

the AUCTIONEER



OCTOBER
VOL. IX

1958
NO. 10

**It's Denver
The
Mile High City
For
1959**

National Auctioneers Convention

Shirley-Savoy Hotel

Denver, Colo.

July 16-17-18

Don't Miss It!!

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Contributing Editors
Col. "Pop" Hess, Worthington, Ohio;
Walter Carlson, Triumph, Minn., and
every member of the National Auctioneers
Association.

THE AUCTIONEER is a non-profit pub-
lication and every member of the NAA
also owns a share of THE AUCTIONEER.
It is published as a means of exchanging
ideas that will serve to promote the
auctioneer and the auction method of
selling.

The Editor reserves the right to accept or
reject any material submitted for
publication

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

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

DISPLAY ADVERTISING RATES

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

Copyrighted 1958
National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



National Auctioneers
Association

- President**
C. B. Smith, Williamston, Mich.
- First Vice-President**
Ernest Freund, Fond du Lac, Wis.
- Second Vice-President**
Carman Y. Potter, Jacksonville, Ill.
- Secretary**
Bernard Hart, Frankfort, Ind.
- Treasurer**
Henry Rasmussen, St. Paul, Neb.
- Directors**
(Terms expiring 1961)
Harris Wilcox, Bergen, N. Y.
C. E. Cunningham, Greenwood, S. C.
Owen V. Hall, Celina, Ohio
Orville R. Moore, Anchorage, Ky.
Tony Thornton, Springfield, Mo.
- (Terms expiring 1960)
E. T. Sherlock, St. Francis, Kas.
F. E. Fitzgerald, Bismarck, N. D.
James W. Martin, Chappell, Neb.
George E. Michael, Rochester, N. H.
W. J. Wendelin, Henderson, Tex.
- (Terms expiring 1959)
C. B. Drake, Decatur, Ill.
Tom D. Berry, West Newton, Pa.
Hugh McGuire, Holstein, Iowa
Jim Kirkeminde, Alta Vista, Kas
Henry F. Wilber, Bronson, Mich.

EXECUTIVE OFFICES

803 S. Columbia St. Frankfort
Indiana

Michigan Proudly Presents

By Garth Wilber

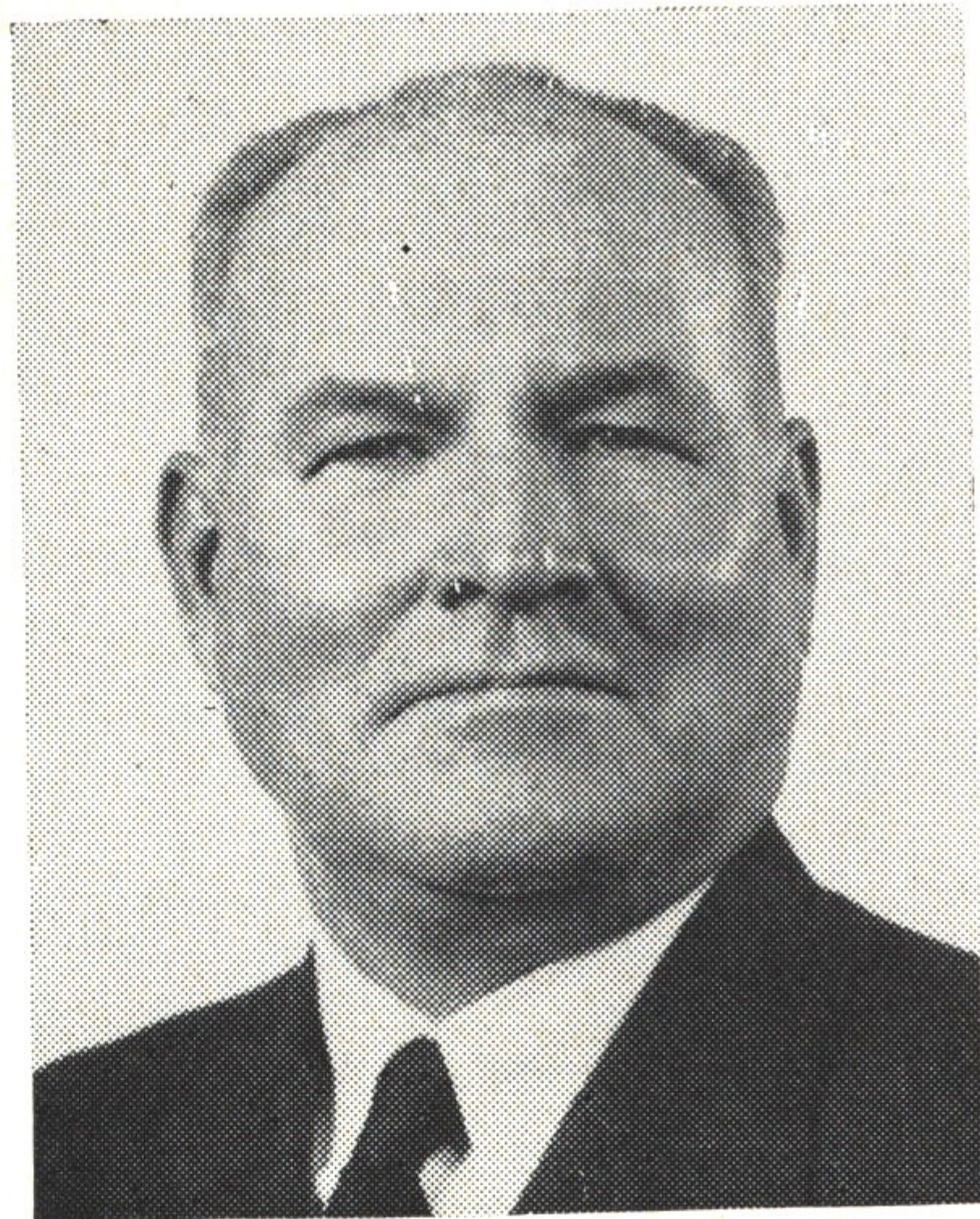
Michigan is indeed proud of the fact that the National President and Auxiliary President are members of the Michigan Auctioneers Association. C. B. Smith and his charming wife, Edith, were elected to their respective posts at the National Convention, held in Buffalo in July.

Mr. Smith is a past president of our State Ass'n. and is one of the hardest working members we have. Edith is at present Secretary of the Michigan Auxiliary. We hope to write more about Edith in the next issue and give you a little Thumbnail History on her. However we do have a short history on C.B. and we take pleasure in presenting this well known and well thought of personality.

"Smitty" was born in Henry County, Kentucky, on May 7, 1897, and was reared on a farm in Shelby County. At the age of thirteen he started showing saddle horses. It wasn't until the beginning of World War I that he left the farm, enlisting in Naval Aviation. At the end of the war, he returned and a partnership was formed with D. C. Clarke on Echo Farm at Long Run, Kentucky. One of the most outstanding Holstein herds was developed and eventually became the leading show herd of the South. This herd was sold out in 1925.

He came to Michigan and became manager of the Baynewood Farms in Romeo. With the same determination he once more developed a top herd. In 1929 this herd was sold and he went North to manage the Evabwell Farms Guernsey herd where many of the top show ring winners of the early 1930's were developed. In 1933 he was appointed to the Board of Auditors in Bay County and was re-elected, but resigned in 1937 to become Director of Bureau of Animal Industry for the State of Michigan.

From 1922 he had been interested in auctioneering, but it wasn't until 1939 he started to devote all of his time to auctioneer work and sales management. The present site of the Wolverine Sales



Pavilion was purchased in 1946, this sales pavilion is one of the most modern in North America.

"Smitty" has conducted sales in thirty-two states and three Provinces of Canada for all Dairy breeds.

The Wolverine Sales Pavilion is located on US 16 between Lansing and Williamston.

"Smitty" is more than willing to give a helping hand to any young Auctioneer hopeful. At present he is advising yours truly who is starting a dairy cattle auction pavilion in the near future.

Again we say we are proud to have Mr. and Mrs. C. B. Smith in our Ass'n. and will see to it that what ever help either of them need from our State Ass'n. they will get it.

A lion was roaming through the jungle when he suddenly came upon a herd of bulls. One of these bulls he promptly killed and ate. After feasting upon the bull he felt so fine that he roared and roared. This noise attracted a hunter who approached with his gun. The hunter, upon viewing the lion, raised his gun and shot the lion dead. The moral: "When you are full of bull keep your mouth shut."

Iowans Plan Giant Sized Convention

Members of the Iowa Auctioneers Association have completed plans for a two day Convention to be held at the Warden Hotel in Fort Dodge, October 25 and 26. This is the first time that this group has attempted a two day affair and they have gone all out to provide a program that will be both entertaining and constructive.

Registration will start at 1:00 P.M., October 25, and at 6:30 P.M. a big Fun Auction will be staged in front of the Hotel. The Mayor of the City has promised to block off the entire block in order to have ample space for the auction.

Immediately following the Fun Auction there will be dancing at the Valencia Room in the Royal 400 Club.

The following morning, auctioneers and their families are requested to attend the Church of their choice and meet back at the Hotel for Luncheon at 12:30. This will be followed by an address by the Mayor of Fort Dodge.

Col. John L. Cummins, Nationally famed tobacco auctioneer from Cynthiana, Ky., will address the Convention during the afternoon program, which also includes a business meeting and election of officers. Other entertaining features are also planned.

Auctioneers from other states as well as all the auctioneers and their families from the Hawkeye State are urged to attend this important and worthwhile meeting. Clinton Peterson, Fort Dodge, is President of the Iowa organization and B. J. Berry, Ft. Madison, is Secretary.

Machinery Sale Is Best In 16 Years

WILMINGTON, Ohio—The 1958 edition of the Clinton County Implement Dealers Association used farm machinery sale at Clinton County Fairgrounds, September 10, drew the largest crowd in the 16-year history of the sale.

Crowds were estimated at 1500 per-

sons and a total of \$20,495.40 paid for 407 pieces of machinery.

In 1957, 402 pieces brought \$16,827.80 and in 1956 the fall sale total was \$16,411.05. The sale was conducted by five auctioneers, J. M. Darbyshire, Van Smith, Roger Bennett, Harold Banta and Richard Babb of Darbyshire and Associates.

Some of the higher prices brought included \$410 for a wheat drill, \$800 for a self-propelled corn picker, \$510 for a tractor, \$1,100 for a truck, \$660 for a combine and \$405 for a grain elevator.

Popular items included pickers, drills, elevators, corn binders, wagons, tractors and discs.

Our Cover

Were it not for the personal sacrifice of time, talent and money by a small handful of auctioneers there would be no National Auctioneers Association, there would be no publication such as **THE AUCTIONEER**, devoted exclusively to the promotion of the auction profession, nor would there be any National Conventions where ideas are exchanged, acquaintances are made and the magnitude of our profession expounded through the news agencies covering these events.

This month we present on our cover page a member of our profession who has never hesitated in going above and beyond the call of duty whenever the opportunity to serve his chosen profession has arisen.

Col. Dittmann Mitchell, Fayetteville, Ark., and Kansas City, Mo., interrupted a busy schedule, flew to Buffalo from Nampa, Idaho, to address the Convention on the opening day and returned immediately to his professional responsibilities in Idaho. Here we see him as he delivers his very welcome and highly appreciated address at the 1958 National Convention.

Those Behind The Scenes

By Bernard Hart

"One picture is worth 10,000 words," said a famous Chinese philosopher. Following this sage advice we gave you a picture story of the 1958 National Convention in the September issue.

