

the AUCTIONEER



VOL. XVI
DECEMBER

No. 12
1965

The sound of Christmas Carols being sung by happy, red faced children with the joy of the season making eyes glow and heedful of the fact that the wintry wind and swirling snow are cold.

On the City streets the ding, ding, ding of the dark garbed missionaries whose great wish and hope is for enough money, clothes, toys and food to make all people everywhere happy.

The lights twinkling in all the windows, or nearly all the windows of the houses along the streets, along the highway, and across the open farm lands speaking softly with a message of peace and love here.

In the stores a line of children happily, anxiously, and a few a little tearfully, waiting to talk to Santa Claus to tell him of their fondest wishes and hopes of what they will find Christmas morning.

Take all of these sounds, blend them together well, and add the cheerful greetings of neighbors meeting, old friends exchanging well wishes, and we have a melody which speaks of peace, love and hope.

May we add to this melody of beautiful, cheerful, happy sounds, our voices saying and echoing many of those that can be heard, to each and evreyone of you, a Merry Christmas and a Prosperous New Year.

M. E. H.

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort, Ind. 46041

EDITOR

Bernard Hart, Frankfort, Indiana

Contributing Editors

Col. "Pop" Hess, 440 W. William St.,
Delaware, Ohio; Walter Carlson, Tri-
mont, Minn., and every member of the
National Auctioneers Association.

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

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

**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUB-
LICATON 15TH OF THE MONTH
PRECEDING ISSUE OF THE 1ST.**

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

DISPLAY ADVERTISING RATES

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

Copyright 1965

National Auctioneers Association

All Rights Reserved

Published the 1st of each month
except August.



**National Auctioneers
Association**

President

John L. Cummins, 110 Main Street,
Cynthiana, Kentucky

First Vice President

B. L. Wooley, 412 Del Rio Drive,
Little Rock, Arkansas

Second Vice President

Ralph W. Horst, Marion, Pennsylvania

Secretary

Bernard Hart, 803 S. Columbia St.,
Frankfort, Ind.

Treasurer

Henry Rasmussen, St. Paul, Nebraska

DIRECTORS

(Terms Expiring 1968)

John A. Overton, 4301 Menaul, N.E.,
Albuquerque, N.M.
Dean W. Fleming, Atkinson, Nebraska
E. B. Fulkerson, R.R. 4, Jonesboro,
Tennessee
Vernell Johnson, Hartford, South Dakota
Si Williams, 1003 Boyer Ave., Walla Walla,
Washington

(Terms Expiring 1967)

Walter Britten, P.O. Drawer B, Bryan,
Texas
Richard M. Brewer, Mt. Hope, Kansas
A. C. Dunning, 416 Dundee Ave.,
Elgin, Illinois
Ray Gevelinger, Dodgeville, Wisconsin
Jim Messersmith, R.R. 2, Jerome, Idaho

(Terms Expiring 1966)

J. M. Darbyshire, 55 E. Locust St.,
Wilmington, Ohio
C. E. Cunningham, P. O. Box 749,
Greenwood, South Carolina
Riley T. Jefferson, Lincoln, Delaware
Louis L. Stambler, 1166 Nuuanu Ave.,
Honolulu, Hawaii
Herbert Van Pelt, P.O. Box 10,
Readington, New Jersey

EXECUTIVE OFFICES

803 S. Columbia St., Frankfort, Ind. 46041

I Challenge You!!!

Every auctioneer needs the N. A. A. and the N.A.A. needs every auctioneer who is interested in the elevation and progressiveness of his profession.

We have a lot of dedicated men in the association who have given freely



of their talents, time, and money to bring the association to its present peak.'

There are a lot of good men who are not in the association, who should be and it's up to us as members to spend the time and effort to get them in.

If you know of an auctioneer who is ethical, a credit to his profession and who is not a member of the N.A.A. send his name to our Secretary and he will mail him a few copies of the Auctioneer with **your** compliments and with your permission tell him he was recommended by you for membership along with an application blank and with **your** name on it as being his sponsor!

In no other profession except ours — is there so little association, so little exchange of ideas, improvements of methods etc. and it's a shame because the N.A.A. is receiving national recognition and acceptance throughout other

professional organizations for the first time in our history!

