to their tractor fleets or part-time operators. This explains in part why lighter-horsepower tractors continue to be popular at auctions.

6. Watch the quality of the rubber on tractors at auction. Tires tell a lot about the tractor's condition and are studied carefully by farmers when they get on the dealer's lot.

Missouri School Receives Statue

COLUMBIA, Mo.—The University of Missouri's Museum of Art and Archaeology has received a statue of an Egyptian official from the period of the Old Kingdom, more than 4,000 years ago. It is the museum's most important acquisition.

The rare sculpture is the gift of Leonard Epstein, a New York collector who has enriched the museum previously. It will soon be placed on exhibition, Dr. Saul Weinberg, museum director and chairman of the university's Department of Art History and Archaeology, said.

The figure, which is seated, is thirty-four inches high and of sandstone. An inscription identifies him as "Idi, the Count and Overseer of Priests."

A smaller statuette of Idi in the Metropolitan Museum of Art identifies him also as "Sole Companion (of the King) and Overseer of a Workshop."

An important figure of the Abydoes region in Upper Egypt, Idi probably had his stone portrait made at Aswan, Dr. Weinberg said. This was indicated in a title carved on the seat of the sculpture.

Old Kingdom sculpture of the size and quality of the Idi portrait is rare, according to Dr. Weinberg.

Former Veterinarian Creates Birds

Ten years ago, Edward M. Boehm of Washington Crossing, New Jersey, quit his job as a veterinarian on Long Island to become a sculptor in porcelain. His initial move was to open a studio-factory in Trenton. At first, his talent was recognized only by his wife, Helen, and close associates.

Today, he is one of the foremost porcelain artists in America, specializing in the creation of exquisite, lifelike birds, and he and his works of art are known and respected by porcelain experts around the world. His birds, for example, can be found in the White House, Buckingham Palace, Smithsonian Institution and New York's Metropolitan Museum of Art. When Boehm decided to devote his full time to sculpturing, both he and Mrs. Boehm knew

that the road to success would be strewn with obstacles, for they had to compete with the traditionally fine European imports, long recognized as the best in porcelain sculpture.

But the Boehms, after suffering many early setbacks, made a break-through when Mrs. Boehm arranged for her husband to show his porcelains to a curator of the Metropolitan Museum of Art. He not only praised Boehm's beautiful sculptures, but also purchased two of them for his permanent collection. This gave the Boehms the artistic stamp of approval that they needed, and the tide of success began to turn in their favor. Helen Boehm became a saleswoman. She traveled throughout the U.S. and Canada, often as much as ten months in a year, until 1956, when sales work was turned over to others. The Boehms now employ 26 craftsmen, who turn out porcelains that range in price from \$25 for a Baby Cedar Waxing to \$2,000 for a pair of Song Sparrows. Boehm, however, still designs and carves all the pieces himself and supervises every step in their production.

I will speak ill of no man, not even in the matter of truth, but rather excuse the faults I hear charged upon others and upon proper occasions speak all the good I know of everybody. — Benjamin Franklin.

Annual Hereford Sale in Michigan

LANSING, Michigan — The big Polled Hereford event of the year in Michigan is the annual show and sale held this year in the livestock pavilion at Michigan State University, East Lansing, on March 11th.

Twenty breeders consigned 54 head of select cattle consisting of 32 bulls and 22 mostly bred heifers. At 9:30 A.M. Ronald Nelson, head of the MSU animal husbandry department, placed the cattle.

The sale started at 1:00 P.M. with Bernard Hart of Frankfort, Indiana, calling bids.