There are some things though, that are not revealed by pictures. For instance the pictures did not tell the reader that every scheduled speaker was present and ready to deliver when his scheduled time arrived. We believe this is the first time this has ever happened at one of our National meetings.

We cannot show by picture the splendid job that was done by members of the New York State Auctioneers Association, headed by their President, Ralph Rosen, in the preparation and planning that took place before and during the convention. Therefore we are going to go down the line naming names of those who gave unselfishly of their time. If we miss any it is by oversight.

First, we would have to mention Dave Tracy and his enthusiastic wife. Dave served as General Convention Chairman and all the planning groups worked under his direction. As mentioned above, he had some wonderful help from Mrs. Tracy, who also contributed a good deal to the planning of the Auxiliary entertainment.

Kenneth Rice, chairman of the Entertainment Committee, not only arranged things well in advance of the Convention but was on the job practically 24 hours a day during the event to see that all was going smoothly. The Fun Auction was another of Ken's responsibilities.

Each year we have had a Reception Committee at our Convention but in many instances they were not to be found, particularly if you were a stranger attending your first auctioneer's meeting. Not so this year. Jim Landen, his three sons and other members of this committee were right on the job. They made people welcome, answered their questions and performed services during the convention that do not ordinarily come under the heading of reception.

One of the most difficult tasks is that

of publicity. Pete Murray headed this committee and if it was not a success it was not because he didn't try. Pete accepted the responsibility with earnest and stayed with it to the end.

Little more need be said about the job of the Program Committee. As mentioned above, every speaker was present as scheduled and the over-all calibre of the speakers has never been excelled. Victor Kent was chairman of this committee.

One of the real heroes of the Convention so far as this writer is concerned was Mrs. Ernest Freund, Fond du Lac, Wisconsin. Serious illness at home prevented my regular helper at the registration from attending and Mrs. Freund was on the job from early morning until late afternoon everyday at this all important task of registering the guests.

Another man who did not head any committee but who was an important cog in the wheel was the Secretary of the New York State organization, Don Maloney. A better Master of Ceremonies for the event could not be found, the right words for every occasion combined with good humor and a winning smile was a valuable contribution in the smooth running of the convention.

In summing up all the fine things that were done before and during the National Convention we would say that it was a great tribute to Mr. and Mrs. Harris Wilcox, Presidents of the NAA and the Auxiliary, respectively. Leadership such as they displayed during the past year inspired the full cooperation of those who wanted the Convention in New York State and the momentum generated in the early planning stages did not slacken until the task was completed.

We have the finest people in the world represented in our profession. So long as these folks take an active part in the National Auctioneers Association we shall achieve greater and greater goals.

Proverb: A short sentence based on long experience.

New Qualifications For GSA Auctions

Are you interested in conducting auctions of U. S. Government owned personal property? If you are we recommend that you write your nearest GSA office for forms 1399 and 1399a in order to qualify yourself or your auction firm for these auctions.

The General Services Administration has established a new program for all executive agencies of the Federal Government to provide for the orderly, central qualification of private auctioneers who may be requested to sell Government-owned personal property. Your National Auctioneers Association has been leading a campaign to promote more government auctions and to see that only qualified auctioneers were used in order that the results would not only bring a greater return to the taxpayers but also to encourage greater use of the auction method of selling.

Your Secretary made one trip to the Nation's Capitol in persuing this goal and the new qualification forms were sent to our executive offices for comment and approval before they were finally drafted in official form.

This new program became effective September 22.

Committees Named by Auction Mart Group

KANSAS CITY, MO.—The appointment of seven policy committees of the National Association here this week following the meeting of its Executive Committee.

The chairmen as named and their respective committees forming a part of the organizational framework of the industry's national trade association are: J. T. Wooten, Rocky Mount, N. C., Membership; Cecil Ward, Gainesville, Tex., Finance & Budget; Raymond Schnell, Dickinson, N. D., Public Relations; Jay R. Taylor, Amarillo, Tex., Ethics and Business Standards; Harry Warren, Jr., Charleston, Mo., Governing provisions; George Young, Belle Glade, Fla., Re-

search & Development; and Earl C. Brookover, Garden City, Kan., Legislation and Transportation. Members of the committees in addition to the chairmen were appointed from the state directors.

Russell Tubaugh, Belle Plaine, Iowa, and Tom Burditt, Palmyra, Mo., chairmen of the 1959 Convention & Livestock Marketing Congress committees, previously announced, were approved by the group's Executive Committee. The Convention and Congress will be staged in Cedar Rapids, Iowa, June 25, 26, and 27, 1959, with the Iowa Livestock Auction Markets Association as host organization.

A mid-year meeting of the Board of Directors of the Association composed of the state directors, and the 14 district directors that comprise the Executive Committee, will be held in Kansas City, Nov. 29 and 30, 1958.

We Regret

THE AUCTIONEER is deeply regretful that word of the death of one of the members of the NAA, who passed away a year ago, was never reported.

Floyd L. Hopkins, Cleveland, Ohio, died September 23, 1957, death resulting from cancer. Mr. Hopkins had been hospitalized for several months preceding his death.

Floyd Hopkins was a most active member of the NAA as long as his health permitted. He attended National Conventions and was on the program of the 1956 National Convention in Kansas City, his subject being "Auctions in Foreign Countries."

Notification of Mr. Hopkins' death was not received by your editor, therefore no previous mention was made and his name was omitted from the "In Memorium" box in the July issue as well as the Secretary's report at the Annual Business Meeting in Buffalo. We are humbly sorry that this happened.

• REPPERT AUCTION SCHOOL •



IN UNITY THERE IS STRENGTH

ON THE OPPOSITE PAGE

Graduates of Reppert School of Auctioneering, Decatur, Ind., Class of August, 1958. Reading from left to right:

TOP ROW: John Conway, Indiana; Dallan Huebert, Iowa; Aaron E. Keener, Jr., Pennsylvania; James R. Lombard, Vermont; James O. Lawlis, Jr., Texas; Jack L. Empey, Alberta; Robert G. Frey, Ohio; Don Frey, Ohio; Ernest Pelaez, Illinois; Paul W. Faulkner, Indiana; Charles D. Mitchell, Indiana; Richard W. Wetzel, Indiana; R. M. (Bob) Maxwell, Tennessee; David Nicholson, Indiana; Delbert Snow, Indiana;

FOURTH ROW: Larry Garner, Ohio; Conrad E. Irwin, Utah; Russell Bowdoin, Georgia; William Terry White, Pennsylvania; William A. Booher, Tennessee; Robert Lee Chambers, Indiana; A. Dean Peters, Ohio; Lester D. Bell, Oregon; Charles Garth Semple, Ohio; Donald Kneuss, Ohio; Duane C. Campbell, Ohio; Donald D. Pickrel, Illinois; Roger K. Johnson, Illinois; Duane W. Metzler, Illinois;

THIRD ROW: Floyd Van Meter, Ohio; Donald D. Kent, Ohio; Donald R. Wishard, Pennsylvania; Dean F. Helmick, Illinois; Richard Waldrep, Georgia; Richard Middendorf, Illinois; Vernon Martin, Pennsylvania; Robert M. Meunier, Maryland; William Fredenburg, Michigan; Marvin L. Wilson, Ohio; Ronald Wray, Pennsylvania; George F. Chiarelli, Ohio; Ronald E. Letham, New York; L. E. Blalock, Tennessee; Herman Gene Largent, Virginia;

SECOND ROW: Dale D. Nickols, Indiana; David G. Williams, Ohio; Fred Sayre, Jr., Illinois; John E. Bailey, Ohio; Wilson E. Woods, West Virginia; Andrew J. Huff, Indiana; H. (Jack) Stewart, Tennessee; Ralph E. Carlz, Illinois; Blaine R. Hess, Pennsylvania; Robert Wilson, Ohio; William Craig Lawing, North Carolina; S. Dell Freeman, Jr., Kentucky; Jack Pauley, Ohio; T. Everett Leedom, Ohio; Robert A. Craft, Kentucky; Cale L. Logsdon, Ohio;

FIRST ROW: Robert V. Bradley, Pennsylvania; Stroder Moore, Ohio; John F. Jensen, Pennsylvania; Lloyd C. Swenson, Ohio; Richard W. Prentiss, Indiana;

Rosco Burgess, Kentucky; John E. Shaffer, Indiana; W. K. Gilliam, Kentucky; Harold L. Hulsey, Georgia; Clyde Johnson, Louisiana; Sherry Olin, Michigan; James L. Keith, Iowa; Charles E. Caywood, Ohio; A. L. Solomon, Florida; Steve Wise, Virginia.

F. A. Fiscus, Indiana, was absent when picture was taken.

INSTRUCTORS: Guy Pettit, Iowa; Walter Carlson, Minnesota; Gene Slagle, Ohio; Homer Pollock, Ohio; Roland Reppert, M.D.; Q. R. Chaffee, Pennsylvania; Clyde M. Wilson, Ohio; Ray Elliott, Indiana; H. W. Sigrist, Indiana.

The Old Timers Will Recall This One

OMAHA, Neb. — Somewhere in the archives of the Union Stock Yards Company is a picture of Omaha's first livestock auction sales arena.

Located north of where the Exchange Building now stands, it was a far cry from the present modern facility which seats more than a thousand persons in comfort.

But it would accommodate two hundred to three hundred people and it was the scene of much activity around the turn of the century.

The auctioneer was Colonel I. C. Gallup and his business was to auction range horses by the carload. An occasional sale of saddle horses would be sandwiched in here and there, but selling the mustangs was the most lucrative. St. Louis at that time was a big horse market and the demand from there was constant.

Rail lines to the south were the Burlington, Wabash and the Missouri Pacific and they competed keenly for the transportation business.

One of the railroad solicitors was A. D. Majors, recently retired livestock commission man. As Colonel Gallup pleaded for a better bid on a car of "broncs" one day, Mr. Majors happened to bob his head in the wrong direction at the wrong time and the auctioneer cried: "Sold to Majors for eight hundred dollars."

National Marketing Congress In Cedar Rapids, June 25-27, 1959

KANSAS CITY, Mo. — Dates for the 1959 National Livestock Marketing Congress have been set for June 25, 26, 27, 1959, at Cedar Rapids, Iowa. The announcement was made from the offices of the National Association of Livestock Auction Markets here following an initial meeting of special planning committees last week in the Iowa City.

The annual convention of the National Association will be held at the same time with member markets assembled from all states for the joint affair. NALM is the primary sponsor of the Congress. The first was held this year in New Orleans.

One highlight in 1959 will be a feeder and fat cattle sale on opening day with carlot consignments coming from all geographical sections of the country, it was stated. The sale is expected to attract national attention and set a price pace next year in both feeder and slaughter cattle.

Iowa State College and the Iowa Department of Agriculture will join in planning the program of the Congress designed to focus attention on livestock marketing and provide latest information on all phases and aspects of marketing services, prices and trends. The Iowa Livestock Association will be in charge of all entertainment features.

Russell Tubaugh, Belle Plaine, Iowa, is chairman of the convention committee. Other members are: John Peterson, Albia; Jim Schaben, Dunlap; Clair M. 'Bud' Mason, Marshalltown; and Kenneth Kramer, Vinton.

