

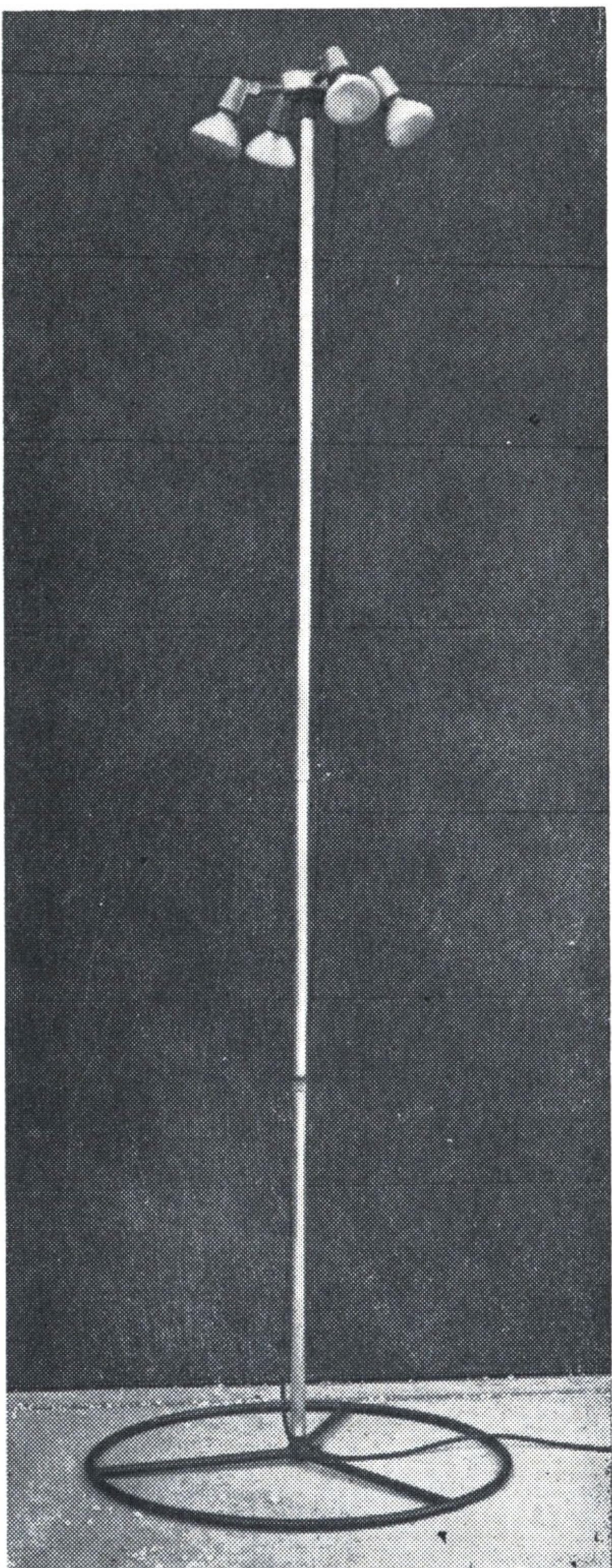
the **AUCTIONEER**



MAY
VOL. XVI

1965
No. 5

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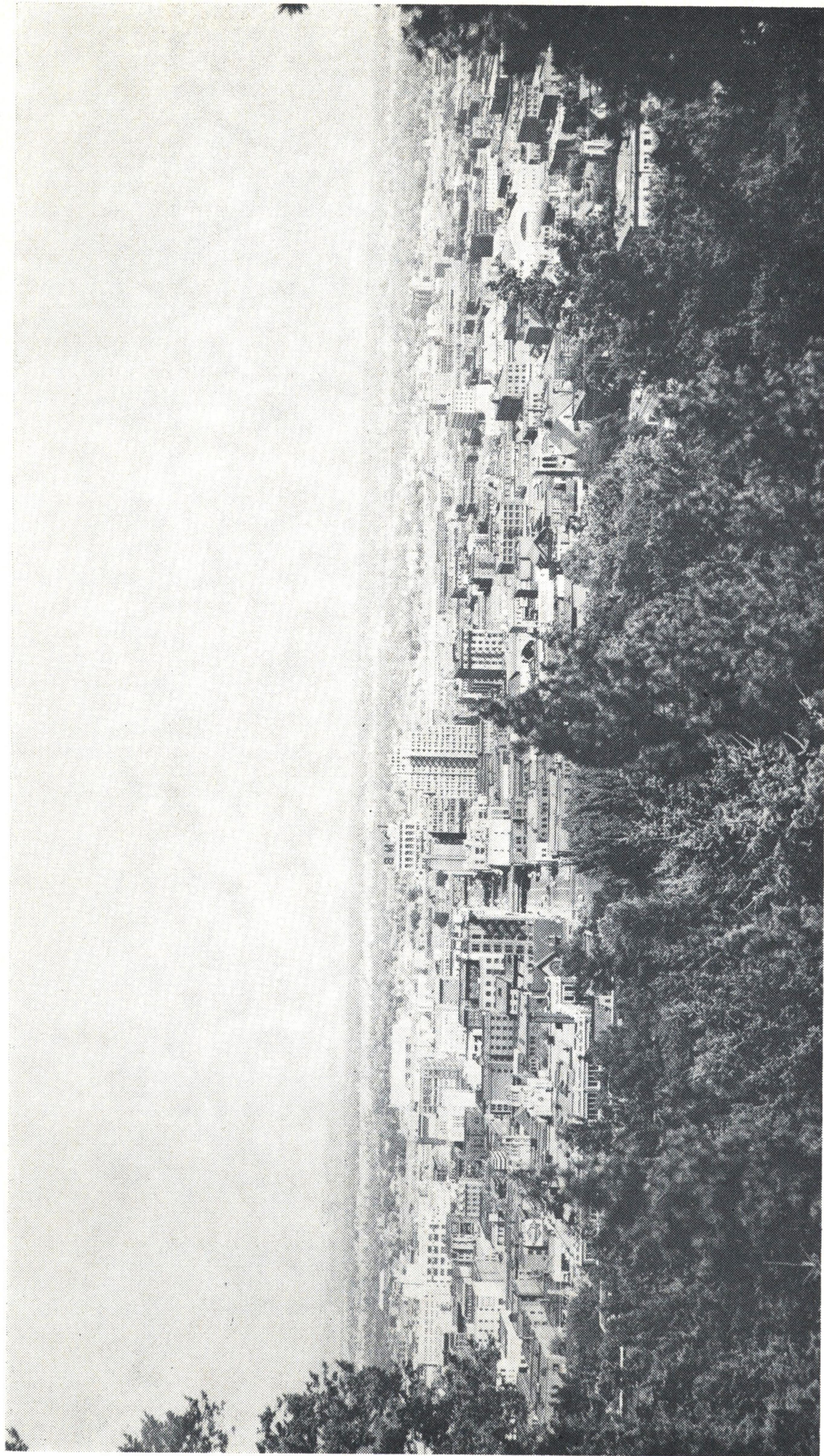
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A downtown section of Spokane, Washington, as viewed from a vantage point south of the city. Stevens Street, running north-south, is visible in the center of the view. (Spokane Chamber of Commerce photo.)

Spokane, Washington - A City In An Area You'll Like!

As vacationers plan their summer treks to the Pacific Northwest, they oftentimes include on their itinerary a visit to Spokane, Washington, "Capital of the Inland Empire." Built as it is but a few blocks from the rushing Falls of the Spokane River, history recalls the appropriateness of Spokane as a meeting place for the people who travel to the great Northwest, for these same turbulent waters, long ago, marked a gathering place.

Before the white man came, and when this vast intermountain territory was a wilderness threaded only by foot paths of wandering tribes, the trails converged at the Falls of the Spokane, which were a landmark.

There the Indians came to spear the salmon and to sit in council. On their way from the regions of the Upper Columbia to the Oregon country, and on their way north again each spring, their paths followed the course of the Spokane to the Falls, and there they stopped and congregated.

For the early white man, too, the streams were the avenues of travel, and they came to the same river.

Only about nine miles away from this modern city of today, business history of the Pacific Northwest and Spokane began with the establishment of the Northwest Fur Company's Spokane House in 1810. It was the first trading post established in the entire region. Set up at the junction of the Spokane and the Little Spokane rivers, it drew trappers, hunters, and Indians from great distances.

For sixteen years the post prospered. Traders came and went, and a primitive social life flourished.

However, because of rivalry among the fur companies and the unrest of the wilderness following the War of 1812, the post was abandoned leaving this locality deserted for another twelve years, until the coming of Elkanah

Walker and Cushing Eels, two missionaries.

Their advent was the more significant, because they brought their wives, the first women of the Spokane country. They built their homes at Tshimakin, northwest of the city, in 1838, two years after the establishment of the famous Whitman mission at Walla Walla to the south.

But Spokane and its surroundings were not yet ready for civilization, and the Whitman massacre gave the signal for Indian uprisings to spread throughout the territory causing the retreat of the missionaries.

Once more history marked time insofar as this region was concerned.

The trail west had been well blazed, however, and in spite of such setbacks was not to be forgotten.

The completion of the wagon road from Fort Benton on the Missouri to Fort Walla Walla in 1862, by Captain John Mullen of the United States Army, and the discovery of gold and silver in the Coeur d'Alenes, in the Kootenay section, and in the Nez Perce and Salmon River districts, again directed the vanguards of progress toward Spokane.

With settlers coming into the region, even though they were widely scattered, there arose a demand for food, other than fish from the streams and game from the forests, and, to grind flour, a tiny grist mill was built on the Spokane River—the beginning of Spokane's industry.

Following closely came a wish for homes better than log cabins, which brought into being a sawmill to shape the boards for building.

Because of the Spokane Falls, there was power to grind the grain and cut the lumber, and because the River's Valley was the only spot north or south for several hundred miles where the mountains could be crossed at grade, the roads of early commerce and set-

IN UNITY THERE IS STRENGTH

tlement began definitely to lead to Spokane.

Still it was not until 1871 that the first permanent residents came to "Spokane Falls" as the pioneer village was then called.

They were J. J. Downing and S. R. Scranton, and Mr. Downing's wife and daughter. Later their homes and property were bought by James N. Glover, who came to live here in 1872 and remain to be known as the "Father of Spokane."

The first public school teacher, H. T. Cowley, arrived in 1874, and with six pupils, opened the city's first school in January, 1875.

By 1879 there were still fewer than 100 homes in the Spokane area, and the river could be crossed only by a ferry.

Railroads were, of course, destined to construct their rails the width of the continent and to follow the trails and wagon roads to the west's frontiers.

Over the mountains, tracks were being laboriously hammered down on rock, and in June 1881, the Northern Pacific, the first line to come in, reached Spokane. The changeover from a far western outpost to a village that could be reached by commerce, had been accomplished.

Modern highways and airlines came later — all combining through the years to make Spokane the major transportation center between the Twin Cities and Pacific tidewater, and all playing a part in bringing to the city each year the thousands of business and convention visitors, as well as tourists bent on pleasure.

Ranking as it does as second city in size in the State of Washington, Spokane, with its present population of 184,000 is rightfully known as the capital of the Inland Empire.

Product of a new country, it is distinctively a western metropolis with the foundations of its growth and prosperity firmly based on the rich production of the territory that surrounds it.

Spokane's economy is balanced to an unusual degree, and is not subject to periods of severe maladjustment as are communities which depend upon single

industries or certain concentrated groups.

The basic industries of mining, lumbering, and agriculture have sustained a composite of manufacturing, wholesale and retail distribution and service industries, which supply not only local and regional markets, but also serve a much wider area.

Modern science and engineering, coupled with the foresight and energy of the people of this region have created marvels to add to and expand those three basic industries on which this city grew.

Spokane businessmen and civic leaders, with faith in the future of the area, worked long and hard to help bring about the building of the magnificent Grand Coulee dam on the Columbia River, some 89 miles to the west. This great dam, and others being built, are creating an even greater Inland Empire.

The irrigation phases of the projects are reclaiming many thousands of acres of fertile lands and making possible new farms, new homes, and rapidly growing town and cities encircling Spokane in a network of promise and progress scarcely duplicated anywhere in the nation today.