It's a crime that we must correct if we are to leave our profession in a healthy, growing, expanding position for those who are following us in the years to come.

Why don't you call on your fellow auctioneer-visit with him, invite him into the N.A.A. then send his name to Bernie to follow up.

You who have reaped the harvest of our profession owe something in return! What better way than to help it grow, improve its image, and insure the future of the neophyte who wants to follow in **your** footsteps!

Let's devote one day or one evening this week to securing one **good** new member. You'll do him, the N.A.A., you and your profession a favor!

John A. Overton

Champion Auctioneer Named At Iowa Meet

By BERNARD HART

Ronald Ball, Promise City, became the first Champion Auctioneer of the State of Iowa. Ball was selected over some thirty contestants at the Annual Fall Convention of the Iowa Auctioneers Association, at the Fort Des Moines Hotel in Des Moines, October 30-31.

Contest Chairmen, Clint Peterson and George Yancey, are to be commended in the manner in which this event was handled. It added to the interest in the meeting which saw a record attendance and was considered by many to be the most successful held in the 19 year history of the Iowa Association.

Tapes were mailed to all those who signified an interest in entering the contest. These tapes were played before a three judge panel and five finalists were selected. These five auctioneers appeared in person at the convention and each sold three items. The same panel of judges selected the Champion from the five finalists.

In addition to Ball, the other finalists

IN UNITY THERE IS STRENGTH

were: Mike Bloomer, Glenwood; Bill Gold, Hamburg; Arnold Hexom, Waverly; and Dwayne Squibb, Council Bluffs.

Other features of the convention were Panel Discussions, using advertising and ring work as subjects. Irving Leonard and Norvin Olson served as moderators and the subjects proved very interesting, provoking considerable response from those in attendance.

Jack Shelley, Associate Professor, Department of Technical Journalism, Iowa State University, and for many years News Editor of Radio and TV at WHO, Des Moines, was the Guest Speaker. His years of experience in the news field furnished many interesting subjects for his comments.

In the election of Officers, Lynn Byerly, Glidden, was elected President, suc-

ceeding Howard Johnson, Story City, Norvin Olson, Spencer, was elected Vice President, and Lennis Bloomquist, Pocahontas, was re-elected Secretary-Treasurer.

Joining retiring President Johnson on the Board of Directors are Howard Vos and Bill Gold. They were elected to three year terms. Robert Winegarden, Pocahontas, was elected to serve the unexpired term on the Board of Norvin Olson.

If a billion dollar bills were placed on top of another, the pile would be over 59 miles high. In terms of wages, if a man worked 40 hours a week, 50 weeks a year, at \$5 an hour, it would take him 100,000 years to earn a billion dollars!

New Member By Personal Contact

As evidence of getting new memberships in our organization we would like to quote the following paragraphs from a letter received from one of our new members this month. This letter is proof of the fact stated by many, and just in this month's column, written by "Pop Hess", that the way to get new members for the National Auctioneers Association is through PERSONAL CONTACT OF A MEMBER TO A FELLOW AUCTIONEER.

"Please find enclosed \$10.00 for membership in the National Auctioneers Association, also \$5.00 for the Booster Page.

My good friend, Col. Rudy Larkin, loaned me his October issue of 'The Auctioneer', and I enjoyed reading it so much. In the future will be looking forward to receiving my own copies."

These two paragraphs were taken from a letter received from one of our newest members, Col. Murl Bernard of Mira Loma, California.

One or two members of this organization cannot, alone or separately, increase the membership of our organization, but all of us together can achieve the goal of all active auctioneers, everywhere, being a member of the NAA.

Keep the membership applications and fees rolling in to the Office of the National Secretary and his staff is there, ready, willing and anxious to expedite them and send the applicant his membership credentials.

Auction at Hanzel's

(Reprinted by permission from the October 17, 1965 issue of the
CHICAGO SUN-TIMES, MIDWEST MAGAZINE Section)

By Ronald Berquist

The depression year of 1930 marked a significant juncture in the life of William E. Hanzel, a young man from the West Side of Chicago.

He became a sales clerk for an auction firm specializing in the disposal of industrial properties, many of which had been bankrupted in the financial crash.

"It was a job," Hanzel said the other day. "I can't say it was an inspired choice. I don't think anyone would be inspired to go into the auction business."

