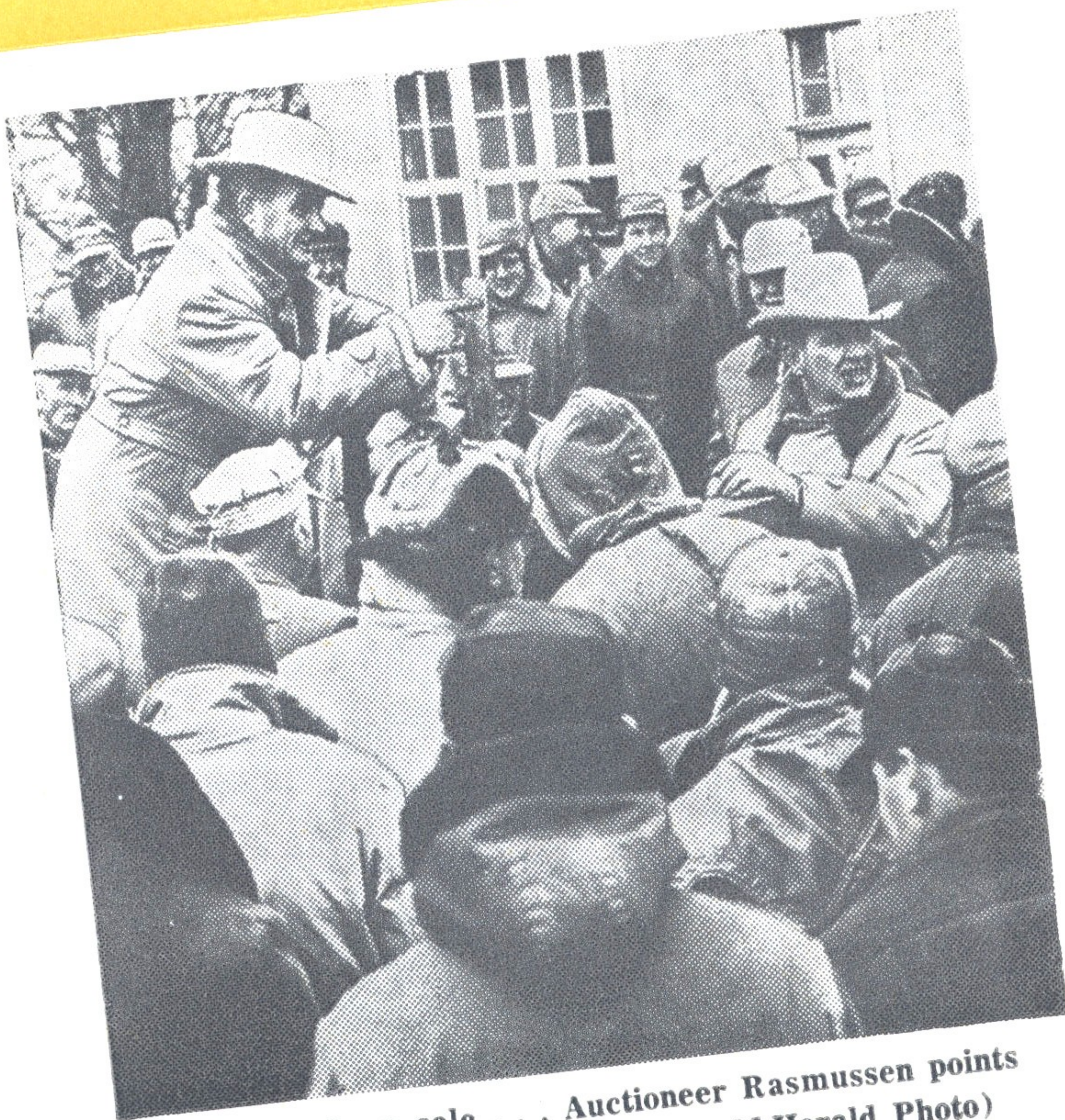


the AUCTIONEER



Neitfield farm sale . . . Auctioneer Rasmussen points to bidder. Story on Page 3. (World-Herald Photo)

**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

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Bernard Hart, Frankfort, Indiana

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803 S. Columbia St. Frankfort
Indiana

The President's Letter

I arrived in Denver just before midnight on January 19th to attend a meeting of the Colorado State Auctioneers and to sit in on arrangements for the 1959 National Auctioneers Convention.

Found the Shirley-Savoy pretty well torn up due to a complete remodeling, which is expected to be completed well in advance of the National Convention in July. This should make an excellent headquarters with their outstanding meeting facilities, and with the rooms all redecorated and refurnished. The accommodations should be very good, with moderate rates for one or for a family.

One of the first persons I saw upon arrival was our most efficient Secretary, Bernie Hart. He had arrived a day ahead and spent some time at the great Denver Live Stock Show promoting the 1959 National Convention.

While attending the show on the morning of January 20th, I saw and talked with many of the leading livestock Auctioneers of the West and middle West. The Hereford Sales and the Quarter Horse Sale were well above the average prices of 1958. Other sales were also expected to greatly exceed the sales of recent years.

January 20th turned out to be one of the worst days of the winter, weather wise, in Denver and Colorado. That together with several of the Auctioneers being tied up with sales, cut attendance to a very small group at the Colorado State Auctioneers meeting. However the quality and enthusiasm of those in attendance made up for any lack of numbers. The meeting was attended by only three of the lovely ladies, wives of the Auctioneers, but if they are any indication of what we can expect from the rest of the ladies of Colorado, every Auctioneer and his family can look forward to a real Convention in Denver on July 16th, 17th and 18th.

The meeting was attended by our good friend (and the good friend of every Auctioneer and Auctioneers' Association) past President, Ernie Sherlock. Ernie is working with the Colorado Association and anything he has a hand in is bound to be a success.

Bernie Hart spent a lot of time working with the members and their wives on the coming Convention program.

I am sure with all the talent available in Colorado and adjoining states, this will be a National Convention long remembered by everyone who attends.

Every Auctioneer and his family should start now planning to attend. Colorful Colorado and Denver are celebrating their centennial and are planning many interesting events besides the Convention. If you do not attend you will be the loser. This is a chance to see colorful

Colorado and the rest of the west, meet the gracious people and have the fellowship of the western Auctioneers that many of us have not had the opportunity to meet.

I left Bernie at the airport headed back to downtown Denver and an over night train ride to Chicago and home. Planes could not not land in Chicago and other midwest cities.

Fortunately, I was headed to Phoenix, Arizona, and less than three hours after leaving 9 below zero temperature in Denver, I was driving through Phoenix without a top coat and the windows open in the car.

I hope to have an article next month about the rest of my trip.

C. B. SMITH

Farm Is Sold; Way Of Life Fades

By Don Muhm, Farm Editor
Omaha (Neb.) World Herald

GRAND ISLAND, Neb.—Tuesday was a dull, chilly, gray day in Central Nebraska.

Things were particularly overcast for Roger L. Nietfeld, a young farmer who stood by and watched his last contact with a farm slip away piece by piece.

Farmers with ear-flaps down, or winter hoods thrown up, flocked around Henry Rasmussen, a St. Paul man who makes his living chanting.

His duty that afternoon was to sell at the highest price all that was left of the farming operations of Roger and his father, Rudolph Nietfeld of Grand Island.

Birthplace

Roger was born on that 80-acre, all-irrigated farm not a great many years ago.

For the last season he had farmed on his own, renting the productive acres from his father. Then, because land was bringing a good price, the elder Mr. Nietfeld sold the farm.

"I'll be moving to Peoria, Ill., now," Roger said as he stood in the background.

"I've got a job in a factory there."

"Too Small"

The young farmer explained that it wasn't financial feasible to continue.

"There is too much overhead and too

much expense farming on a small scale," he explained.

The farm nine miles northeast of Grand Island boasts an irrigation well which can pump water into every corner of the level fields.

Roger has lived on the place all his life, except for two years when he was a railroad worker in Chicago.

Now he and his wife and their two-month-old daughter are heading back to Illinois.

Few Sales

Farmers at the sale reported used farm machinery is bringing good prices this year.

"But there aren't many farm sales," said one Hall County man.

While some farmers kept a sharp eye peeled for a bargain, and others visited in little clusters about the Nietfeld farmyard, Roger stood by grimly.

In his pocket was a crumpled farm sale bill.

Soon it would be his last connection with a way of life that had been his and his father's before him.

A traveling salesman was telling about his experience in the wild west:

"There I was — Indians to the right, Indians to the left, Indians everywhere."

"Wow!" exclaimed a listener, "what did you do?"

"What could I do? I bought a blanket."

"Give a cat shelter, plenty of food and a feeling of security and she will stop catching mice. People are like that."—Barry Sullivan.

Michigan Auctioneers Hold Annual Meeting And Election

The State Convention of the Michigan Auctioneers Association was held January 18th at the Meadowlark Inn in Jackson, Mich. Because of bad weather attendance was held to forty. A delicious chicken dinner with all the trimmings was served country style. William Gross of Stockbridge furnished organ music during the registration and the dinner.

President Fred Smiley called the convention to order and introduced Laurence Lindemer, Attorney-at-Law, of Stockbridge. Mr. Lindemer, the main speaker, spoke on cooperation between attorneys and auctioneers in handling estate sales, etc. Mr. Lindemer who is a former state legislator and the head of the Republican Party also spoke on the proper procedure in preparing a favorable license law, if and when such a law is considered by our group.

After the main speaker the group was entertained by one of Michigan's outstanding barbershop quartets, the Fortune Tellers of Jackson, who presented a half-hour program of songs much to the delight of the entire audience.

An open discussion on "New Ideas In An Old Business" followed with Garth Wilber acting as moderator.

Herman Sperr, auctioneer of Monroe, spoke next on "Ethics of an Auctioneer."

During the business meeting a committee for Auction Laws was appointed by the President. Serving on this committee are Henry Wilber, Bronson; William Coats, Union City; W. C. Adams, Dundee; Raymond Utter, Grand Rapids; and Fred Smiley, Saginaw.

Officers elected for the following year are: President, Fred Smiley, Saginaw; 1st Vice President, W. C. Adams, Dundee; 2nd Vice President, Charles Kinsey, Farmington; Secretary-Treasurer, Raymond Utter, 2156 Denwood St. SW—Grand Rapids; 3 year directors—Henry Wilber, Ray Tosch and E. Miller.

Also appointed to fill a vacancy on the board of directors was Robert Handrich.

It was voted to raise the dues to \$15.00 a year. Also voted to send Garth Wilber, outgoing secretary, and Mrs. Wilber a gift as a token of appreciation for the work they have done in the past two years and a half while serving as Secretary-Treasurer.

The convention came to a close with C. B. Smith, President of the National Auctioneers Association addressing the group.

Maurice Price, Stockbridge; Lyle Brown, Jackson; and Garth Wilber, Bronson, made the arrangements for the convention.

Collection Grosses \$381,725 At Auction

The success of the first two Sussel sales held October 23, 24 and 25, 1958 and January 22, 23 and 24, 1959, at the Parke-Bernet Galleries, Inc., 980 Madison Avenue (New York), provides an eloquent testimony of the high esteem in this country for American arts and crafts. The furniture, porcelains, paintings and other native products, discriminatingly collected by the late Philadelphia dealer, Arthur J. Sussel, already have brought a total of \$381,725; with Part III still to be offered in March.

High prices were brought by a variety of unusual items. For example, in the category headed 'Engraved and Lithographed Views of Philadelphia,' an excessively rare copper plate impression of the Pennsylvania hospital, etched in 1755, sold for \$1,900. The current demand for fine Oriental Lowestoft porcelain was illustrated by a rare punch bowl decorated with European fox-hunting scenes, c. 1765, bringing \$2,500; an historic blue and white plate decorated with the emblem of the Cincinnati, from the George Washington service, \$1,800; and a rare famille rose armorial wedding tea service, dated 1779, \$1,550. Other classi-

fications of Americana which did well were a collection of "Gaudy Dutch" ware, and a group of paperweights, including New England examples. An outstanding feature of the first part of the sale was an exceptionally fine 55-lot group of Pennsylvania Dutch fraktur work, the folk art of German-American settlers, which grossed a total of \$37,585. About forty early American paintings and drawings in Part II were highlighted by the familiar "The Peaceable Kingdom," by Edward Hicks, which fetched \$8,500; and an interesting figure study, "Four Children Playing in a Street," by Jeremiah Paul, which brought \$5,250.