The hydro-electric power being produced to augment the resources of the region has already made possible the addition of a mighty, light metals industry as a most important factor in the economic structure that indicates new and ever more diversified developments.

In the early days of the growth of the Pacific Northwest, the military posts were of great importance economically and socially, but none was more important to any city than was Fort George Wright to Spokane.

The stalwart Fourth Infantry was stationed here for many years, until just before World War II, when it marched away and the Air Force came to Spokane.

This was the beginning of an expansion program which has given Spokane the large and important military establishment that now surround it.

At Fairchild Air Force Base are SAC units which make the present picture



Indian Canyon Golf Course, as viewed from the club house patio. A section of the residential area of Spokane, Washington, is visible in the distance. This is one of seven 18-hole courses in the area. (Spokane Chamber of Commerce Photo).

vastly different from that of a pioneer fort, just as the scene on Spokane's industrial horizon is greatly changed from the time the first small and crude mills were constructed beside the Spokane Falls.

By good fortune, however, Spokane has not lost its most valuable attributes, for indeed there is much more to a city than its industries.

Spokane is a city of homes, friendly homes with gardens of gay colors. A large portion of the city's homes are single dwellings, and Spokane stands at the forefront of American communities in home ownership.

The city is beautifully planned. There are no slums or tenement districts, and scenic drives, parks, playgrounds, and fine golf courses provide rich values in wholesome recreation.

There is an area of public landscaped outdoors within walking distance of any home, while beautiful Manito Park with

its Lilac Gardens, its Rose Hill and widely-known Duncan Gardens, is not only a place for the great enjoyment of the city's residents, but is decidedly an attraction for visitors.

Spokane's churches tower above the valley, and its progressive public and parochial schools and fine institutions of higher learning, its museum and libraries, make it an artistic center, rich culture. In addition to elementary and high schools, Gonzaga University, Fort Wright College of the Holy Names and Whitworth College provide wide opportunities for advanced education.

At Cheney, 18 miles away, is the Eastern Washington State College; Washington State University is located at Pullman, a neighbor within 80 miles; and only across the Idaho state line from Pullman, at Moscow, is the University of Idaho.

Music festivals, art exhibits, Spokane Civic Theater, civic chorus and choral

IN UNITY THERE IS STRENGTH

groups, and concert series offer varied opportunities to satisfy esthetic tastes.

The people of Spokane enjoy the advantage of living in the heart of a striking recreational domain spreading out beyond their own parks and playgrounds.

Very close in, only five miles distance in fact, is Riverside State Park, a pine wooded tract along the Spokane River set aside for picnicking and camping, and well and comfortably equipped for both. Outstanding, too, is nearby Mt. Spokane State Park reached by a lovely twenty-five mile drive.

There are few places in the land which can exceed the view from Mt. Spokane, where spread out in a scenic panorama is the city, seventeen beautiful lakes spotted across the valley and among the hills, and on the skyline, the foothills of the Selkirks and

the Kaniksu range of the Rockies.

Mt. Spokane is being developed both as a winter and summer playground. It offers the best of skiing slopes, with two 4,400-foot double chair lifts and numerous tows, and camping and picnicking opportunities that are being steadily expanded.

Encircling the city, also, is a chain of lakes with 76 crystal links within a fifty-mile radius. Some of these lakes are small; others are large indeed, reaching back into secluded bays and inlets among the hills. Some have steep cliff shores with waters coveted by the fisherman, but most have gentle slopes and beaches, where families can vacation and children are safe to frolic.

These waters offer the angler opportunities of many sorts. He can fish the lakes or try his luck in the streams. The latter are clear and cool and smooth



Grand Coulee Dam, located 89 miles northwest of Spokane, Washington, is the largest man-made concrete structure in the world. The dam, which impounds the waters of the Columbia River, forms a man-made lake that extends 150 miles to the Canadian boundary.



Cheney Cowles Memorial Museum with Grace Campbell Memorial Building in background. Visitors to these two buildings may enjoy art exhibits, dioramas depicting Indian life of the Spokane area, pioneer displays, as well as rooms in the Campbell Building displaying authentic furnishings of the early 1900's. (Spokane Chamber of Commerce photo).

flowing in some instances, but madly dashing "white waters" in others. There are also the rivers that range in size from the smallest to the powerful Pend Oreille and, father of them all, the Columbia sweeping its way to the sea.

In these varied water live the fighting trout, the bass, the silvers, and the landlocked salmon.

However, outdoor sport is not limited to those who carry the rod and creel. Hunting for pheasant, duck, and grouse, for deer, elk, and sometimes bear is at hand in the forested hills that help make up the Spokane country and the Inland Empire.

Spokane is, as well, the gateway to the National Parks of the Pacific Northwest.

From here, branch out, in a network of superb highways, roads that lead to Yellowstone, Glacier, Waterton

Lakes, Banff, Lake Louise, Yoho and to the west, Mt. Rainier and the Olympic National Parks.

Any of these can be reached in little more than a day's drive from Spokane. Other cities lie near one or two of these outstanding attractions. Spokane is at the center of a circle that embraces them all.

So it is, that the forest and mountains and the waters of the Inland Empire, which drew the first voyagers in this direction, remain today to offer rewards as rich as any harvest of furs.

Spokane stands, the metropolitan center for this land of rich recreational resources, which can supply for the visitor, a vacation of variety or a trip of pleasure, and for the resident, gratification in a homeland with living at its best.

Come West - - Auctioneers - - Come West

Why not dig that road map out and begin to pick the trail to Spokane Washington, or be sure to make the reservations so you can arrive July 14th for the Early Bird talent show.

Yours truly surely appreciates the co-operation I have received from the people and auctioneers who have been asked to help with the convention. Don't draw a long breath and say, I guess they missed me this year in asking for help with the convention, because your letter is probably in the mail asking for assistance, or on second thought may I take this opportunity to ask each and every auctioneer for his or her assistance in making this most westernly convention the best ever, not because its in the west but because it is the National Convention of one of the best professions in this great land of ours today.

Each month we will try to give you more exact details of things to come, for both auctioneers, their wives and youngsters.

Remember, the most up and coming auctioneers are the ones who strive to do something a little better — a little different and learn a little more of the auction profession, and where is there a better place, more beautiful surroundings, and



auction minded intellectual people to mingle with than at the National Auctioneers Convention in Spokane, Washington July 15-16-17, 1965.

See ya there,

Jim Messersmith
National Auctioneers
Convention Chairman

Plan Now For Spokane

Dear Friends,

Here in Kentucky spring has arrived, however winter has not departed. We are having a lot of cold disagreeable weather.

This has in general been a very good year for auctioneers in Kentucky, most all have been busy and prices have been good, especially on Real Estate. Farm land in particular sold well.

Our tobacco market was not as good as usual, the quality of the tobacco was poor, that of course was responsible for

the low market.

My main reason for writing this is to remind all members of the National Auctioneers Association that it is not too far away from our National Convention, in Spokane, Washington, July 15, 16, 17, 1965 at the Davenport Hotel. I would like to urge everyone to make a strenuous effort, even a sacrifice to attend. In my opinion attendance at the National Auctioneers Convention is the most important thing that an auctioneer can do. I say this for several reasons. It is educa-

tional, informative and you meet the nicest people in the world, and enjoy the finest fellowship. We meet, talk and exchange ideas. We find how the same work we are doing is done in other areas of the United States of America. We always come home better citizens and better auctioneers. I know, for most of us, it is a long trip, but I know it will be worth it.

The National Auctioneers Association Members in the great North West are going all out to make the 1965 Convention the best yet, and I feel that if we possibly can we should attend to show them that we appreciate their efforts.

See you in Spokane in July.

John L. Cummins

Patience and tenacity of purpose are worth more than twice their weight of cleverness.

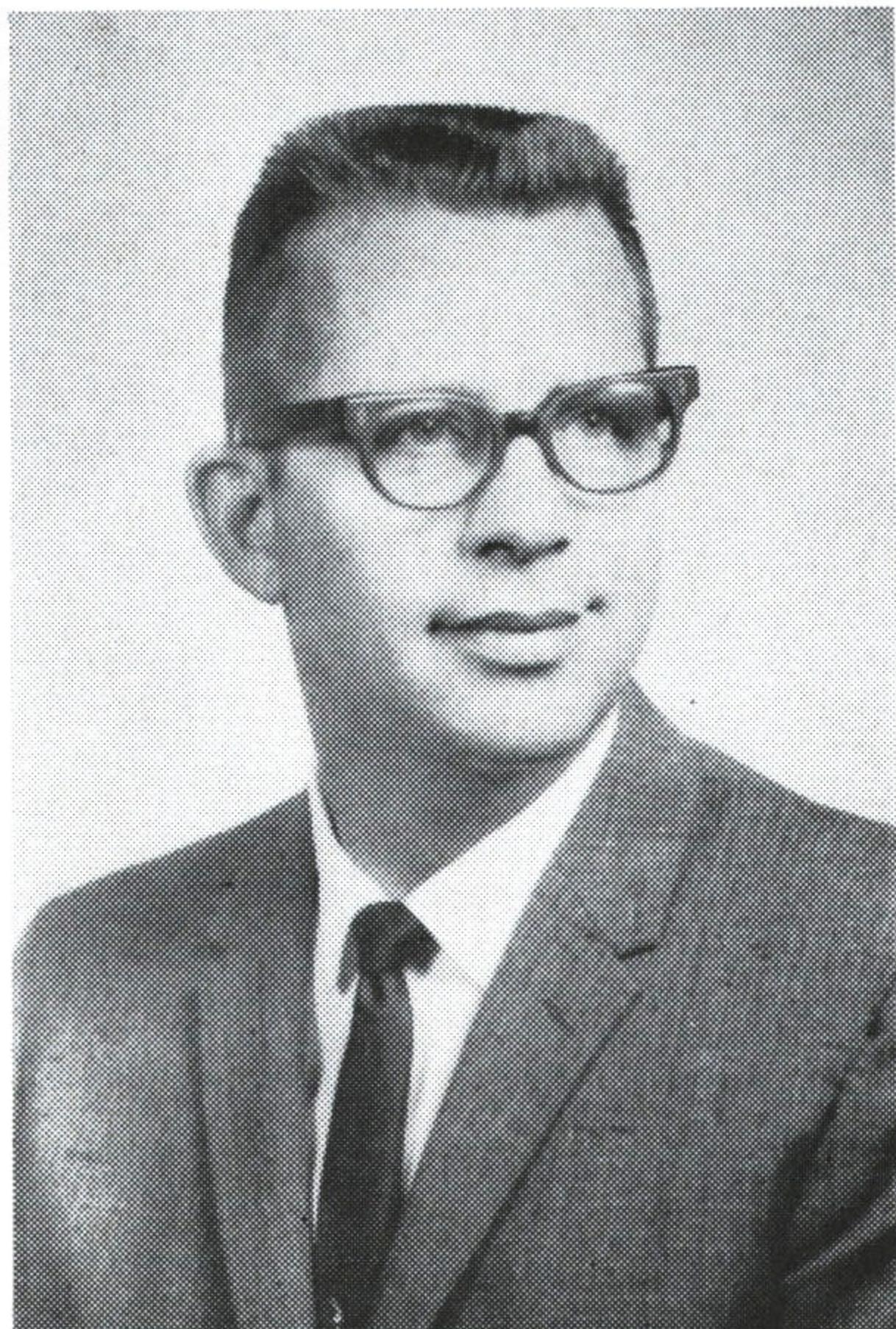
—Thomas Huxley



Get Rich Quick

BY BRAD WOOLEY, LITTLE ROCK, ARKANSAS

The Auctioneer that attends the National Auctioneers Convention in Spokane, Washington, will go home richer in knowledge and respect for his profession and richer in friends that have com-



mon likes and dislikes alike. An Auctioneer is a specialist in the art of mass physiological selling — creating or stimulating a market (the moments market, not yesterdays or tomorrows).

The most successful auctioneer in the nation has the same obstacles to overcome to have a successful auction as the most un-successful, with one exception—the most successful auctioneer overcomes his obstacles and problems by learning: by bitter or sweet experience or he can take the short cut and learn through experience from others.

There will be no greater gathering of experience in the field of auctioneering than that of the attending body of the National Auctioneers Association Convention. All traveling in the great American tradition of gaining or losing on their own individual merit. The Auctioneer is an independent. He will choose, compare, observe and remember. There will be a great Smorgasborg of auction knowledge in Spokane, Washington.