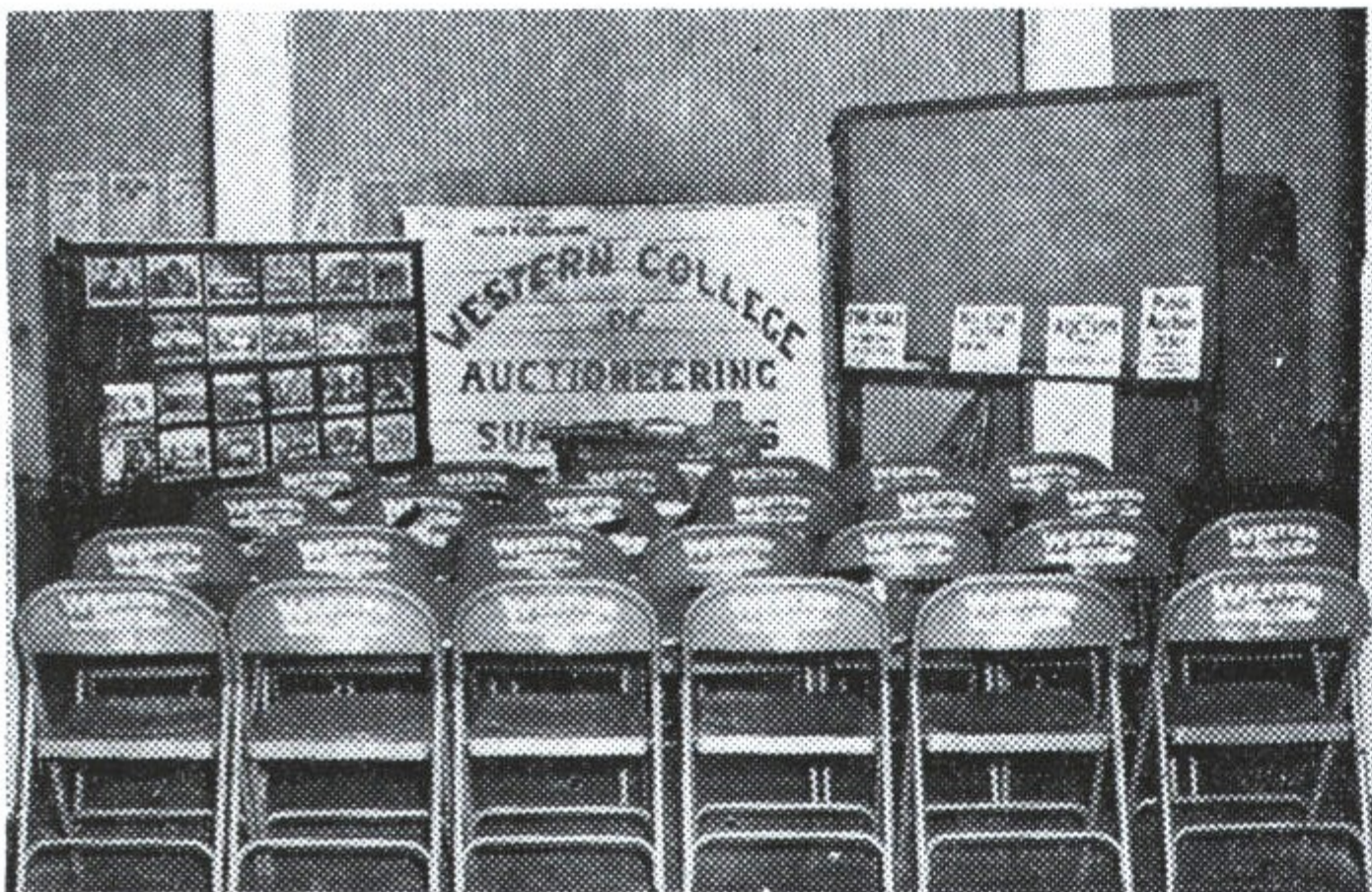
Illinois Land Sold At \$525 Per Acre

An 80-acre unimproved farm in May Township, which was included in the Smith estate, sold at public auction at the south door of the courthouse, was purchased by Joe Lynn of May Township, on his bid of \$520 an acre.

A 20-acre unimproved tract of timberland was purchased by Mrs. Veda Solliday, for \$210 an acre.

The sale was conducted by Auctioneer Ray Hudson, Morrisonville, Illinois.

Established 1948



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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Friend:

After spending a half century in the real estate auction business, I am now compiling a book based on my own personal experience in the real estate field. I intend to send you a report when I get this book finished.

We enjoyed a good business in 1960 and are starting out very good in 1961. My son, Robert, is doing most of the actual selling.

One of our record sales was a 40 acre farm in Hamilton County, Indiana, which brought \$30,000.00.

Sincerely yours,
R. C. Foland, Realtor
Noblesville, Indiana
* * *

Dear Col. Hart:

Glad to hear about the "Question Box." I've wanted to suggest it for a long time as it's been kind of rough for me trying to get established as an auctioneer. Many is the time I could use some answers since leaving Auction School at Reppert's.

With a \$1000 license here in St. Pete, plus \$375 for the county, topped off by failing the real estate exam twice, I'm all for moving North if I could trade off my house.

We have six Auctioneers going strong, one has at least one sale a day for a month ahead and often two a day. The others have three or four a week. We don't have household goods like up north but there are three established auction houses plus three new ones that have started recently.

I visited C. B. McCarter of Tennessee for a week last summer so I could pick up some pointers from him. He has a heart as big as his family, one of the finest men in the business.

The weather has been very warm with us.

Sincerely yours,
Ralph Saylor
St. Petersburg, Fla.
* * *

Dear Sir:

Enclosed you will find a check for \$9.50. Please send me one lapel button, four decals and three bumper strips. Also add my name to the Booster list. I have only recently joined the N.A.A. although I have been in business for 10 years. I am Vice-President of the newly formed Southeastern Chapter of the Pennsylvania Auctioneers Association. Our chapter is less than nine months old and we now have 15 paid

IN UNITY THERE IS STRENGTH

members with an average at our monthly meetings of about 22.

I have found each issue of "The Auctioneer" to be very interesting and helpful. Keep up the good work, Mr. Hart.

Sincerely,
J. Omar Landis
Manheim, Pa.

* * * *

Dear Col. Hart:

As a new member of the National Auctioneers Association I have read "The Auctioneer" with great interest. I feel that it is one of the greatest aids to the newcomer in the profession. Feeling this way I would be derelict in my duty if I did not subscribe to the Booster Page.

In the February issue I enjoyed especially the article by Col. Pop Hess and the feature story honoring Col. John A. Carr that was reprinted from the Decatur, Illinois Herald. I also like "The Members Say" for it keeps one informed of what is happening in the Auction profession all around the country.

It is my good fortune to be employed by one of the directors of the National Association, Col. John A. Overton of the New Mexico Auctioneers. I consider it a privilege and an honor to be associated with an auctioneer of his professional integrity and high moral calibre.

The additional \$2.00 is for four decals and three bumper strips.

With best wishes for you, I am
Respectfully yours,
Eddie Potts
Albuquerque, New Mexico

* * * *

Friend Bernie:

Just a line to let you know that our business has been very good with my partner and me keeping busy every day. Our Livestock Auction continues to grow and we are being called on to conduct more sales than we have days for.

I am looking forward to the National Convention this summer with as much zest as the entire family is. They have really made worlds of friends the past two years and enjoyed every minute of these meetings.

Hoping this finds you busy and the family all in good health.