General program chairman is Tom Burditt, Palmyra, Mo., chairman of the State Association's Council of National Association. Assisting him will be the vice chairman, and president of the Iowa Association, Joe Collins, Oxford, and Steve Jacobs, Sigourney, secretary of the Council and the Iowa Association. Remaining members are: Roy Allgyer, Secretary, Independent Livestock Marketing

Association, Columbus, Ohio; Robin MacNab, Secretary, Montana Livestock Markets Association, Bozeman, Montana; E. P. Ryan, Secretary, Nebraska Livestock Auction Association, Grand Island, Nebraska; Grover Lee, Executive Director, Texas Livestock Auction Association, Strawn, Tex.; and Bob Cody, Secretary, Florida Association of Livestock Markets, Kissimmee, Fla.

Contracts for hotel accommodations in Cedar Rapids have been concluded by the National Association with the Sheraton-Montrose and the Roosevelt. The combined facilities of both hotels, each of which is completely air conditioned, will be necessary for the national events. The convention bureau and livestock committee of the Cedar Rapids chamber of commerce participated in the initial meetings and will work closely in all planning.

J. W. Marvel, Webster City, Iowa, president of the National Association, stated, "Early plans and enthusiasm indicate that the 1959 Livestock Marketing Congress and national convention of the livestock auction markets, national trade association will bring together the largest overall livestock group, concerned with livestock marketing, that has ever assembled. The sale of carlot consignments of feeder and fat cattle, planned as a part of the Congress, will serve to effectively stress phases of livestock marketing not otherwise possible."

MATTER OF FACT

Insurance was probably used first among the Babylonian traders about 3000 or 4000 BC. Goods would be loaned to the traders and they would pay as interest one-half of the profits. If the adventure failed, because of robbery or misfortune, the trader would not have to pay anything. The interest was the trader's payment for insurance; it relieved him of financial loss in case of unexpected disaster.

Plaza Galleries In 43rd Year of Sales

Plaza Art Galleries, Inc., New York, now entering its uninterrupted 43rd year in the auction field, conducted 78 sales during the fiscal year ended June 30, 1958, realizing a total of \$2,033,926.21.

Many fine estates and collections were liquidated during this period, including sales of jewelry, silver and furs for Provident Loan Society. High prices prevailed for fine objects of art, as well as for fine jewelry. Following are some of the prices realized:

Coromandel carved and decorated laquer 12-fold screen, Chinese, Chien Lung period	\$4000
Bronze statue of Siva, East Indian 16th-17th century	6800
Carved moss jade brush holder, Chien Lung period	2800
Carved moss jade brush holder, Chien Lung period	2900
Bronze statue of a Hindu Deity, East Indian Mogul period	3200
Group of two sandstone sculptures, East Indian Mogul period: (a) Stele with bust of Hindu Deity; (b) Bust of a woman	3900
Russian Imperial decoration, The Order of The White Eagle	1610
Frederic Remington water color, Stage Coach Descending a Western Mountain Pass	2500
Oil Painting—Procurator Before St. Mark	3100

The Galleries disposed of small but interesting collection of rare books from the estate of Mrs. William J. Gunn, Boston, and some of the prices realized were as follows:

Teatrum, Civitates, Civitates-Orbis, 5 vols. in 2 large folio, full brown calf binding, profusely illustrated with colored plates	\$1125
The Holy Bible, manuscript on vellum, illuminated initials, early 16th century	510
Virgil. Bucolica. Georgica et Aensis. Folio full red morocco binding, John Baskerville, Birmingham, 1757	520
Henry D. Thoreau, A Week On The	

Concord & Merrimack Rivers, original cloth, 1849	500
Nathaniel Hawthorne, Twice Told Tales, original cloth, American Stationers Co., Boston, 1837, first edition	550
William Shakespeare, Plays, fourth folio, London, 1685	700

Jewelry continued to command high prices as evidenced by the following:

Platinum and pear shaped diamond ring	\$19,750
Platinum and diamond bracelet...	14,300
Platinum twin pear shaped diamond ring	18,000
Marquise diamond ring	20,500
Platinum cabochon emerald and diamond ring	8,750

William H. O'Reilly, president of the Galleries was gratified with the year's outcome and the individual high prices received, particularly in a year of so-called recession. He is anticipating another good year, despite the present shortage of fine merchandise. He further believes that it is a most advantageous time for the consignor, particularly he who has stored fine articles because of smaller living quarters, to dispose of the same.

Alabama Has 99 Livestock Auctions

Another indication of the tremendous growth of the cattle business in Alabama is seen in the demands for more auction facilities throughout the state.

During the years of 1940 to 1953, the number of stockyards handling sales on a daily and weekly basis in Alabama increased from 14 to 99. Many of these stockyards probably will not be permanent but most of them did appear on the scene at a time when needed to introduce the value of cash livestock sales to farmers.

Two bachelors met after many years. "Hello, Jim," said one, "did you ever marry or do you still get your own breakfasts?"

Said Jim: "Yes."

THE LADIES AUXILIARY



A Note of Welcome From the President

Dear Ladies of the Auxiliary:

My, how time does fly. The convention is over and we are well into our new year. This has been a very busy summer for us.

As of always we had a wonderful three days at the convention. I would like to take this opportunity to thank the Ladies of the New York Auxiliary for their well planned program.

It is always a pleasure to meet our old friends as well as make new ones. To the many new members of the Ladies Auxiliary, we are more than happy to have you and in the behalf of the entire membership of the Auxiliary, a most hearty welcome. We will all be looking forward to seeing and visiting with you again next year.

The Michigan A. A. will meet here at the Pavilion, Wednesday, Sept. 17, at 6:30 P.M. The meeting will start with a potluck supper. We hope to have a good turn out of both NAA members and Auxiliary members.

Sincerely,
Edith A. Smith, Pres.
Williamston, Mich.

New York Auxiliary Holds Annual Meet

By Mrs. Paul Calkins

The N.Y. State Auctioneers' Association Ladies' Auxiliary met at the Hotel Sheraton Ten Eyck, Albany, N.Y., on September 6th. The meeting was held in conjunction with the annual meeting of the N.Y. State Auctioneers' Association. The meeting was called to order by the President, Mrs. Wanda Wilcox of Bergen, N.Y., and besides the regular business meeting, National Convention photos were passed among the members and also photos from last year's N.Y. State meeting that was held in Syracuse.

One of the most important features of the entire meeting was that the new Constitution and By-Laws was presented to each member present, and copies will be sent to all members not present.

The election of officers for 1958 and '59 was held with the following results: President, Mrs. Catherine Anspach, Albany, N.Y.; Vice-President, Mrs. Arnold Ford, Constableville N.Y.; Secretary-Treasurer, Mrs. Paul Calkins, Peru, N.Y.; Director—1 Yr., Mrs. Richard Tydings, Green, N.Y.; the other two directors whose terms have not expired yet, are Mrs. Betty Murray, Ballston Lake, N.Y., and Mrs. James Landon, Lockport, N.Y.

The officers were pleased to accept several new memberships at their Albany meeting: Mrs. Ruth Tydings, Green, N.Y.; Mrs. Harold Higgins, Huntington, Quebec, Canada; Mrs. Telford Chambers, 17 Pine St., Walton, N.Y., and Mrs. Morris Weinstein, 31 Little Ave., Middletown, N.Y.; and Mrs. Arnold Johanson, 22 Chestnut St., Schuylerville, N.Y.

The ladies had a very enjoyable and successful meeting and adjourned in the early afternoon, which enabled them to attend the latter part of their husband's meeting so that they could listen to the afternoon speakers.

It was decided that they would have a meeting on the 15th of March at the Hotel Syracuse in conjunction with the State Auctioneers' meeting to be held on the same date. They are looking forward to a very good program and sincerely hope that all of the auctioneers' wives in the State of New York will be in attendance. The officers sincerely hope that each one of them will try to bring one new member. The day was completed with a delicious dinner and after dinner dancing until midnight by Peter Emma's orchestra, which was a part of a very enjoyable day.

Patient: "What are my chances?"

Doctor: "Well, I wouldn't start any continued stories."



OFFICERS of the LADIES AUXILIARY for the year 1958-1959, standing: Mrs. Harris Wilcox, New York; Mrs. R. E. Featheringham, Ohio; Mrs. R. A. Waldrep, Georgia; Mrs. Arnold Ford, New York; Mrs. Al Boss, Iowa; Mrs. Tom Berry, Pennsylvania. SEATED: Mrs. John Overton, New Mexico; Mrs. C. B. Smith, Michigan (President); Mrs. James McGuire, Iowa (Secretary); Mrs. Owen Hall, Ohio.

Convention In Review

Dear Auxiliary Members:

Often we delve into our nook of memories, of by-gone days, to reminiscence of joyous occasions. Each year brings forth new experiences, enriched with association of friends, or loved ones. We have many happy memories of this summer. The National Auctioneers Convention held in Buffalo, New York, brings many delightful remembrances. All of you that attended will agree our Hosts and Hostesses did a splendid job in planning the Convention.

To those of you who did not attend we must say, "You were missed," but you also missed a great Convention. The sightseeing trip to Niagara Falls, Ontario, Canada, was most interesting. After enjoying a delicious dinner, with excellent service at Hotel Brock we viewed the beautiful Rainbow Falls. As the great Arc lights played upon the mist, our hearts thrilled, to behold the magnificent Handiwork of God, as the various colors of the Rainbow danced

before our eyes.

H. Roe Bartle, Mayor of Kansas City, the Grand Banquet Speaker, brought our minds to abrupt visions of the 'Jet-Age' in which we live. He stated that, "Science has developed far beyond our Spiritual growth, so much until, scientists themselves (who discovered these sources of powerful energy) are alarmed.

Always we look forward to the Auxiliary Tea and Luncheon which are two exclusive highlights of the Convention for us ladies. It is a time of fellowship for old acquaintances, and to make new friends. This year we were saddened to learn of the passing of Mrs. Sherlock, also the bad accident of Mrs. Lydia Drake, and others who were ill and unable to attend. We trust each one is now enjoying better health, and will be with us next year in Denver, Colorado.

As one of the Directors of the Auxiliary, I chose the October issue of the "Auctioneer" to make my small contribution for the Ladies Page. Since it is so soon after the summer vacation, and not far removed from the Convention,

there is truly nothing in a business way to report. Now that vacations are over, and our boys and girls are back in school, we can pick up in our various phases of businesses with renewed energy, and tackle our work with fresh enthusiasm. Mr. Waldrep has a very busy schedule for the Fall months; This will keep us busy, but happy and thankful we are able to work.

Would like to share this little poem with you.

GOD CAN AND DOES

If God can hang the stars on high,
Can paint the clouds that drift on by,
Can swing the sun across the sky,
What can't He do for you and me?

If God can do such wondrous things —
Can count each little bird that sings;
Control the universe that swings,
What can't He do for you and me?

And He does, in answer to believing
Prayer!

Mrs. R. A. Waldrep
Atlanta, Ga.

Part of a Gauguin Hidden Since 1894

By Robert Alden

WEST ENGLEWOOD, N.J.—Thirty-six square inches of a valuable painting by Paul Gauguin, hidden for sixty-four years by a careless frame-maker, have been rediscovered.

At the time the painting was mounted in 1894, its frame was apparently worth more than a Gauguin canvas. When the painting, "Tahitian Village," proved a little too large for the frame, the frame-maker conveniently wrapped the edges of the painting around the wooden stretcher.

As a result, the picture was thrown out of balance. A portion of a tropical plant was lost, a patch of light was cut from view and a tall tree was brought to the very border of the canvas.