If you are truly an Auctioneer your ego will demand that you be here, if for nothing else, just to see if you measure up. You will, and will be happier and

richer for it. Don't forget to bring your family. There are only two mistakes to make, one is not to come, the other is when you do come and do not bring your family.

In your business the Auctioneer, you, make many decisions for both buyer and seller and if you have given your dead-level best in a truthful factual manner in the best way that you know, you'll not have to remember the successes, they will follow you and the failures you will avoid because of either your personal experiences or through the experience of others, as you will judge and be judicious in your judgment.

The northwest wants you Auctioneers in their country. Can you imagine? Auctioneers wanting you to come to their backyard. They do. Each auctioneers

convention to me has been a better one than the last. So you had best come to this one, if they keep improving you will not be able to stand it. Nobody there will get your auction, they would just like to. See what your auction associations are doing all over the country.

If you listen you will hear and you will learn and you will get rich quicker. You will find that you have much in common, maybe even more in common with auctioneers from over the country than those in your own area.

It has come to the attention of this officer that those in charge of the National Convention are truly going all out to make you welcome, comfortable and to make you have another enjoyable experience related to your direct field — Auctioneering.

Let's Head For Spokane

By RILEY T. JEFFERSON, LINCOLN, DELAWARE

I think a simple sharing of ideas by a number of people in a common profession can be the greatest and most appreciated benefit you can expect in belonging to any organization.

Glad to hear the members in our Northwest are going all out to make us welcome and our forthcoming journey worthwhile. I hope to have time to drive all the way to see more of what I am told is a most beautiful country.

In my last crusade in Delaware, I think that I have won, slow but sure. There is a general improvement in Auctions here now. Maybe public opinion is slower but better than a lot of laws. I have found a couple of young men that I believe have the ability and are eager to learn and I think to work ethically, so we have added another night to our weekly Auction markets.

I want to thank several men for their kind advice given me at the Des Moines convention. May I urge any Auctioneer with a problem to tell it to someone at the top and more top Auctioneers will be found at your National Convention than at home. So go west young

man and lets all have a look at them thar hills.

I am very grateful to the Pennsylvania State Association and I was proud to attend their convention. They have a strong association and are doing a great job. For a few minutes it looked like they were trying to punish themselves for doing good but their open and frank discussion showed they were a group of good men, enjoying good food and good entertainment.

Well, if any of you good people, during the second week in July, see a seedy looking old man wiggling his thumb somewhere between here and Spokane, do at least slow down and smile, PLEASE. Cause, it just might happen to be me.

AUCTION ETIQUETTE

Don't roll your eyes, nor wave to friends,

Nor straighten up your hat—

For in the process you may find

You've bought a china cat

—CONSTANCE R. ROUSE

Rambling Along in the East

By RALPH W. HORST, MARION, PA.

I understand that our Editor needs some material for "The Auctioneer". I have been meaning to write a few lines for some time but it is rather easy to put it off. I wish we could impress upon our members however the importance of keeping our editor supplied with articles and news pertaining to our Business. I always enjoy reading about what the other boys are doing. So come on fellows, it isn't really too hard to write a few lines once you get at it.

We are getting ready for an Implement Sale here at my place tomorrow April 8th. The way it looks it will be a large one.

Business has been very good with me this spring and it doesn't look like any break in sight until the beginning of May. The Farm Equipment Sales have been more than holding their own in the states I have been selling in. Good clean equipment is hard to come by but is bringing good money. With few fellows starting farming we wonder sometimes where all the equipment finds a permanent home. It has to leave the dealers hands sometime. Here at Marion we have a pretty good farmer crowd buying along with the dealers.

Farm Sales, Livestock Dispersals and Reduction Sales have been numerous here in the entire Cumberland Valley. I have been handling my share of them and prices have been real good. I believe we are in one of the most Auction minded localities I know of. I find in my travels and visiting with other Auctioneers around the Country that some sections have had few sales so I am still thankful that I live in the good old Cumberland Valley of Pennsylvania.

Following my sale tomorrow, here at home, I am scheduled in North Carolina on Friday, Florida on Saturday, Ohio on Monday and Tuesday, back home for a Holstein sale on Wednesday, Tennessee on Thursday, York, Penna. on Good Friday and a Registered Ayrshire Sale at Everett, Penna., on Saturday, and so it goes. Russ Kehr says we are going to the mountains for a couple of days when

the rush is over and I think I will be ready.

I hope you boys are all planning on going to Spokane in July. I would hate to miss a National Convention regardless of where it is held. The knowledge we gain and the friends we meet or make cannot be measured in time or money. So let's all make it a point to be there and back up our friends in the West who are working hard to put on a real convention.

Amateur Show To Be Convention Feature

Entertainment by the sons and daughters of auctioneers proved to be such a popular part of last year's National Convention that convention planners have scheduled a repeat performance for this year. This will be held on Wednesday evening, July 14, beginning at 8:00 P.M.

W. J. "Bill" Hagen, versatile auctioneer, entertainer, rodeo and horse show announcer and general master of ceremonies has accepted the invitation of the Committee to M.C. the Show. Bill has been the Secretary-Treasurer of the Montana Auctioneers Association since its inception, holds the same title at the Western College of Auctioneering and came almost being Mayor of his home town of Billings, Mont.

With many convention attenders arriving the day before the official opening of the program, the Amateur Show provides entertainment for this "night before" period and proves that auctioneers and their wives produce children with exceptional talent. Those who watched last year's show can bear testimony to this fact.

Cash prizes will be paid to the 1st, 2nd, and 3rd place winners in each age group. Contestants will be divided in groups of 2-12 years and 13-21 years of age.

More than 75% of the nation's families now own at least one automobile (a new high); and 13.4% own more than one car.



GRADUATING CLASS OF THE MENDENHALL SCHOOL OF AUCTIONEERING. Standing, left to right: Bobby Ray Wright, Troy, N. C.; Shirley Thomas Greene, Fredericksburg, Va.; Duane W. Smith, Barberton, Ohio; David P. Young, Portsmouth, Va.; Bill Harris, Valdosta, Ga.; Kent Pfaff, Pfaffton, N. C.; Ronald Buchanan, Portsmouth, Va. Seated are the instructors, Forrest Mendenhall, Robert Mendenhall and Herman Crawford.



Speaking Of Weather, Politics And Auctions

By COL. POP HESS

The date of this line of wind sounding off from Mulberry Hill, Delaware, Ohio, is April 15. Old man winter is still sticking around the corner although we have had some spring weather, some summer days combined with thunder and lightning, and frost and cold weather. It keeps an old goat like myself busy sorting out what to dress in for comfort. I have also found out that since I have become five after eight in years that it is more difficult to push a wheel barrow, swing a shovel, dig with a spade and all such things about the lawn and garden. So, therefore, I have obtained a helper on such days as we have such things to do. He is a good fellow and willing and knows how to do things. I presumed that he was getting old, as he told me when I hired him that due to age and health conditions, etc., he could only make so much money each year under his pensions he receives.

However, yesterday when he was working, and I was sitting on a well provised folding chair I have rigged up which is light and easy to carry around and convenient to sit upon and boss from, we started talking about age. Here is what he told me, "You know Mr. Hess, I is an old man, I have 12 children, 28 grandchildren and I is Fifty Five years old." (Thirty years younger than myself). Well, it was then that I realized how come I didn't get old until last year as I am minus of the great family he says he has and I never did work at such jobs as this man has held down. He has worked in a packers plant, heavy construction work, railroad gang on track work. He says poverty never worried him and that he has had a good, happy, fifty-five years of living, so I folded up the age, health and family talk and pushed the work that we were in need of having completed as the weather of that moment was summer

time which was followed the next day as being the red flannel weather.

I told Mom Hess what my man, Smitty, said about age, work and family and all and ended by saying that it would sure be fine if I could back up to fifty-five and start over. She picked up the broom and said that it was a good thing that I can't and I am hard enough to live with at the age I am now, letalong fifty-five, especially when it comes to being boss and pushing a soul around in their work. She then smiled and said "When it comes to being a Boss you are it." So that is how the winds blows from Mulberry Hill this spring of 1965.

My arranged traveling folding chair, my cane and pipe and smoking tobacco are all made to order and the only kick I have, like everything else, it seems they are putting less tobacco in the pouches now days and I have to stock up more, and the prices have raised too. But the smoke does whirl as I sit and boss.

The writer has had quite a few visitors the past weeks. One of my Auctioneer visitors is my long time friend Hobart Farthing and his wife of Findlay, Ohio. Col. Farthing is now the Vice-president of the Ohio Auctioneers Association and a member of the N.A.A. Col. and Mrs. Farthing have a Real Estate Business in the Findlay, Ohio, area and Hobart has a good run of General Sales of Livestock and Real Estate throughout Ohio and other states, especially in Pennsylvania and Michigan. It was my pleasure some twenty years ago to counsel with Col. Farthing when he first hung up his auctioneer shingle and from that time on he has been listed as one of Ohio's better auctioneers.

The writer has a Farm and Livestock Sales Program on Radio Station WRFD, 880 on the Dial that is now in its 16th

year. Through this program I have kept in very close touch with our Ohio Auctioneers, especially those who do make a specialty in Farm and Livestock Sales. In checking back over the years we find that the bulk of the sales we receive for listing are from some fifteen of our Ohio Auctioneers who follow these sales. Please note that nearly all of them are members of the N.A.A. On this program we process around five hundred auction sales each year with an average of five announcements on each sale. We have an estimated audience of 400,000 people, who hear the names and addresses of the auctioneers conducting the sales. This has done much to bolster the business of these auctioneers. This illustration will answer the questions of many who have written to me asking how to get better known in the auctioneers field. Wherever you live you will find a program such as this one which I have on Radio Station WRFD. When John Q. Public hears a certain auctioneer's name listed on sale after sale he will contact this man if at all possible as he will feel that experience will help him obtain what he needs from an auction.

Many of the auctioneers who support our Farm and Livestock Announcement Program, who manage the publicity as well as the auctioneering for their clients, suggest using the program. This gives the auctioneer extended publicity at no actual cost to him. Each year we get many letters asking how the program is run. **DO NOT OVERLOOK THE FACT THAT** auction sales cannot be over advertised in order to reach the buying public.

On the national affairs of our land we face the problems and wonder what the correct answers will be. The results of this can in many ways effect your business and work as well as income. It could be that the RIOT situation of our country could be the most vital to control. We are a country of laws by and for the people and our great men elected to serve are men of judgment and loyalty to our form of Govrnment, yet of recent years we are each day seeing more RIOTS where our people go on the march trying to bring a conclusion of certain laws, etc. Many say in their respective ways, now no violence, just a quiet march, demanding we be seen and heard.

Yet the agitators know if they march and say they will not be violent there will be violence and as the rule it winds up in a free for all fight with clubs, tear gas and even murder.

One of the alarming situations is that they invite and encourage our teen-age youth to join in and many of them really go for the kicks and excitement that they get. All of this with little thought of what it is all about. Recently, here in Ohio we saw a very junior riot by school children some eight to twelve years of age on the RIOT march because the local voters did not approve a certain school levy for their school. It was, of course, looked upon as quiet kids. However, at this age, it can grow into the young, tender minds of to-day's youth, to become citizens to RIOT rather than to vote and consult in the proper places.

Our lawmakers should not overlook that the time is here to get such laws as are needed to curb agitators. They are influencing some people, it is costing our Federal Government a cool million to protect a march that was supposed to be without violence and it can lead to million dollar marches in cost for the future. We have the Ballot Box so lets get some action. There must be a correct action and answer to save our Country from drifting to gang rule instead of the Democratic way of doing and getting things done.

As it is now time to close out this May issue column, with dead line date nearing at the Press office, we here in Delaware County, Ohio, have just experienced a terrible tornado. In the northern section of the state many homes were destroyed, many injured and deaths reported. While our county was not hit as bad as many sections in Northwest Ohio and other states there was some bad damage.

Auction sales are still very numerous• Our auctioneers are quite busy with sales in Farms, Livestock and General Farm Sales. It looks like the planting season will be late. Our farmers in this day and age, with the equipment available, in twenty-four hours can do what we old time farmers took weeks to accomplish. No doubt we will come through this year with good crops and livestock as usual.