Yours very truly,
Carson E. Hansen
Beloit, Kansas

Dear Bernard:

Enclosed is a check in the amount of \$11.00 to cover membership dues and four dual purpose N.A.A. decals. We always look forward to reading the new issue of "The Auctioneer." You are doing a good job of keeping an Action Packed and Interesting Magazine.

I'm the second generation of auctioneers to be selling under the Maas Bros. Auctioneers hammer. With over 40 years and many thousands of thousands of auctions sold, the Maas Bros. Auctioneers are known far and wide. We are now starting the spring auctions and are booked heavy for the next two months. We also have a gigantic Farm Auction coming up which will take two days to sell.

Hats off again to you and your staff on the fine job that you are doing.

Yours truly,
Joseph J. Maas, Jr.
Millville, Minn.

* * * *

Dear Friends:

Enclosed you will find Post Office money order for \$10.00 for renewal to the National Auctioneers Association. You are putting out a great paper which is a credit to the auctioneering profession.

Yours very truly,
Albert O. Maas
Millville, Minn.

* * * *

Dear Bernie:

Just a line to say the auction business has been very good in Colorado the past month.

I am sending you a clipping from the Denver paper that might interest you. It shows how much the general public and business were backing the livestock auctioneers in eastern Colorado. It proves that if the auctions and auctioneers set their minds to doing a job well, that their reward and prestige will be told to the world. They gain not by blowing their own whistle and patting themselves on the back, but by doing a real service to the community.

They can also be proud that they are auctioneers and belong to this great profession. We hope all these fine auctioneers will join their local and national auctioneers associations.

Yours very truly,
H. W. "Bill" Hauschildt
Denver, Colorado

Dear Col. Hart:

Florida's loss is Arkansas gain!

I am now engaged in the auction and real estate business full time. I am associated with the Wesley Adams Company in Little Rock, Arkansas as a Real Estate Salesman but am also operating as Salmon's Auction Company at the same address. We had our first sale in Arkansas, February 18.

We made the move to Arkansas at Christmas so the kids would be able to make the school change easier.

A check in the amount of \$4.50 is enclosed for one insignia cut, four decals, and three bumper strips.

Yours truly,
M. E. "Sam" Salmon
Little Rock, Arkansas

How To Be Lazy . . . And Love It

It's wonderful to be lazy — if you know how. It spares your heart, saves your energy, relaxes your mind—and you needn't feel at all guilty about it if you confine your laziness to these approved ways, recommended by a psychologist:

Be too lazy to frown, fidget, and worry.

Don't wear yourself out carrying the needless weights of grudges, prejudices, and envy.

Listen more than you talk, and see how much better you feel after almost any meeting or gathering.

Don't run to catch a bus or trolley. The next one is better for your heart.

Don't rush for a bargain that takes more out of you than it saves for your pocket-book.

Don't knock yourself out trying to park your car in a space too small for a scooter. Better to pay a parking fee at a lot than a bill at a hospital.

Don't bother to quarrel over small things — like a card game. Let the other fellow think he's right when it really doesn't matter.

Conserve your mental muscles for things that count, and never bother to wrestle with the inevitable, the imponderable, or the insignificant.

A husband is a bachelor who solicited directions.

Auction Serves As A Man's Reminder

By THE REV. WEBB GARRISON

Pastor, Roberts Park Methodist Church
Indianapolis, Indiana

A real, old-time farm auction! Even on a winter Saturday, that should be worth a 40-mile drive.

We arrived early and had plenty of time to look. Beside the house and land, there were 4 horses, 12 cows, and 30 sheep. A swinging baby bed made of genuine walnut hardly damaged. Two wagon beds piled high with rusty plows and rolls of barbed wire.

Six cartons of empty fruit jars. A box of used toys, including a jigsaw puzzle with half the pieces missing. Three bundles of wire coat hangers.

A brass picture frame, 2" by 3," one side empty and the other holding a tintype of Grandma. I know that's who she was, because relatives of the family recognized her.

In the tool shed, hot dogs and coffee for the nice people who'll get the baby bed for \$16.50 and the tintype for a dime.

"Nothing has been withheld, ladies and gentlemen," the auctioneer promised over and over. "Everything he owned is being offered. Make your bids and take your pick."

That farm auction is a parable of life.

When Grandma's youngest son reached the limit of his allotted days, he departed this earth and took nothing tangible with him. You and I will follow his example sooner than we like to think.

So it is futility compounded for me to stew and fret over gaining any material thing. Everything I accumulate will go one day soon—to strangers from the city, or cousins who hold out a few choice pieces from the sale.

Little or big, cheap or valuable, it's all the same. Since it is headed for the auction block, whatever I may seize in my fist is "mine" for so short a time that it isn't worth one thing to accept a principle of living, another thing to put it into practice.

God help me, today and every day, to center my striving upon prizes no auctioneer will be interested in handling.

Ten Years Ago Auctioneers Share Experiences and Ideas

Ten years ago, John W. Rhodes, Editor of "The Auctioneer" from LeGrand, Iowa, was recovering from shoveling away the snowstorms of March. In concluding his editorial, he said, "I am very grateful to have a part in a really fine team. The team I am on is the National Auctioneers Association. It is a team composed of super salesmen, men who can stand in front of huge crowds and appeal to them in such a manner the crowd is willing to buy what they have to sell at a good price. This team is already doing a good job in its field, but has barely scratched the surface. When all of us catch the spirit of what can be done and all co-operate as we should, the accomplishments of the N.A.A. will be astounding. We are held back only by the boundaries we set up in our own minds."