Distinguished XVIII century cabinet-work, principally by Pennsylvania craftsmen, brought \$9,000 for a Chippendale shell-carved walnut bonnet-top highboy; \$8,000 for a rare Chippendale carved mahogany and beige silk brocade 'Marlborough' armchair, by Thomas Affleck; and \$8,000 for a Queen Anne shell-carved mahogany armchair, attributed to William Savery. A superb set of three period Chippendale shell-carved mahogany side chairs with claw-and-ball feet, brought \$11,250.

Wendelin To Head Texans In 1959

Col. Bill Wendelin, Henderson, Texas, was elected to the office of President of the Texas Auctioneers Association at a business meeting of that group held at Austin, February 1. Col. Earl White, Bryan, was elected to the office of Vice-President and Col. J. O. Lawlis, Houston, was named Secretary-Treasurer.

Newly elected Directors include Cols. K. L. Espensen, McAllen; Fred Barker, Mt. Vernon; and Cecil Ward, Gainesville. Directors whose terms did not expire are Cols. Walter Britten, College Station; Bill White, Cleburne; and Kenneth Bozeman, Lubbock.

A good attendance was reported at the event which was held in conjunction with the Texas Livestock Auction Association.

Television Auction

A reprint from the Newsletter of the New Jersey State Society of Auctioneers:

Col. Hinkley, Sr. dropped quite a 'bomb' in telling of an exciting innovation about to be tried by his U.S. Government Surplus Auctions. They are about to try a Television Auction—country wide! Briefly the plan is this:

There will probably be five (5) cities involved. The Chief Auctioneer will be stationed at a central point such as let us say Kansas City, Missouri, where he will have television screens bringing in the action from four (4) other well-spaced cities such as let us say (West Coast) San Francisco, (Southern) Houston, Texas, (East Coast) New York, and (Northern boundary) St. Paul, Minn.

Each of these four cities will have an audience under another Auctioneer (could be you) and also Television Screens from the other cities so that all can see and hear what goes on at each other installation.

The whole auction would have been catalogued and advertised in advance, as is done now. The Chief Auctioneer would probably be where the accumulated material was located, and will operate the auction with the help of the other four auctioneers calling bids from their locations.

What an auction! What National Coverage Advertising for the Auction method of selling! What a chance for participating auctioneers. (Again it could be you). Many Auctioneers would be needed in addition to the five (5) mentioned, just to cover the crowd. What an idea!!! More at the April meeting.

"By the age of 50, most men have certain well-defined convictions — most of which are wrong."—Ted Lusich.

Membership Numbers Mount

While not reaching the 236 memberships reported last month, they are still coming in at a very rapid rate. New members are also more numerous than usual at this time of year. Following are the names of those whose memberships were received during the period from January 16 through February 15. The asterisk indicates renewal.

*Harry Berg, North Dakota
 Bud Hubbard, Colorado
 *Lyle D. Woodward, Colorado
 *Howard Harris, Jr., New Jersey
 *Fred B. Fox, Michigan
 *Johnny R. Koske, Florida
 *W. C. Hinson, Florida
 *W. J. Hagen, Montana
 *Arthur West, Pennsylvania
 *Edwin E. Ringler, Michigan
 M. M. Hughes, Louisiana
 *A. F. Smith, Texas
 *Elias Frey, Ohio
 *Duane Campbell, Ohio
 *Ray Holloway, California
 *Clifford L. Swan, Maine
 Martin Bates, Ohio
 *E. M. Rickey, Ohio
 *Ralph S. Day, New Jersey
 Edward S. Barnes, Illinois
 Stanley Dieter, Pennsylvania
 *Henry Brooks, Pennsylvania
 *James Ristimaki, Pennsylvania
 *Foster C. Hendrickson, Pennsylvania
 Lloyd Force, Pennsylvania
 Paul Sanger, Pennsylvania
 *R. M. Stewart, Pennsylvania
 *Gordon Clingan, Illinois
 *C. M. Sturgul, Wisconsin
 *Tom Jeffreys, Texas
 *William M. Miller, Texas
 *W. D. Atkinson, Ontario
 Don M. Johnson, California
 *A. W. Thompson, Nebraska
 *Anthony J. DiBenio, New York
 *Alvin Van Loh, Illinois
 *Willard Olson, Wisconsin
 *H. C. Brooks, Kentucky
 *Edward Maupin, Kentucky
 *Edwin Freeman, Kentucky
 Henry Hodges, Kentucky
 *G. D. Downing, Kentucky
 E. C. Johns, Kentucky

*Si Lockhart, Colorado
 *Harvey Baldwin, Colorado
 *R. E. Fortna, Colorado
 Walter Palmer, Kansas
 Paul J. Doss, Kansas
 *Rudy Larkin, California
 *Alvin Freemount, Florida
 *Ivan Chance, England
 Lyle W. Brown, Michigan
 C. B. Smith, Jr., Michigan
 Everett R. Miller, Michigan
 *T. Lynn Davis, Georgia
 *William H. Hogg, Texas
 *Charles Vosburgh, New York
 *H. Clinton Searls, New York
 *Paul L. Owens, Idaho
 *George A. Martin, Maine
 *Roger Bennett, Ohio
 *Albert O. Maas, Minnesota
 *Cy Ferguson, Ohio
 *Robert Perry, Michigan
 *Ira Mahaffey, West Virginia
 *Clem Long, Ohio
 *Leland J. Osborn, Indiana
 *Boyd E. Larson, South Dakota
 *Tom McCord, Alabama
 Maurice DeVore, Iowa
 *Paul W. Griffiths, Iowa
 *Jacob J. Ulrich, Kansas
 *Jack N. Tromanhauser, Iowa
 *Watson Van Sciver, New Jersey
 *Arthur R. Borton, Ohio
 *Irwin B. Bowman, Ohio
 *Herman W. Hauschildt, Colorado
 *George E. Michael, New Hampshire
 *E. Dewey Anderson, Indiana
 W. E. Grace, New York
 *John L. Cummins, Kentucky
 *W. L. Renaker, Kentucky
 *Gerald M. Whalen, Kentucky
 *Harold Vaughn, Ohio
 *Hylon C. Coates, New Jersey
 *John Clauss, Jr., New Jersey
 *C. A. Morrison, Oregon
 *Leon E. Joy, Iowa
 *Clayton Dykema, Illinois
 *Jay Rubin, Virginia
 *C. M. Brandenburg, Ohio
 *Norman W. Hart, Pennsylvania
 *Emil J. Konesky, Ohio
 *Emmett W. Edwards, Louisiana
 *Howard Shults, Colorado

*Lowell Buck, Illinois
*Kenneth J. MacLeod, Massachusetts
John Sullivan, New York
*J. C. Herard, Iowa
*Joe A. Davenport, Kansas
*Russell W. Kruse, Indiana
*J. E. Russell, Illinois
*Emery L. Parks, Indiana
*Jim Roth, South Dakota
*Stan Radde, Minnesota
*C. E. Cunningham, South Carolina
*Gywin E. Sponsler, Illinois
George R. Morse, Missouri
Charles Harris, Texas
Charles Marko, Texas
*J. O. Lawlis, Texas
*Kenneth Bozeman, Texas
M. J. McDonald, Texas
*Oris Reynolds, Texas
R. R. Sealy, Texas
J. O. Lawlis, Jr., Texas
*Cecil Ward, Texas
Billy Bode, Texas
*R. W. Main, California
*George C. Zink, Jr., Illinois
V. C. Bozman, Texas
James P. Walker, Louisiana
Orville Sherlock, Washington
*William Aubele, Pennsylvania

Montana Auctions Sell 86% of Cattle

KANSAS CITY, Mo.—Montana's 14 livestock markets sold a record high of 86% of all Montana cattle sold through public markets in 1958. This exceeded the percentage of state cattle sold in all other states for the year, according to the National Association of Livestock Auction Markets, national trade association of the industry.

The total state markets' volume of 605,008 head of cattle and horses in 1958 was down 73,117 head as compared to 1957, a reduction of 10.7%. Out of state markets' volume of Montana cattle declined 41,850 head, a reduction of 30.7%. Only 94,302 cattle were sold at out of state markets including the adjoining auction markets at Belle Fourche, S.D., and Idaho Falls, Idaho.

Montana figures are based on brand inspection figures for the year. The Montana Livestock Commission announced the termination of brand inspection

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services maintained at Chicago Union Stockyards under reduced numbers of Montana cattle sold there.

R. A. Ellerd, Bozeman, president of the Montana Livestock Markets Association, estimates that the Montana Livestock auction markets handled an additional 220,000 cattle in 1958 through their dealer companies. This was done, he stated, under the competitive conditions brought about by the sharp demand for quality Montana feeder cattle early and to meet the desires of those cattlemen electing to contract their cattle for future delivery. With the exception of extreme Northwestern Montana, he stated that increased holdings of cattle for restocking was a further factor in the reduced number of Montana cattle sold in 1958.

One of the hardest secrets for a man to keep is his opinion of himself.

Mover Continues Informal Auctions Now in 30th Year

EAST ORANGE, N. J. — The man on the auctioneer's stand was good natured and persuasive.

"Hurry up, folks," he coaxed, "we have a lot to sell. I have \$25 for this 100-set piece of china, 25, that's a giveaway price, 25, who'll make it 30?"

He got 30, and the china was sold. Up went the next item, a set of Chinese vases. They went, too, at \$7 a pair. As the day wore on, the auctioneer disposed of a vast quantity of assorted merchandise—from a diamond ring to a drill press—to the satisfaction of the more than 100 spectators seated before him.

The scene was the Lincoln Storage Warehouses, 75 Main St., East Orange, one day last week, and the auction was a monthly event that has been going on for more than 30 years. The atmosphere was very informal. Spectators wandered in and out, carrying lunch with them. They munched on sandwiches, sipped coffee and chatted with friends in the crowd as the items went on the block.

Reginald T. Blauvelt Jr., owner and president of the company whose main business is storage and moving, serves as chief auctioneer. He explained that the sales started originally to clear out items left unclaimed—and unpaid—in storage. They became popular with customers and Blauvelt enjoyed them, too, so he continued them. He believes Lincoln is the only warehouse in Essex County to hold regular auctions.

Now the company handles all kinds of household goods, jewelry and other items involved in liquidating of estates or breaking up of homes. If the home is large enough, the sale is held right on the premises and Blauvelt engages a caterer to provide refreshments. Otherwise, the auction is held at the warehouse and customers bring their own snacks—the sales last from 10 a.m. to 5 p.m.

Blauvelt, who learned auctioneering from a former actor, is a licensed auctioneer and appraiser.

"Bric-a-brac, china, glassware and ornaments are the easiest to sell and they're the things that bring the best price in relation to their original value," Blauvelt said.

Furniture is popular, too, especially if the piece is an authentic antique from the period 1725 to 1820.

"That's the golden period for furniture," Blauvelt said.

Everything is sold on a consignment basis, with Lincoln Storage getting 25 per cent commission. Last week's sale, considered light, took in more than \$4,000, mostly on small items. Sales usually average between \$4,000 and \$8,000.

1,500 INVITED

The company mails notices of its auctions—always held on Tuesday—to a list of 1,500 persons and each sale draws about 200 spectators. The day before the sale, an exhibition is held of articles to be auctioned and potential buyers may examine, finger and consider the various items before preparing to bid on them.

An average day's crowd includes antique dealers and shop owners, individual buyers, long-time customers, and a few curious passerbys who have come in to see what the sale is all about. One of Lincoln's most regular customers is Mrs. Jane Bogert of 182 Main St., West Orange who said she had been coming to the sale every month for 32 years.

"I never miss one unless I'm sick," she said. "It gets to be a fever, you know!"

Mrs. Bogert seldom leaves without buying something. When her home gets too cluttered with her purchases, she sends a load back to Lincoln to sell for her.

"Some of my things are here today," she noted from her post in the front row. Last week she bought a Lawson settee and an easy chair. At the sale before, she bought a set of Minton china.

She considers her best buy a big inlaid mahogany chest that she bought years



Col. and Mrs. Jim Wilson, Youngstown, Ohio, are decorated with leis upon their arrival at the Honolulu Airport. On hand to greet them are Col. and Mrs. Lou Stambler of Honolulu. From left: Stambler, Mrs. Wilson, Wilson and Mrs. Stambler.

ago for \$15 and a glass case containing 29 stuffed birds and two squirrels.

"I bought those 22 years ago, and I'd never part with them," she said. Mrs. Bogert said she kept most of the things she bought and used others as gifts.

Among the items auctioned last Tuesday were half a dozen pieces of wood-working equipment from the home of an East Orange engineer, an assortment of household goods including Oriental rugs, glassware, china and silver and three pieces of jewelry. A platinum and diamond wrist watch that Blauvelt said originally has been worth \$1,200 went for \$180; a diamond bar pin brought \$200 and a one-carat diamond solitaire was snapped up at \$350.