As you read this column in the month of May we will be only sixty days from

IN UNITY THERE IS STRENGTH

Convention time. Our auctioneers can journey into the great northwest and have a vacation, meet the auctioneers of the great west and renew old acquaintances and friendships.

We are looking forward to a good increase in new members plus a renewal of ones now expiring around our annual meeting time. It is the hope of many that the membership will represent many times our total of today in the future. The only way that this can be done though is with YOUR COOPERATION AS AN AUCTIONEER. Pushing for progress in better service to John Q. Public through the auction way of selling is the goal each of us should strive for, in our daily meandering through life.

For every achievement there is a price. For every goal there is an opponent. For every victory there is a problem. For every triumph there is sacrifice.

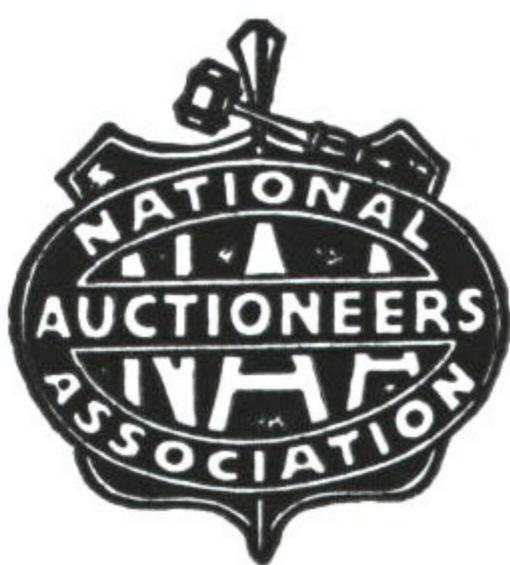
—William A. Ward

Kansans To Convene At Wichita, June 5-6

Officers and Directors of the Kansas Auctioneers Association met at the Lassen Motor Hotel in Wichita, March 7, to formulate plans for their Tenth Annual Convention. This meeting will be held June 5-6 at the Lassen Motor Hotel in Wichita.

C. W. "Bill" Crites of Junction City, was appointed to the office of Vice President for the balance of the year. This vacancy was created by the death of Herman Ramaker, Downs, who suffered a fatal heart attack in February.

Officials of the Kansas Auctioneers Association are expecting their best meeting to date in Wichita. A fine Program has been planned and officers of the National Auctioneers Association have been invited to attend. All auctioneers and their wives are cordially invited including those from adjoining states.



Promotional Items

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

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **\$2.50 each**

DECALS — 3 color, reversible, new supply **@ 25c each.**

BUMPER STRIPS — Advertising the Auction method of selling. **25c each; 4 for \$1.00**

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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana 46041

THE LADIES AUXILIARY

Obligations

There are many rewards for leadership today, but why aren't there more such individuals in our association? I believe the answer is that there are few who are willing to make the many necessary sacrifices. There are no "bargains" for successful people. There is no discount on the effort to achieve progress. The destiny of one's success is what one is able to get others to do.

The greatest qualifications of a good organization is thorough preparation and the members must have the will to devote time and effort to imply themselves.

Our growing Auxilary needs your support and presence at the next convention. Ladies, we must continue to work and strengthen our organization together. Let's meet in Spokane, take an active part in the convention, enjoy the western part of our nation, and with our loyal devotion we will have another successful meeting.

Pearl Britten

Barnicles Celebrate Wedding Anniversary

Col. and Mrs. Ken Barnicle, Ellisville, Mo., celebrated their 25th Wedding Anniversary with an open house, Sunday, March 21. A huge crowd gathered to congratulate them and extend their good wishes for many more years of health and happiness.

Visitors were present from as far away as Florida, there being such a crowd that some of Ken's auction followers thought he was having a sale and they hadn't been notified.

The Barnicles were presented with a money tree. Ken says, "Don't let anyone tell you that money doesn't grow on trees. "This one was really full." Refreshments were served and everyone had a good time. Col. Barnicle is a past President of the Missouri Auctioneers Association and holds a Life Membership in the NAA.

Arnamans Announce Arrival Of Son

Christopher Henry Arnaman joined the household of H. Willard and Avis Arnaman, at Unionville, Mo., at 4:04 P.M., April 8. He weighed in at 8 lbs. 3½ ounces.

This is the first child for the Arnamans, a popular couple in the ranks of auctioneering. Both Col. and Mrs. Arnaman are active in the affairs of the Missouri and National Auctioneers Associations. Their many friends join in congratulating them on their blessed event.

LET'S WATCH IT

A frowning woman walked up to a little boy she caught smoking.

"Does your mother know you smoke?" she demanded.

"Lady," he countered, "does your husband know you stop and talk to strange men on the street?"

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Albert Rankin, Alger, Ohio

1st Vice President

Mrs. Walter S. Britten, College Station, Texas

2nd Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

Historian

Mrs. Warren Collins, Jessup, Iowa

Directors

Mrs. Margaret Berry, West Newton, Pennsylvania

Mrs. James A. Buckley, Shelbyville, Indiana

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Kentucky

Mrs. Ernest C. Freund, Fond du Lac, Wisconsin

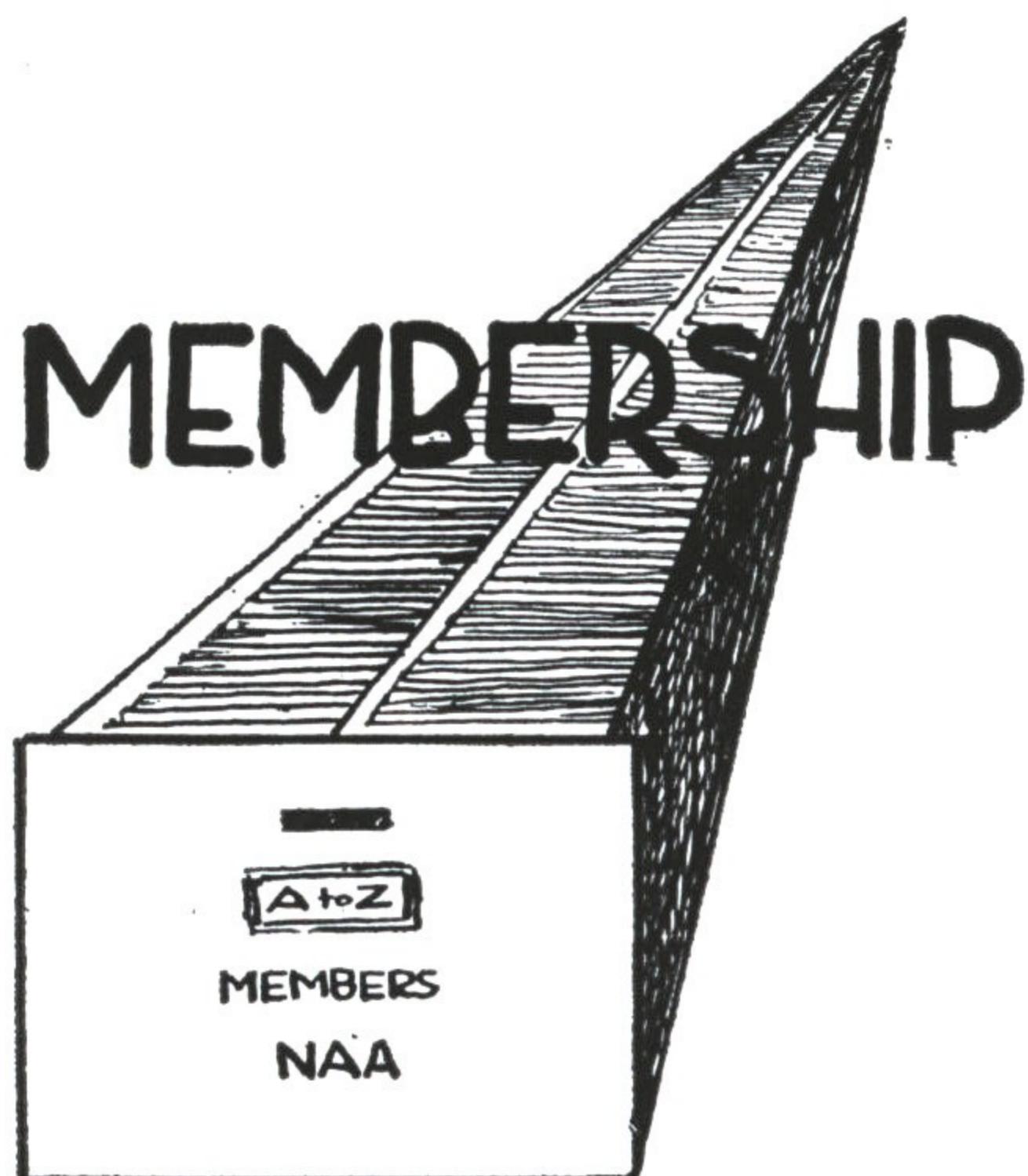
Mrs. David H. Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Iowa

Mrs. Ruth Marks, Abingdon, Illinois

Mrs. Charles Ray Hudson, Morrisonville, Illinois

Mrs. Robert Penfield, Bowman, N.D.



**Memberships Processed
March 14 thru April 15**

David H. Levine, Minnesota
LeRoy H. Foster, Iowa
Donald F. Kennedy, Oregon
James H. Gibson, California
Donald E. Bennett, Iowa
M. J. Schoch, Illinois
Harold Cohn, Georgia
Roland Reese, Texas
Jack Shadden, Iowa
Bart Bielenberg, Iowa
Hy Fogel, New York
Louis Stambler, Hawaii
*A. T. Harrell, Texas
Virgil A. Tilley, Iowa
Watson Van Sciver, New Jersey
*Buddy McCullough, Tennessee
*Bob Grossman, California
*Gary D. Ryther, Missouri
James Luggen, Ohio
Kenneth Troutt, Idaho
Daleard L. Pettijohn, California
*Eugene D. Smith, California
O. L. Lansaw, Ohio
*Harold E. McIlrath, Iowa
*Howard L. Van Wyk, Iowa
*John D. Hicks, Iowa
*James N. Donnelly, Iowa
*William A. Cloudt, Nebraska
Joe Herard, Iowa
Leo F. Suiter, Alabama
Carl C. Stanton, Ohio
Clifford D. Bogaard, Iowa
Robert Ruggles, Ohio
Pierce P. Wall, New Jersey
Wendell Knudson, Illinois

Kenneth L. Teague, North Carolina
Robert D. Shaw, Illinois
Hylon C. Coates, New Jersey
Paul Brownfield, Wyoming
Eugene E. Carroll, Jr., North Carolina
E. W. Robbins, Colorado
R. A. Smetzer, Ohio
*Ray T. Hudson, Texas
O. B. Harris, West Virginia
Homer Harden, North Carolina
Harland Harrington, Colorado
George E. Michael, New Hampshire
Keith Cullum, California
*Ken Cullum, California
Irvin Eilers, Idaho
Charles D. Roop, Maryland
H. E. Covert, West Virginia
Lewis E. Smith, Indiana
Jack S. Gray, Kentucky
Paul Noel, Kentucky
Tom M. Dunlevy, Indiana
Ray Reams, Kentucky
Wayne Kessler, Kentucky
Paul Wilkerson, Kentucky
*Lester Douglas, Kentucky
Elbert J. Smith, Kentucky
Walter J. Fritts, Kentucky
Martha J. Kurtz, Kentucky
Lexie L. Wyatt, Kentucky
John Patton, Jr., Kentucky
W. H. Owens, Kentucky
Rex Proffitt, Kentucky
J. M. Land, Kentucky
Adrian Atherton, Kentucky
Edgar C. Walker, Kentucky
W. C. Ledford, Kentucky
Rufus F. Hansford, Kentucky
Johnnie Taylor, Kentucky
Harold Richmond, Kentucky
E. I. Thompson, Kentucky
Donald V. Cady, Kentucky
Owen M. Faust, Kentucky
Orville R. Moore, Kentucky
George Kurtz, Kentucky
John L. Cummins, Kentucky
Edwin Freeman, Kentucky
J. Russell Beams, Kentucky
Roy A. Draper, Kentucky
Henry Chilton, Kentucky
*Gordon Williams, Colorado
Fred Frickson, Minnesota
*Neil F. Rich, Illinois
Gordon Peace, Illinois (Life)
*Rita F. Gibbons, Massachusetts
Henry G. Stewart, Sr., California
Marcellus Hartman, Illinois
*Gene Brown, Delaware
*S. E. Gelvin, Mississippi