Yet none of the many art experts who had seen the picture seemed to suspect the hidden portion that would bring out the full beauty of the painting. However, Mrs. Albert Otten, wife of the owner

of the canvas, suspected something was amiss.

There was just a hint of the patch of light on the edge of the canvas, and Mrs. Otten tried to peak around the painting's edge, but in vain. The frame blocked her view.

Six weeks ago the Ottens decided that the Gauguin, whose worth is estimated at between \$30,000 and \$50,000, needed to have some of its flaking paint restored. The painting was sent to an art restorer, Bernard Rabin of the Rabin & Krueger Galleries in Newark.

When Mr. Rabin removed the frame, he found the hidden portion of the painting with tacks rudely stuck through the paint and canvas. The painting, believed to be sixteen inches by twenty-eight inches, turned out to be seventeen and one-eighth inches by twenty-eight and one-quarter inches.

Mr. Rabin smoothed out the canvas and painstakingly restored the portions of the painting damaged by the tack holes. Then the frame was enlarged, so it would fit the picture.

The picture has now been returned to the Ottens' home here, and Mr. and Mrs. Otten are both very pleased.

"It's thrilling to see it now," Mrs. Otten said. "Now you can see what the artist really intended."

Mr. Otten is not bitter at the frame maker who robbed the canvas of its full beauty for so long. "After all," he said, "when the painting was framed, an inch of Gauguin was not worth very much."

Mr. Otten bought the canvas at a small fraction of its present value from a German banker in Cologne in 1910.

Gauguin executed the painting in 1892, while living in Tahiti. He took it back with him to Paris the following year, sold it and other paintings and then returned to Tahiti, where he died in 1903.

Voice of Experience

Lucy: "Grandma, which do you think helps a girl to get married, beauty or brains?"

Grandma: "Well, dearie, put it this way: most men can see better than they can think."

Lets Do Something For Our Organization

By COL. POP HESS



In bringing my column to our auctioneers of the land in this October issue it brings back many memories. It was about this time some eight or nine years ago that I wrote my first column for this publication.

Many changes have come in this time, in progress of "The Auctioneer" as well as the National Auctioneers Association. From reports of the last convention and the trip for next year to Denver it offers a challenge for still a bigger and better year in progress and a bigger and better convention in 1959.

While you do not meet this writer at these events it does not mean that there is not a lot of thinking and planning in my way of daily run. No doubt I may appear as a silent partner at convention time but I will assure you my ear is always close to the ground on what is taking place. However, you 'on the ball' auctioneers should not pattern after my way of actions. You should attend these conventions as you need the kindled fire presented in each convention.

Every auctioneer that was listed in attendance at the last convention should make himself a committee of one to see that there are more from his or her state at the next convention. In your last convention, thirty-three states were represented in addition to twelve people from outside the United States. Total attendance as I figure it was a little less than 300 auctioneers which is a very small percentage for the number of active auctioneers listed in our country. An attendance of 2,000 is not at all out of the picture if each member in each state will do some missionary work from now until next July.

Why stay at home and let less than 300 auctioneers decide the destiny of your business and then say the conven-

tions do not mean anything to you? We know that a few stay home because of last minute emergencies but the facts are that **MOST OF YOU AUCTIONEERS NEVER PLANNED TO GO**, and from this group comes most of the noise when it comes to complaining about what is wrong with the profession.

Let us all resolve now to get 100% behind our President, C. B. Smith and his loyal staff, also Mrs. Smith, the newly elected President of the Ladies Auxiliary, for after all, there is power in the fair sex and if we look at the records correctly this Ladies set-up is right now outdoing the men in many ways. Remember the old saying, "The women played a big part in keeping our world in order," and as I see it, this can be correct, the women will do much in the growth of the National Auctioneers Association and the National Conventions. It is true that many a great man got most of his honor and glory through the actions and deeds of your wife. Yes boys, it is later than you think.

Now folks, that is off my chest.

I already have received letters from auctioneers who did attend the convention with this leading statement, "Pop, where the heck were you at convention time?" Answer: "Retired but not dead."

Now boys, mail me all your kicks and grunts at once and for November I will write a 'hot' column and pull out a story from the old Fifty Year Book that has hardly been scratched as yet.

Sales are numerous here in Ohio, general farm sales, livestock sales, real estate sales, etc. Our Farm Sale Program on the air is full to the brim daily. Your writer is very busy keeping up but never too busy to read your letters or shoot the bull.

New Members Feature List For Past Month

Cooperation from several Auctioneering Schools has enabled your organization to add several new members during the period from August 16 through September 15. We have, though, been a little bit disappointed that response has been so poor from those who left the Buffalo convention filled with enthusiasm and promise of many new members during the year. After exhausting many promotional methods we are convinced that the only one that really works is for each member to sell HIS own organization. How many have really tried?

Following is a list of those whose memberships were received during the above named period. The asterisk indicates renewal.

*R. W. Doman, Wisconsin
 Richard Crane, Wisconsin
 J. L. Adams, Florida
 *W. H. Funderburgh, Indiana
 Paul W. Faulkner, Indiana
 Edgar H. Lloyd, New York
 *H. H. Chambers, Virginia
 *Joe Paul Steiner, Louisiana
 *Vic Roth, Kansas
 Billy Dunn, North Carolina
 *Frank Gracyalney, New York
 Kenneth Davis, Arkansas
 Willis G. Keesling, Kansas
 Don R. Legere, Kansas
 B. Sam Osborne, Virginia
 Marvin E. Murphy, Illinois
 J. R. Taylor, Missouri
 Richard W. Babb, Colorado
 Jim D. Woods, Oklahoma
 Willard N. McGill, Georgia
 Angelo Mazzaglia, California
 *George J. Wittstadt, Maryland
 Glenn A. Yelliott, Illinois
 *M. M. Stewart, Jr., Florida
 *Stan Haworth, Virginia
 *Ray Clark, Illinois
 *Herman Strakis, Indiana
 David G. Williams, Ohio
 *Ray Clark, Illinois
 *J. W. Franks, Illinois
 Billy Tingle, Illinois
 Paige Richardson, Maryland
 *Elmer E. Gilder, New Mexico

Fred M. Hart, Montana
 *Leon Elliott, Indiana
 Buster Sims, Tennessee
 Clyde J. Johnson, Louisiana
 Mark Green, New York
 Charles G. Semple, Ohio
 George Chiarelli, Jr., Ohio
 H. Jack Stewart, Tennessee
 Sherry Olin, Michigan
 Don Frey, Ohio
 John E. Bailey, Ohio
 Floyd Van Meter, Ohio
 William C. Lawing, North Carolina
 *Glen Robertson, Nebraska
 *Frank Tharp, Nebraska
 Eugene Mitchell, Nebraska
 *Charles Tharp, Nebraska
 *Donald D. Day, Ohio
 *Pat Patterson, Indiana
 *Joe E. Miller, Pennsylvania
 *Dewey H. Abney, Indiana
 Joseph L. Ziemann, Michigan
 *Lewis E. Smith, Indiana
 *Philip E. Lambert, Massachusetts
 Dale D. Nickols, Indiana
 *Edward P. Gillespie, New Jersey
 *F. E. Bloomer, Iowa
 *G. G. Finnell, Florida
 Martin J. Ford, Washington
 *William J. Wagner, Pennsylvania
 *Joe Burgert, Oklahoma
 *Robert B. West, Ohio
 Harold P. Higgins, Quebec
 Richard M. Tydings, New York
 Lyle Burr, Kansas
 *Paul A. Hurst, Kansas
 *George E. Borum, Illinois

Clipper 'Clips' Angus

Joe DiMaggio, the 'Yankee Clipper' of baseball fame, was the purchaser of 10 head of registered Angus cattle in the September auction of Senator Albert Gore of Tennessee. DiMaggio paid a total of \$10,975 for the animals he selected but declined to advise press representatives of his future plans. He admitted he did not own any green grass as yet and it was rumored he was making the purchase for a New York client.

Col. Ray Sims, a member of the NAA, and Col. Roy Johnston conducted the successful auction which totalled \$45,255 on 62 lots.

Mrs. Sigrist Taken By Death, Sept. 1



Mrs. H. W. Sigrist, wife of the Past-President of the National Auctioneers Association, passed away the morning of September 1 at Lutheran Hospital in Fort Wayne, Ind. She had been ill for about six months and death resulted from cancer.

Mrs. Sigrist was born near La Grange, Ind., 74 years ago. For the past 49 years she had lived in Fort Wayne. In June of 1955, she and Mr. Sigrist celebrated their 50th wedding anniversary. In addition to her husband she is survived by a daughter, Mrs. Theodore Shank, a son, Alan A., and three grandchildren, all of Fort Wayne.

Mrs. Sigrist was a member of the First Christian Church in Fort Wayne and was active in the activities of her Church on a State as well as local basis. She was also a member of the Fort Wayne Women's Club, the Delphian Society, the Ladies Auxiliary to the National Auctioneers Association and held the first membership issued by the Ladies Auxiliary to the Indiana Auctioneers Association.

Funeral services were conducted in the First Christian Church, Fort Wayne, by the pastor, George E. Wascovich. Burial was at the Brighton cemetery, Brighton, Ind.

Good Will Builders

Benefit auctions for the purpose of raising money for worthy causes are hard work and usually come at a time when auctioneers are busy. However, they are hard to equal when it comes to building good will.

Following is a letter received by one of our good members, Col. Fred Ramsey, Madison, Tenn.:

Dear Mr. Ramsey:

The members of the Little Creek Community Club wish to extend to you our thanks and appreciation for your great help in our Annual "Field Day." It was through your cooperation and help that we were able to make a success of this annual affair.

We feel sure that through the cooperation and loyalty of our fine citizens and friends such as you that our Community will continue to grow and prosper.

Thank you too, for all past favors.

We are, sincerely,

E. R. (Pete) Hicks, President
Mrs. Mary Burgess, Secretary

Aircraft Carrier Sold For Scrap

NEW YORK—The famed aircraft carrier Enterprise, known as the fightingest carrier in the fleet during World War II, was auctioned off for scrap recently.

Apparently high bid was \$561,133 by Lipsett, Inc., a New York scrap metal firm.

Launched in 1936, the Enterprise was built at a cost of \$19 million. Fully armed with planes and other equipment, her cost was put at \$90 million.

The big ship took part in nearly every major Pacific battle. She was credited with downing 911 enemy planes, sinking 71 ships and damaging 192 others.

Michigan AA Holds Family Picnic

By Garth Wilber

Michigan held their family picnic June 29th at the White Star Auction, Bronson, Michigan with Mr. and Mrs. Garth Wilber and Mr. and Mrs. Henry Wilber as hosts. About fifty auctioneers, wives and children were present and had a very nice time. The weatherman smiled on us and we had a perfect day for a picnic.

After eating too much, a business meeting was held with a lot of important items being discussed. Some new regulations on selling of Swine at livestock sales are being put into force by the State Agriculture Dept. and Secretary Garth Wilber gave a report on his findings when he met with members of the State Board on the new rules and regulations.

State President Fred Smiley and Garth Wilber are meeting in the near future at the State Capitol with all the different State Boards to try to discover what these departments say can be sold at Auction and what can't. There has been a difference of opinion among the members of this association for some time concerning the sale of various articles at auction.

1958 Blue Books were distributed to those members present to be sent to lawyers, probate judges and other professional men needing information on the Auction business. This Blue Book gives the roster of State Members, reasons to sell at Auction, and our code of ethics, etc.