At the other end of the scale there was a set of three glazed pottery birds which went for \$2 and a slightly chipped sugar and creamer that nobody wanted at all.

"If one thing doesn't sell, we put it in a lot with something else and try again," Blauvelt explained.

The sugar and creamer were put up again, together with a small brass planter. A woman bought the lot for \$1.50 and everybody was happy.

Auction Fever

I bought a copper kettle
and a Boston rocking chair
and a sturdy cherry cradle
for a baby not yet here.

I bought a hobnailed goblet
to drink the baby's health in;
a small bank made of pewter
to keep the baby's wealth in;

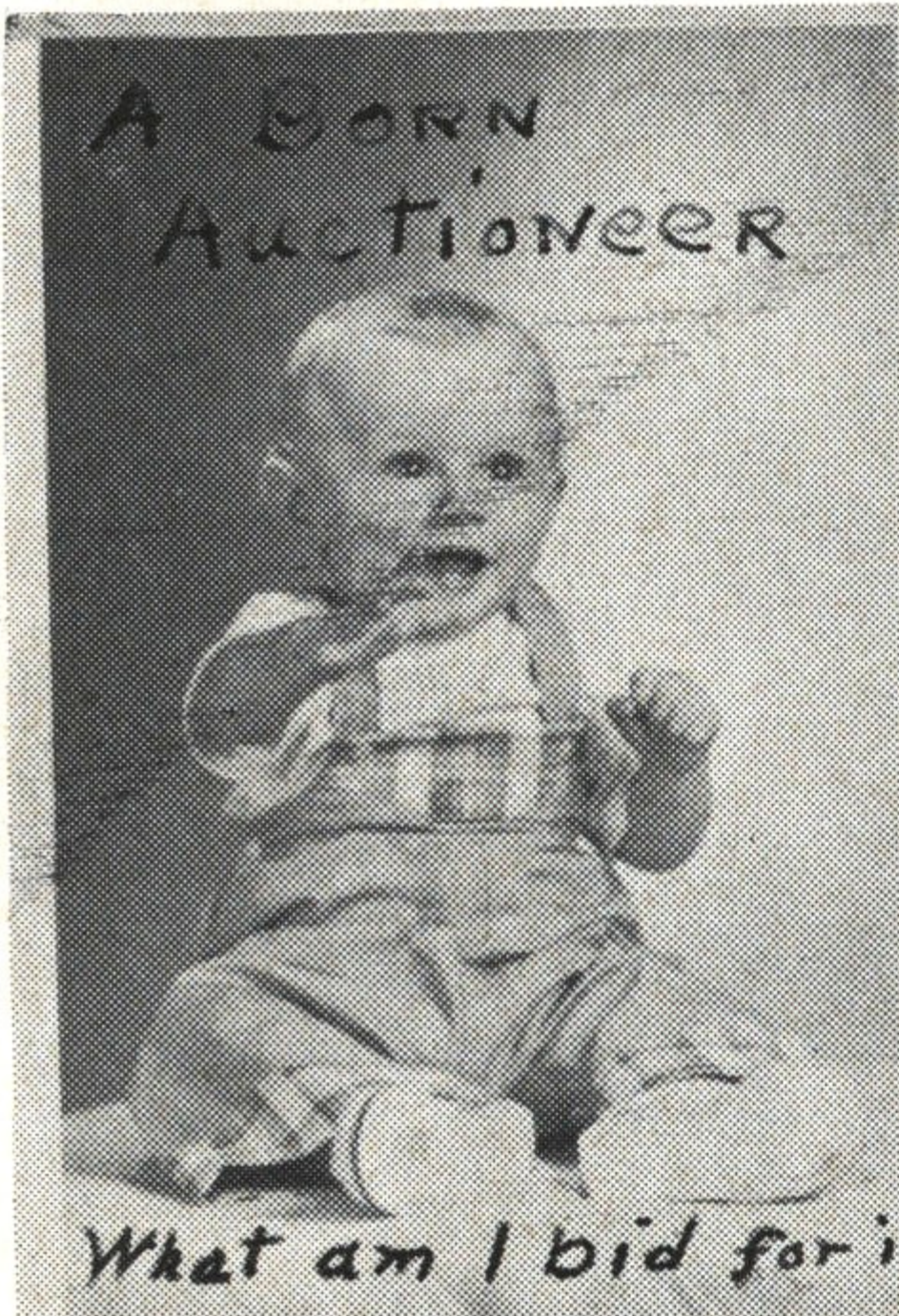
I bought an old rain-barrel
for the baby's looking-glass
and an hour-glass so he could watch
the white-sand minutes pass.

Oh, hat askew, and shouting;
and daffy as a loon,
I outbid friend and neighbor
all the golden afternoon.

"Woman." I muttered to myself,
and did some pert fast talking:
"When my grandchild cries," I said,
"this chair
will still be fine for rocking!"

—Frances Frost

IN UNITY THERE IS STRENGTH



What am I bid for it?



Bless your scotch heart, but it's a start,



Come on! it's worth more 'n that.



Somebody ain't a lookin' at me



Now where is my bidder?



Sold! You lucky boy

John David Kiko, Canton, Ohio, shows early indications of the profession he may choose to follow when he grows up. John David is the youngest member of the family of Col. and Mrs. Russell Kiko. He has three sisters and nine brothers. His oldest brother, Dick, who is 19, works in the Globe Auction Barn in Canton, and also helps his father who devotes full time to the auction profession. (Does pretty well too, when he supports 13 children). Several of John David's brothers and even one of his sisters have tested their bid calling ability from the auction block, so from this environment we can vision a great future for this young man.

For A Change

The teacher was questioning her young pupils on their aspirations.

"George," she asked one youngster, "what would you like to do when you grow up?"

George thought for a moment.

"Well, first," he said, "I'd like to go to the moon?"

"And after that?"

Another pause. "Well, after that," was the answer, "I'd like to travel."

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Michigan Proudly Presents

By JUNE WILBER

In an earlier issue of THE AUCTIONEER we gave you a short history on our National President, C. B. Smith, and we also promised a follow-up story on the First Lady of the Auction business, the President of the National Auctioneers Auxiliary. As most of you know this lady is also the wife of our National President.

We in MICHIGAN are very happy and proud to present to you Edith Smith. Edith is a very charming, gracious and attractive person as those of you who know her can attest. Born in McLean County, Kentucky, Edith grew up in Paducah, Kentucky, and graduated from high school. She attended the University of Kentucky and graduated with a Bachelor of Science degree. She taught Home Economics in Kentucky and in 1923 after a five year courtship she and Clarence Smith were married.

After coming to Michigan Edith taught school in Flint for a year (1926-27). The Smiths moved to Pinconning, Mich. where they lived for a number of years. Besides raising her family there, Edith was active in the PTA and held all the various offices of that organization. She also held all the offices in the Pinconning Woman's Club and the Woman's Society of Christian Service of the Methodist Church. Do you think Edith was busy? Well she also did substitute teaching for 15 years while in Pinconning.

Since moving to Williamston several years ago she has not been as active in club work, however she belongs and has held all the offices in the Library Guild in Williamston. She has held several offices and is active in the Michigan Auctioneer's Auxiliary. What does she do to keep busy now? Edith owns and operates the Wolverine Cheese Shop. Edith and her daughter, Jean, started the Cheese Shop a year before Jean

was married and since Jean's marriage Edith has carried on. She does a thriving business, handles a hundred kinds of cheese and ships it all over the United States.

The Smiths are the parents of three children, C. B. Jr., Jean, and John. C. B. Smith, Jr. of Williamston assists his father in the auction business and also sells Dairy-Cool milk equipment. He is married and the father of two girls and a boy. Jean, their daughter, is married and lives in Williamston. She has three girls and a boy. John Smith also lives in Williamston and is head of the feed department for the Farm Bureau Services in Michigan. John is married and has five sons.

Edith's parents are still living in Paducah and they celebrated their 60th wedding anniversary on Christmas Day, 1958.

As we've said before we are proud to know Edith and have her here in Michigan.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Ashville, O.

One-Year Director

Mrs. Arnold Ford, Constableville, N.Y.

Art Sale Offers Bateman Silver

Two auction sales at the Parke-Bernet Galleries, 980 Madison Avenue, New York, will offer a variety of furniture, decorations and early English silver.

The first sale, of the third and final part of the collection of silver from the estate of the late Cushing Toppan of Cambridge, Mass., was held recently.

It offered a large representation of the work of Hester Bateman, a leading silversmith, and members of her family. The pieces included salvers, coffee pots, tankards, ale mugs, muffineers, teapots and serving pieces.

The second sale offered from the estate of the late Carolyn Trippe and of Mrs. Odgen Hammond of New York. It included English and French furniture, mirrors, chandeliers, candelabra, lamps, clocks, old porcelains, tapestries and rugs.

Among the cabinetwork will be an eighteenth century Italian secretary-cabinet, elaborately painted in the Chinese taste; an antique Venetian painted and partly gilded marble-top console in the Louis XV style, and a Louis XV painted and gilded secretary-bookcase.

The Plaza Art Galleries, 406 East Seventy-ninth Street, was the scene of an auction of eighteenth and nineteenth century furniture, as well as porcelains, glass, paintings and silver.

The Plaza held one of its periodic sales of furs from the Hollywood film designer, Al Teitelbaum.

The Coleman Auction Galleries, 234 East Fifty-ninth Street, auctioned French, Italian and English period furniture. Art objects and decorations included paintings, Persian and Roman antique objects, oriental items and European porcelains.

The Savoy Art and Auction Gallery, 5 East Fifty-ninth Street, offered the second part of the Arthur Falkenstein collection of Chinese art objects and furniture. The collection included T'ang



These auctioneers conducted the annual benefit auction for the Shelbyville, Ind., Kiwanis Club. The veteran on the right is Col. O. S. Clay.

pottery, lacquer pieces and sculpture. Some English period furniture was also auctioned.

A section of modern paintings in the sale included work by Salvador Dali, Chaim Gross and Jacques Lipschitz, among other Americans and Europeans.

Tobias, Fischer & Co., 71 West Forty-fifth Street, auctioned a large assortment of furniture, including English and French, oriental and Aubusson carpets, paintings and gold jewelry.

Definitions

Hangover — When the brew of the night meets the cold of the day.

Old Age — When the gleam in your eye is the sun hitting your bifocals.

Moron — One who wrinkles his brow while reading the comics.

Bars — Something which, if you go into too many of, you are apt to come out singing a few of, and maybe end up behind some of.

Temperamental — Easy glum, easy glow.

Auctioneers And Their Voice Control Ability

By COL. POP HESS



We are now in the month of March and sales of all kinds are numerous. Our auctioneers are hitting the roads, selling days and also nights and much late travel way into the night to keep in line. Here in Ohio, from January 1st right down to date our general farm sale auctioneers as well as livestock auctioneers have been more than busy. In my work here at Radio Station WRFD, Worthington, Ohio, I keep more posted on general and livestock sales than other classes of auctions as our Farm Sale program on the air caters to that type auctions.

Yours truly came through February and the usual annual birthday celebration, dating back to Feb. 6, 1880, with the usual big cake and hand shaking, well wishes, etc., still feeling no older. I do want to thank all you auctioneers and friends out over the land that have mailed me letters and cards as from them it helps me work out a column each month on subjects in which they are interested. Our February issue this year was very attractive and I was happy to see so many items from our members. Keep up the good work, let's keep our pages fresh and more interesting in what is going on out over the land with our auctioneers and their business.

In checking through my letters of the past month I have one before me from a young auctioneer that can bring out some points of interest. This young man is somewhat disturbed about what he thinks is an affliction and is wondering if it will hurt his chances in becoming an auctioneer that folks will like to hear or have on their sales. His problem is his voice which he says he is unable to keep under control or on

an even keel. It is sometimes rough or course, sometimes too high or too low and his listeners tell him he is hard to understand. He is asking for advice as to the kind of treatment he should take.

Well this boy hasn't too much to worry about, no doubt he does need some kind of governor control on his speaking structure. I have known some auctioneers that felt much at ease in some of their trials and tribulations in knowing that their audience did not exactly know the amount of the last bid. However, that is strictly off the record in my way of thinking. If this boy has all it takes excepting a smooth, clear voice and if his voice holds out through the day, he can easily clear his confusion by taking time out on each item selling in order to put on the brakes and announce good and plain his amount bid. I have heard many an auctioneer that sounded like a coon dog going through the woods but they got the price and did a big year's business as long as they worked at it.

I recall once a certain radio station made a recording of myself selling a purebred swine sale. It was a good sale and good prices but later when listening in on the recording that was made I was most ashamed at how rough and uncultured I sounded. No doubt I had the same affliction but no one ever told me about it.