Walter Carlson, columnist for "The Auctioneer" reported a personal experience on the effects of advertising in the April, 1951 issue. He said, "The foundation for many practical ideas will come from observation of unusual things often accepted as commonplace. About fifteen years ago, while walking along one of the side streets in Minot, North Dakota, the sign over the doorway of an auto repair shop attracted attention. The building itself might have been an old time blacksmith shop in the past, and most of the paint on the sign was gone. Yet enough of the lettering remained to give the place individuality in the business world. Instead of a shop for the owners of Fords, Chevrolets, etc., this appealing sign proclaimed to all that passed that this was Everybody's Garage.

"Advertisements soon announced that I was Everybody's Auctioneer. Since then, hundreds of auctioneers in all parts of the country have used the same definition. All from the observation of a small sign in a town which I visited just once in my life.

"By reading and observation of men, we all pick up the loose ends that make the whole of our life knowledge. Study the methods of the other man and analyze his

idea. Remember, there can be no effect without a cause."

John W. Heist, Beatrice, Nebraska, listed a sale a day from March 8 to March 22 which included household sales, livestock sales, farm and estate sales and machinery and appliance sales.

The Booster Page was growing by leaps and bounds ten years ago. Fourteen names were added to its listing in the April issue making a total of 33. They were R. D. "Jim" Brown, Ida Grove, Iowa; William A. Porter, Monmouth, Illinois; Ralph Drake, Montpelier, Ohio; Bill McCracken, St. Louis, Missouri; Frank K. Taylor, Cortland, New York; Mrs. Tom Berry, West Newton, Pennsylvania; Tom Berry, West Newton, Pennsylvania; Homer H. Sparks, Sharon, Pennsylvania; Alvin Van Loh, Freeport, Illinois; Harold "Babe" Brunsell, Evansville, Wisconsin; Col. B. G. Coats, Long Branch, New Jersey; Lehigh Valley Society of Auctioneers, Allentown Pennsylvania; Hubert S. Post, Washington, Pennsylvania; and John W. Heist, Beatrice, Nebraska.

The personality of the month was the late Col. H. J. Caldwell of Ontario, California. Ten years ago he celebrated his 28th year in the auction business in Ontario. He was a Charter member of the Southern California Auctioneers Association and was a member of its board of directors since the organization was formed. He served a term as director of the National Auctioneers Association. His son, Col. Tom Caldwell, Ontario, California, is presently a member of the N.A.A.

Sales listed in the Auction Calendar for the month of April, 1951, included three farm sales by Joe Donahoe, Darlington, Wisconsin. Slack, Nelson and Smith, Nebraska Auctioneers, listed four farm sales. The Homer H. Sparks Co. sold three homes in Sharpsville, Pennsylvania.

Industrial sales listed in the Auction Calendar included sales by Walter Carlson, Minnesota; C. B. Drake and Son, Illinois; and Samuel L. Winternitz and Co., Chicago.

The files of "The International Auc-

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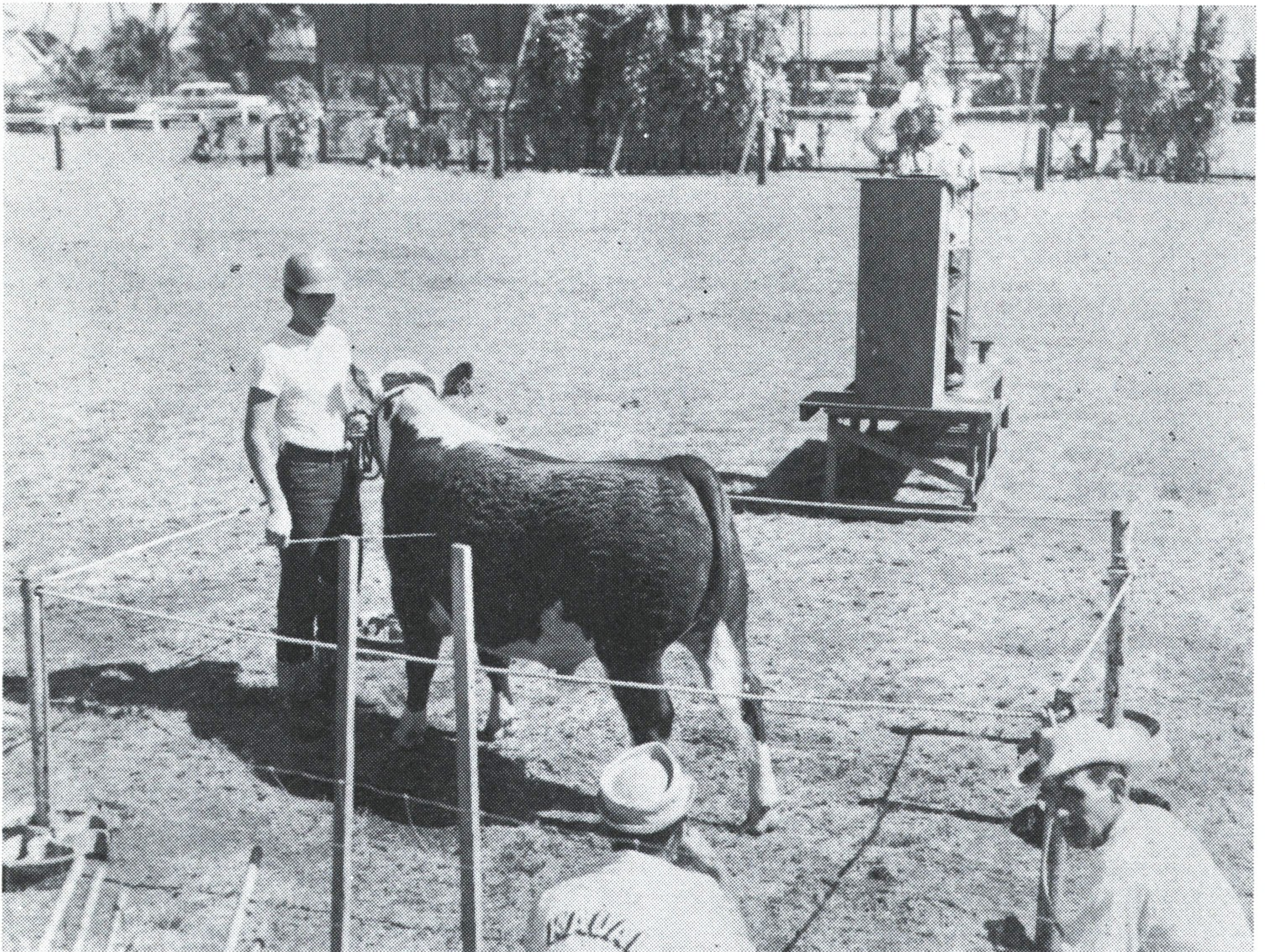
tioner" revealed the following prediction from the August, 1918, issue:

"The Auctioneers of the present day are just beginning to see what can be done in Auctioneering. Its importance in the commercial world is at last beginning to be felt and understood, but it is really only the beginning. No limit can be placed upon what can be accomplished by the use of the proper methods. We can all realize the great change in the business in the last twenty years, and although the improvement has been gradual it has been great with a capital "G." But we predict that in the next twenty years the Art of the Oratorical Salesman will make more rapid advances than ever before. With the present army of skilled members of the profession making such magnificent

success as they have in the last two or three years, the profession cannot fail to take the place it rightly deserves in the business world.

"We expect within a short time to see a beneficial organization composed entirely of Auctioneers. Not for profiteering but for mutual benefit. Why not? Take note of the success of the "Modern Woodman," the "Workmen of the World" and others similar, that have made themselves powerful financially in a short time. Surely the Auctioneers are smart enough to manage such a fraternal institution, which will bind them together still more firmly."

Real wealth comes to the man who has learned he is paid best for the things he does for nothing.



Louis Stambler, Honolulu, Hawaii, is pictured at the 4-H Round-Up Auction on the Island of Kauai selling a steer owned by Mihael Blackstad. The Auction brought the highest prices for steers in the history of all 4-H steer auctions on that island. It was attended by almost every prominent hotel owner. According to Col. Stambler, any function concerning children in the Hawaiian Islands is always a success because everyone is most cooperative.

Col. B. F. Hayes Auctioneer at 337th Police Department Sale

NEW YORK CITY — At 10 a.m. in the line-up room at Police Headquarters Benjamin Franklin Hayes will begin to auction off 200 autos, 135 bicycles, 10 boats, and one tricycle.

"It's everything lost, stolen and unclaimed, or confiscated," explained auctioneer Hayes. "This is the 337th Police Department sale. We expect to raise up to \$8,000, and all the money always goes into the Police Pension Fund."

One of the four official Police Department auctioneers, Hayes is a gentle and quiet man, with a remarkable oral agility when he is on the block, and an equally remarkable knowledge of everything man makes, from pins to skyscrapers.

He needs both. At one Department auction he was on his feet for 15 hours, raised \$20,000, selling 1,350 different articles, which included a silver mink, window panes, brassieres, shoulder pads, fish tanks, lighting fluid, crutches, one wooden leg, a bag of soiled laundry, a Russian typewriter, and a cuckoo clock that didn't cuckoo.

"But there are always buyers," Hayes said, still amazed. "Jobbers and used car dealers, of course, but also the curiosity seekers. A man with a goatee comes and sits all day and never buys anything. Another one always wants to buy lorgnettes. And a little fellow saves his vacation money to spend at police auctions."

And auctions always seem to attract a few thieves, who deftly pocket any small article not chained down.

"Two fellows always showed up and asked if they could play a little cards before the sale started," Hayes said. "We found out they were taking the buyers for a few hundred dollars every time. They were card sharks. They were booted out."

Hayes, a member of the N.A.A., who has three married daughters and three grandchildren, and lives in Queens, is also the official auctioneer for the President of his borough and for the Sheriff too. Since he left off as a general merchandise buyer when he discovered he could sell it quicker

than buy it, he has banged his gavel at some 2,000 auctions. The biggest was selling an old fire house for \$35,000 in a matter of minutes. Fine pay. He gets ten per cent. His oddest sale was an eight-foot salami, for a charity drive. Brought in \$8. Hayes lends his unique talents to about 20 charity drives a year.

He has auctioned off the entire contents of a pizzeria; a whole antique shop, in which, he takes an oath, at least half of the stuff were really antiques; two burlap bags full of shoes, all left shoes; and 15 baby incubators, which were destined for Red China, but were stuck here because of the export ban.

"The exporter was already paid, and didn't care about them," Hayes said. "The warehouseman was stuck for the storage. He advertised as required, and was the only one at the auction. He bought them for \$200 each. They were worth \$3,000 each."

There is a motly group of treasure hunters who faithfully follow only one kind of sale—unclaimed baggage. Hayes sells it all unopened for hotels, from Y's to plush Park Avenue inns, all of it silent stories of haste, fear, laughter, and tragedy. At one such sale one big trunk was sold to pay a big bill of a woman who had died.