In those early days with the firm, Hanzel had to work seven days a week-day and night. And he learned the business.

In the process, he became involved and interested in another aspect of auctioneering — the disposing of art and household furnishings.

The interest remained and heightened through the years: In 1960 he became an assistant auctioneer and a year later went into business for himself.

Today he is the head man at Hanzel Galleries, 179 N. Michigan, where home furnishings and art properties, mostly from estates, are auctioned.

From his years of experience Hanzel makes this quite understandable claim: "We have sold every conceivable object that a person could use for a home furnishing or for a personal adornment."

A person perusing Hanzel catalogs listing auction items will find such things as:

Georgian silver, Oriental art, antique music boxes, ceramics, harps, dolls, rare books, paintings, Victorian clothing Americana, paperweights and . . . well . . . the list goes on and on.

And business is booming. More and more Americans like the idea of owning art objects and other items that hark to an earlier life, either in the United States or some foreign country.

Collecting — it could be dolls, paintings, books and the like — is the rage

among the many who have money for it. Hanzel, sitting in his office that overlooks a display floor of his galleries.

"There is a great boom in business. Why? The general economic activity. People have more money to acquire things, and art is a luxury — it costs money."

The desire to own and collect has been stimulated in part, Hanzel believes, by an increased awareness of cultural activities in general and particularly the fine art — paintings, art objects and fine furniture.

To the average person, some of the more newsworthy auction sales have been startling, to say the least. Two examples:

In 1961, the Metropolitan Museum of Art in New York paid \$2,300,000 for a Rembrandt, "Aristotle Contemplating the Bust of Homer." The price is a world's record for an art sale.

Earlier this year, Rembrandt's portrait of Titus was auctioned for \$2,234,400 to Norton Simon, a wealthy Los Angeles businessman.

Hanzel makes this point about auctions in general:

"The items being auctioned have to stand on their merits. They have established value. After all, people who attend auctions are knowledgeable."

Hanzel readily admits he often does not know exactly what a particular item will bring at auction.

However, he is able to get a fair idea what the sales range might be by consulting his extensive file of information on art objects and home furnishings. His records show how much was paid for a similar item at a previous auction by some firm in another city.

"One knowledgeable in this business can prejudge what an object might be worth," he said. "You can usually establish a (price) area in which you might expect it to reasonably fall. But there is still no sure way to determine

IN UNITY THERE IS STRENGTH

what a group of people bidding for it might want to pay.”

In 1960 Hanzel was assigned the responsibility of auctioning items of an estate which contained a rare collection of porcelain birds by artist Dorothy Doughty.

One pair of 6-inch-tall Royal Worcester Porcelain birds, “Bob White Quail With Young,” puzzled Hanzel. His files revealed no evidence of a previous auction sale.

Hanzel turned up this much information about the pair: In 1940, the year of issue, the retail price per pair was \$250. There were only 22 pairs made since there didn’t appear to be much demand.

Because the issue was such low number, Hanzel knew the birds would be desired by collectors. (“Collectors always like to have a complete set.”)