Another time I recall I was in another state conducting a purebred dairy cattle sale. The day following was an open date for me but I had another sale the next day. In the same breed of dairy cattle there was a sale near by conducted by another but a most able auctioneer and I was interested in visiting his sale,

IN UNITY THERE IS STRENGTH

hearing him sell, check prices, etc. In arriving at this sale, to somewhat keep out of the limelight, I waited until about time for the sale to open and got seated quietly but noticed I had crawled in behind two men and their wives who were in my audience the previous day. They were strangers to me but I soon picked up from their conversation that they were discussing auctioneers while waiting for the sale to start. It appeared that yesterday was their first time to see and hear me and it also appeared to be the first time they were to hear and see the auctioneer in charge today. One of the women said she didn't think much of the fellow at yesterday's sale. He chawed up his bids so much she had trouble in following him. The other woman said she didn't like him because about every other word he uttered was 'dam' or 'dams' and that was bad. But her husband cleared her on that issue, saying that was what the cow's mother was called. This eased my nerves a bit and by that time the sale opened. The auctioneer in charge was much above many of us boys when it came to being in demand. He knew his cows and their values and he knew the breeders through long experience. He was also somewhat of a "rough chawer" in handling his words but he soon sold the first cow in four figures in no time flat and as the dust cleared away one of the

men advised the rest, "Gee, that guy is worse than the chap we heard yesterday." At that I vamoosed to a different location.

On our Farm Sale Program on the Air daily we kick off with auctioneer lingo from a recording we made from the record of our good friend, LeRoy VanDyke, the boy that recorded "The Auctioneer." We have many inquiries from folks wanting to know what auctioneer's voice we use. They want to hire him for their sale as it sure is a very choice in auctioneer lingo all the way. However, LeRoy is making many recordings of many songs and is often seen in the Red Foley TV Shows. Many artists have tried to sing this song composed by LeRoy but they cannot hit the bull's eye as LeRoy has done. This recording can be purchased at any record store, just ask for "The Auctioneer" by LeRoy VanDyke. All you chawers and coon dog types could listen to this one often and it will help toward improvement. Try it.

We have had all kinds of weather here in Ohio from the first of the year to date. We have had the coldest to the warmest and the driest to the wettest of many a year. It has been a little rough on the boys selling every day, one day red flannels are not warm enough and soon it is too hot for shorts. A lot of nose blowing and whooping but to my knowledge not one of these boys

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missed a day in making their sales.

Prices on livestock are strong, farming equipment is selling good, totals are high, the boys are making good money. I think the general auctioneer of today is making the highest total commissions of all time. Some of us old fellows used to be satisfied with sales totalling \$5,000 giving us fifty bucks at one per cent. The boys tell me the farm sales of today, here in Ohio, run from \$10,000 up to \$50,000 and more. Commissions are from 2% to 5% depending on service rendered. For myself, I would rather have the job and name of just a plain local auctioneer than be in any other business.

As we approach this heavy season many new auctioneer graduates have their diplomas and are out for business. Some will make good, others will do just fair and some will fail and quit—but show me any other business in which the same procedure doesn't take place.

The auction business is an open field, it is yours and you can share in it but you must do your own paddling of the boat to succeed.

Well boys, send me more letters and I will shoot at the ones that look like should be worked on. Remember, every auctioneer of the land was a boy once with the ambition to become an auctioneer. He paddled for sure.

Auction of Antiques Realizes \$161,772

NEW YORK CITY — A collection of Eighteenth Century French furniture, art objects and Oriental and Aubusson rugs brought \$161,772 in an auction at the Park-Bernet Galleries, 980 Madison Avenue.

The 395 lots sold were from the estate of Lady Ribblesdale, the first wife of John Jacob Astor, who died last year, and from other private collectors.

Foremost among the items sold was a sixteenth century Persian carpet, an example of the work of court artists of that century, that brought \$17,500. It was purchased by a private collector. A twelve-fold Chinese screen bearing a summer palace scene brought \$5,750 from another private collector.

Don Stafford On Bank Advisory Board

MINERVA, OHIO—Donald H. Stafford of East Rochester, well known throughout this area as a real estate broker and auctioneer, has been elected to the advisory board of the Minerva and Malvern branches of the First National Bank of Canton. Mr. Stafford was named to the board at the directors meeting held Friday in Canton.

Mr. Stafford is a graduate of Lisbon high school and Reppert School of Auctioneering. Prior to World War II he developed an auction business in the Carrollton-Salineville-Lisbon area.

The well known auctioneer was inducted into the Army in 1941. He was commissioned an Armored Force Officer at Fort Knox, Ky., and served in the 11th Armored Division in Europe with the Third Army. He saw action in four major campaigns and was separated from active duty in 1945 as a Captain. He was promoted on Jan. 23, his birthday to Lt. Col. in the United States Army Reserve. Mr. Stafford also served some time during the Korean War.

Mr. Stafford in 1952 established his own real estate business in East Rochester where he and his wife Gertrude, and son Donald, senior at Minerva high school reside. Mr. Stafford also has a complete auction service. The new director is a member of local, state and national associations of Real Estate boards, a member of the board of directors of the Ohio Auctioneers Association, and a member of National Auctioneer's Association. He is a member of St. Paul's Lutheran church, serving his seventh year on the church council, two years as president. His affiliations include Bayard Grange, American Legion, West Township Memorial Association and Reserve Officers Association. He served several years on the West Local Board of Education and took a prominent part in securing state assistance in transferring the major part of the territory into the Minerva district.

Will power makes you do what you do when you don't want to do it.

A Layman's Message

By COL. B. G. COATS

It is always interesting to read every number of "THE AUCTIONEER" and to observe the enthusiasm or lack of it by the Officers, Directors and members of committees.

All who were elected or appointed voluntarily assume the responsibility of office while their election or appointment invests them with the authority to discharge those responsibilities. Responsibility is vested in our constitution, by-laws and regulations agreed upon by the membership at large.

The leader whether officer, official or members of committees must always keep in mind what it is they are responsible for, and they must always exert all their authority to make sure that these things get done.

All too frequently the leaders understand and appreciate sincerely the honor their selection confers. But much too often their specific tasks and duties are relegated to second or third priority and get done too late, or not at all.

As a matter of fact, no presiding officer whether full time, part time, or voluntary can hope to perform all the functions that must be done unless he gets support from his officers and his appointed committees. Thus while the initial responsibility for failure in effectiveness in any group is that of its collective leadership, the actual fault for such failure lies at the door of the man who is "too busy," "can't take the time," or "forgot" to do some specific thing.

Aside from the basic necessity to assign duties and tasks to subordinate officers and committee members, these groups constitute the stock pile of experience and continuing leadership without which no organization can be expected to survive. Merely coasting along in such a capacity contributes nothing. Much too often the "coaster" mistakes deference to the office for honor to himself. In actual fact no committee or officer is expected to do the impossible;

with proper planning each task can be completed effectively and on time. This is evidenced by the experience of many successful organizations whose committee members and officers will insist that they never spent an unreasonable amount of time doing what was expected of them, and never seemed to be working very hard at their jobs either. Appointive and elective positions are almost always sought and frequently the best man seeks the job. Certain it is that we never need be too deeply concerned as to where to find suitable material to fill positions of the highest levels. Our membership offers unlimited potentials.

Above all, officers and committee members of an effective organization must be held responsible for that ineffectiveness. This layman urges EACH of the officers and committee members to take these thoughts to heart—in the spirit in which they were intended to the end that our Association may continue to grow, to be authoritative, representative, influential and complete servant of the entire membership. The Association provides a medium through which the officers, directors and members of committees and the entire membership can give an expression of their ideas, suggestions, recommendations or express themselves in an editorial manner. Just in case you don't know it, the medium I have reference to is "THE AUCTIONEER." Write something and let the membership know that you are alive. If you can't think of anything to write about, then read this article again and give an expression of your opinion. Not only of this article but of any others that the Editor sees fit to publish. Say what you like, you can't offend me. Pass judgment as to the merits and faults, criticize to your heart's delight, condemn, commend, blast forth and give me "HELL" as I will enjoy reading it more than you will enjoy writing it. THE AUCTIONEER is your monthly publication and its pages are wide open to you.

Livestock Broker Act Is Broadened

WASHINGTON—Michigan farmers are on the way to getting more protection against unscrupulous livestock brokers, according to a Department of Agriculture spokesman.

Michigan livestock auction markets doing interstate business are being brought under the Federal Packers and Stockyard Act. This action should rule out the kind of livestock broker operations that allegedly bilked hundreds of Michigan farmers of an estimated \$700,000 in 1957, the spokesman said.

Up to now, the Packers and Livestock Act applied only to livestock transactions on stockyards of 20,000 square feet or more.

Under an amendment signed into law by President Eisenhower last September, the Act has been expanded to include all livestock transactions in interstate commerce.

In line with this amendment, the Agriculture Department is posting notices in livestock markets throughout Michigan.

The Act requires an auction market operator to register with the USDA within 30 days after a market is posted. The operator also must file a bond.

Eight brokers involved in the Michigan scandal were fined and placed on probation.

The Packers and Livestock Act is aimed at preventing unfair practices. It sets rules of fair competition and fair trade practice for all persons or firms engaged in livestock marketing or packing in interstate or foreign commerce.

Dnbiouis

A drunk approached a large hotel in the windy city, Chicago, just as a gust of wind spun the revolving doors. The drunk steps back, looks up at the tall building, turns to the doorman and says, "He'll never get it off the ground."



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Herefords See Strong Average In Big Auctions

●In three of the breed's leading Hereford auctions during late '58 active trading is seen as Windsor Places disperses for over one-half million dollars; Hull-Dobbs realizes a \$2518 tally, and Turner Ranch averages \$2419.

The 1958 Hereford auction season saw three of the breed's leading herds find a strong demand and point to a very favorable outlook for "White Faces" in '59.

The Windsor Place herd at Boonville, Mo., one of the breed's strongholds for half a century was dispersed on November 19-20. The 446 lots in the dispersal averaged \$1123 to total \$501,265—to make it the biggest purebred dispersal of any breed held during 1958.

A few days later, on November 24, Hull-Dobbs Ranch, Ft. Worth, Tex. sent 83½ head through the ring for a \$2518 average and a \$211,275 total.

Still later, on December 11, former Oklahoma Governor, Roy J. Turner and the owner of Turner Ranch at Sulphur, Okla. sold 71½ head for a \$2419 average to total \$175,375.

In the Windsor Place sale, managed by Cox and Morse and sold by Jewett Fulkerson, A. W. Hamilton and George Morse, the high animal sold at \$15,100. He was the lot 6 bull, Anxiety Sir 22nd, a double bred Domino Mischief bull, and he sold to L. B. Urshel, Canadian, Tex. Second high came when the lot 8 imported bull, Peterstone Nap sold to Vanwinkle Ranch of Buffalo, Tex. for \$12,500. Other highs included \$8000 paid for the lot 5 bull, Anxiety Revival 43rd, bought by William Blakely of Dallas, Tex.; lot 96 bull, Anxiety Advocate 25th, bought by G. T. Hall of Big Springs, Tex. for \$7,000, and the lot 17 bull, Imperial Brand, bought by Riverdale Farms of Erwin, N.C. for \$5,500.

High mark of the day in the Hull-Dobbs sale came when HDR Zato Aster

B45th, selling as lot 4 and a son of TR Royal Zato 27th, sold for \$15,100 to R. D. Payne, Waurika, Okla. Second high bull was the lot 3 entry, HDR Silver Zato 62nd, also from TR Royal Zato 27th, that sold for \$10,600 to Haggard and McHaney of Steele, Mo.

High female in the Hull-Dobbs calves was lot 63, HDR Miss S Zato D5th by TR Royal Zato 27th, and selling for \$3575 to Carnation Milk Farm, Carnation, Wash.

Carnation Milk Farm also purchased the second high female, lot 68, HDR Miss S. Zato 121st, also by the "27th." Hull-Dobbs Ranch is owned by H. H. Hull and J. K. Dobbs and is managed by George W. Kleier. Auctioneers for the sale were Walter Britten, Gene Watson, A. W. Hamilton and Guy Schull.

The Turner Ranch event, always one of the leading auctions each year, saw a half interest in TR Zato Model 4th, a two-year-old son of TR Zato Heir 394th, sell for \$17,500 to Walton W. Thorp of Britten, S. Dak. Turner Ranch retained half interest in this bull listed as lot 4. The \$9700 bid by Ringwood Farm, Stouffville, Ontario, Canada, purchased TR Onward Real 4th, a son of HH Royal 203rd. He was lot 35.