"And a charwoman asked the man who bought it to sell it back to her," Hayes said. "She was the mother of the dead woman. The buyer respected sentiment, but wanted what was in the trunk. He found a cameo pin, a gold bracelet, a diamond ring, and \$600 in cash. He paid \$75 for the trunk."

One treasure hunter at a luggage sale paid \$20 for a bag and found a gun in it. Another paid \$2.50 for a tired looking gladstone and pulled out \$1,000 worth of Egyptian lace. And one young actress bought 20 pieces of luggage in one clip, for \$40, and then proceeded to hold her own auction.

"I asked her what's the idea," Hayes said, "and she told me she wanted the luggage, not the contents. She sold every-

thing in the bags. She broke even and got all that luggage for nothing."

While a trunk was being hauled down at a baggage auction in a swank hotel, it fell, broke open, and thousands of photos spilled out. All one pose, of a young, handsome, athletic man.

"He was all nude," Hayes recalled. "The owner threw the photos into the laundry room—to his regret. It caused so much excitement among the girls they couldn't work. He had to send them all home."

Colorado Citizens Bid to Fight Palsy

BRUSH, Colorado—The staccato call of Auctioneer Carl Kostman, Brush, Colo., signals the beginning.

Once again citizens of Brush, Hillrose and Ft. Morgan are in a fight—a fight against a killer who strikes every 53 minutes.

Cerebral palsy.

"What am I bid for the left ear?" Kostman begins. "\$5?" The smoke-filled auction ring at the Brush Livestock Commission Co. is packed with ranchers, farmers, businessmen. A fleeting hand-signal raises the bid to \$6, then \$7.

"SOLD!" cries Kostman. "Sold to Gamble's Store for \$7."

Kostman is auctioning off a 1000-pound live heifer yearling. The animal stands in the sawdust of the ring, prodded by a cowboy.

On the stand near the auctioneer is Mort Boxer, chairman of the 1961 Cerebral Palsy Fund Drive for Morgan County.

Kostman drones on. \$10 for the nose; \$15 for the tail. Slowly the pledges mount. Frank Both buys the left hindquarter for \$230. The Farmers State Bank pledges \$50 for the loin.

On the stand above the heifer Rod Johnson of Ft. Morgan radio station KFTM describes the action into his microphone. He urges the citizens of Brush to contribute a dollar each to the drive.

Kostman has finished selling the animal by the piece. He begins to call for buyers by the pound. A quick tally shows \$753 in the till. The goal is \$2800.

"I have a cent a pound," Kostman cries. "Anybody bid \$2?" Mrs. M. M. Mitchell bids 2 cents; this means a pledge of \$20.10.

Out in the office the phones are ringing; the dollar pledges are mounting.

Auction publicity chairman Earl Eby, Brush attorney, paces up and down. He knows \$4000 will be needed to maintain the Cerebral Palsy clinics and speech therapy schools operating in Brush and Ft. Morgan.

Brush Way & Milling bids at 3 cents, a \$30.15 pledge; Sam Weisbart & Co. hits the top: 11c a pound, \$110.55 for CP work.

Kostman stops the bidding. It's time to sell the whole heifer. The buyer will keep the animal. A fast audit shows pledges have reached \$1800.

"What am I bid for this fat heifer, boys?" he calls. "We'll start at \$30." The typical auctioneer's chant begins in earnest. A red-faced rancher bids 35 cents a pound. The tension mounts.

At 4:10 p.m. Ted Rediess, a Brush grocer bought the 1005-pound heifer for 50 cents a pound, a pledge of \$502.50.

Mort Boxer smiled. "With the phone pledges we're getting we should hit our \$2800 goal in an hour."

The people of Brush know how to support the fight against a killer. This little farm community of 3000 lies 88 miles to the northeast of Denver; but its citizens are as aware of their civic responsibility as if they were holding a charity ball at the Denver Hilton.

The money will be raised as it has been since 1958. Morgan County supports two clinics. It would be impossible without the originality of Earl Eby's fund-raising scheme, so fitted to this feed-lot community that depends on the cattle market for its existence.

Florida Real Estate Suffers Price Slump

ST. PETERSBURG, Florida — Mr. and Mrs. F. Laird Snowden purchased a three-bedroom, three-bath house on Tampa Bay at auction for \$50,000. The previous owner was B. H. Sirmons. Jack Burklew, auctioneer and broker, conducted the auction. Actual bidding on the house, with a crowd of several hundred persons, started at \$32,000, rose to the mid-\$40,000 mark. Burklew said that auctions this year are being held in about the same volume as last year though prices on homes are off as much as 15-20 per cent.

USDA to Report or not Report Livestock Market Receipts

Reporting the receipts and disposition of livestock at public markets is fast becoming a mammoth undertaking. If the Department of Agriculture, AMS annual reports, reflected a true picture of the vast movement of livestock through all public market channels, considerable reorganizing and modernizing would have to take place. As the situation now stands, no logical conclusions, no particular value, nor any basis of comparison can be placed on these yearly statistics.

Nearly every day we read of another speaker relating to his audience of livestock men that marketing of livestock is under drastic change. Most often repeated is that modern modes of transportation and developments in storage and refrigeration are causing a shift in the nation's livestock marketing patterns. No one even doubts these statements; and yet, as the changes occur, the reporting of livestock marketing remains antiquated, set to old, established, but once effective, lines.