Michael B. Lawrence, Alberta
Keith J. Armstrong, Alberta
Arthur J. Allen, Ohio
*Monte Paxton, Texas
Charles Hawks, South Dakota
John Flynn, New Jersey
*O. D. Jordan, Virginia
*Orland J. Brenner, Oregon
Archie Boyce, Alberta
Norman J. Chagnon, Massachusetts
Robert Sloop, Iowa
Henry Stanley, Sr., Ohio
Henry Stanley, Jr., Ohio
Weldon "Bud" Curry, Texas
*Don E. Hughes, Colorado
*Kurt A. Johnson, North Dakota
*Richard L. Davis, Colorado
Mike Fahnders, Illinois
*Fred S. Rowe, Massachusetts
*Arnold Fast, Kansas
*William C. Hurrelbrink, Ohio
*Walter R. Dillman, Indiana
A. E. Angle, Indiana
N. Ray Clark, Indiana
John Rainey, Colorado
Dale Christman, Indiana
Wesley Chapman, Illinois
A. C. Miller, West Virginia
Nino Damilano, Illinois
E. L. Olson, Illinois
Roy Abbey, New York
E. M. Schaeffer, Indiana
William Hadley, Indiana
Hal Lawrence, Idaho

Auctioneer-Stockmen Dies At Age 52

Harry M. Hamilton, Jr., wellknown cattleman and auctioneer, died Feb. 23 at Watauga Hospital, Boone, N. C. Born at Staunton, Va., 52 years ago, he moved to Boone in 1936 after graduating from Virginia Polytechnic Institute. He first became assistant county agent, and later was with the State Department of Agriculture. He had been active as a cattleman and in auctioneering for some 20 years.

NOT ENOUGH MILEAGE YET?

The auto salesman's 5-year-old son was crying bitterly and when asked why, replied, "Well, I heard Mamma and Daddy talking about getting a new baby . . . and I don't want to get traded in."

Houses Auctioned For Boys Ranch Benefit

LAKE WALES, Florida — Benefit auctions of two houses here have brought a total of \$42,500 for the Florida Sheriff's Boys Ranch, located near Live Oak, Florida.

Both buildings, located in the North Shore section of the city, were owned by J. T. Crawford, Lake Wales, who donated the proceeds of the auction, less auctioneer's commission, to the boys' ranch, which has been in existence since 1957.

One of the houses, a single-story structure, was bought by Lake Wales realtor Max O. Young for \$22,500. The other, a two-story building, was purchased by Mr. and Mrs. William F. Boyet Jr. also from Lake Wales, for \$20,000.

Col. Joseph F. Sedmera, Lakeland auctioneer, handled the gavel on the twin-building transaction.

Holstein Price Level Remains Above \$400

BRATTLEBORO, Vt. — For the seventh consecutive year, registered Holstein prices at public auction have remained firmly above \$400 per head.

The 1964 average was \$417.41 on 16,942 animals that sold for \$7,071,741, reports Maurice S. Prescott, editor of Holstein-Friesian World.

Near Record Price

LONDON — A Rembrandt painting was sold to a Los Angeles art foundation for a near world record price of \$2,234,000 at an auction at Christie's art sales rooms in London.

The price paid by the Norton Simon Foundation of Los Angeles for Rembrandt's "Portrait of the Artist's son Titus" nearly matched the \$2.3 million which another Rembrandt painting brought more than three years ago.

Ohio Land Auctioned

Two hundred twenty-three acres of Stark County (Ohio) land was sold at auction for a total of \$93,500. Russ Kiko and Associates, Canton, Ohio, were the Auctioneers.

The farm was first offered in three different parcels with the auctioneer reserving the right to sell it as a whole. The selling price was nearly \$10,000 more than the total offered for the three parcels separately.

Prospective buyers were present from four states but the buyers were Lester Wolf and Sons, dairymen of Middlebranch, in the same county.

Team Brings \$1,000

The annual horse sale held at the Kidron Ohio Auction brought interested buyers from many out of state areas.

A young team of matched blonde sorrels topped the team sale to over a thousand dollars, another team sent the bidding to over nine hundred.

A record crowd gathered for the sale,

until sales managers wondered where to place the interested horsemen.

Public Relations Committee Named

Si Williams, Walla Walla, Washington, has been named by NAA President, John A. Overton, to head the Public Relations Committee of the NAA.

Named to serve with Williams were Paul Owens, Boise, Idaho, and Wes Wendt, Granger, Washington.

This committee will handle publicity concerning the Spokane convention as well as other Public Relations matters as they see fit. Under a new procedure adopted by the NAA Board of Directors, this Committee will serve until August 1, 1965. It replaces the former standing committee on public relations.



Col. J. E. Halsey, Des Moines, Iowa, receives a trophy from Col. Joe Reisch, commemorating Halsey's 20 years of teaching in the Reisch American School of Auctioneering, Mason City, Iowa. Col. Reisch paid tribute to Col. Halsey as "the last one of the great auctioneers in the United States." He said Halsey has seen 9,700 students graduated from the Reisch School. Col. Reisch is an active member of the National Auctioneers Association while Col. Halsey is a former member.

Our N. A. A. Static or Vigorous Dynamic, Growing or Stagnating?

By JOHN A. OVERTON

Our association could be one of the moving, progressive national organizations of the country, or it can stagnate and just become another once a year meeting of casual interest!



If fifteen years we've grown to over 2,000 members. Now any organization with 2,000 members has to have a lot of talent and this talent should be put to use. Any organization must move — either forward or backward — there is no such thing as status quo where a large organization is concerned.

Our profession, old as it is, is still in its infancy as far as the percentage of selling we do at auction. There are opportunities all over this United States for auction sales of all kinds. There are even whole states that do not have a single

auction house. The public, when educated to the auction method of selling, will always support an auction that is properly handled, properly advertised, properly sold. I think one of the biggest mistakes in our profession is trying to do it too cheaply.

It seems that with everything else two to three times or more its cost, prewar, most auctioneers are still trying to do the job without any increase in commission or expense.

If every member of the N.A.A. would make a resolution to do everything in his power to advertise the N.A.A., to conduct all sales in such a manner as to make the public realize that there was a difference in the results when the sale was handled by a member of the N.A.A.

The mail this month has brought some outstanding sales brochures showing some excellent preparation, promotion, and results.

When you see top prices for real estate, farms, objects of art, livestock, industrial machinery, etc. being sold at auction every day, it makes one wonder where we as a profession are lax. Where do we miss getting this information to the public?

In the last few years I can think of a dozen different sales where we sold things for four, five, and even 10 times the amount appraised or secured by sealed bids.

I don't pretend to know the answer, but would appreciate any suggestions or ideas anyone may have as to how we can educate the public to a better, quicker, more satisfactory manner of liquidation or disposal by auction-of course!

Convention Speaker

Ed Wimmer, Vice President of the National Federation of Independent Business, has accepted an invitation to speak at the National Auctioneers Convention in Spokane. His address will be heard the afternoon of Thursday, July 15, the opening day of the convention.



Mr. Wimmer was born in Wisconsin, and received his education in Canada, where his father pioneered the opening of uninhabited areas. Since 1930 he has lived at South Fort Mitchell, Kentucky.

In 1932, Mr. Wimmer founded the Forward America Publishing Guild, Inc., for the purpose of dissemination of material stressing the importance of the family farm, local bank, and all manner of independent enterprise, as the basis of our free, private, competitive enterprise system.

Mr. Wimmer was a radio commentator for nine years, and is interviewed for both radio and television wherever he travels. He has addressed audiences of all kinds in the United States and Canada. He has appeared regularly before Congressional committees and maintains a constant and close relationship with many officials and agencies of Govern-

ment, at both state and national levels.

Officials of the National Auctioneers Association feel his type address is "tailor-made" for members of the Auction Profession and one that will be well worth the trip to the convention for many.

North Dakotans In Rousing Convention

By BOB PENFIELD

Colonel Ed McNamara of Lancaster, Wisconsin, kept the boys all on the edge of their seats at the seminar in connection with the annual convention of North Dakota Auctioneers Association members and their wives. Many of the North Dakota boys went home inspired to do a better job on their next farm sale, and are now prepared to do that better job.

The feature on the third day of the convention was a warm and down to earth address during the afternoon by Colonel Ernie Sherlock of St. Francis, Kansas.

The North Dakota Auctioneers Association would like to take this means of publicly thanking these two fine men for taking time out of their busy schedules to travel to our state and help make our convention a success.

The first evening of the convention was taken up with the Auction Demonstration at the new and fabulous Northbrook Shopping Center. Over 200 items were sold for 6 different consignors. Most of the merchandise was new and included a "Turban Wig" and 40 cases of fruit and vegetables as some of the more unusual items. The shopping center was well pleased, as every item was sold, and most of it at good prices. They commented that it was the largest crowd ever witnessed there, and they invited the group back for a similar promotion any time they had the convention in Bismarck again.

Over 30 auctioneers participated in the contest and when the vote was taken, Colonel Harry Berg of Bismarck, was the winner by popular vote.

New officers elected in the business meeting were as follows: Stanley Wald, Berlin president, Wilbert Kroh, Bismarck, Vice President, Bob Steffes, Arthur, Secretary-Treasurer; and new directors are Armon Wolff of Golden Valley and Charles Wilkes, of Park River.



Western College Of Auctioneering Class

On the opposite page is the March 1965, graduating class of the Western College of Auctioneering, Billings, Montana. Identification follows, reading from left to right in each case.

FRONT ROW: Armon Wolff, Golden Valley, North Dakota; Gordon Gross, Worden, Montana; Instructors; Irvin Salzer, Pollock, So. Dakota; Gene Brown, Camden, Delaware; Class Secretary; Dick Davis, Cortez, Colorado, Class President; R. J. Thomas, Billings, Instructor.

SECOND ROW: Fred Backus, Dillon, Montana; Donald Patterson, Plainview, Texas, Paul Perry, Madera, California; O. L. Henson, Abilene, Texas; James Bieber, Fairview, Montana; Terry Reutter, Hurdfield, North Dakota; W. J. Hagen, Billings, Instructor (colored glasses); B. W. Riggs, Le Sage, West Virginia; Behind Hagen: James Sudderith, Puyallup, Washington; Vern "Dusty" Dustin, Billings, Refresher Instructor.

THIRD ROW: Keith Munns, Thornton, Idaho; Rear, Jim Jordison, Calgary, Alberta; Lloyd Haynes, Ponoka, Alberta, Canada; Ron Underschultz, Edmonton, Alberta; Louis Millhon, Dillon, Montana; Rear, Ron Michener, Beaverlodge, Alberta; Keith Talbott, Edmonton, Alberta; Wayne Walter, Odessa, Washington; Jay Rutherford, Regent, North Dakota.

FOURTH ROW: Back of James Bieber, Sam Scheller, Pierce, Colorado; Thomas Maynard, Stanfield, Oregon; Maynard Jensen, Chamberlain, South Dakota.

BACK ROW STANDING: Lester Little, Rotan, Texas; Bill Pearman, Prince Albert, Saskatchewan, Canada; Jean Pomerleau, Blackfolds, Alberta; Paul Holzer, Stanford, Montana.

Parke-Bernet Sales

Auctions scheduled at Parke - Bernet Galleries, New York City, for the month of May, include:

April 30 - May 1 — English Furniture, Swedish Glass, Silver, Old Master Paintings, from the Estate of the Late John Motley Morehead.

May 4 — Modern Authors and other

books and Mis., Property of Mrs. Ernest Thompson Seton and other owners.

May 4-5 — The Highly Important Collection of precious stone jewelry belonging to Mrs. A. Hamilton Rice.

May 6 — Important Queen Anne and Georgian Silver, property of Mrs. A. Hamilton Rice.

May 7-8 — French and English Furniture and Decorations, property of Robert S. Stuart and others.

May 11 — Illuminated Texts, Cartoons and Illustrations by the late Arthur Szyk, Orientalia. Judaica from Edgar Gutman and others.