Topping the Turner female offering was TR Model Lass 5th, a September 1956 daughter of the "394th" bred to TR Domino Return 32nd. She was cataloged as lot 78 and sold for \$2750 to Hull-Dobbs Ranch of Ft. Worth, Tex. The second high was on lot 39, TR Zato Heiress 758th, a daughter of TR Zato Heir, that sold to Flying L. Ranch, Davis, Okla. for \$2500. Auctioneers for the event were A. W. Hamilton, Gene Watson and Pete Swaffar.

What is the highest price ever paid for a single piece of furniture?

\$99,960. This amount was recently paid for a small Louis XV writing table at a recent auction in London.

Auctioneers Visit In Steiner Home

By COL. JOE STEINER

SILVER SPRING, Md.—It was a great pleasure to have Col. B. G. Coats and his lovely wife, Irene, visit with us not too long ago. The Col. was sort of taking a bus man's holiday. Where did he and yours truly go? Why of course what else—a Boat Auction and spent all day there. We traveled about two hundred miles, but what's wrong with that? It was a sale. Wouldn't you do the same? Ask your wife if you would? Get the truth thrown at you.

Betty and I have had the honor of calling in return, to the town where the Coats family hang out the Auction shingle. I saw the Col. go into action at one of his estate sales, and tell all who may be interested that there is one Auctioneer who really works and gets the job done. He masters the crowd and keeps them glued to their seats until the last article is sold. It is a pleasure and education to see one of the Colonel's sales conducted.

Needless to say we have many good laughs when we see each other, and both of us are always speaking about the coming convention in Denver.

This past week we had the good fortune of having one of the Midwestern boys drop in. He had a purebred Duroc sale nearby and was finishing up a circuit of sales. He is a very likeable chap and the kids think he is great. His ballads, and chant accompanied by his singing makes him a great hit. (Elvis beware). The Col. I speak of is from the state of Illinois, and is known to you and I as Col. Carman Potter.

This home has been blessed with the opportunity of great men as you see, including Lewis Marks, too.

Why not continue the chain when you reach the Nation's Capitol. Make it a point to visit the Steiners (Betty and Joe).

Chicken Sells For \$7.33 Per Pound

ARCADE, N. Y.—Three past presidents of the Arcade Kiwanis club chipped in to buy a four and a half pound prize chicken at a children's fund benefit auction.

They could not think of anything else to do with the bird, so they ate it — at \$7.33 a pound.

MISSING?

THE AUCTIONEER cannot follow you if your new address is missing from our files. If you plan to move soon, send your change of address today!

Large Farm Sale Grosses Nearly \$200,000 In Penna.

By Jacob A. Gilbert, Wrightsville, Pa.

I am writnig this little story for the benefit of my fellow auctioneers. I enjoy so much to read stories of other auctioneers, so perhaps they will enjoy reading this one.

I am 29 years old and have been auctioneering for about 5 years. I had always wanted to be an auctioneer so I went off to auction school in Indiana, but I must confess, I got homesick and my stay was very short. A few years later I graduated from another Auction School. Then I worked part-time at the Mason-Dixon Livestock Auction and Poultry Auction in Stewartstown, Penn. I booked my first public sale in the fall of 1954 at Long Level, Penna. for Clark Olewiler.

As time went on I kept getting more sales. Then I started to work more on a regular basis at the Mason-Dixon Livestock Auction. I worked there for approximately 3 years under Col. John H. O'Neill of Bel Air, Maryland, who had taught me very much in the auction field.

I enjoy the work very much, but like all other professions, it has its ups and

downs. I work mostly as a general farm auctioneer and estate auctioneer, but handle all types of sales from time to time including bankruptcy sales. I have just completed a busy month of January with 11 sales called and quite a few others booked for the spring months ahead. I work in several different counties and occasionally go out of state. I have also conducted sales in Europe while in the service, of course that was only on a small scale.

Enclosed are some pictures of a sale I just completed. It was a two-day sale and one of the largest ever held in York County. It was the sale of Lester Grenewalt of York, Pennsylvania.

The sale consisted of 4 farms and a very large line of machinery, trucks, cattle, hogs, straw, hay, corn, oats, etc. The crowd at the first day sale was approximately 4000. However, the pictures do not show that many because most of them were in the buildings because of the severe cold weather we had here in Pennsylvania at the sale time. The second day of sale also was very ugly, with roads very icy and that held



Auctioneer, Jacob A. Gilbert, surrounded by hundreds of prospective buyers at the closing out sale of Lester Grenewalt near York, Pa. The snow in the background and the heavy clothing indicate that it was a cold winter day.

IN UNITY THERE IS STRENGTH



Col. Jacob A. Gilbert, NAA member of Wrightsville, Pa., sells the hogs inside the barn. Note the numbers on the gates used for partitions to make identification of each group simple and positive. Picture taken at closing out sale of Lester Grenewalt, at York, Pennsylvania.



Good farm equipment and a lot of it brought prospective buyers from a wide area to the Grenewalt sale in spite of snow and cold.

the crowd down to about 350 or 450 people.

The sale was very good considering weather conditions. Used manure spreaders brought around \$700.00 with wagons at \$480 top price and tractor top price \$3,030. Trucks brought a top price of \$1,800, straw brought a top price of \$21.50 per ton with hay at \$28.00 per ton in small lots and \$19.00 per ton in very large lots. Oats sold for 20 cents over market price and 43 head of milk cows averaged around \$400.00.

The Real Estate sold for \$97,500.00 all as one unit to W. H. Kaltreider of York, Pennsylvania. The Wolcott Catering sold refreshments, and they reported a whopping big business.

The entire sale amounted to between \$175,000.00 and \$200,000.00 and was clerked by Rev. M. B. Heiland, one of the finest clerks.

Elect Now Officers In New Jersey

Col. James W. Smith, Camden, was elected President of the New Jersey State Society of Auctioneers at the Annual Meeting of that group held at the Far Hills Inn, Somerville, N. J., February 2. Col. William P. Parr, Newton, was named Vice-President and Col Ralph S. Day, Leonia, was re-elected Secretary-Treasurer.

Named to the Board of Directors were retiring President, Col. Winfred Hinkley, Sr., Ogdensburg; Col. James G. Oliver, Englewood; Col. Watson Van Sciver, Burlington; and Col. Frank Schurich, Fairlawn.

Next meeting of the organization will be at the same location on April 6 with a Dinner-meeting at 7:00 P.M.

Couple May Have Located Tuft of Washington's Hair

FRANKLINVILLE, N.J.—Charles Simmons and his wife, Elizabeth, rummaging through some old books in an attic the other day, picked up a venerable volume of Shakespeare.

Out fell a parchment envelope.

In the envelope were an engraving of George Washington and a lock of reddish brown hair. A note said the hair was Washington's.

Mr. Simmons, a refinery chemist, related yesterday that the strands of hair, very fine, were knotted into a bow.

The information was written on the back of the engraving and signed Jan. 11, 1810, by an M. J. Billings.

The note reads:

"The 'God-like Washington died 14th December, 1799. All America in tears. The within is the best likeness I have seen. The hair is of his own head. This will increase its value with time. It is my earnest request this may be preserved to succeeding generations. The hair was presented to me by"

Hard to Read

The donor's name is hard to read but appears to be Major Billings Watson, Continental Army.

Then comes the donor's formal certification: "This may certify that the within hair was enclosed by George Washington in a letter to me dated Newburgh, June, 1783, as his own hair."

Mr. Simmons is employed by the Socomo Mobile Oil Co., Inc., in Paulsboro. He and his wife and five children live on a 107-acre farm off the Swedesboro-Franklinville road.

Mr. Simmons said he has no idea how the envelope got into the book. The Shakespeare was one of many books stowed away since 1922. They belonged to Mr. Simmon's father-in-law, Augustus Warner, who died in Jersey City in 1910.

Mrs. Simmons recalled only that her father spoke from time to time of a relative named Billings who lived near Chicago.

Authentic or not, the little knot of hair

IN UNITY THERE IS STRENGTH

is valued highly by the Simmonses. They said they are not considering selling it or the engraving.

LIFTERS AND LEANERS

There are two kinds of people on earth
today
Just two kinds of people, no more I
say.
Not the good and the bad for 'tis well
understood
That the good are half bad and the bad
are half good—

Not the happy and sad, for the swiftly
flying years
Bring each man his laughter and each
man his tears.
Not the rich and the poor, for to count
a man's wealth
You must first know the state of his
conscience and health.

Not the humble and proud, for in life's
busy span
Who puts on vain airs is not counted a
man.
No, the two kinds of people on earth,
I mean
Are the people who lift and the people
who lean.

Wherever you go you will find the world's
masses

Are ever divided in just these two
classes;
And strangely enough you will find, two,
I mean
There is only one lifter to twenty who
lean.

In which class are you; Are you easing
the load
Of the over-taxed lifters who toil down
the road?
Or are you a leaner who lets others
bear
Your portion of worry and labor and
care.

**** Anonymous

Polled Herefords Average \$4,894

SENATOBIA, Miss.—The 18th annual Circle M Ranch Polled Hereford sale Feb. 16 totaled \$244,650 on 50 lots to average \$4,894. Twenty bulls averaged \$7,475 while 30 females averaged \$3,172.

The top bull, lot 4, CMR Superol 20th, sold to Santa Fe River Ranch, Alachua, Fla., for \$20,000. The top female, lot 22, CMR Miss Superol 16th, sold to Mrs. C. E. Knowlton, Belfontaine, Ohio, for \$10,000.

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ARKANSAS

Col. R. W. Henderson, Jr., Magnolia
Col. Dittmann Mitchell—Fayetteville
Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. Tom Caldwell—Ontario
Col. Ray Roberson, Grover City
Col. E. V. Wing—Gerber

COLORADO

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THE MEMBERS SAY . . .

Dear Col Hart:

The 48 pages of the February number of "THE AUCTIONEER" motivates me to give an expression of appreciation for a most interesting and inspiring publication. Interesting because of its many articles and inspiring because of the 216 members listed for the period December 16th through January 15th. I hope that every reader of "THE AUCTIONEER" will be cognizance of the time and effort you had to give to produce this 48 page number and will personally commend you.

May the interest and enthusiasm of the entire membership of the N. A. A. shine forth in all future publications of "THE AUCTIONEER" that will enable you to give us a bigger and better publication with each succeeding month.

Sincerely yours,

B. G. Coats

Long Branch, N. J.

★ ★ ★

Dear Col. Hart:

Enclosed find check for my membership dues. I should have mailed this earlier but was away. "THE AUCTIONEER" is a book of friendship and advice which should bring all auctioneers closer to their association and fellow auctioneers.

Sincerely,
Jacob J. Ulrich
Luray, Kansas

★ ★ ★

Dear Bernie:

First of all, notice the new address. Nope, didn't move. Triumph and Monterey just decided to have an election, combine the burgs, and call the whole she-bang one name after January 1, 1959. Now it's just one council, one fire department, one postoffice, etc. After having the only P.O. in the United States for 78 years, that's mentioned in the National Anthem, it's kinda bitter for us old gray beards that have been brung up here all of our lives. (In case you don't know the anthem, it says 'the star-spangled banner in TRIUMPH shall wave).

And while we are going over the past, this date reminds us that a third of a century back, 33 years to be exact today, we handled our first auction and was completely organized to set the world on fire. It took a lot of matches to burn off what we did since then, but at least we have many pleasant memories associated with events, that nobody can take away from us.

While keeping the stove warm this winter, we have used some more matches

IN UNITY THERE IS STRENGTH

to dispose of bushels of old clippings,
sale bills, magazines, etc., that just got
saved to look at again, 'sometime'.
Here's a couple that might entertain
readers, if passed along:

There are many kinds of places
That I sort of like to go,
Where I see the many faces
Of the neighbors that I know,
But if I should be a choosing,
I would meet them on a rail,
Where the pitch is slowly oozing,
At a public auction sale.

There is something rather pleasing,
Just to hear the auctioneer,
Just to listen to the sneezing,
In the open atmosphere;
Then there's lots of satisfaction,
Just to start the bid along,
Slipping from the scene of action,
When it gets to going strong.

But there's still one other matter,
Which endears the sale to me,

Has to do with tin cup clatter,
As it sounds across the lea;
Buns and crackers for the taking,
Overflowing coffee pail,
Yes, if I A choice were making.
Let me meet them at the sale.

(This appeared back in the
good old free lunch days.)

Always,
Walter Carlson
Trimont, Minn.

New Product

The manager of a crematory was having trouble disposing of the ashes of people whose relatives didn't want them. One day a little man came in and asked if he could have them. This happened every week and finally the manager's curiosity got the best of him and he asked the little man what use he had for them.