After the usual discussion on Auction Laws, the meeting adjourned.

New Legislation For Livestock Auctions

KANSAS CITY, Mo.—“The 85th Congress took a progressive and long needed step in enacting the first modernizing revision of the Packers & Stockyards Act since it was enacted in 1921,” it was stated by C. T. ‘Tad’ Sanders, Executive

Secretary and Counsel of the National Association of Livestock Auction Markets.

The Cooley bill, as authored by Harold D. Cooley (Dem.-N. C.), chairman of the House committee on agriculture, and passed by the Congress, contains changes in the law as applicable to meat packers, livestock markets and transactions involving the sale and purchase of livestock in interstate commerce. The Act is divided into separate titles dealing with packer fair trade practices and livestock transactions. One change calls for a separate enforcement unit in the USDA to administer the packers section (Title II).

In respect to livestock transactions, all markets defined as a “stockyard” and operated as a public market in which livestock are received, held or kept for sale or shipment in commerce, now come under the jurisdiction of the Act, as well as the agency performing the selling services at such market. In addition, all dealers in livestock, and other agencies handling livestock for sale in commerce, whether at a public market or not, are now subject to the Act and required to be registered and bonded.

“The present revisions to the Act in respect to livestock transactions have long been needed to provide uniformity and equality in application of the law as applied to livestock marketings. It has changed extensively and new forms and methods of livestock marketing services have increased in use,” Sanders said. “The Act as now amended calls for the same principles of uniformity in its administration by the USDA. It will require an entirely new approach to insure administration and enforcement throughout all livestock market and sales transactions,” he said.

The enforcement division to be established within the USDA to administer the livestock title of the Act is expected to meet with representatives of the national trade association of the livestock auction markets to formulate interpretive regulations, the Association reported.

Inflation: The art of cutting a dollar bill in half without touching the paper.

National Auto Group Meets In Chicago

Automobile Auction operators from all parts of the United States met at the Bismark Hotel in Chicago, August 22 and 23 for the Annual Convention and Business Meeting of the National Auto Auction Association. Officials of that organization reported the best attendance since the organization of their national trade group several years ago.

Governor Frank G. Clement of Tennessee, headed a list of talented speakers, the Governor delivering the address at the closing banquet.

Other speakers included Walter B. Cooper, Fort Collins, Colo., head of the National Auto Dealers Association's Committee on Advertising Ethics, and C. E. Pitts, Montgomery, Ala., President of the National Independent Auto Dealers Association.

Officers elected for the new year were

Thomas Beasley, Nashville, Tenn., President; Harold R. Henry, Los Angeles, Calif., Vice-President; and Joseph Briley, Chicago, Ill., Secretary-Treasurer. Bernard Hart, Frankfort, Ind., was employed by the group as Executive Secretary.

Other highlights of the meeting were the discussions on ways to improve their services, a publicity and educational program directed at prospective clients including a booth at the NADA Convention in Chicago, next January. National Auto Auction Week in April, and selection of Birmingham, Ala., as the Site for the 1959 meeting to be held during September.

Col. Tim Anspach, Albany, N. Y., retiring President, was presented a beautiful pair of steer horns with a full six foot spread as a token of appreciation for his leadership during the past year.

"People's minds, like streams, may be so broad that they are shallow."



Promotional Items

NEW: Attractive Bumper Strips, advertising the Auction method of selling. **35c ea., 3 for \$1.00**

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

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana



GRADUATES OF THE MISSOURI AUCTION SCHOOL, KANSAS CITY, MO., CLASS OF AUGUST, 1958

TOP ROW, left to right: C. Wendell Buehrer, Michigan; Richard W. Babb, Colorado; Thomas A. Pittenger, Utah; Gerald L. Yates, Illinois; John Varner, Indiana; Kenneth Davis, Arkansas; J. L. Adams, Florida; Don Legere, Kansas; Lyle Burr, Kansas; Clifford K. Meyer, Kentucky; Clarence Chappell, Jr., North Carolina.

MIDDLE ROW: W. B. Tatman, Missouri; Richard Goodwin, Missouri; Willard McGill, Georgia; Angelo Mazzaglia, Massachusetts; Seldon Cummings, Texas; Taylor Boyd III, Kansas; Bobby Joe Davis, Kansas; Glenn A. Yelliot, Illinois; Lyle Pifer, Jr., Michigan; Marvin Murphy, Illinois; Willis G. Keesling, Kansas; Buster Simms, Tennessee; Jim Woods, Oklahoma.

BOTTOM ROW: James R. Taylor, Missouri; Ralph A. Dillon, Missouri; B. Sam Osborn, Virginia; Col. Carman Y. Potter, Instructor; Col. C. C. John, School President; Col. Boyd Michael, Instructor; Elaine K. Meyer, Kentucky; William Dolph, Ohio; Melvin Vaughn, Tennessee; Pat Keenan, Jr., Kansas.

Rifle With A Built-In Boom

By Jack B. Kemmerer

The old theory that "build a better mouse trap and the world will beat a path to your door," has worked superbly for Roy Weatherby, 46-year-old rifle and ballistics expert of Los Angeles, Calif.

Now one of the world's largest manufacturers of custom-built high velocity rifles, Roy started in a small way, 12 years ago, working in his home garage. Today, enthusiastic owners of his rifles are everywhere. The Weatherby Magnums are used in every state in the Union, Canada, Alaska, Mexico, Hawaii and most foreign countries. He has a million-dollar corporation and 60 full-time employees—who work three shifts daily to keep up with the ever-increasing business of supplying game hunters.

Weatherby's super rifles are built on his theory of velocity—that if a projectile traveled fast enough it would disintegrate inside the animal's body and cause instant death, regardless of what part of the body was hit. This theory was highly controversial—most authorities were of the opinion that it took a heavy, big-bore bullet to do the killing.

Weatherby wrote an article, in 1945, based on his theory of high velocity and the rifles he had built to prove his arguments. When published in one of the outdoor magazines, the results were amazing. In less than 30 days he received more than 500 enthusiastic letters from riflemen.

Answering the letters, Weatherby received many orders from men who had been unable to get what they wanted in a gun. Each rifle delivered brought more orders from that area.

The rifles are built in any caliber from .22 to .460 and are preferred by many hunters because, while their recoil is moderate, they still carry ample killing power for any game. The penetration power of the rifle is amazing and amply upheld in recent tests. A number of different makes of rifles were fired, by a disinterested party, at a half-inch special steel armor plate. Most of the rifles merely made a mark on the plate. Even

the Government armor-piercing lead wasn't able to penetrate it. A 50-caliber machine gun broke the surface. But, the Weatherby Magnum clearly penetrated the armor plate at 100 yards.

Actual field test experiences of many famous hunters attests to the fact that the .300 Weatherby Magnum has made one-shot kills on practically all big game found anywhere in the world today—and that's including elephants weighing as much as five tons.

The cost of this custom-built game-getter ranges from about \$300 and up. Weatherby once built a rifle, costing more than \$1500, with diamonds inlaid in the stock and gold-plated, engraved floor plate and trigger guard.

Weatherby has been building rifles commercially for only 12 years and in that time has come to be recognized as one of the leading authorities on ballistics and firearms.

Feeder Auction Gets Total of \$754,296

OMAHA, Neb., Sept. 14—More than a thousand potential bidders and thirty-seven growers of reputation cattle made a gratifying success of Omaha's first experiment with a special auction sale of stocker and feeder cattle Friday.

It had been arranged for grower and feeder alike who prefer the auction method and enthusiasm ran high. Another such event will be held on Oct. 3.

In the 3,531 cattle entered, buyers found a broad selection of weights and species. Many Corn Belt attendants upon leaving, left the request: "Have more of these sales."

Colonel Dick Kane, president of the Nebraska Auctioneers Association, moved the sale briskly along, cleared 3,531 head of steers, heifers and mixed loads in four hours and 20 minutes for a total value of \$754,296.25 and an average of \$28.22 per hundredweight.

Kiwanians Collect Neat Sum From Sale

More than two thousand dollars, \$2,609.75 to be exact, was the receipts from the annual auction sponsored by the Kirkwood (Mo.) Kiwanis Club.

Evidently the Club boasts of a certified public accountant in its ranks as the sale has been broken down into the following figures:

Sale started about 2:00 P.M., July 12, 1958

Sale ended about 12:30 A.M. July 13, 1958

Number of items sold — 926

Number of items sold per hour — 84

Further breakdown reveals that an item was sold every 43 seconds, each item produced an average of \$2.754, each minute brought in \$3.82 or six cents per second.

Auctioneers were prominent NAA members, Bill McCracken, Ken Barnicle and Vernon McCracken.

Kansas Auction Sets Pace For Stockers

DODGE CITY, Kans. — Indicative of the recovery of the central Great Plains grass and pastures from drouth of recent years are 1958 sales of stocker and feeder cattle at McKinley-Winter Livestock Commission Co. here.

In the first seven months of the year sales of 118,717 head of cattle were reported from the area's largest livestock auction market. This compares with sales of 48,332 cattle in the same period of 1957. Volume increased almost 2½ times as much. Figures were released by the National Association of Livestock Auction Markets of which the Dodge City market is an original member.

One week in April this year saw an all-time record set at the Dodge City market when 6,807 cattle were sold in one day and 10,479 head in that week. Sales commence on Wednesday morning each week and continue at a rapid pace under the auction method of service in singles and carload lots.

According to T. R. McKinley, general

manager, increased sales are anticipated during the remaining months of 1958 due to favorable moisture conditions, good grass and fine prospects for fall and winter wheat pasture.

"It is mighty gratifying to serve this vast cattle area through providing market services in stocker cattle going into the area and from the area rather than in heavy runs of cattle sold for lack of grass. Volume of sales this year are of double value compared to slightly larger numbers for the same seven months of 1955 and 1956 when the cattle population was so sharply reduced," McKinley stated.

Backing their confidence in their vast trade area, pioneer market owners McKinley and Karl Winter completed the construction of an entirely new two-story tile and brick building housing their sales pavilion, offices, cafe, scales, public lounge, lobby and western store early this spring. This addition completes the construction of a fully modern market with facilities for handling 6,000 cattle at any one day's sale.

1958 marks the 22nd year of operation of the pioneer leading livestock auction market of the Great Plains by McKinley and Winter. Jack Steinmetz is sales manager and Frank Mapel is office manager.

Bucking Horse Sale

"The harder they buck the more they bring" at the Bucking Horse Auction held last month at Mobridge, S. Dak. All horses entered were ridden and sold. Entry fees were \$30 per head and admission to the 'show' was \$1.50 for adults and 50 cents for the children.

Dittmann Mitchell, a speaker at the 1958 National Auctioneers Convention was Sales Manager and Auctioneer at this unusual and colorful event.

"I'm glad to find you as you are," said the old friend. "Your wealth hasn't changed you."

"Well," replied the candid millionaire, "it has changed me in one way. I'm now 'eccentric' where I used to be batty, and 'delightfully witty' where I used to be rude."

The Lamp Story

By Haydn S. Pearson

Some day a perceptive historian will write a history in terms of lamps and lanterns. It will begin with pioneer days, when fireplaces and pitch-pine knots furnished the light by which men and women with courage and dreams began a new era. It will describe the beginning of coal oil vessels and the invention of lamps and wire-protected lanterns. It will tell about street lamps and old lamp lighters who gave us a string of golden-haloed beads in the darkness along village streets.