In this respect, take for instance the AMS bulletin most recently released, which devotes six pages to the 1960 receipts and disposition of livestock at 56 public markets. Ten of these 56 markets are complete livestock auction markets. The remaining 46 are central terminal markets, some of which have inaugurated periodic auction days. At least three central terminal markets are not included in the report, making it impossible to arrive at a figure of total receipts and disposition for the nation's terminal markets alone. Mind you, just three markets away from giving at least a figure for the central market segment of the industry. basing the overall marketing patterns on this unrepresentative premise.

Also, in at least two instances, the report tosses into one basket the receipts and disposition at both terminal markets and auction markets. In Billings, Montana, the auction market handles about 65% of the figure shown, while the terminal market handles the other 35%. The terminal market in Ogden, Utah, receives about 10%

of the figure given, while the auction market handles the other 90%. It would seem there is little justification for reporting such a situation as that under one figure.

Adding further to the inadequacy of the report, the bottom line, under the list of the 56 markets, is headed "Discontinued reports." If this means that some previously reporting markets have been discontinued as data compiling centers, from out of what blue sky did the figures come that are shown in the 1960 salable receipts column? Guesswork should not be left to those who have reason to rely on official reports.

There are over 2,300 public markets in the United States and 56 of these are far from a fair sample. Presumably, to be of greater value in their efforts of reporting livestock marketing, the AMS could divide their reporting into the two logical types of public markets, auction and central terminal.

Compiling the totals for the terminal markets alone would be fairly simple, but accurate reporting of the country's auction market totals presents another problem.

Some fair and accurate reporting method for the auction markets must be devised. Because of the large number of these markets, and their scattered locations, a definite reporting problem is evident. However, a representative report, based on figures compiled annually by many state agencies, could throw a good deal more light on auction market receipts. Agencies such as the state sanitation boards, state veterinarians and state brand inspectors have available data which could well be utilized in making these reports.

Figures from these agencies, along with questionnaires and various other approaches, have proven of invaluable assistance to the Livestock Market Foundation in compiling its yearly auction market volume figures. The LMF, independent statistical and research agency sponsored by the National Association of Livestock Auction Markets, has for several years made

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highly accurate estimates on the number, by species, of livestock handled by the nation's auction markets.

Since this is an era of change in the livestock marketing industry, initiative of responsibility in accurate and useful reporting, by both governmental and private agencies, must be undertaken. The public is demanding up-to-date, accurate marketing figures, which can be relied upon as showing a true picture of this vital segment of today's modern agriculture.

Secretary of Agriculture Orville L. Freeman's recent announcement that reorganization of the agriculture economics services by bringing "under one roof" economic research and statistical reporting functions, is welcomed news. This step is stated to be under the direction of Dr. William Cochrane, University of Minnesota agricultural economist. A more direct line of authority and concentrated reappraisal of the statistical program is hopeful under this new set-up and will be watched closely with interest.

Wit consists in knowing the resemblance of things which differ, and the difference of things which are alike.

No man can think freely, speak freely, have religious or political freedom, if he is an economic or financial slave. Therefore, the preservation of the American free enterprise system is essential in order to maintain all of our freedoms in America, because all of these freedoms are rooted in and built upon the economic freedom of our country. — Dr. Nicholas Nyaradi, former Minister of Finance of Hungary and now Director of Institute of International Studies at Bradley University in Illinois.

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THE LIGHTER SIDE . . .

COOL PILOT

With both motors of his plane hopelessly on fire, the pilot showed classic courage. As he donned a parachute he shouted to the passengers: "Don't anybody panic. I'm going for help."

SHORT HONEYMOON

The newlyweds were driving away from the church. The groom pulled the bride toward him, put his arm around her shoulder, kissed her and said, "Now, Honey, what's the nonsense about you quitting your job?"

ANNOYING

"It's useless sowing seeds two feet deep," Fothers advised his neighbor over the garden fence.

"I know," was the reply, "but it annoys the birds."

TOP THIS ONE!

As you know, we brag about how tall our fathers are. But pygmies brag about how small their fathers are. One day three pygmies were gathered around a tree. The first pygmy said, "My father is only 4'2" short.

The second pygmy answered, "That's nothing. My father's only 3'6"."

When the third pygmy didn't say anything about his father they asked him how tall his father was.

"My father's in the hospital."

"What's wrong with him?"

"He fell off a ladder picking strawberries!"

FREEDOM OF SPEECH?

A French poodle met a Russian wolfhound on the Champs Elysees in Paris. "How are things in Russia?" asked the French poodle.

"Fabulous," the Russian wolfhound replied. "I sleep in a solid gold dog house on a sable carpet, and all day long they feed me caviar."

"Well," asked the French poodle, "if things are so good in Russia, why do you come to Paris?" The Russian wolfhound leaned forward. "Well," he whispered confidentially, "sometimes I like to bark."

AUNT SALLY'S WILL

Aunt Sally had lived her life in a Maine town. Now she was dying. She had lived frugally, and she did not change in her last minutes. After asking that she be buried in her best satin dress, she added, "It's full, and before you bury me I want you to cut a piece out of the back so you can make a skirt for Susie. It's good stuff and it'll wear."

"But, Aunt Sally, you wouldn't want to go to meet your husband with the back of your dress cut out."

Aunt Sally grinned for the last time, "Do as I tell you; I buried John without his pants."

THE WORKS

Young bridegroom: "With all my worldly goods I thee endow."

His father: "There goes his fraternity pin and stamp collection!"

THAT'S DEBATABLE

The modern child quizzed her mother as to her own origin, and was given the traditional answer:

"An angel sent you."

"And how did you get here, Mother? Did an angel send you too?"

"Yes, dear."

"And Grandma?"

"Yes, dear."

"And great-grandma?"