"Well," replied the little man, "it may ruin a thriving business, but we've been shipping them to the cannibals in the South Seas for instant people."

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Reds Ready to Dump Fabulous Art Hoard

BY LEO MONSKY

Soviet Russia, in possession of one of the most fabulously valuable collections of modern art, is probing into today's rocket-like boom in the prices of the works of latter-day masters.

Object of the Soviet's discreet moves, its was learned exclusively by Hearst Headline Service, is to determine whether the market is ripe to unload the rich hoard of masterworks which only a few persons in the world of art have ever seen.

Some 300 modern paintings are included in the collection held by the Soviet. They are by painters whose work has brought prices ranging from \$50,000 to a high of \$600,000 at recent auctions.

Nearly 200 of the paintings are by masters now selling in the \$100,000 bracket.

ESTIMATES of the market value of the Soviet collection range widely. One expert figures that if the pictures were to be put on the market a few at a time, so as to not destroy prices by large scale dumping, the least they would bring would be about \$15,000,000. With breaks the figure could go to \$25,000,000 or higher.

If the Soviet sells, the price would be clear profit. The Reds acquired the pictures without payment by what they call "nationalization," but by free world standards was plain robbery.

Seized after the 1917 revolution, these paintings were the collections of two Russian businessmen who got in on the ground floor of modern art between 1897 and 1914. The painters were not yet famous and the masterpieces could be bought for a few rubles.

MOST OF THE paintings are in the Hermitage Museum in Leningrad; some have been transferred to the Pushkin Museum in Moscow.

Since Communist ideology condemns modern art as "bourgeois decadence" (the same words they see for western democracy), the pictures are kept in mu-

seum wings which through most of the rigid Stalin regime were barred to the Russian public.

Unlike the Hermitage Museum's collection of old masters and eighteenth century paintings, the modern collection was not acquired by royalty. It was the Empress Catherine the Great who bought most of the old masters, in big lots as her agents dug them up all over the Europe.

The empress was quoted as saying she had "no taste" but she described herself as "a glutton for culture."

THE MODERNS were bought by commoners, Sergei Shchukin and Ivan Morosov, who spent a lot of time in Paris and were their own discriminating purchasers.

These men first collected the works of the impressionist and post - impressionist artists of the last quarter of the nineteenth century.

Some of the collection is listed as:

More than 20 canvases by Claude Monet (one Monet sold for \$85,000 last week).

A dozen paintings by Auguste Renoir (several Renoirs have sold in the neighborhood of \$100,000 recently).

Some 26 paintings by Paul Cezanne (Cezannes lead the market, and one painting by this founder of modernism set the \$600,000 record price at the recent auction in London).

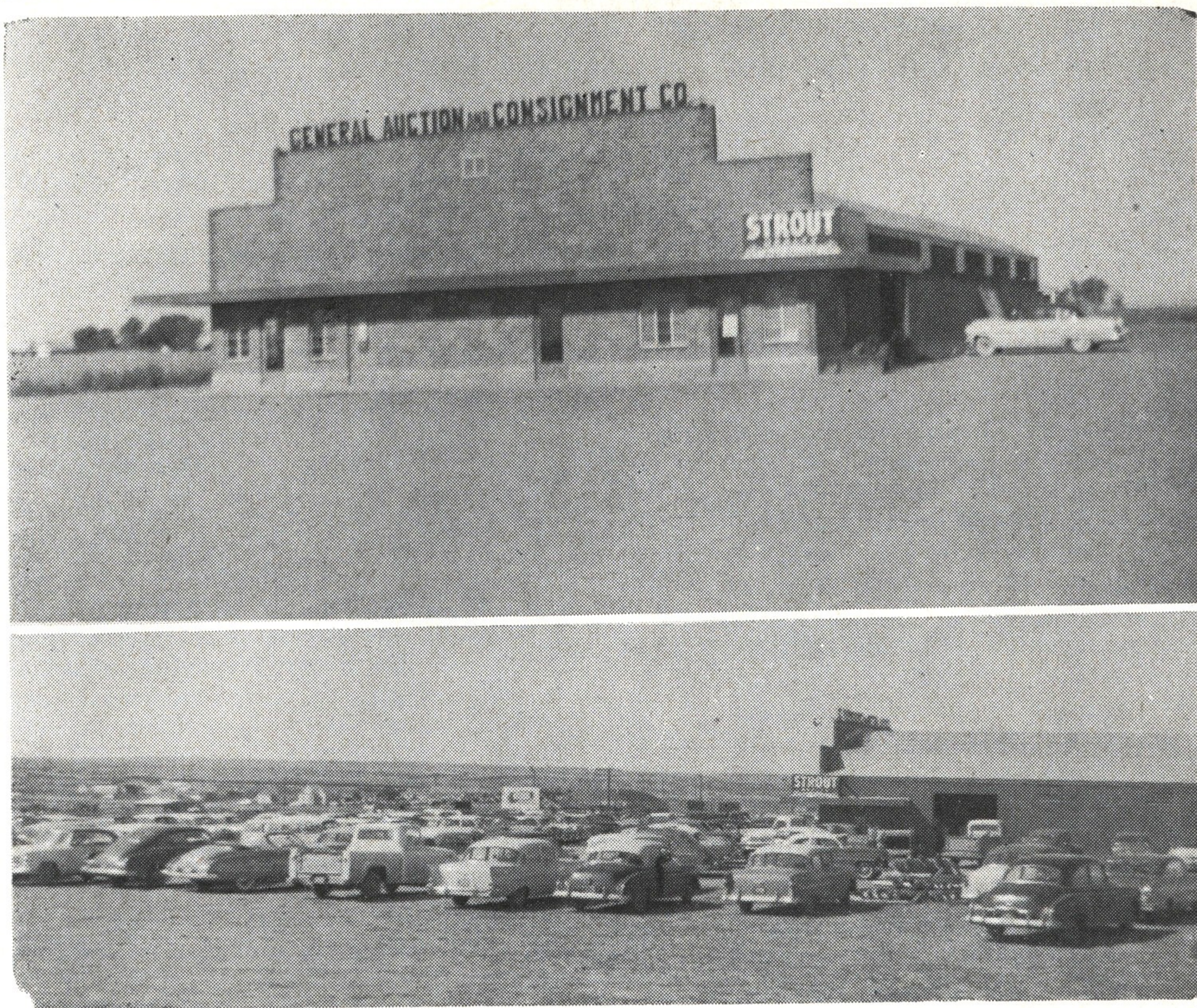
More than 30 pictures by Paul Gauguin, some rated among his best (Gauguins have been hitting the \$100,000 bracket).

Nine by Vincent Van Gogh (in the same bracket).

Dozens by less highly-rated men such as Vlaminck, Derain, Rousseau, Bonnard, Vuillard, whose work now sells in the bracket close to \$50,000.

BUT THE REAL blockbuster of the Shchukin-Morosov collections was the work of two later painters who became top-rated masters.

There are 53 paintings by the late Hen-



Two views of the General Auction & Consignment Co., Great Falls, Mont. Photos furnished by Wm. J. McKay, auctioneer.

ri Matisse, who died in 1954, and an equal number of highly prized early works of Pablo Picasso, who is still alive.

Both these painters' works have been selling well over \$100,000, and one Picasso of the same "blue" period was sold for \$185,000 and resold last week at a \$33,000 loss.

PAINTING IS SOLD FOR \$2,100

A portrait of "Lady Tarrington's Rich Gift," by Sir Alfred J. Munnings, British Artist, was sold at auction for \$2,100. It was in the collection of the late Henry A. Colgate of this city, which, together with art property of Walter P. Chrysler Jr. brought \$89,975 at a two-day sale in the Parke-Bernet Galleries, 980 Madison Avenue, New York.

\$4400 Paid For Two Stamps at Auction

NEW YORK CITY—An envelope bearing two 107-year-old Reunion Island stamps was auctioned for \$4,400. The sale was of some of the stamps from the John Lek collection through H. R. Harmer, Inc., at 6 West Forty-eighth Street. Reunion is a French island in the Indian Ocean. The stamps were originally sold for 15 centimes and 30 centimes. An Austrian newspaper stamp of 1851, originally a 6-kruezer stamp, was sold for \$4,500. The three-day sale brought in \$51,641.

In making a speech, when you are finished its a good idea to stop talking.

Thonet Chairs a Feature Of Exhibition at Museum

A dramatic exhibition of home furnishings is now on view at the Museum of Modern Art. More than 500 pieces trace the long history of modern design since its beginnings in the nineteenth century.

The display, which utilizes the entire third floor, is the first extensive showing of the museum's permanent Design Collection of "useful objects."

This collection is made up of furniture, household accessories and machines designed here and abroad and, in the museum's opinion, represents the best in the style called "modern." The show continues through Feb. 23.

On view is a varied assortment: Chairs and typewriters, Tiffany glass and pharmaceutical flasks, the entrance gate to a Paris subway station and a garbage pail, a silver jewel box and airplane propellers.

Chairs Are Interesting

Perhaps the most interesting objects are the three Thonet chairs. These are situated in the hallway as an introduction to the exhibition in the galleries beyond. All are made of bentwood, i. e., beech rods bent to form a chair, a process perfected in 1856 by Michael Thonet of Vienna.

This process, according to museum authorities, "eliminated intricate hand-carved joints and contours, making it possible to mass-produce furniture."

And, with mass production, came the streamlined, unadorned furniture silhouettes termed modern.

One of these chairs is as familiar to the visitor as the furniture in his own home. This is Style No. 18/2, also called THE Thonet chair, the Vienna chair and the cafe chair. Of the 1,000 different bentwood chairs designs, this has been the most popular, according to Frank H. Burgham, an officer of the Thonet concern in New York. Since it was first introduced in 1876, more than 100,000,000 copies have been sold, it is estimated. The chair is still made by the Thonet

concern, but it sells it only to institutions.

There is hardly an American who has not taken his straight-backed ease in one. For it is a staple furnishing in schools, cafeterias, auditoriums, etc. For decades, it has been the sturdy, inexpensive answer to mass seating; even on its last legs, it has done duty as the janitor's chair in the furnace room.

82 Years of Service

Today, after eighty-two years of faithful seating, Style No. 18/2 and the other bentwood chairs are receiving their reward. Decorators and architects have revived them as a furnishing for the home; modernists like them because they are collectors' items of the classic modern style and traditionalists like them because their graceful shapes are reminiscent of the Victorian age in which they were designed.

In fashionable decorating circles, they are now the last word. And the word is pronounced variously.

"In the East, people say Thoenet; west of Chicago, it's pronounced Thoenay," Mr. Burgham said. Actually, it is correct to say Toe-net.

Sources here for old Thonet chairs include Frederick Thomas Associates, 210 East Sixtieth Street; Serendipity 3 at 225 East Sixteenth Street, and through decorators, Kean Associates, 140 East Fifty-fifth Street.

Prices have jumped since these chairs were first made. Originally, they cost about \$3 each, Mr. Burgham said. Now, old rockers command \$120 to \$240 and since chairs like Style No. 18/ start at \$15. Tables, settees and hat racks also are available.

Now Thonet chairs are imported from Europe by Charles W. Stendig, 600 Madison Avenue. Armchairs are \$43, side chairs cost \$36 and rockers are priced at \$190. They are available in natural, walnut or black lacquer finishes. This concern deals through decorators only.



Col. Louis L. Stambler, Honolulu, conducting benefit auction for the Waikiki Lions Club. A new tape recorder was purchased by the Club for the Diamond Head School for blind students in Honolulu, as the first in a current set of gifts to be purchased with the \$2,000 that was raised.

The History of Post Cards

America's huge post card traffic got its start in 1861, when John P. Charlton, of Philadelphia, obtained a copyright for the first practical open-face mailing form.

Shortly after, the inventor passed his copyright on to another Philadelphian, who set up a business in printing and selling "Lipman's Postal Cards."

The United States Government entered the field in 1873 with its own postals. Sold for a penny each — a price maintained with only brief interruption until 1952—the cards won immediate and widespread public acceptance.

The printed stamps on the first official postals showed the profile of the Goddess of Liberty. Later editions bore portraits

of Jefferson, Grant, McKinley, Washington, Lincoln, and Franklin, among others.

So popular was the regular issue that variations were introduced — a double postal for a return answer, then international cards.

Meantime, European governments and individuals were taking to the simple and handy message carrier. In 1869, the Austrian Government issued its *Korrespondenzkarten*. In a few years, the German, Swiss, British, Belgian, and Dutch post offices followed suit.

Privately produced picture cards, too, began to come into fashion in the 1870's. Whether the industry's birthplace was in Germany or France, as variously indicated, its scenes and comic designs soon

were attracting attention and snickers around the world.