Whale oil lamps were used from the late 1700's to about 1860. Then a new product, petroleum, changed a lighting of a nation. It was a big event on Mountain View Farm when Father decided he could afford one of the big, handsome hanging lamps to attach to the ceiling over the eating table in the kitchen. It was around this table that boys and girls did their lessons, read Youth's Companion and Horatio Alger. It was very expensive, \$6.85, but Father wanted his children to have every advantage for a good education.

The lamp hung on chains. It had a shining brass bowl and a center draft burner that generated 85 candle-light. The mail catalog was enthusiastic. "Fount and dome are beautifully decorated with hand-painted carnations. There are 30 cut-glass, sparkling pendants suspended from the dome band." Not quite so beautiful, perhaps, as the showy porcelain globe of the parlor lamp on which Aunt Maude had painted magnificent petunias.

The hanging lamp was an important addition. It gave a generous and well-diffused light. Half a century ago boys and girls, men and women spent pleasant fall and winter evenings in the mellow glow. It has been a long trail upward for man since cave-dwelling days. The goal is still ahead but, along the way, hanging lamps did their part to light men's minds.

Who's Laughing?

The airplane was high in the sky when the pilot began laughing hysterically.

Passenger: "What's the joke?"

Pilot: "I am thinking of what they will say at the asylum when they find me missing."

IT PAYS TO ADVERTISE IN The Auctioneer

BECAUSE—

It reaches into every state, Canada and Mexico. Because "THE AUCTIONEER" is owned by the men who read it. Because they believe what they read in "THE AUCTIONEER." Because "THE AUCTIONEER" accepts advertising from only reliable concerns.

If you want to join the "Preferred" class of dealers advertise in "THE AUCTIONEER."

THE MEMBERS SAY . . .

Dear Bernie:

Please find enclosed a couple of articles—hope you can use them.

We had a nice trip home from Buffalo, arrived here at 7:00 P.M., Sunday evening. Needless to say, the family was glad to see Mom and Dad.

We hope you will give our thanks to New York State Auctioneers for a splendid convention. They get better each year and we always come home full of enthusiasm and new ideas to make this great profession of ours just a little better.

It was nice to meet our old friends and make new acquaintances. I guess you don't realize all of the nice people that are in the business until you meet them.

Sincerely,

June and Garth Wilber
Bronson, Mich.

★ ★ ★

Dear Col.:

Have thought of you many times since our visit to Buffalo. I thought we all had a wonderful convention, everything seemed to go off fine. Just hope your family has recovered and all is well with you.

Mrs. Clay and myself certainly enjoyed every minute of our trip, got home about noon on Monday and have been doubly busy having had nine sales and a few more booked. Had a stock and farm sale this past Wednesday, down in Decatur County, and was it hot! Col. Buckley was with me and we made it OK, completing the job in 3 hours and 50 minutes.

Let me know when the records are ready for distribution.

Best to you and yours,
O. S. Clay
Shelbyville, Ind.

★ ★ ★

Dear Sirs:

I am enclosing my check for my dues to the Association. I certainly look forward to each issue of "The Auctioneer." I believe this publication is the one thing that can and will help bring the auctioneers of the country closer together.

The Minnesota Livestock Sale Barn

operators held their first annual convention Aug. 2nd and 3rd at Mankato. They, too, feel that through organization they can get something done for themselves.

Auctioneerly yours,
Orville M. Schroeder
Caledonia, Minn.

New Auction Market Opened In Colorado

SALIDA, Colo.—Opened Sept. 5th were newly constructed market facilities of the Salida Livestock Commission Co. here. Owners are Loy H. Adams and Carl B. Rundell.

The new stockyards, sales pavilion and office building are located on four acres adjoining the Denver & Rio Grande Western Railroad trackage and next to the Arkansas River east of the city on Highway 50. Present stockyards located on 6 blocks in Salida will be torn down and the property utilized for other commercial purposes.

The well planned market is fully modern in every respect and features the newest type carlot scales with stamp beam for fast handling of sale consignments. Both truck and rail docks are provided for speedy loading and unloading. The market is constructed on natural drainage, hard surface land. Pens are constructed for special handling of all cattle shipments in varying sizes. Separate pens are provided for hogs.

The main building houses the market office, cafe, lounge, sales arena, sorting pens and scales.

A special stocker and feeder sale featured the grand opening of the new market serving one of the largest cattle producing areas in Colorado.

"Can you read that second line?" the oculist asked his patient.

"Sure," answered the man, "It's CSWKR, but I'm no good at pronouncing it. I think he is the Russian representative to the United Nations."

BE A BOOSTER FOR "THE AUCTIONEER"

You can do this by . . .

Contributing to the Booster Page. Your name on this page indicates that you believe in the NAA and "THE AUCTIONEER."

Securing advertising and advertising prospects for "THE AUCTIONEER". It is impossible for your Editor to solicit, personally, the prospective advertisers, but YOU can help in your immediate territory.

Show "THE AUCTIONEER" with pride to your competitor. He, too may like to receive it monthly.

Display "THE AUCTIONEER" in a prominent place in your office or home. It will help in creating additional respect for your profession.

Patronize the advertisers in "THE AUCTIONEER" in order that they, too, may be BOOSTERS.

REMEMBER —

"THE AUCTIONEER" is the only publication owned by Auctioneers, published by Auctioneers, distributed to Auctioneers and devoted entirely to the Auction Profession.

The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

BOOSTERS FOR "THE AUCTIONEER"

The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

ALABAMA

Col. J. C. Clem—Birmingham

ARKANSAS

Col. R. W. Henderson, Jr., Magnolia

Col. Dittmann Mitchell—Fayetteville

Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

Col. Tom Caldwell—Ontario

Col. Ray Roberson, Grover City

Col. E. V. Wing—Gerber

COLORADO

Col. Herman W. Hauschildt—Denver

Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. Edwin Caldwell—Miami

GEORGIA

Col. Paul E. Baker—Adairsville

Col. Harold Cohn—Columbus

Col. George E. Collins—Decatur

Col. Joe Ellis—Moultrie

Col. R. A. Waldrep—Atlanta

ILLINOIS

Col. Gordon Clingan—Penfield

Col. M. P. "Bunny" Cole—Serena

Col. W. P. "Bud" Drake—Decatur

Col. Michael M. Gordon—Chicago

Col. Harold Hilliard—Greenville

Col. Ray Hudson—Morrisonville

Col. Charles F. Knapp—Cissna Park

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Melvin R. Penning—Forreston

Col. Carman Y. Potter—Jacksonville

Col. Mark E. Runkel—Shelbyville

Col. A. T. "Tom" Sapp—Springfield

Cols. L. Oard and Lloyd E. Sitter—Anna

Col. Ray Tuttle—Sheldon

INDIANA

Col. O. S. Clay—Shelbyville

Col. R. C. Foland—Noblesville

Col. Art Grandi—Indianapolis

Col. Hubert L. Jones—South Bend

Col. Amon H. Miller—Evansville

Millspaugh Auction and Realty Co.
—Marion

Col. Russell Kruse & Son—Auburn

Col. E. Pat Patterson—Mt. Summit

Col. Herman V. Ream—Peru

Reppert School of Auctioneering
Decatur

Col. Lewis E. Smith—Cicero

IOWA

Col. Lyle Erickson—Cresco

Col. Arnold H. Hexom—Waverly

Col. Wendell R. Ritchie—Marathon

Col. J. B. Robinson—Sioux City

Col. Oscar Tostlebe—Cedar Falls

KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

KENTUCKY

Carter Realty Auction Co.—Scottsville

Col. Orville R. Moore—Anchorage

Col. Art Roberts—Harrodsburg

MAINE

Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester

Col. Phil Goldstein—West Roxbury

Col. Abe Levin—Fitchburg

MICHIGAN

Col. George I. Scovill—Ypsilanti

Col. Garth W. Wilber—Bronson

Col. Henry F. Wilber—Bronson

Col. Fred W. Smiley—Saginaw

Col. Kenneth Travis—Lansing

MINNESOTA

Col. E. K. Elmes—Long Prairie

Nelson Auction School—Renville

Radde Bros.—Watertown & Waconia

Col. Frank A. Sloan, Minneapolis

MISSOURI

Col. Ken Barnicle—Rock Hill

Col. Russell Feedback—Belton

Col. Bill McCracken—Kirkwood

Col. Vernon McCracken—St. Ann's

MONTANA

Col. Wm. J. "Bill" Hagen—Billings

Western College of Auctioneering
—Billings

BOOSTERS FOR "THE AUCTIONEER"

NEBRASKA

Col. R. E. "Bob" Connealy—Gordon
Col. Franck Diercks—Hay Springs
Col. W. V. "Bus" Emrich—Norfolk
Col. Ray Flanagan—Albion
Col. Dan Fuller—Albion
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Dick Kane—Wisner
Col. Eddie Morris—Ashland
Col. Leon Nelson—Albion
Col. Henry Rasmussen—St. Paul
Col. Leon Ruff—Gretna
Col. John Ryan—Greeley
Col. Dick Shea—Sterling
Col. Roy Stern—Clarks
Col. Art W. Thompson—Lincoln
Col. James Webb—Grand Island
Col. Rex Young—Plattsmouth
Col. Adolph Zicht—Norfolk

NEW HAMPSHIRE

Col. Ed Dean—Nashua

NEW JERSEY

Col. B. G. Coats—Long Branch
Col. Ralph S. Day—Leonia
Col. Ben Greenfield—Newark
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
The New Mexico Auctioneers—
John Overton and Gene Navalesi—
Albuquerque

NEW YORK

Col. Paul W. Calkins, Peru
Col. Arnold Ford—Constableville
Col. Benjamin F. Hayes—Forest Hills
Col. Howard G. Hovey—Scotia
Col. Victor L. Kent—Hinsdale
Col. Donald W. Maloney—Syracuse
Col. William A. Maloney—Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Ralph Rosen—Buffalo
Col. Ben Schwadron—Queens Village
Col. David H. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson—High Point
Col. Coyte D. Carpenter—Claremont
Col. Turner Kees—Hickory

Col. Forest A. Mendenhall—High Point
Col. Mark T. Penny—Charlotte
Col. Gene A. Saine—Hickory
Col. Kenneth W. Teague—Burlington

OHIO

Col. Donald L. Bates—Cincinnati
Darbyshire & Associates, Inc.
Wilmington
Col. R. E. Guiss—Akron
Col. R. E. Knotts—Gallipolis
Col. Gary D. Ridgway—Newcomerstown
Col. Harry Van Buskirk—Norwalk
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. Joe Burgert—Ponca City
Col. W. O. Christie—Oklahoma City
Col. V. K. Crowell, Oklahoma City
PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Ralph D. Burkett—Ford City
Col. Q. R. Chaffee & Son—Towanda
Col. P. A. Engelmeier—Pittsburgh
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Sam Lyons—Indiana
Col. Maurice Mandel—Pittsburgh
Col. Hubert S. Post—Washington
Col. Wayne R. Posten—E. Stroudsburg
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. John A. Vacca—Westerly

TENNESSEE

Col. L. B. Fuqua—Nashville
Col. J. Robert Hood—Lawrenceburg
C. B. McCarter Auction Co.—Sevierville
Col. H. C. "Red" Jessee—Morristown

TEXAS

Col. Kenneth Bozeman—Lubbock
Col. Don Estes—San Angelo
Col. James Little—Odessa
Col. Tommie Jeffreys—Andrews
Col. Fred G. Quick—Houston
Col. W. J. Wendelin—Henderson

VIRGINIA

Col. W. F. Artrip, Jr.—Winchester
Col. Morris F. Fannon—Pennington Gap
Col. David H. Gladstone—Norfolk

BOOSTERS FOR "THE AUCTIONEERS"

WASHINGTON

Col. Robert F. Losey, Sr.—Renton

WEST VIRGINIA

Hale's Auction Sales—Williamson

Col. H. C. Staats—Charleston

WISCONSIN

Col. Fred C. Gerlach—Brookfield

Col. W. C. Heise—Oconto

Col. Donald D. Presl—Oconto

Col. Don Lloyd, Oshkosh

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

ONTARIO

Col. W. D. Atkinson—Stouffville

QUEBEC

Col. Art. Bennett—Sawyerville

TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

London Auction Offers Collection Of Historic Letters And Manuscripts

LONDON—On October 6th, Christie's will auction an historic collection of letters and manuscripts among which are fifty from Admiral Howe, victor of the "Glorious 1st of June"; a description of the navigational hazards of the Caribbean by "Bligh of the Bounty" when a Lieutenant; and others which concern Caroline, Princess of Wales, whose arraignment before the House of Lords in 1820 became one of the "causes celebres" of history.