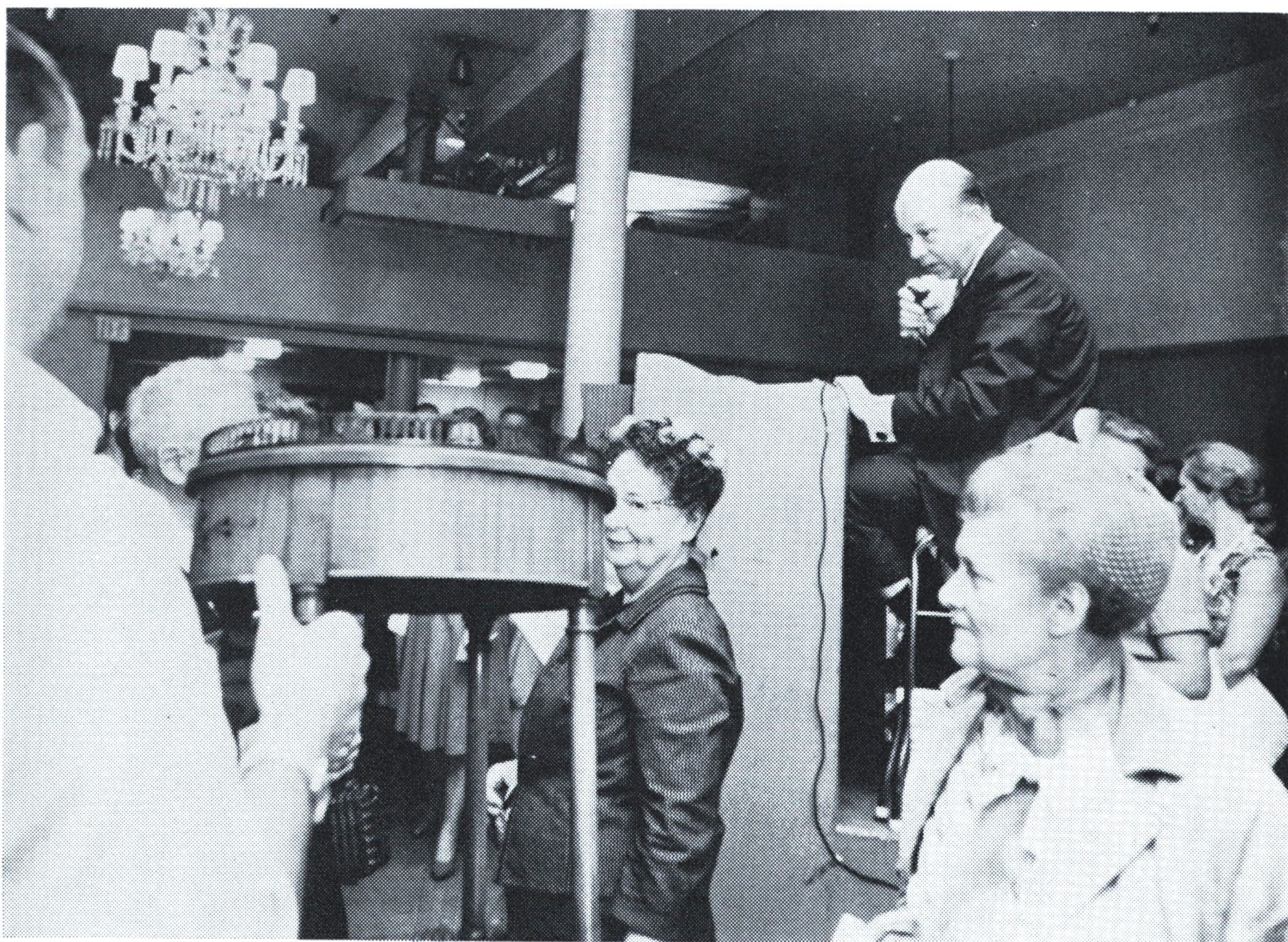
Out went a mailing of Hanzel catalogs that detailed the items in the estate and the date of auction. Two days were set aside for inspection of the items.

Most of the time, during such exhibition days, Hanzel can detect which objects have greatest public interest, giving some indication of where bidding interest might be.

Still, he could get no clear indication of value for the porcelain birds. The auction later settled the issue: the pair was sold for \$22,000.

“If another pair came in today,” he said, “they might bring \$30,000 to \$35,000.”

While the sale of the Dorothy Doughty birds is unusual, Hanzel and his staff are often more fascinated with such rarities as an entire houseful of items



Above is a black and white reproduction of a color picture that appeared on the cover page of the October 17 issue of MIDWEST MAGAZINE, a section of the CHICAGO SUN-TIMES. Auctioneer selling is William Hanzel, a long time member of the National Auctioneers Association. For complete details, read the accompanying article, reprinted from THE SUN-TIMES.

IN UNITY THERE IS STRENGTH

that reflect a particular mode or period of American life.

Such a memorable happening occurred in the fall of 1960. Hanzel was asked to dispose of some 100,000 items, including Victorian American furniture, glass, ceramics, dolls, clocks, oil paintings, prints, music boxes, miniatures, paperweights, rugs, linens and so forth. The collection of Americana was considered as one of the finest in the Midwest. For years it was housed in a seven-room house in Chicago.

However, when the owner's health began to fail, his relatives named a conservator of the estate since the elderly person had reached the point where he could no longer manage his affairs.