Today, a dedicated band of hobbyists (called deltiologists from the Greek word for a small illustrated tablet) find an engrossing pastime in the collection and exchange of old picture cards.

Prized items may include samples of straw-hat humor from the early 1900's, buxom bathing beauties, muscled men with handlebar mustaches, and cigar-store Indians. There are majestic scenes ranging from the Grand Canyon to the Alps, and nostalgic reminders of Uncle

Will's trip to the Chicago World's Fair in 1893 or Cousin Effie at the London Zoo.

Novelty cards decorated with gilt, sequins, and bits of metal are necessarily historic. The Post Office long ago stopped accepting types that scratched mailmen's hands and clogged cancellation machinery.

Even the approved modern cards, when over regulation size, are subject to letter-postage rates. And the "cute" miniatures if less than 2¾ inches by four, will not be handled at all after July 1, 1959.

Citrus Fruit Auctions are Babel to Outsider, but Clear to Insider

By MEYER BERGER

NEW YORK—On weekdays from dawn through early afternoon Piers 27, 28 and 29 on the Hudson River are heavily citrus-scented. Stacked crates of oranges, lemons, grapefruit, tangerines are set out in endless rows in the dark sheds — all that a city of 8,000,000 souls eats.

Every weekday the produce goes under the hammer to chain-store men, hotel buyers, purveyors, brokers and independent dealers. Only they seem to understand the oral outpour as auctioneers' voices, tremendously amplified, call the offerings and ask for bids.

The syllables echo in the rafters, flee down the long corridors, ricochet off the concrete and glass walls. When you get multitudinous echo mixed with auctioneer double-talk at 450 words a minute, it is pure Babel. You wonder how the buyers get any of it, but they do.

Bidders' gestures are almost as puzzling. Unless you are trained for it as auctioneers are, you don't see it. A finger is lifted, an eye barely — and the clerks ranged either side of the auctioneer's microphone scribble like fury. How they unscramble it all in the uproar even they don't seem to know. They shrug. They say, "You just get used to it."

Some Dress Like Larrikins

Buyers' garb is widely varied. The hotel men seem to be the neatest and most formally dressed, though even that isn't

always true. Sometimes a hotel bid goes through a fellow dressed like a waterfront larrikin, sweated against the cold with a battered hat at rakish tilt and scowling behind a frayed cigar end.

Sometimes buyers rush out of the bare, harsh-walled auction chambers in panting flight. You follow down the corridor and into another cavernous room, much like the auction shed. The twenty-five telephones set along the walls are leased by Vincent Varvaro. He rents them by the month to buyers.

They use the lines to check orders, to relay price trends of the day, to ask around town how much stock customers might take on when the quotations are favorable. It is all clamorous and confusing. You wander through it as through a nightmare. There is system and order in it, but you'd never think so just from sight and sound.

Around 6 o'clock in the morning the buyers start entering the frigid sheds. The crated fruit is stacked by brand and by grade. The buyers scatter, reading from catalogues printed only a few hours before, as newspapers are. Some of the largest fruit auctioneers, like Brown & Seccomb, maintain their own catalogue printing plants.

Brown & Seccomb, incidentally, is the oldest firm in the fruit auctioneering trade. Its first office, opened in 1798, stood next door to the Tontine Coffee

House at Pearl and Wall streets. The men who started the firm were keen Yankees who came down from New Bedford, originally to sell sperm oil and candles for New England whalers.

Pretty soon the Yankee traders were deep in the shipping business. They paid sharp-eyed young men to stand-to with telescopes on waterfront State Street's roof-tops to give the earliest possible reports on homing vessels, so they could spread notice of auction. The spotters were called "the Day-break Boys." In that time, cargoes were auctioned right on ships' decks.

When British blockades kept out cargoes from overseas they ran raw cotton up from the South and auctioned that. When the Erie Canal opened in 1825 their ships raced down the Hudson with fruits from the north and the west to be in first for top auction prices.

Sold Oranges From Sicily

In the Eighteen Thirties almost all citrus came from Mediterranean ports. Brown & Seccomb got on the edge on that trade. It sold the first oranges from Sicily in 1832. Thirty years later it handled a tremendous inpouring of domestic fruits, mainly peaches and apples.

Sixty years ago the firm rented seven acres on the three Hudson River piers to handle produce floated across the river from New Jersey rail terminals. Much of it still comes in that way, but refrigerated trucks, ships and fast planes run the cargo, too, in the new age.

It wasn't until thirty - five years ago that Brown & Seccomb started to bring green tomatoes up from Mexico and Florida to ripen in Manhattan. They built a special tomato auction theatre at 206 Franklin Street just for tomato sales. They don't own it any more; another tomato man does, but off-Broadway producers may get it eventually.

Rumors that 206 Franklin might become a real theatre seem to amuse the burly fruit people along the waterfront. They say, "Actors and tomatoes — boy, that's asking for trouble."

An expert says the great need for the teen-ager today is to find himself. (All he has to do is look behind the wheel of his father's car—and there he is.)

Darbyshire-Hadley Wedding In Ohio

Joy Moisselle Darbyshire, daughter of Col. and Mrs. Jennings Meredith Darbyshire, Wilmington, Ohio, became the wife of Roger Adams Hadley in a ceremony performed at the Methodist Church in Wilmington, February 14. A reception was held immediately following at the Snow Hill Country Club, Wilmington.

Mr. Hadley is now serving in the armed forces and is a Lieutenant in the United States Air Force.

Parents of the bride are well known to the members of the National Auctioneers Association. Col Darbyshire has served as Secretary and as a member of the Board of Directors and Mrs. Darbyshire is a past President of the Ladies Auxiliary.

Antique Dolls And Art Sold

NEW YORK CITY—Two collections, one of Oriental art and the other of antique dolls, were sold for \$36,714 at an auction by the Plaza Art Galleries, 406 E. 79th St.

The Oriental art objects were collected by the late Mrs. Marion Guinn. A pair of unpaneled oil paintings was bought by Medina Galleries, 1037 Third Ave., for \$520. An antique sandstone Indian head was sold to a private collector for \$1,050. The total for this sale was \$30,934.

The antique dolls were assembled by Miss Grace M. Marr, of Newton, Mass. One 19th Century French doll was bought by a private collector for \$290. The total was \$5,780.

Mrs. Johnson was angry with her husband because it seemed to her that he spent most of his time fishing. When a friend came by and asked of his whereabouts she replied, "Just go down that creek bank and look around until you find a pole with a worm at both ends."

Buying Art to Live With

By MEYER LEVIN

You've been reading all about those million dollar art auctions where movie stars, royalty, and shrewd dealers fight for attending tickets, sit in the aisles, and bid up on early Picassos. The art-for-investment craze has suddenly become fashionable.

But there are folks who buy art for love, and buy in more modest ranges. One of those collectors is my landlord. From a friend of a friend, I subleased a place in Greenwich Village. A floor through in an old red brick building, it turned out to be loaded with congenial art. These were pictures that were lived with. My landlord, whose name is Levine, told me a little about his acquisitions.

That terra cotta piece, of a girl's head and a horse's head, was by John Flanagan, the brilliant American sculptor who died young. It was called Roan Stallion, after the poem by Robinson Jeffers. Flanagan had been a great admirer of Jeffers. "And so," Mr. Levine added shyly, "am I."

Hence, the sculpture had a double interest for him, and he had acquired it in the '30's, paying less than \$200. Flanagan's are mighty scarce, most of them are in museums. But Harry Levine has this unique piece in his Greenwich Village apartment.

ILLUSTRATED EDITIONS

He also has an easel painting by the Mexican muralist, Orozco. On another wall hangs a water color by Kokoshka. There is a Stuart Davis painting, from the early period before Davis began making pictures out of cut-out alphabets.

Along the walls are low book cases containing all those fancy illustrated editions of Rabelais and Poe and Dante that were put out in the heyday of illustrator Alexander King.

Atop the bookcases are African fetishes, pre-Columbian idols. On a window sill, outlined against the truck-filled street, is a bronze archer, exquisitely balanced and clean-lined. This is Harry Levine's most recent acquisition, the work of a young sculptor from Chicago

who bears the same name as the noted painter, Stuart Davis, but is no relation to him. For the bronze, my landlord paid \$200, quite a bargain, considering the price of casting nowadays.

But he doesn't collect for value. A salaried expert on geriatrics, he is simply an art lover, and he haunts the smaller auctions.

Just inside the doorway to the apartment hangs a lovely Japanese scroll painting of a mother with a nursing child. I had seen one like it at the Stable gallery, where Isamu Noguchi's work is on display. "When did you get the Noguchi?" I asked.

"Noguchi? What Noguchi?"

"Why, the wall painting."

PRINT BARGAIN

"Oh, that. That's an old Japanese print I picked up for \$40. I just loved it and bought it."

"Old Japanese print! It's by Noguchi and probably worth a good deal of money." We went close and studied it, and sure enough, there was the signature, Isamu. The next day my landlord and his wife took a trip uptown to the Stable gallery. They saw a few scrolls of the same kind, that are kept stowed away in a trunk because Noguchi left instructions not to sell them. But if one was sold, the price would be around a thousand dollars.

So it pays to pick up what you like.

Amused But Polite

A Lecturer spoke to a group in a small community in the mountains of Tennessee. To get them in an appreciative mood, he bombarded them with the funniest jokes he could think of, but there was not a smile, nor a chuckle from a single listener. Finally, discouraged, he brought his talk to a close.

Almost everyone in the audience immediately gathered around eagerly. One old man shook his hand and said "Say, we sure enjoyed your talk. And funny—never heard anything so funny in my life. 'Twas all I could do to keep from laughing right out in meetin'."

Gutenberg Bible Off to Poland

A Gutenberg Bible valued at more than \$500,000 left New York on a return trip to Poland. It had been removed from a museum in Poland to Canada nineteen years ago for safekeeping from wartime destruction.

The Bible and other art treasures belonging to Polish museums filled two steamer trunks and four cartons placed in cabins aboard the Swedish-American liner Stockholm.

The accompanying party of 8 Polish officials included Prof. Bohdan Marconi of the Academy of Fine Arts in Warsaw and Prof. Jerzy Szablowski, director of the State Arts Museum at Wawel Royal Castle in Warsaw.

Among the items was a Polish coronation sword that had been used in the crowning of all Polish kings from 1320 to 1764. They were also twenty original scores by Frederic Chopin.

The art treasures spent the last thirteen years in the Ottawa Branch of the Bank of Montreal. They had been removed from the Polish museums in 1940 by officials who took them to Canada by way of Rumania, France and Scotland and then on to Halifax aboard the Polish liner Batory.

Auction Market Rules To Be Extended

WASHINGTON — The Agriculture Department has announced plans to extend Federal "fair practice" regulation to all livestock markets in five Southern and midwestern states.

Officials said it was the beginning of a campaign to regulate all of the nation's 1,300 livestock auction markets.

They reported that statewide regulation was planned for markets in Virginia, North Carolina, Mississippi, Michigan, and Ohio. "Posting" of about 275 markets in these states, which formally puts them under regulation of the Federal Packers and Stockyards Act, should be completed by June 30, a spokesman said.

The act sets up a "fair practice" code for the livestock and meat industry. Market regulations control such things as weighing practices, service charges and handling of farmers' funds.

Ring Sells For \$90,000 At Auction

NEW YORK CITY — A twenty-caret emerald-cut diamond ring brought \$90,000 at a public auction sale at Parke-Bernet Galleries, Inc., 980 Madison Ave. The sale, which included 203 precious stones and other items from the estate of the late Lady Ribblesdale and other sources, registered a total of \$345,205.

The ring was sold to Julius Furst, dealer, for a private buyer. A platinum-mounted emerald ring of fifteen carats was purchased for \$34,000 by Woolfgang Co., Inc., a New York dealer.

Other important items included a platinum and diamond bracelet won by a private New York dealer with a bid of \$29,000; a similar bracelet that went to a private dealer for \$20,000, and a diamond-link bracelet purchased by the Wolfgang Co. for \$16,000.

New Selling Methods

NEW YORK CITY—An esthetic approach to selling cooperative apartments is attracting more than usual interest in a 180-unit twin structure in the Riverdale section of the Bronx.

Prospective apartment purchasers visiting the two nine-story structures known as Fieldstondale see original paintings, hung in the lobbies to enhance the appearance of the entrance area. Walbert Realty, the sales agent, is also displaying originals in the sales office at 5625 Mosholulu Avenue, Riverdale.