The collection is the property of the 10th Marquess of Sligo who, it is understood, has decided to sell his family home in Westport, Co. Mayo. The Howe letters came into the Sligo family because the Admiral's youngest daughter married Lord Altamont who became the 1st Marquess of Sligo. Some of the letters have already aroused the interest of American dealers and museums because they relate to Howe's responsibilities as naval Commander-in-Chief during the War of American Independence. They are recognized as being unique historical documents, and the National Maritime Museum, who are believed to be anxious to acquire them, can expect some competitive bidding.

Among this "Americana" is a "most secret" letter to Howe from Lord North, the Prime Minister, based on a British spy's report. This told the Admiral how France was conniving against the British

by sending stories to the rebels in ships which could later be used as men-of-war. There were also smaller ships which, after landing supplies in America, returned to France with tobacco for which the rebels received a handsome price. North emphasized the importance of the blockade of the American coast and asked Howe to "take, destroy and detain" the ships.

Another letter is signed by George III with the Royal Seal and contained instructions "for restoring peace to our Colonies and plantations in North America and for granting pardon to such of our subjects now in rebellion as shall deserve our Royal Mercy." This Lot and the "secret letter" from Lord North are both expected to fetch four-figure prices.

A vivid description of what naval life was like during the eighteenth century is contained in a letter by Howe when he was fifteen and a midshipman on board the "Severn." The "Severn" was one of a squadron of six ships which Lord Anson had sent to make war on Spanish America. Howe writes of the appalling weather and men dying of scurvy.

One of the most colorful letters is one written by Lady Mary Howe, one of the Admiral's three daughters, to her sister the Countess of Altamont after being present during George III's inspection of

the "Queen Charlotte", the Admiral's flagship during the battle of the "Glorious 1st of June." George II inspected the ship's company and presented Howe with a medal, sword and gold chain. The Royal party then dined on board.

After commenting on the most "incomparable dinner" Lady Mary wrote: "Nothing I felt during these days was more pleasant to me than this walk through the brave fellows, everyone of which I am certain would attend my father to a cannon's mouth and all of whom have exposed their lives for him." After giving details of how the battle raged she told of how one sailor was heard to remark: "The King must make our Admiral a Marquess". 'A marquess you blockhead' replied another. 'What's that? He must make him one of the Blood Royal'."

The 2nd Marquess of Sligo, whose letters give a fascinating picture of life during the early years of the nineteenth century, was a figure of considerable interest. In 1812 he was sentenced at the Old Bailey to four months' imprisonment and fined 5,000 pounds for persuading two naval ratings to desert their ship and help him bring some art treasures back to the family at Westport. These consisted of two pillars which he had discovered at Mycenae with Byron, a friend from his Cambridge days. The pillars are now in the British Museum.

Lord Sligo was sentenced by Sir William Scott, later Lord Stowell, after what was described as a "wonderful exhibition of judicial capacity." On the day when Sligo came out of Newgate gaol his mother married the learned judge, so giving credence to the rumour that she wished her son to continue to receive the paternal counsels he had heard at the Old Bailey.

Some years later Sligo set off on another European tour and settled for many weeks in Naples and Rome where he made himself very popular with the Court. It was during this time that he wrote the letters which are being put for sale. Many of them concern the scandalous behaviour of Princess Caroline, wife of the Prince Regent, later George IV. Much of the information was so secret or personal that Sligo wrote it down in between the lines in lemon

juice which when held close to the fire became visible. Sligo hoped that by acting as an intermediary in possible divorce proceedings that he might be made British Minister in Naples.

Auctions of 4-H Club Meat Animals Popular

The past several weeks have found many NAA members conducting sales of 4-H Club member-owned fat steers and barrows. Excellent public relations are created through these sales and in those where a good premium above current market values are received by the sellers it is an indication of a well handled auction prior to and at the time of the auction.

Col. Wilbur T. Clair, nationally known livestock auctioneer of Converse, Ind., and a member of the NAA, has for many years lent his assistance to these junior stockmen throughout his area. This year he sold 87 steers at the Grant County 4-H Fair for an average of \$30 per cwt. The sale was completed in an hour and 45 minutes. Champion steer sold for 66 cents per pound and the Reserve Champion sold for 45 cents per pound. Assisting were two other NAA members, L. M. Boatwright and Dwight Ballinger.

Another successful sale conducted by Col. Clair was the one held in connection with his home town fair at Converse, Ind. The Grand Champion barrow sold for a record price of \$1.87 per pound. Champion lamb sold for 32½ cents per pound and the Champion steer brought his youthful owner 50 cents per pound.

One of the Hoosier State's larger 4-H beef auctions is the one held in connection with the Clinton County Fair at Frankfort. This year, 154 steers were sold under the auctioneer's hammer for an average of \$29.71 per cwt. Champion steer sold for 80 cents per pound in the sale conducted by NAA members Bernard Hart, Lewis Smith, Franklin Wakefield and W. H. Funderburgh.

LOGICAL

"Dad," said Johnny looking up from his homework, "Is water-works all one word or do you spell it with a hydrant?"

Coincidence

From the Saginaw (Mich.) News,
issue of Sept. 11, 1958.

DEATH AND A POEM collaborated this morning to add an unusual coincidence.

Charles Haas, 68, of 813 Randolph (formerly of 531 North 15th) died last night. He had been a friend of William Boos, former director of the Saginaw Eddy Band and now living in Detroit. The two became acquainted when Mr. Haas worked as caretaker at the Baldwin Rest Home, 528 South Warren, next to the Boos residence.

After Boos moved to Detroit, the two carried on a correspondence, and on the occasion of Boos' 93rd birthday recently, Mr. Haas wrote congratulations and requested one of Billy's favorite poems.

This morning a letter arrived from Boos, addressed to Mr. Haas. Inside was this poem, composed by Boos:

When I quit this mortal shore and mosey
round this earth no more.
Don't weep, don't sigh, don't grieve,
don't sob,
I may have struck a better job.
Don't go and buy a large bouquet,
Which you might have sent me any day.
Don't hang around me looking blue,
I may be better off than you.
Don't tell folks I was a saint,
Or anything you think I ain't.
If you have stuff like that to spread,
Please hand it out before I'm dead.
If you have roses—bless your soul,
Just pin one on my buttonhole.
But do it while I'm at my best,
Instead of while I'm safe at rest.

City Lifts Licenses From Auctioneers

NEW YORK CITY — Seven Times Square auctioneers were penalized with revocation of their licenses for continuing to operate at three stores where it was charged business practices were suspect.

License Commissioner O'Connell acted after "an avalanche of complaints" that the shops employed shills to boost bids by legitimate customers or sold to dum-

my buyers who surreptitiously returned purchases.

On July 23, O'Connell directed five of the auctioneers to stop their sales talk at the Provident Watch and Diamond Co., 103 W. 43rd St.; the Broadway Gift Shop, 1482 Broadway, and the Adler Jewelry Corp., 117 W. 42nd St.

All lost their licenses. They are Ruben Kupersmith and William Feldman, at Provident; Benjamin G. Friedman and Charles Camedeco, at the Broadway, and Arnold Plant, at Adler.

In addition, O'Connell acted against Sol Davis and Solomon Zweiger, president and secretary-treasurer respectively of Adler.

Campanella's Yacht Sold for \$20,500

GLEN COVE, L. I.—Roy Campanella's yacht, a forty-one-foot cabin cruiser which cost \$47,000 when it was built in 1956, was sold at auction for \$20,500. Irwin Weiss, an automobile dealer of New York City, was the purchaser.

One hundred persons, most of them merely curious, appeared for the sale at the Glen Cove Marina, 76 Shore Road. Some of them inspected the custom-built Richardson cruiser, but there were only about fifteen active bidders. The yacht, which sleeps eight, has teakwood decks, special navigational aids and two 250-hp engines.

Mr. Campanella, former catcher for the baseball Dodgers now in Los Angeles, suffered a broken neck in an automobile accident last Jan. 28. He is still almost completely paralyzed but has recently been able to sit up in a wheelchair with the aid of a neck brace. Mr. Campanella is now undergoing treatment at the Institute of Physical Medicine and Rehabilitation at New York University-Bellevue Medical Center.

He has been offered two future employment opportunities; one as deputy commissioner of the New York State Athletic Commission and the other a coaching job with the Dodgers.

A joint checking account is never overdrawn by the wife. It's just under-deposited by her husband.

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Paul Dillehay, 420 Elwood St., Sterling
Secretary: Bob Amen, P. O. Box 475, Brush

Illinois State Auctioneers Association

President: T.J. Moll, Prairie du Rocher
Secretary: Virgil F. Scarbrough, 613 Washington St., Quincy

Indiana Auctioneers Association

President: James E. Leichty, 875 Columbia Dr., Berne
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

Iowa State Auctioneers Association

President: Clinton A. Peterson, 700 N. 7th St., Fort Dodge
Secretary: B. J. Berry, 3104 Avenue M, Fort Madison

Kansas Auctioneers Association

President: Melvin Richardson, Ellinwood
Secretary: C. E. Sandeffer, 1212 West West 8th St., Topeka

Kentucky Auctioneers Association

President: Orville R. Moore, R. R. 1, Anchorage
Secretary: Elaine K. Meyer, 1918 Mellwood Ave., Louisville 6

Michigan Auctioneers Association

President: Fred W. Smiley, 720 Wisner St., Saginaw
Secretary: Garth W. Wilber, R. R. 3, Bronson

Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin
Secretary: Frank A. Sloan, 1711 Olson Highway, Minneapolis 5

Missouri State Auctioneers Association

President: Hugh Morehead, Milan
Secretary: H. Willard Arnaman, Box 123, Unionville

Nebraska Auctioneers Association

President: Dick Kane, Wisner
Secretary: John Thor, Stanton

New Hampshire Auctioneers Association

President: Ray Houle, Intervale
Secretary: George E. Michael, 78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

President: Winfred Hinkley, Ogdensburg

Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Ralph Rosen, Genesee Bldg., Buffalo 2
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

North Dakota Auctioneers Association

President: Jim Davis, Jamestown
Secretary: Harry Berg, Box 762, Bismarck

Ohio Association of Auctioneers

President: John C. Watson, 96 N. Main St., Pataskala
Secretary: Gene Slagle, P. O. Box 89, Marion

Oklahoma State Auctioneers Association

President: W. H. Heldenbrand, 1400 N.W. 22nd St., Oklahoma City
Secretary: Betty Atkinson, 201 Colcord Bldg., Oklahoma City

Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St., Indiana
Secretary: R. M. Stewart, Box 37, Armagh

South Carolina Auctioneers Association

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

Tennessee Auctioneers Association

President: Chas O. Rainwater, 235 E. Main St., Jefferson City
Secretary: Clive Anderson, 115 Union St., Nashville

Texas Auctioneers Association

President: Wayne Cook, 193 Meadows Bldg., Dallas
Secretary: Travis Somerville, 193 Meadows Bldg., Dallas

Virginia Auctioneers Association

President: H. L. Hoffman, 325 W. Olney Rd., Norfolk
Secretary: Earl Bland, R.R. 2, Roanoke

Association of Wisconsin Auctioneers

President: Don Lloyd, 257 W. 16th Ave., Oshkosh
Secretary: Ernest C. Freund, 17 Sixth St., Fond du Lac

THE LIGHTER SIDE . . .