May 12 — Modern Paintings, Drawings and Sculptures from various owners.

May 14-15 — French XVIII Century Furniture and Objects D'Art, belonging to Mme. Ganna Walska.

May 18 — Press Books, Reference Works and Fine Bindings, Duplicates from the University of Minnesota Library. Together with English, French and American Authors, From various owners.

May 19 — American and other Modern Paintings, Drawings and Ceramics from various owners.

May 21 — Furniture and Sculpture for the Garden and Terrace from various owners.

May 25 — Decorators Exhibition and Auction, for benefit of Cancer Care, Inc., of the National Cancer Foundation.

May 26 — Oriental Art from various owners.

Texans To Meet At Abilene, June 4-5

Members of the Texas Auctioneers Association will hold their Annual Convention in Abilene, June 4-5. Registration will begin at 2:00 P.M., on Friday June 4 at the Thunderbird Motel. First day features will be a Dinner and Fun Auction.

Saturday, June 5, will be a day long program with a number of good speakers as well as a program for the ladies and children. President, Dub Bryant, and Secretary, Grover Howell, have gone to a good deal of effort to make this a most successful event and a rewarding experience for all who attend. They say, "Be your own best friend, attend."

Husband-Wife Teams Lead Michigan Auctioneers

By Art W. Boroughs

While Lester Johnson of Mason, new President of the state organization, expertly wields the gavel, Alice, his "better half," sets a fast pace providing top leadership for the Ladies Auxiliary. The second couple of auctioneering boosters elected during the annual meeting held in Lansing was the husband-wife team William and Doris Stanton of Vermontville (where you'll find lots of that famous Michigan Maple Syrup). Each of the Stantons is busy with the important and numerous duties of the office of secretary-treasurer of the M.A.A. and the Auxiliary.

Rounding out the M.A.A. slate of officers are Neil Clever, Charlotte, first vice-president, and Everett Miller, Rives Junction, re-elected second vice-president.

The ladies elected as their first vice president Mrs. Edith Smith, Williamston, and Mrs. Wayne Feighner of Mason second vice-president.

President Johnson (another landslide!) presented a gavel to Glenn Casey, Williamston, as a token of appreciation for his efforts when he was president in 1962, 1963 and 1964. Les, who was program chairman as well as a successful political candidate, developed an interesting convention program opener. He called on the talents of two of the organization's own members who discussed their field of auctioneering.

Garth Wilber, Bronson, previously M.A.A.'s secretary-treasurer, and presently on the board of directors, discussed "Starting a Community Auction." His weekly auctions are both good fun and a good business enterprise. He offered his counsel and assistance to any Michigan auctioneer contemplating such a venture and encouraged more of this kind of auction selling.

Later, in the same program, Richard Brodie described the large amount of pre-planning and detail work involved

in a "Machinery Liquidation." Dick headquarters in Detroit and travels extensively out of the "Motor City" working with clients well in advance of date of the auction and helping with many high-level business decisions characteristic of this type of auction salesmanship. Hundreds of thousands of dollars may be involved in each sale and on auction day you'll hear Dick's voice over the public address system while he goes about his super selling job.

Auctioneers in Michigan now realize that some of the best program talent is among our own rank and file members. "Talking shop" seemingly never grows old.

Much serious attention was also given to several items during the day long business sessions. Amidst other decisions, President Johnson activated the legislative committee for another year — Fred Smiley, Saginaw, smiling John Bell of Flint, and chairman Art Boroughs of East Lansing.

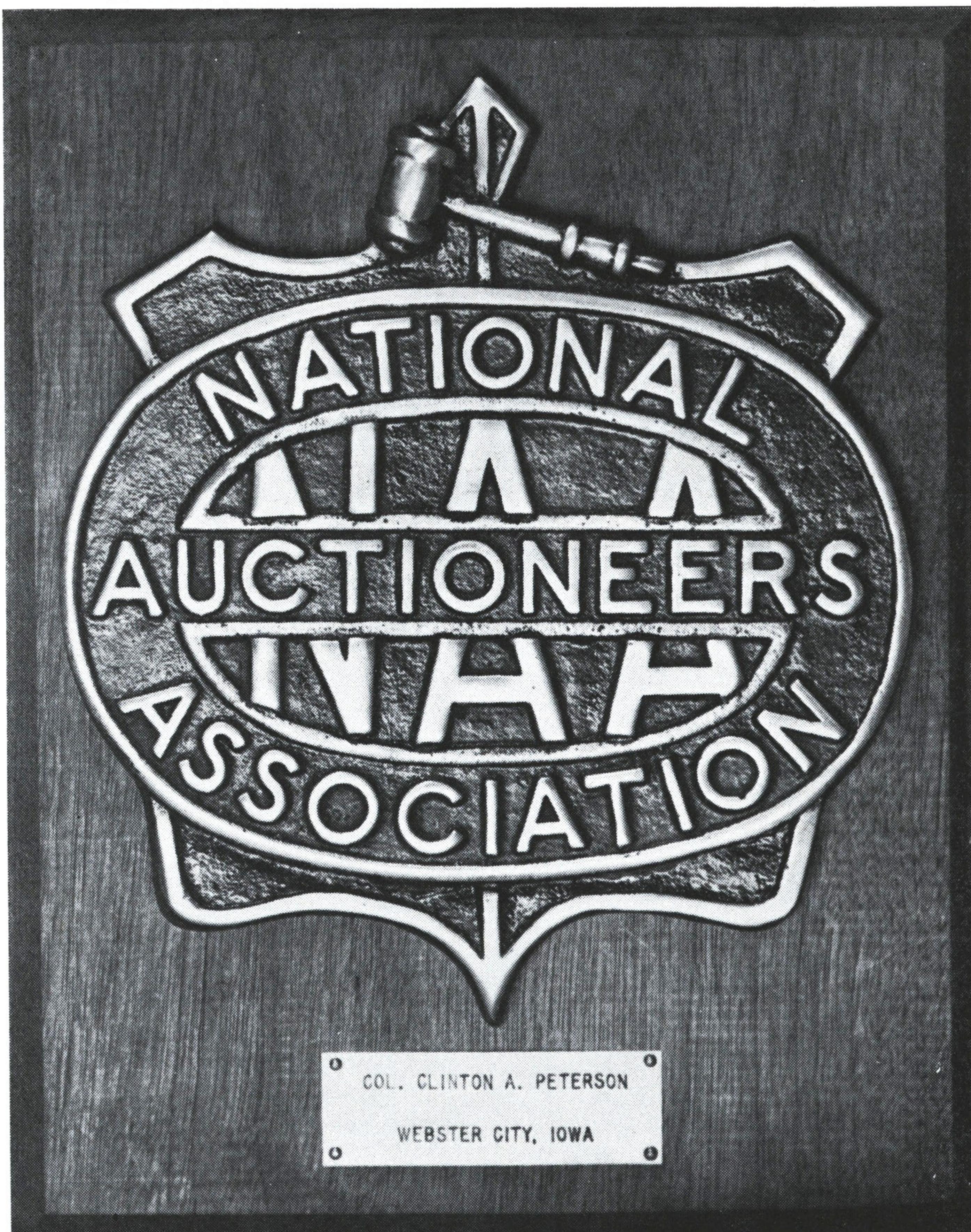
The "kitty" was fattened during the fun auction at the close of the convention. Each member donated to the event.

Joe Donahoe Named To State Committee

Joseph Donahoe, Darlington, Wisconsin, has accepted an appointment to the Cattle Sales Advisory Committee of the Wisconsin Department of Agriculture. Col. Donahoe is a prominent auctioneer and has served as both President and Secretary-Treasurer of the Association of Wisconsin Auctioneers.

Purpose of the State Cattle Sales Advisory Committee is to guide and advise the Agriculture Department staff in matters relative to marketing of beef and dairy cattle.

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Webster City, Iowa



Almost a million dollars worth of real estate was sold at auction in this High School gymnasium, March 20, 1965, by Luke J. Gaule and Son, John S. Kassten and William L. Gaule, all prominent Illinois auctioneers. This type auction is somewhat different from what many expect in an auction of farm land. However, the comfort of the bidders and the attention they are giving the salesmen has its distinct advantages.

Near Million Dollar Farm Land Auction

On Saturday, March 20th, 1965 some 500 hundred farmers and spectators gathered in the Divernon, Illinois, High School gymnasium to hear Auctioneers Luke J. Gaule and Son, John S. Kasten and William L. Gaule auction the Lula Haire Estate of 1573 acres to the highest bidder.

Total Sale Receipts were \$924,000.00.

Seven farms in all were offered in the following manner:

Farm No. 1 sold by Luke Gaule of Springfield was purchased by Mr. Carl Adloff for \$863.00 per acre. It consisted of 162.9 acres.

Farm No. 2, a 120 acre tract was auctioned by William Gaule for the sum of \$715.00 per acre to Mr. John Sheedy.

Farm No. 3 being a 160 acre tract brought the sum of \$583.00 per acre and was sold by Auctioneer John S. Kasten of Virden, to Mr. Tom McHatten.

Farm No. 4 sold by Luke Gaule to Tom McHatten brought \$760.00 per acre and was also a 160 acre tract.

Farm No. 5 was bought by Tom McHatten for \$535.00 per acre. Auctioneer on this tract was William Gaule. Acreage was 280.

Farm No. 6 was purchased by Leslie Bryant and son from Auctioneer John S. Kasten and was a 329 acre tract. Price per acre was \$525.00.

Farm No. 7 was the final farm sold and was auctioned by Luke Gaule to the Dawson Brothers. The farm contained 358 acres.

The Springfield Marine Bank was in charge of the Auction and had been Trustee of the Estate for over twenty years. All of the farms were in the Divernon, Illinois area and all but one were in Sangamon County, Illinois.

Advertising was done extensively on these farms with a large amount of credit going to the Illinois State Journal of Springfield, long recognized as an Auction newspaper. It is believed that this was the largest sale of its type ever sold at auction at one time in central Illinois. All of the Auctioneers conducting the sale are members of the Illinois State and National Auctioneers Assoc. John Kasten

is a director of the Ill. State Auctioneers Association and William Gaule is currently serving as State President.

Suggestions From A Young Auctioneer

By ORLIN CORDES,
RED WING, MINN.

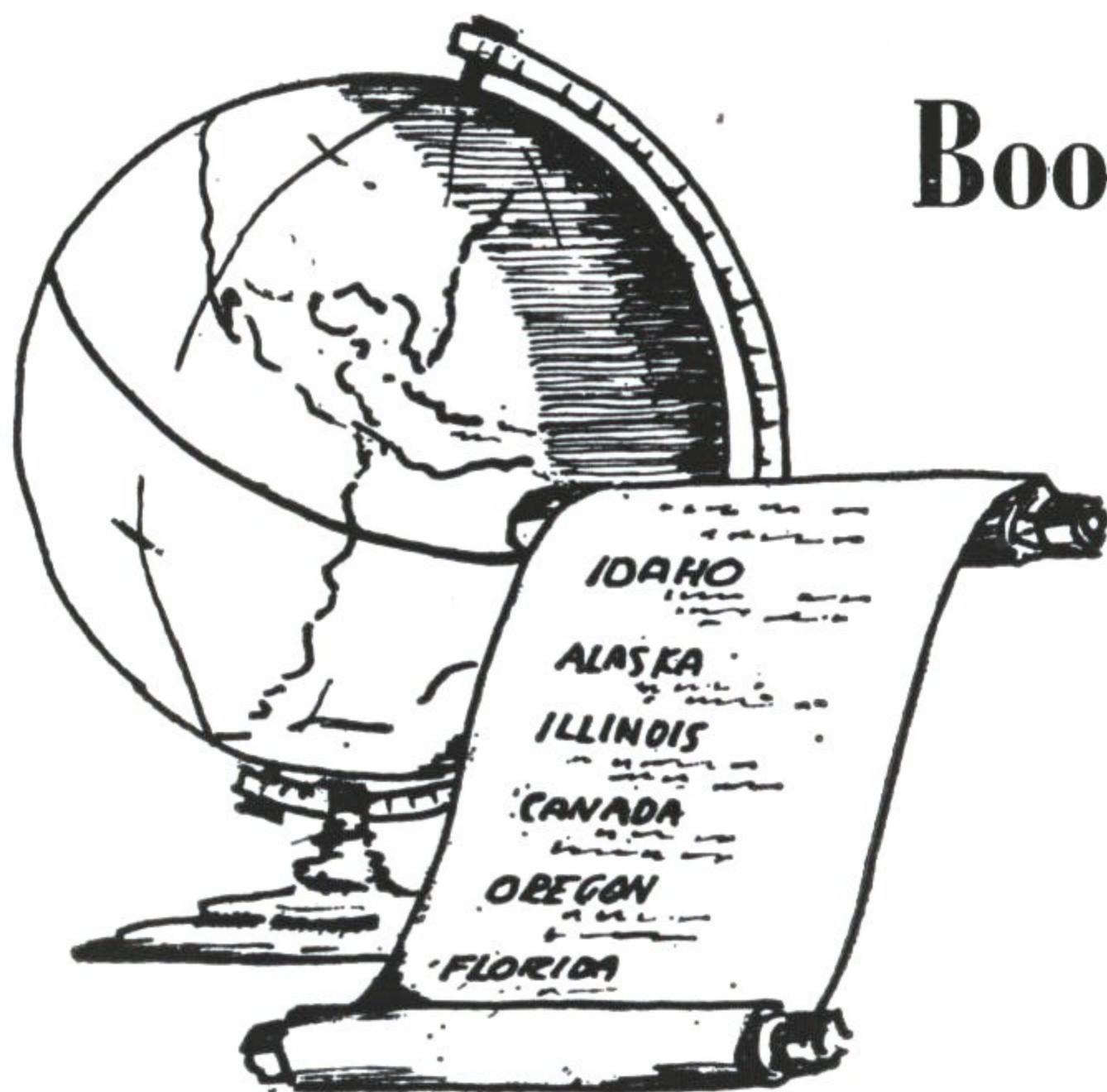
I have been reading with great interest the requests in the "Auctioneer" of new men in the field asking of other new Auctioneers their experiences, road blocks and heart aches of putting together a successful Auction Business.