Other features in the sales office include a model kitchen. The apartments range in size from three and one-half to six rooms, priced from \$1,583.75 up. Maintenance charges begin at \$127.25 a month. Fieldstondale is at 256th Street and Fieldston Road.

Meetings and Programs

By COL. B. G. COATS

Meetings of the various State Auctioneers Associations and the national convention of the National Auctioneers Association represent one of the greatest opportunities we have to promote the auctioneering profession and public auction sales. Pleasant associations, and the comradeship that prevails at every meeting be it state or national stimulates everyone. We all enjoy visiting with each other, and exchanging ideas, but unless the program for such a meeting is well arranged, the meeting may end without many of the important things being accomplished. A big factor in the key to success is a sound, well-planned yearly program of activities, with the projects being carried out. This just doesn't happen—it requires planning and the participation of many, many members.

Come July we will again be meeting in national convention. Heretofore, we have met in national convention and enjoyed the program, the fellowship, etc., and all departed satisfied that it was most beneficial. We have never yet left a national convention knowing what the program of activity for the coming year would be. One of the most important parts of a program of our annual meeting is to have a full discussion and a detailed explanation of what the membership wants as their program for the ensuing year. Members should leave the convention with a full knowledge of what the organization is going to do during the coming year, and each one should assume his part in carrying out this program.

Those of you who will be seeking elective or appointive offices at our national convention, be prepared to come up with a good constructive program, one that the entire membership will respond to and one in which everyone will want to give of their time and efforts in seeing that it is accomplished. It is much better to decide on a program of a few activities and do them well. I know many members who want to give of

their talents and ability but are groping in the dark for want of a constructive program.

May we the members serve notice here and now that effective our next national convention that a program of activity for the entire year be established and that every year thereafter we can leave our national convention knowing what to expect, thereby enabling all of us to cooperate to the fulfillment of such activities. Let us not pride ourselves on how much we know, but on how much we are doing to pass it on to others. This suggestion of inaugurating a yearly program of activity can be the all-important key to success year after year.

Inkstand Sells For \$4,410 In London

LONDON—Someone paid \$4,410 for an empty inkstand here the other day. A wool tapestry went for \$46,200. A writing table brought almost \$100,000.

Antique dealers are among the happiest people in England these days. In one auction after another buyers have been rushing in to bid for their stock in trade.

The demand in the last 10 weeks has been unprecedented. Buyers and sellers from all over the world have been flocking to London for the daily auctions at antique houses.

Four pages from one of Beethoven's sketch books went for \$10,360. A Flemish prayer book sold for \$89,600.

The opportunity to cash in on family treasures has sent the great old name of England—many of them impoverished by 20th Century inheritance taxes —combing through their accumulated possessions for salable items.

But many of the collections on sale came from America. "The dealers' commission here is about half what it is in New York," explained an official at Sotheby's, a leading auction house.

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Harvey Baldwin,
8797 W. Colfax, Denver
Secretary: Bob Amen, P. O. Box 475,
Brush

Illinois State Auctioneers Association

President: Wayne A. Coffey, Kansas
Secretary: Charles F. Knapp,
Cissna Park

Indiana Auctioneers Association

President: Herman Strakis, 3333 W.
Troy, Indianapolis 41
Secretary: George W. Skinner, 6171 N.
Meridian St., Indianapolis

Iowa State Auctioneers Association

President: Warren Collins,
Jesup
Secretary: B. J. Berry, 3104 Avenue M
Fort Madison

Kansas Auctioneers Association

President: Melvin Richardson,
Ellinwood
Secretary: C. E. Sandeffer,
1401 Lane, Topeka

Kentucky Auctioneers Association

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

Michigan Auctioneers Association

President: Fred W. Smiley, 720
Wisner St., Saginaw
Secretary: Raymond Utter,
2156 Denwood St. SW,
Grand Rapids

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: James W. Smith
Box 472, Camden
Secretary: Ralph S. Day, 183 Broad
Ave., Leonia

New York State Auctioneers Association

President: Irwin Murray, R. D. 1,
Ballston Lake
Secretary: Donald W. Maloney, 518 Un-
iversity Bldg., Syracuse 2

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Devils Lake
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President: James C. Patterson
Bainbridge
Secretary: Don E. Fisher, 73 N.
Sandusky St., Delaware

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210 N. Osage, Ponca 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

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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 . . .

OCCASIONALLY

Remember that yau wife still enjoys candy and flowers. Let her know that you remember. Speak of them ocassionally. — Corryer.

CALLING HIS BLUFF

"Trina, I could die for your sake."

"You are always saying that but you never do it."

FAMILY ACID COMMENT

"What I want to see," said the unmentioned girl in the beauty contest, is a group photograph of the judges' wives."

JUST LIKE MOTHER

In a primary class, a teacher was putting her small charges through a make - believe afternoon tea, to teach them table manners. At the conclusion of the repast she wanted to see how the children would excuse themselves, so she said: "Now what shall we do?"

There was a moment of silence, and then a bright - eyed little tyke down front piped up: "Well, we could sit around for awhile and smoke cigarettes and gossip!"

TOO FAR

Smith was proud of his golf, and that morning he had brought his mother-in-law along to watch him play.

"I'm anxious to make a long drive just now," he said to his friend. "That's my mother-in-law over there and I .. ."

"Don't be a fool," snapped the other. "You'll never hit her at that distance."

THE DIFFERENCE

Miss Green: "I know he's rich but isn't he too old to be considered eligible?"

Mrs. Brown: "My dear, he's too eligible to be considered old!"

HIS GUIDE

Hojax — I wish I knew how to make some money on the stock market.

Skinner — That's easy. Just watch what I do — and then do the opposite.

THEY KNOW

As they propped themselves up against the bar, Thompson remarked:

"I say old man, when your wife's away do you have to tell her everything you do?"

Johnson put his empty glass down and smiled sadly.

"Not at all necessary," he replied. "She tells me that she always gets a more reliable account from the neighbors."

ABOUT AVERAGE

An inquisitive visitor in a small village began questioning a native. He wanted to know everything about the community, its elevation, above sea level, politics, religious tendencies, bank clearances, and so on. Finally, he asked: "What is the death rate in this town?" To which the somewhat bored native replied: "About one to a person."

THE GRATEFUL HEART

Lady of the House — "I have no work for you, my poor man, but here's a quarter."

Unemployed — "Lord bless you, lady, if ever there was a fallen angel, it's you."

SPECIALIST

Because their motor seemed to be missing a little, the two tourist girls — garbed in very brief shorts — drove into a smalltown garage and stepped from the convertible. Whereupon the old shop foreman, gazed at a young mechanic, who had stopped his work to gawk, and growled, "Come, come Orville! You're a motor expert, not a body man —remember?"

EXACTLY THAT

"Pa," said the boy, looking up from his book, "what does a man's better half mean?"

"Usually, my son," replied the father from behind the evening paper, "she means exactly what she says."

IN UNITY THERE IS STRENGTH

SURPRISED!

Exasperated wife: "I knew I was marrying a blooming idiot, but I didn't think you were a perennial."

HOW'S THIS?

Oh, he married a WAVE, but he waved at a WAC, so instead of a wave from the WAC he won but a wack from the WAVE he had wed.

SAID ONE DEER

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

RECOVERY

Doctor: "How's the patient this morning?"

Nurse: "I think he's regaining consciousness. He tried to blow the foam off his medicine."

CANDID COMMENT

All too often the clever girl who knows all the answers is never asked.

PROBABLY SO

When a sailor breaks a date, it's usually because he has to: when a girl breaks a date, it's usually because she has two.

KNEW IT

Landlady (who is very bad cook): "I hope you like the pudding, sir. I made it out of my own head."

Long Suffering Boarder: "No need to tell me that."

Landlady: "How is that, sir?"

Boarder: "I can taste the saw dust."

CONSERVATION

A speaker was lecturing on forest reserve. "I don't suppose," said he, "That there's a person in the house who has done a single thing to conserve our timber resources."

Silence ruled for several seconds and then a meek voice from the rear of the hall timidly retorted, "I once shot a woodpecker."

AIN'T IT SO

Parking Space: An unoccupied space about seven feet wide and fourteen feet long next to the curb—on the other side of the street.

KEEP HIM IN THE DARK

Mother with three children, all on the way to a movie, found a bus seat for the smallest child next to a nun. He gazed at the nun open-mouthed for a time, but was soon chatting away.

When they reached their destination Mother thanked the Sister for her patience, and hoped Jeremy had not been a nuisance.

"Not at all," the nun replied, smiling. "But, please, never tell him I'm not really a penguin!"

HIS FAVORITE GIFT

Tommy—That mouth organ you gave me for my birthday is easily the best present I've ever had, uncle.

Uncle—I'm glad to hear that.

Tommy—Yes, mother gives me sixpence a week not to play it.

LOONEY OVER LIDS

"The first thing Maud did with her legacy was to buy a dozen new hats."

"Ah! I was afraid the money would go to her head."

TROUBLE IS HERE

"If you please, ma'am," began the new maid, "there's a strange woman downstairs. She won't give her name, but she's taken off her hat and coat, opened two cupboards, rubbed her fingers over the piano and complained about the dust, and when I left her she was—"

"Oh, dear," exclaimed Mrs. Brownson, "I didn't expect my husband's mother until tomorrow."

JUST THE THING

A man from the country saw an article in a music shop, but could not understand the purpose for which it was used.

"What is that thing for?" he asked the shop assistant.

"That sir, is a chin rest," he was told. "It is used quite a lot by lady violinists."

The man from the country gave a cry of joy. "Give me one," he said. Then, after a slight pause, he added. "No, I'll take two. We've got the wife's mother staying with us as well."

IN UNITY THERE IS STRENGTH

AROUND THE CORNER

Around the Corner I have a friend,
In this great city that has no end;
Let days go by, and weeks rush on,
And before I know it a year is gone.
And I never see my old friend's face
For life is a swift and terrible race.
Hence I like him just as well,
As in the days when I rang his bell
And he rang mine—We were younger
then,
And now we are busy, tired men.
Tired with playing the foolish game,
Tired of trying to make an aim.
Tomorrow, I say, I'll call on Jim,
Just to show that I'm thinking of him.
But tomorrow comes and tomorrow goes,
And the distance between us grows and
grows.
Around the corner—yet miles away—
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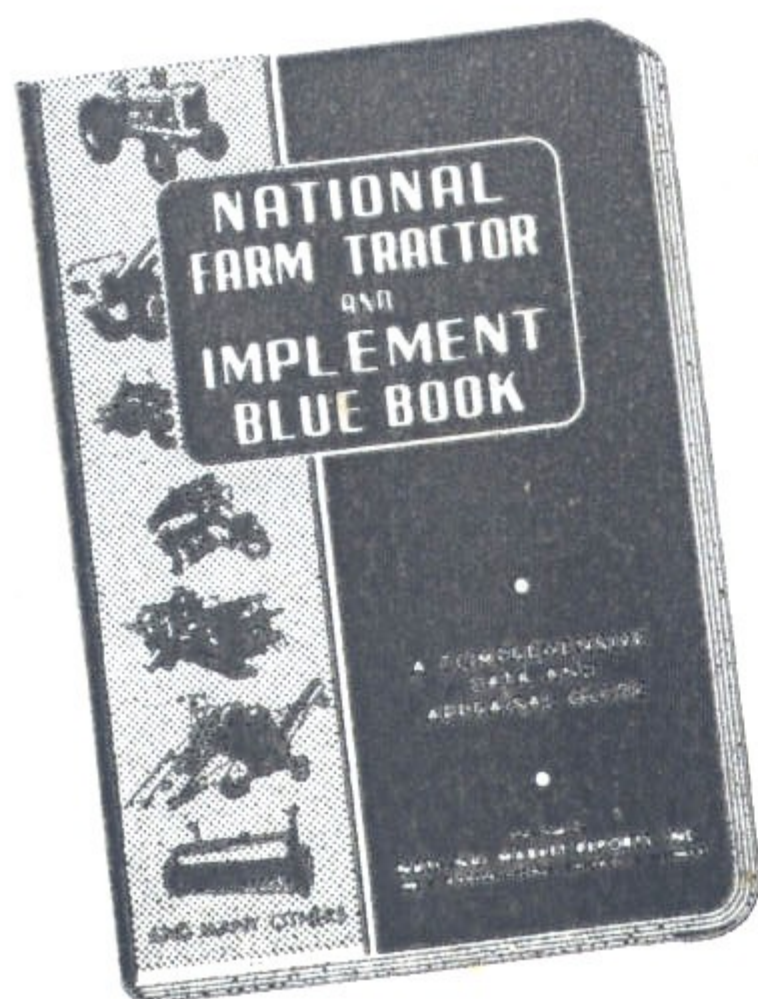
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