The relatives first went to the owner's safe deposit box. Opening it was an experience in itself.

Found in the box were a large number of stock certificates and bonds, stacks of silver coins and gold piece of various kinds and denominations.

There were savings bonds, a large amount of currency, 500 rare Indian head pennies and jewelry pieces — rings, pins, earrings, watches, spoons, lockets. The next problem was to examine the contents of the house.

It turned out to be crammed with a huge volume and variety of material. There were thousands of pieces of Victorian bric-a-brac, hundreds of dolls of all sizes, glassware of every kind and description, Oriental rugs, furniture and oil paintings, clocks, musical instruments, set after set of china, porcelain, pewter and copperware.

Hanzel then undertook to catalog, wash, clean and move the entire collection, advertise the forthcoming auction among his permanent mailing list and also to inform antique and hobby magazines of the extent of the collection.

The job kept a crew of five men busy for three weeks. It took eight van loads to transport the collection to the galleries.

Hanzel said the most amazing thing about the material was that it did not come from a huge mansion, but was compressed into a seven-room home.

All told, some 2,000 collectors, antique dealers and art and auction buffs

attended the sale. Andy Frain ushers had to be used to keep order inside the gallery, and outside where a crowd was lined up for half a block.

In this and all auctions, Hanzel does the auctioneering himself and in a dignified style that belies the cliché of the tobacco auctioneer, who always seems to stutter words out in an incoherent stream.

Hanzel keeps the bidding dignified and doesn't tolerate too much levity on the part of the audience.

"I try to keep the bidding clear," he said. "I can't stifle competition by holding the bidding down. I can't say that the bid is too high. The whole point is to get the maximum from the sale."

An average "important" sale can be auctioned by Hanzel in about four hours. Such a sale would contain about 300 lots — chairs, sets of china, silver and so forth.

Hanzel considers the exhibition days before the auction quite important. "It is our desire that the people examine the items fully before the auction," he said.

On these days, Hanzel will circulate among the visitors at the exhibition and answer questions about the objects on display.

And, if asked, he will give his measured judgment on the general range in which he expects each item to be sold. The galleries do not restore furniture, paintings and art objects since Hanzel's does not have the facilities to do so.

"I would rather sell something with some semblance of a flaw than to try to cover it up," he said. "It indicates to the collector that restoration has to be done."

"Any piece of furniture that is 100 to 200 years old can't help but have a flaw. If it does, we then indicate that it is being sold as is and indicate the flaw."

If some of the things auctioned by Hanzel do not bring a big price, they do possess shadows of their late, famous owners.

On May 22, 1947, all the mortal glory of the late Michael (Hinky Dink) Kenna was converted into \$5,129.25 cash at a Hanzel auction.

Some of his possessions that were auctioned:

A souvenir of the Century of Progress . . . a yellow gold star set with diamonds . . . a religious medallion . . . a gold shirt stud set with a 2½-carat diamond . . . a bronze medal . . . a number of watches, including one equipped with chimes.

These were once the prized possessions of the 1st Ward's "Little Napoleon," who possessed political power for more than a half-century in Chicago.

When Hanzel banged his gavel to start the sale, there were about 70 persons present, most of them nieces and nephews of Mr. Kenna.

On the block went a five-pointed star with its ½-carat diamond center and a smaller stone at the tip of each point. It recalled a night when Hinky Dink, bursting with pride, surrounded by well-wishers, was an honored guest at a fancy 1st Ward ball.

The inscription on the badge said: "To Michael Kenna by his friends and admirers of the First Ward — April 22, 1897."

No friend or admirer picked up the star at the sale. Instead, it went to the American Diamond Syndicate for \$1,325.

A niece, Irene Kenna, bought an amethyst rosary with a gold cross for \$22.

Hanzel did the job Dec. 17, 1958, in disposing of the personal mementos of William Hale (Big Bill the Builder) Thompson, three times mayor of Chicago.

Going, going, gone were drinking flasks, boating trophies, political curios from the 200-item collection that came from the estate of Big Bill's widow, Mary, and once had filled a 10-room apartment at 1420 N. Lake Shore.

The tapestry-hung walls, crystal chandeliers and grandfather clocks in the galleries were reminiscent of the days when Big Bill ruled City Hall.