Well let me tell you that unless you're lucky enough to take over your Father's business or some other well established Auction it's not going to be easy. I have had the pleasure of selling ninety-four (94) sales of all sizes and types from a five hundred (\$500.00) dollar sale to a thirty-one thousand (\$31,000.00) dollar sale, since I have graduated from Auction School in August of 1962. Therefore, I don't think that I have any complaints.

First of all I would say that it is most important to prepare yourself for your first sale. Make sure that you have your chant down pat. You'll have more curious people at your first auction just to see if the "kid" can cut the mustard or not. If you can show them that you can bang that first sale in a fast, orderly manner and keep the bidding crowd at your command, then you will be off and running. Your second sale may come earlier than you expect.

Do remember that the public can be pressed them and have their confidence, you can also be your best advertising. Most folks like to see a young fellow get started if he shows them that he is made of the right kind of stuff.

Never get the idea that all of you have to do is hang out your shingle, run a little ad in your local paper, and sit back and expect the telephone to start ringing. Get out there and work your area, talk to folks, meet the folks, go to Church, be yourself, and above all, at least give yourself a fighting chance before throwing in the towel. Never sell your Profession short for it can mean the World to you.



Boosters for 'The Auctioneer'

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

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ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec
The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Bernie:

Enclosed you will find a cashier's check for \$15.00 for my Auctioneer's dues and the Booster Page. I enjoy the magazine very much because of the ideas of other outstanding Auctioneers.

It pleases me that all of you have selected Col. Jim Messersmith as the convention chairman of 1965 in Spokane. I wish we here in Wyoming could get a State Auctioneers Association started again because of State Legislative programs relative to the Auctioneering Profession.

Auctioneeringly yours,
Paul Brownfield
Riverton, Wyoming

* * * *

Dear Bernard,

We are always anxious to get brochures, catalogues, etc., from any of your members, so we can keep in touch with your association members, and also with general trend of business in your country.

We would be greatly obliged if you could get them to send us any of their literature, details of sales, etc., from time to time and it will be greatly appreciated.

Also, possibly you may be able to give us addresses of some of your leading members in the western part of the U.S.A. as a representative of our company may be taking a tour of that area later this year.

In the meantime we will be pleased to extend the usual visitor's courtesy to any of your members who may visit Sydney. Kind regards.

Yours faithfully,
Richard E. Gray
122 Harrington Street
Sydney, N.S.W.,
Australia

* * * * *

Dear Mr. Hart:

Enclosed please find my check for \$5.00 to have my name listed on the Booster Page of "The Auctioneer".

Thought you might be interested in knowing we have a very unusual sale coming up on June 19. We have two steam locomotives to sell, plus track, tools, complete in every detail, etc.

The first locomotive called "Little Lady", is built to 1½" scale. She hauls passengers on 2,000 feet of 7½" track. Engine and Tender are 12 feet long, 30" high. The owner made this train himself from wheels up. It operates on coal or oil. She is a work of art as well as performance excellence.

There is another, though larger, locomotive built to 3" scale. This will comprise a two and three-fourth gauge track which will measure ten inches in width. This locomotive is completed with the exception of the boiler. The late O. P. Owen, owner, built "equalizers" to give the engines balance on rough spots. These work better than springs used on regular lines. The equalizers are metal bars which put pressure at opposite ends. These locomotives operate on 125 pounds of steam. The fabrication of these locomotives was done in the owner's home shop, from the wheels, boilers and flues to the heavy duty channel iron tracks. These locomotives constitute perfect railroad steam locomotives in every detail, except the size.

Along with the trains, we will have milling machines; drill presses; metal band saws; arc welder; air compressors; turret lathe; table saw; blast furnace; pattern equipment; etc. to sell at the auction.

These trains will bring a lot of enjoyment to young and old alike. We are

hoping to sell them to a city to be used in a park, or an amusement area, where everyone from onlooker to rider, will get the thrill of a real steam locomotive.

Sincerely,
Floyd M. Dougherty
Three Rivers, Michigan

* * * *

Dear Bernie:

In the confusion of moving to a new location, I neglected my membership fee; however, you will find check enclosed for thirty dollars (30.00) — have added my son, Ken, to the list.

Ken is my 19 year old son who is following in Dad's footsteps. He will handle our office in the Chino-Pomona Valley; and is now working with me every Tuesday at the Los Angeles Auto Auction. He is developing into a good young auctioneer.

I have moved to the San Joaquin Valley (Bakersfield, Calif.) because we have a lot of business developing in this area.

We have a heavy equipment sale in Rialto, Calif., the 10th of April and several estate and private auctions booked, so we are kept quite busy. For this we are ever thankful.

Best personal regards
Keith Cullum
Bakersfield, California

* * * *

Dear Col. Hart:

Enclosed you will find a check for my 1965 membership dues and Booster Page.

Since I have belonged to the N.A.A., I have never enjoyed reading anything so much as I have "The Auctioneer". I have found many interesting and helpful facts in the book. It is most enjoyable.

Thank you.

Yours truly,
H. E. Covert
Charleston,
West Virginia

* * * *

Dear Mr. Hart:

Enclosed you will find my dues and also \$5.00 for the Booster Page. I am a little tardy in sending in my dues as you well know. But 1965 has opened real well as far as my business is concerned. I had my largest sale this year. I sold all fixtures and equipment for the Kroger Company in the amount of over \$10,000. Bernie please change my mailing address to 1109 W. Lee St. Thank you.

Sincerely yours,
Homer Harden
Greensboro,
North Carolina

Dear Bernie:

Farm Sale, Saturday, April 10, 1965, on Uncle's Farm was a grand success. The tract of woodland sold for \$1,000 per acre.

Yours fraternally,
William M. Preston
Trussville, Ala.

Our Free Enterprise System Is Important

By **FRANK ROADIFER**,
Camp Crook, S. D.

To all readers of our great magazine, "The Auctioneer," who like our country as it is now, a country of free enterprise, a country where you can do as George Washington Carver once said, "Start where you are, take what you have and make something out of it.

There are places where the government makes you do as they want you to do and you do it or be shot. I would like to urge each and every one of you to read these two books:

(1) 'None Dare Call It Treason' by John A. Stormer, sold by Liberty Bell Press, P. O. Box 32, Florissant, Mo.

(2) "A Choice, Not An Echo" by Phyllis Schlafly, sold by Pere Marquette Press, P. O. Box 316, Alton, Ill.

Both books sell for 75c each. After reading these books, you still think there is nothing too wrong with you except for improving your chant and getting more sales you are a lot more of an optimist than you are a realist. This is particularly true if you follow the news and happened to be in the Korean War.

Our future as auctioneers depends as much on the preservation of the free enterprise system of government as it does on our ability to get and conduct a good sale. Once the Communists take us over there will be no auctions and one's life savings will be lost and we over 30 years old will be lucky if we don't lose our lives.

Please, for the future of your children and your neighbor's children, read these two books and then do something about it.

Indiana Firm Conducts Farm Equipment Auctions

A crowd estimated at 4,000 persons attended the large farm equipment auction at the Paul Thompson Farms, near Linton, Ind., early in March. This was one of the largest auctions of its type ever held.

Major items included four John Deere 5010 tractors, 22 John Deere 4010 tractors, nine John Deere 495 corn planters, eight Gleaner, Model C Combines with four row corn heads, nine field choppers and several nitrogen applicators. All were 1963 models.

D. D. Meyer, whose firm is known as Vincennes Auction Co., Vincennes, Ind.,

had charge of the sale. Assisting were Dean Kruse, Auburn, Ind., Lyle Paddick, Oblong, Ill., and Elbert Allyn, Poseyville, Ind. All are members of the National Auctioneers Association.

In addition to Indiana buyers, seven machines went to Illinois buyers, six to Ohio, five to Kentucky, three to Michigan and one each to buyers from Iowa, Mississippi and Canada.

On the following March 12, this same firm conducted an auction for Farmers Equipment Co., Princeton, Ind. This was a clearance sale of used equipment and was said to be the largest ever held in



Electric Mobile Auction Block, used by Col. D. D. Meyer, Vincennes, Ind., specially designed for muddy and wet conditions often encountered in farm and equipment auctions.



A portion of the estimated 3,000 people who attended the auction of the Farmers Equipment Co., Princeton, Ind., March 12 of this year. Auctioneer was Col. D. D. Meyer, Vincennes, Ind., and his associates.

Southern Indiana. Seven hours were devoted to selling 392 items to some 3,000 prospective buyers from several states.

Included in the auction were 58 tractors, 25 self-propelled combines, 44 plows, 13 wheel discs, five cultivators, eleven corn planters and other items. Assisting were Elbert Allyn, Poseyville, Ind., Meynard Lehman, Berne, Ind., Egbert Hood, Anderson, Ind., and Lawrence Callis, Princeton, Ind. The first three named are members of the National Auctioneers Association.

Meyer reports this sale season to be the best in his firm's history. His service covers Southern Indiana and Illinois. The firm has a mobile auction block (pictured), furnishes clerk, cashier, ring men, mailing list and when desired by the client, they accept all monies and checks and issue one check, along with

itemized receipt, to the seller.

More than 6,000 sale bills were distributed on the two auctions described, along with newspaper and farm magazine advertising. Meyer believes at least 2% of the expected gross should be budgeted toward advertising.

In addition to farm equipment auctions, Meyer sells several farms at auction in his area each year. One in particular brought \$215,000 even though the seller's agent was only expecting around \$175,000.

A DREAM COME TRUE

Bill: "Any of your boyhood hopes and dreams been realized?"

Tom: "Yes, one. When my mother used to comb my hair, I'd wish I didn't have any."

Auto Auction Groups Act On License Laws

In its regular meeting, held at the Holiday Inn West, Indianapolis, Ind., March 27, the Midwest Zone of the National Auto Auction Association, by a unanimous vote, went on record as being opposed to licensing laws affecting automobile auctioneers. The following resolution was approved:

"Be it hereby resolved that we, the Midwest Zone of the National Auto Auction Association go on record as being opposed to any State Laws that would create any hardship for Automobile Auctioneers.

"Be it further resolved that the individual members of the Midwest Zone of the N.A.A.A. will exert their power and influence in opposing legislation described above and will enlist the aid of fellow members.