SAVED BY A WHISKER

Thinking that it was a sergeant on the other end of the phone, the lieutenant bawled him out unmercifully.

"Do you know whom you are addressing?" was the icy reply.

"No," said the lieutenant.

"Well, this is Major Throckmorton."

"Major," said the lieutenant, "do you know whom you are addressing?"

"NO," thundered the major.

"Thank goodness!" said the lieutenant, and hung up.

LAFFING MATTER

Speaking of trying to impress people, brings to mind the story of the Georgian who went north, went into business, made a lot of money, then entered politics and was elected United States Senator.

Thinking that the home folks should have an opportunity of seeing an important, self-made man, he decided to visit the old home town he hadn't seen for years. Getting off the train during early evening, he was met by the colored man who had been driving the hack for many years.

"Hello, George," he greeted the Negro. "Hello, Mistah Brown," was the reply.

"You remember me?" "O, yes, I remember you."

"Do the folks around town remember me?" "Yes, they remembers you."

"Do they know I have been elected United States Senator?" "Yes, they knows that."

"Well, what do they say?" "They don't say nuthin'. They just laffs."

REASON

A German and Russian were fishing on opposite sides of the river. The German caught fish after fish while the Russian didn't even get a bite. Finally the Russian yelled across, "Why is it you catch fish and I get none?"

The German thought a minute and then replied, "I guess on your side they are afraid to open their mouths."

THIS MONTH'S CHUCKLE

The psychiatrist married a very ugly woman. "I know," he told friends, "she's ugly, she has a bad figure, she's cross-eyed, and not very bright—but, boy what nightmares she has."

AGREEABLE

Daughter: "Father, can my new boy friend replace your business partner who died yesterday?"

Father: "It's all right with me — if you can arrange it with the undertaker."

GARDENING TIP

Don't throw away your empty seed packets after you've finished planting your vegetable garden. They are often just the right size for storing the crop.

UNSKILLED

Friends were consoling the widow of a tugboat skipper who'd fallen overboard and drowned. "Dearie," said one, "I hope you were left with something."

"Oh, I was!" assured the widow. "He left me \$20,000."

"Imagine that, \$20,000. And he couldn't even read or write."

The widow nodded her head earnestly. "Or swim," she added.

TERMINOLOGY

"Dad, what is a traitor in politics?"

"A traitor, my son, is a man who leaves our party and goes over to the other side."

"Then what is a man who leaves the other side and comes over to our party?"

"A convert, my boy."

SNOW COMING C.O.D.

A rich Texan arrived at a hotel in Miami Beach, followed by several bell-boys toting skis, toboggans and sleds. Following came several Alaskan huskies.

"Why, sir!" exclaimed the aghast desk clerk, "This is Florida. There's no snow here."

"I know, I know," boomed the Texan. "It's coming with the rest of my luggage."

IN UNITY THERE IS STRENGTH

WANTED: ONE FOLLOWER

An honest father wrote to the dean at a women's college, appraising his daughter's qualifications. "While she is not an outstanding leader," he admitted, "she does follow well."

Back came the dean's reply: "We have already admitted 267 leaders to this year's freshman class and desperately—need your daughter since she is the only follower."

NOT WORRIED

The well-dressed young matron and her little girl had just seated themselves in the parlor car when a seedy, shabbily-dressed fellow entered the car and sat down beside them. Wanting to rid herself of what she considered an undesirable traveling companion, she leaned over to the man and whispered:

"I think you ought to know, sir' that my little girl is recuperating from a severe case of scarlet fever, which might still be contagious."

"Oh, don't worry about me, madam," interrupted the man, "I'm committing suicide in the first tunnel, anyway."

IMPLACABLE

Junior was a problem child and the psychiatrist said he must be humored. "I'll get you anything you want to eat," said the father.

The child thought a moment: "I want an earthworm."

In the backyard the father found one and set it before Junior. "I want it cooked," Junior objected. The father boiled it. The child looked at it and said, "You eat half, and I'll eat the other half."

The long-suffering father managed to choke down half the earthworm. Suddenly Junior let out a wild howl, "You ate my half!"

OPEN LINE

The father of a teen-age girl finally had a phone installed just for her. Finding her making a phone call on his phone, he asked, "How come?"

She withered him with, "Gee, Dad, don't be such a square. Somebody might want to call me on mine."

UNCOMFORTABLE

"I ache all over," a man complained. "What's the trouble?" his friend asked.

"A couple of weeks ago we bought a lot of ultra modern furniture," he explained, "and I just found out that all this time I've been sleeping in the bookcase."

POOR PERFORMANCE

Two duck hunters were sitting in their blind. One was drinking coffee, the other imbibing from the bourbon bottle. After a couple of hours, they spotted a lone duck winging through the sky.

Taking careful aim, the coffee drinker fired and missed. The imbibor rose, fired and brought the bird down. His companion, completely amazed, asked him how he did it.

"Aw, that was nothing," he replied. "I usually get four or five in a flock like that."

TOO BAD!

One of the frustrations of an elevator operator is that he never hears the ends of stories.

DATELINE

After listening to an admiring boy friend trying to impress her by reciting a list of his distinguished ancestors, the pretty young coed retorted:

"Well, personally, I descended from a long line my mother once listened to."

CAUSE OF DEATH

The old fellow died of a broken neck. Seems as though he had an alcohol rub-down and tried to lick it off.

SHAGGY DOG

Years ago on a hot day a farmer started horse-an-buggy to town. Halfway in, the horse stopped, turned his head, and said, "Sakes alive, Bossman, but it's hot!"

The amazed farmer turned to his dog, riding besides him, "Did you hear what I heard?"

"Yeah," the dog yawned, "but he's like everybody else. He talks about the weather, but he won't do anything about it."

State of Confusion Following Auction

BLOOMINGTON, Ill. Sept. 9—A bargain-hunting woman who thought she was bidding \$551 for a 40-acre farm left a wake of official perplexity yesterday after declaring she had no intention of paying \$551 an acre.

The top bidder at the Saturday sale was Mrs. Lillian Watson, 60 years old, Chicago. Arriving after the auctioneer explained biddings would be on an acreage price, Mrs. Watson ran the price up to 22,040 for the land.

Only after the sale was over did the misunderstanding come to light in the office of Sheriff A. M. Campbell. Campbell said it would have been useless to insist upon auction terms.

He said the situation will be explained to Probate Judge Wendell E. Oliver, and permission will be asked for a second sale.

How the auctioneer will be paid for his services in the no-sale session hasn't been decided, but that isn't the worst of it.

Mrs. Watson forced potential purchasers to tip their hands as to how high they would go in bidding.

Ad in Western Weekly: "Personal: Bachelor with 40 acres of excellent land would like to make acquaintance of lady with tractor; matrimony in mind. Please send picture of tractor."

BUY THE BEST

in Snap-out Carbon Forms from:

BERNARD HART

803 S. Columbia St.
Frankfort, Ind.

Learn Auctioneering At Home

Nelson Auction School

14508 Grand River Avenue
Detroit 27, Michigan

Home Study Course \$37.50
(With Recordings)

Residential Classes 87.50

555 Auction Sayings \$2.00

**Classes Begin SECOND
MONDAY of April; June;
September and December
EVERY YEAR!**

Nationally Recognized School

Bargains for Auctioneers Bankrupt — Close-out — Surplus Stock — Free List

\$3—TROUBLE LIGHTS.

Heavy duty light with full reflector guard, E-Z push button switch, hinged snap-off guard, 2 outlets for plugging in electric tools, etc., rubber handle. 25 Ft., \$1.25 each. 50 Ft., \$1.75 each.

\$5—Box Quality Screw Driver Set. 7 different pieces, 6" to 14" sizes, wooden handles.

\$2 per set \$21.60 per dozen.

WECO LIQUIDATION CO.
21 Portland St., Boston 14, Mass.

MR. AUCTIONEER: Get the 1958 Blue Book Directory of manufacturers, jobbers and wholesalers. Lists over 7,000 suppliers. Get lowest prices on close outs, surplus and name brand merchandise. Also new products, bargain merchandise and imports. Deal direct with the national top wholesale markets. Free details.

ASSOCIATED WHOLESALEERS, Box 52-AU, Burlington, Iowa

Write Today For:

**FAST MOVING –
PROFITABLE MERCHANDISE
DESIGNED FOR AUCTIONEERS**

Item	Cost	Unit	Standard Pack
Battery Starting Cables	\$ 1.75	each	12
9 Pc. Sheffield Carving Set—2-tier display box..	3.75	each	20
Men's Leather Wallets—Individually Boxed ...	.50	each	12
29 Pc. Drill Bit Set in Stand Up Index	4.25	each	single
1/4 Inch Speedway Electric Drill	7.95	each	8
Men's Norelco Razor	12.57	each	12
Heavy Weight Rubber Car Rug Sets			
Assorted Colors	1.70	each	6
15 Foot Trouble Lite with Cage .....	.85	each	30
25 Foot Trouble Lite with Cage .....	.98	each	25
50 Foot Trouble Lite with Cage	1.44	each	20
100 Foot Trouble Lite with Care	2.19	each	10
9 x 12 Foot, Single Sheet Clear Plastic, Tarpaulin	.50	each	25
100 Foot Plastic Covered Wire, Clothes Line ..	.69	each	25
4 Paint Brush, Packaged .....	.69	each	25
3 Extension Cords—			
Packaged One Each—6, 9, and 12 Foot ....	.69	each	25
10 Pc. Electrical Assortment Packaged .....	.69	each	25
Jumbo Round Deep Fry	5.50	each	single
Steam Iron	6.98	each	12
Automatic Eight Cup Perculator	6.00	each	single
Pop Up Toaster	7.00	each	6
Square Head Sewing Machine—			
Portable (Two Tone)	39.95	each	single
Men's Watch—Stretch Band	3.75	each	single
Men's Watch Sets	5.50	each	single
Ladies' Watch Sets	7.50	each	single
12 inch Round Electric Skillet	6.50	each	single

Many Other Items Available

TERMS—Net 10 days to rated accounts. All others C.O.D.

25% Deposit Requested with Orders

All Merchandise offered in stock for immediate delivery—F.O.B. Aurora, Illinois
Sample Orders Accepted.

Harben Company

78 SOUTH LASALLE

AURORA, ILLINOIS

PHONE: 6-7754

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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