"Yes, dear."

"Do you mean to say, Mother, that there have been no sexual relations in this family for over 200 years?"

FOREWARNED

Steno: "Don't let mother catch you hugging and kissing me."

Carman: "But Mable, I'm not hugging and kissing you."

Steno: "I thought I'd warn you just in case."

LUNG POWER

"I hear there's a new baby over at your house, William," said the teacher.

"I don't think he's new," replied William. "The way he cries shows he's had lots of experience."

IN UNITY THERE IS STRENGTH

START OVER

Late one evening at a convention held in New York recently, the doorman at the famous Latin Quarter assisted four happy delegates into a taxi and told the driver: "This one goes to the Roosevelt; these two go to the Waldorf; and the one with the hiccups goes to the Statler."

In a few minutes the taxi was back. Beckoning to the doorman, the driver asked: "Would you mind sorting these fellows out again? I hit a bump."

TOO MUCH

"You've been charged with fighting," said the judge. "Have any explanation?"

"Well, your honor," said the defendant, "I was in a phone booth talking to my girl when this guy comes up and wants to use the phone. He opens the door, grabs me and tosses me out on my ear."

"Then you got angry?" asked the judge.

"Yes, a little," answered the man "but I didn't get real mad until he grabbed my girl and threw her out, too."

FAST THINKER

A doctor agreed to meet his wife, then was called out on emergency. He pinned a note on his office door telling her when to meet him, but she couldn't read it. With a touch of brilliance, she thought, the wife took it to a druggist friend. "Can you read this?" she asked.

"Just a moment," the druggist said, disappeared into his dispensary, returned quickly, set a package on the counter, and announced, "That'll be \$6.85."

OR ELSE

Coxswain: "Take this oar!"

Stroke: "Or what?"

GOOD ENOUGH

Customer, entering music store: I would like very much to get a copy of "The Stolen Rope."

Proprietor I am afraid I don't know of such a song. Is it something very new?

Customer — Oh, no, they tell me it is quite old. Why it goes tum-tum-pety-tum—

Proprietor—My dear madam you mean "The Lost Chord."

Customer—Oh, that's it. I got the name slightly mixed.

HOW TO ACQUIRE WISDOM

The late Simon Bolivar Buckner used to tell a story of an old resident in his Kentucky home who was celebrated for his wisdom.

"Uncle Zeke," a young man once asked, "how does it come you're so wise?"

"Because," said the old man. "I've got good judgment. Good judgment comes from experience — well, that comes from poor judgment!"

CAREFUL, HERBERT!

A woman noticed her husband was always watching the girls on TV. One night, she said, "After all, Herbert, you're a settled married man. Oh, I see the expression on your face while you're watching those young half-dressed girls. I don't see why you have any interest in other females. You've got me, Herbert."

"My dear," said Herbert, "I have a book. But even so—I like to go to the library."

FAMILIAR POSE

Posing the father and his college age son for a picture, the photographer suggested that the boy stand with his hand on his father's shoulder.

"If you want it to look natural," said the long-suffering parent, "he could put his hand in my pocket."

GOLDEN OPPORTUNITY

The barmaid was a flirtatious piece, and the tall Texan private was right down her alley. The MP had left the bar for a moment, and the barmaid cuddled up to the Texan, and murmured, "Here's your chance, big boy." "You said it," agreed the private enthusiastically, and drank the MP's beer.

IN WALTZ TIME

A band leader who played over 2,000 dance dates was asked,

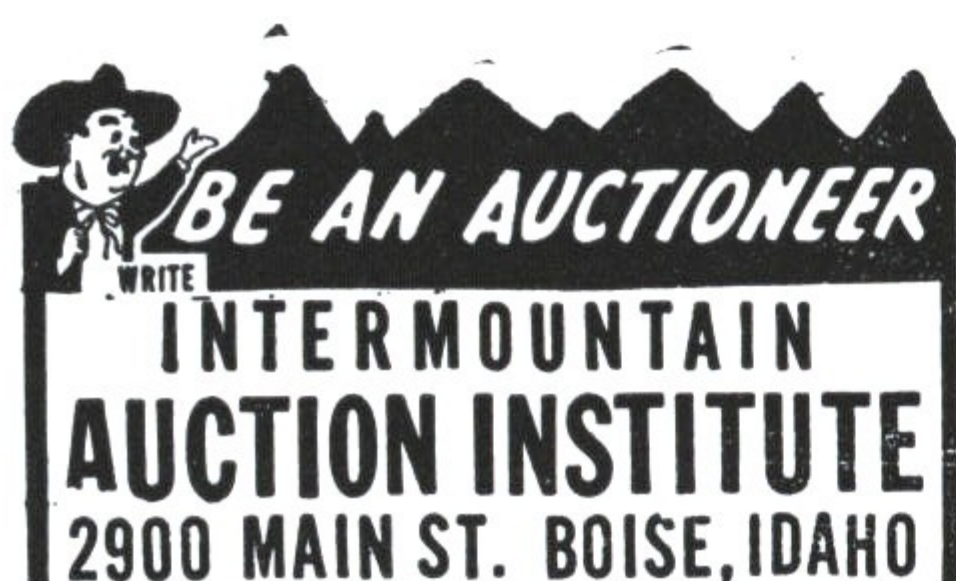
"What have you had the most requests for?"

Replied the maestro, "Where's the men's room?"

JUST FOR OBSERVATION

"You can't arrest me. I come from one of the best families in Virginia."

"That's O.K. buddy. We ain't arresting you for breeding purposes."



Summer Session: June, 1961

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