The 250 spectators at the auction rose to the occasion, but the sale prices didn't rise to great heights. As befitted a Republican such as Thompson, the curios included a bronze bust of Abraham Lincoln that sold for \$25 and a collection of miniature elephants.

One elephant, made of rose quartz and

Season's Greetings

When you receive this issue of "The Auctioneer" the year 1965 will be coming to a close. I am sure, for most of us, it has been a very successful year.

For your National Association it has been real good; a wonderful convention in Spokane, which brought in many new members from an area that had not been represented too strong. Our membership in the National, when announced at the Spokane Convention, was an all time high.

Due to the economic conditions across the country, as a whole, the auction business has been good. I know that as the year comes to an end there will be a suspension of business for the Christmas season and that is as it should be. As we paused last month to give thanks, let us this month take time to celebrate the birthday of the one who has done more for us than any other one. Christmas is a time of love, friendship, kindness and charity. If we observe it by practicing these virtues in the proper way we will have a better Christmas.

To all members, their families, relatives and friends, a very merry, merry Christmas.

John L. Cummins

studded with tiny diamonds, emeralds and rubies, went for \$50.

A sterling silver flask, monogrammed with the initials of the mayor who closed saloons on Sundays in 1915 was bought for \$27.50.

Two black English Wedgwood vases, once valued by the man who had threatened to punch King George of England in the nose, were sold for \$50 each.

An agent for the Chicago Historical Society paid \$122.50 for the gold trowel Thompson used in 1917 in dedicating the Street & Electric Railway Employees headquarters at Ashland and Van Buren.

One of the most remarkable auctions Hanzel conducted, in 1963, had to do with clothing. Some clothing! More than a thousand dresses, 500 coats and 1,500 pairs of shoes and a purse for every dress.

The remarkable wardrobe had belonged to the late Mrs. Violet Bidwill Wolfner, majority stockholder in the St. Louis Cardinals football team.

A woman who is a compulsive buyer of expensive clothes usually yearns to wear them at fashionable parties, and be photographed in them for the society pages.

Such an ambition apparently was never entertained by Mrs. Wolfner, since the files of The Sun-Times contain not one of her taken at a society function.

Perhaps, Mrs. Wolfner and the man with the doll collection have something in common — the human tendency to save things and to possess almost beyond one's life.

But one thing is sure. When the person does die, his possessions still contain the spirit of the beholders tastes, inclinations and interests.

There is little doubt such objects of value will continue to be passed from estate to estate or from owner to owner. Auctioneer Hanzel hopes to continue to facilitate the process.

No man, for any considerable period, can wear one face to himself and another to the multitude, without finally getting bewildered as to which may be the true.
—Nathanial Hawthorne

Auction Expanded To Market Center

KNOXVILLE, Tenn. — R. W. (Bobby) Hitch, manager of the Union Livestock Yards, Inc., here, has made the market and its surrounding property an "agri-center" for livestock and farm interests

A new tobacco auction warehouse is being constructed adjacent to this Certified Livestock Market. At the entrance to the market property is a newly constructed bank, and an agricultural machinery dealer is located in the same area.

Projected for construction in the near future is a farm supply center which will handle fertilizer, seed and farm supplies for the whole Knox County area.

On each Wednesday, sale day of the Union Livestock Yards, the market area bustles with activity.

THE BEAUTY OF HOLINESS

"Worship the Lord in the beauty of holiness,
Let the heavens be glad, and let the earth rejoice."
David, the ancient singer, once made stress
Of this command, and clearly he gave voice
To "Give to the Lord the glory of His name."
O men, tonight the cry rings out once more,
As we seek the Child beneath a star's white flame;
As we enter through a stable's open door.
Holy the night—the winter winds are clean,
The fields are tinged strange celestial light,
The heavens declare His glory—the whole scene
Is one of purity and spotless white.
Worship the Lord in beauty, we are told:
In the beauty of holiness! Dear Lord,
we would come to Thee, as the ancients come to old,
Giving Thy name the glory, as we should.
By Grace Noll Crowell

THE LADIES AUXILIARY

Christmas Thoughts

By Pearl Britten

This vital year, which marks 1,965 anniversaries of Christ's birthday, we may well ask ourselves such a question—and well heed the answer—what a day is Christmas Day? It's gladness? — It's giving? — It's forgiving? What a day is Christmas with open homes, open hearts, and a morsel of cheer for every friend and stranger?