In view of the fact that we as Owners and Operators of Automobile Auctions are responsible to our customers we feel that it is our obligation to secure the auctioneers that we feel are most qualified to conduct Auto Auctions. We feel that State Lines should be no barrier in carrying out this obligation."

A week later, also in regular meeting, a similar resolution was approved by the Eastern Auto Auction Associates, which constitutes the Eastern Zone of the National Auto Auction Association.

Confidence Gains In Competitive Bidding

"Renewed confidence in merchandising values and returns through competitive livestock markets' services is being expressed by a larger number of livestock sellers and buyers. In the free choice they elect, they are refuting the many schemes touted in terms of collective contract bargaining, negotiated prices, and grade and yield buying, on non-competitive terms.

This was the statement of C. T. 'Tad' Sanders, general manager of the Certified Livestock Markets Association, preceding the meeting of the business trade organization's Livestock Market Council

and executive body in Kansas City, April 3 and 4.

Commenting informally on what he termed "the irresponsible drives which have been undertaken by some bargaining groups in local areas," Sanders said that results have shown far less dollar return to the livestock owners than in prevailing competitive values. He also laid blame on a small number of packers "seeking to maintain fluctuating grade and yield buying in terms of net price inducement," as equal offenders. "These processors who seek to glamorize buying slaughter livestock with an indefinite accounting in terms of grade and yield, and by them related to pre-negotiated contract prices for meat, have forfeited a place in the competitive price determination economy. They join the rolls of cost-plus contractors and have forsaken one level of competition and risk for themselves and the outlets with which they have contracted, at the cost to livestock owners," he said.

Reminder Of Pioneer In Auction Selling

The following item is being reprinted from the "Fifty Years Ago" column of a recent issue of The American Hereford Journal:

Col. F. M. Woods, for 42 years a purebred auctioneer, has announced his retirement. Colonel Woods lives at Lincoln and has conducted registered sales in every part of the U. S. and is one of the most ardent boosters for purebred cattle.

Col. Woods is considered as being a pioneer in the selling of registered livestock at auction. The color and glamour brought to the auction method of selling by Col. Woods and others who followed him in this field influenced many young men to enter into the auction profession. The success enjoyed by Col. Woods and those other earlier day purebred livestock auctioneers has established the auction method of selling as the preferred method by the livestock breeders of America. Col. Woods died in 1928.

"Know what this country really needs? It's a new child labor law to keep kids from working their parents to death."

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THE LIGHTER SIDE . . .

THE MOMENT OF TRUTH

The young bride was complaining to her parents about her husband's drinking.

"But why did you marry him, if you knew he drank so much?" asked her mother.

"I didn't know he drank at all," said the girl, "until he came home sober one night."

CAUSE AND EFFECT

"Better look after my son-in-law here, doc," said the hill billy as he dragged in a young man suffering from a bad leg wound.

"My goodness," said the doctor, examining the wound, "how did this happen?"

"I shot him," said the hill billy.

"You shot your own son-in-law?"

"Wal, he warn't my son-in-law when I shot him."

ON VACATION

A young woman tells that one night on a rough Pacific crossing she was in her cabin undressing for bed when suddenly she was overcome by seasickness. In a panic she rushed out into the corridor and headed for the bathroom. It was not until she collided with an elderly gentleman who was feeling equally miserable that she realized she didn't have a stitch of clothing on. Horrified, she let out a shriek.

Her fellow sufferer looked at her wanly. "Don't let it bother you Miss," he groaned. "I'll never live to tell anybody."

LISTEN, MY CHILDREN

The fifteenth of April, sixty-five
(And each year, ad infinitum)
Your father's hard-earned bank account
Becomes a "collector's item!"

QUESTION

Barber to young fellow with plastered hair: "What'll you have—a haircut or just the oil changed?"

WHAT ! !

Woman in quaint art shop to dealer: "You don't consider this horrible thing art, do you?"

Dealer: "No, ma'am. You're looking in the mirror."

OVER THEIR HEADS

A television producer received a script titled: "The Optimist." He called a meeting with his staff and said: "This title should be changed to something more simple. Of course, we're intelligent and know what an optimist is, but how many of those who watch TV will know he's an eye doctor?"

EPITAPH

In an Irish cemetery stands a handsome monument with an inscription which runs thus:

"This monument is erected to the memory of James O'Flinn, who was accidentally shot by his brother as a mark of affection."

CURIOS

After waiting for what seemed hours, the customer buttonholed the head waiter: "Just as a matter of curiosity," he said, "did the waiter who took my order leave any family?"

NEWLYWEDS

Our furniture is all merely "sort-of"
Because it's cash we're always short of;
Though borrowed things make our taste seem erratic,
The theme is Early American Attic,

SIGNS OF THE TIMES

Jennifer, age two years, likes the "Rock and Roll" songs she hears on radio and TV.

Going home from Sunday school one day she was heard singing in her wee voice, "Jesus loves me, Yeah, Yeah, Yeah!"

USEFUL HORSE

On one occasion, when Abe Lincoln was going to a political convention, one of his rivals, a liveryman, provided him with a very slow horse, hoping that he would not reach the convention in time. Lincoln got there, however, and when he returned the horse he said:

"You keep this horse for funerals, don't you?"

Oh no," replied the liveryman.

"Well, I'm glad of that, for if you did you'd never get a corpse to the grave before the resurrection."

POPULATION EXPLOSION

The first Soviet rocket lands on the moon and three cosmonauts alight, only to run headon into three Chinese.

"How come you're here?" they ask, "You didn't have any rockets, or anything."

"Oh," said the Chinese, "we just stood on each other's shoulders."

ONE VIRTUE, ANYWAY

The young man returned from college to tell his parents that he had flunked out.

"I don't see why you're so upset," he said. "At least you know I wasn't cheating."

THE LAST STRAW

The highway patrolman finally got the weaving car forced off the road.

As he approached the weaving driver, he said: "Mister, I'm booking you for speeding, driving to left of the center stripe, running a stop sign, failure to yield, and drunk driving. Now, what do you say to that?"

To which the drunk replied: "Well, officer, I'd say that's pretty good for a man without a driver's license!"

ADVICE

In a rural courthouse, the clerk puts this sign over the marriage licenses window at lunch time: "Back at 1 o'clock—think it over!"

POOR ODDS

"What do the three balls in front of a pawnshop mean?"

"Two to one you don't get it back."

NO CHANGES

Guide: "This castle has stood for 300 years. Not a stone has been touched, nothing altered, nothing repaired or replaced."

Tourist: "They must have the same kind of landlord we've got!"

FIRST THINGS FIRST

"I hear you have a boy in college. Is he going to become a doctor, an engineer, or a lawyer, perhaps?"

The slow quizzical answer: "That I do not know. Right now the big question is: Is he going to become a sophomore?"

FRINGE BENEFIT

A telephone company put a new employee to work collecting coins from pay telephones. Two weeks after he started, he failed to appear at the office. Then one day he walked in nonchalantly to report he had lost his key to the coin boxes.

"Where have you been?" the supervisor asked. "The cashier has been holding your salary for you."

"What?" asked the amazed beginner. "You mean I get a salary, too?"

GOOD REASON

The fellow introduced his friend with: "Bill here was a prize fighter . . . 24 straight knockouts until he quit."

"How come you quit?" the ex-pug was asked.

"Got tired of being knocked out."

CLIMBING TAXES

Two little dogs were walking down Main Street. Upon sighting all the parking meters along the curb, one said to the other: "You men we have to PAY now?"

WASN'T PERMANENT CURE

"Your wife is ugly. Why don't you send her to a beauty parlor for a mud pack?"

"I did last year, and for three days she was beautiful."

"Then what happened?"

"The mud came off."

A little of the oil of Christlike love will save a lot of friction.

LUCKY BOY!

"My ancestors," boasted the blue-blood to a girl, "came over on the Mayflower."

She nodded. "It's a lucky thing they did," she said quietly. "The immigration laws are so much stricter now."

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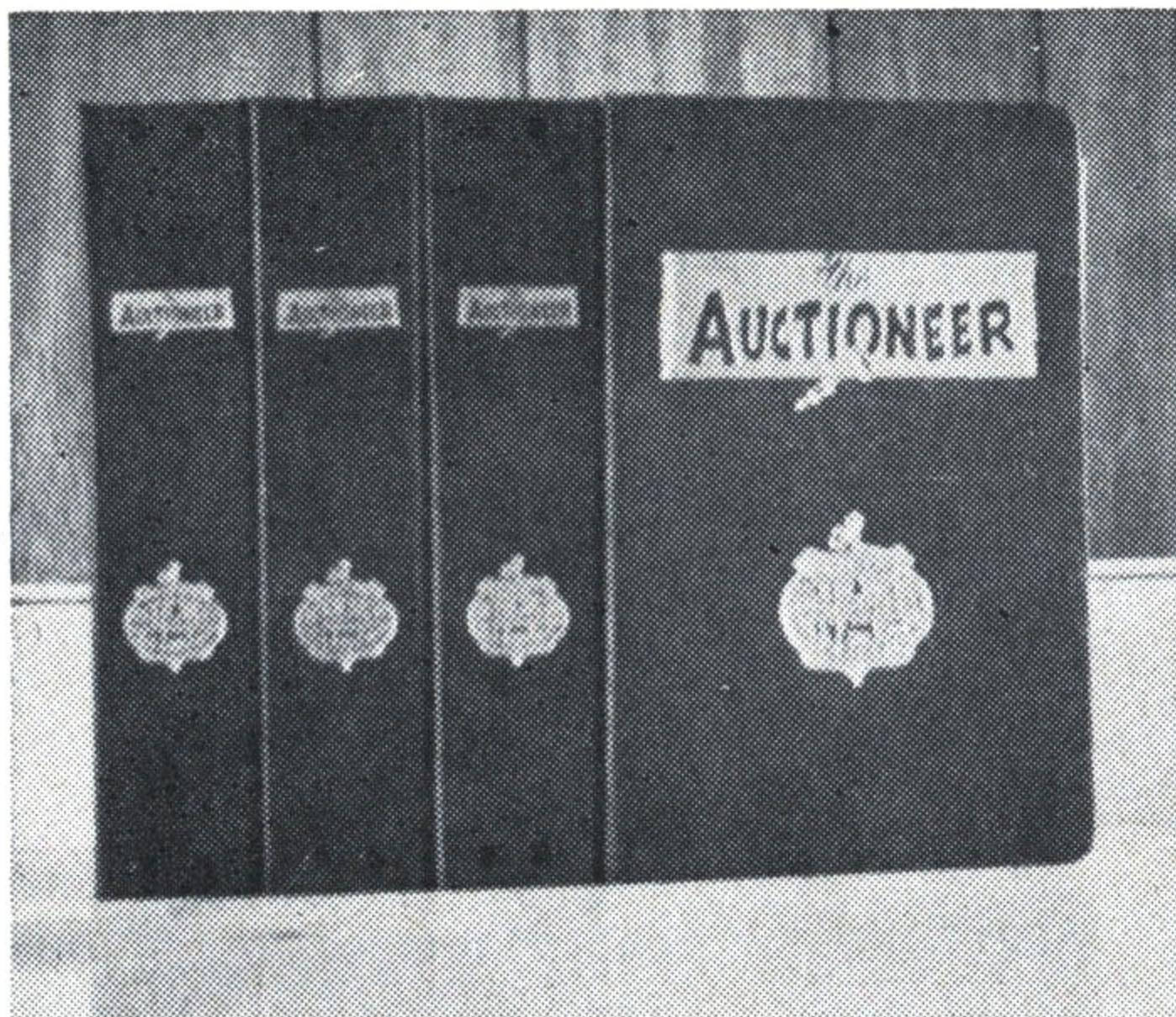
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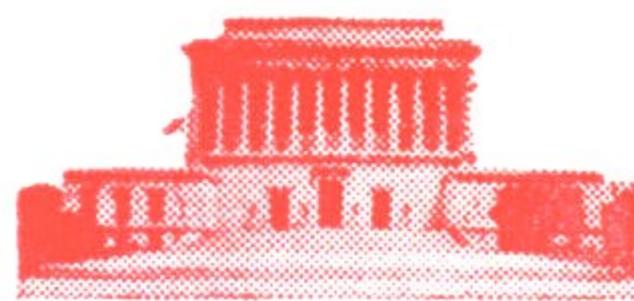
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