What about 364 days of the year? Christmas is every day or it is no day. If Christmas is one day a year, a day for living differently from the other 364, then it just isn't Christmas. It's just another tribal custom.

Christmas is the everlasting celebration of God's everlasting gift — to all men to be a way of life, firm, fixed, unchangeable, one day like another as long as we live. It's the days **after** Christmas that count. Christmas is a way of life, or it is nothing. And a way is something we take habitually. Christmas is the birthday of a way of life. The "old Christmas spirit" of one day a year is a good habit, but it isn't the habit of Christ.

Now, can we be year-round Christians in this modern world? Is it humanly possible? The answer is "Yes." It is "Yes" because God has given us a measure of freedom. Anybody can be anything, within the limits of this freedom.

The wise men started Christmas by bringing gold and myrrh and frankincense to greet the Baby they hailed the King of all kings.

However, continuously year after year, the people, themselves, are allowing the intended purpose of Christmas to be defeated—the tasks of the shopping lists, the wrapping, the cards and addressing. By Christmas Eve the spirit has been drowned in the countless number of duties and activities. The overburdening details, somewhat, take the joy from what Christmas is meant to be. The world of today is not too different than the world when Christ was

born. All countries are still subjected to tyrants; we still put the material things before the spiritual; and self-love still dominates the brotherly love.

You can enjoy Christmas this year! Instead of celebrating an annual disaster to the pocket-book—let beauty, warmth and joy rush into your holidays where they belong. Make it an affair of the heart.

The gift of everyday giving bestowed on all—young and old, high and low, just and unjust, wise and foolish, ill and well — and the use we make of it may enrich us beyond dreams of inordinate desire; or render us very poor.

So in a few days Christmas comes, and with it again the age-old opportunity to begin anew, to reach at least slightly beyond the restraining boundaries of self, to emerge from concerns determined by greed and prejudice, to depart the cheerless submittance of arrogance, to cease the aimless drifting toward paths of ease. Whatever maybe

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

President

Mrs. Walter S. Britten,
College Station, Texas

1st Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

2nd Vice President

Mrs. Dick Dewees, Prairie Village,
Kansas

Secretary-Treasurer

Mrs. Jim Messersmith, Jerome, Idaho

Historian

Mrs. Warren Collins, Jesup, Iowa

Directors

(1968)

Mrs. Albert Rankin, Alger, Ohio
Mrs. Dick Brewer, Mt. Hope, Kansas
Mrs. Brad Wooley, Little Rock,
Arkansas

Mrs. V. K. Crowell, Oklahoma City,
Oklahoma

(1967)

Mrs. Ruth Marks, Abingdon, Illinois
Mrs. Bob Penfield, Bowman,
North Dakota

Mrs. Don W. Standen,
North Ridgeville, Ohio

(1966)

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

Mrs. David H. Tracy, Pavilion,
New York

Mrs. Clint Peterson, Webster City,
Iowa

written, the future belongs to the pure in heart.

The little things of everyday life, the little opportunities to give of ourselves, to get the habit of Christ, that makes Christmas of the other 364 days—and of the 25th of December, too.

We are all equally rich in what Christ gave us. The Christmas gifts we buy are good, though the best gift we can give is of ourselves—to our fellowmen—this is what makes our profession, our association, our auxiliary, a success 365 days year after year.

May the meaning of Christmas be deeper, its faith stronger, and its hopes brighter as it becomes to you this year.

Purpose Of Auxiliary Topic Of Iowa Group

The Iowa Auctioneers Association met October 30 and 31, at Hotel Fort Des Moines in Des Moines, Iowa, for their annual fall meeting.

Sunday the 31st, a joint luncheon with husbands was enjoyed after which the ladies retired to their auxiliary business meeting. There was a large group of women present at this meeting.

Mrs. Jay Arnold, President, called the meeting to order and Secretary-Treasurer, Mrs. F. E. Bloomer gave a report. A discussion followed on "The Purpose of a Ladies Auxiliary." We closed the short business meeting and spent the remaining time informally getting better acquainted with the other wives present.

The following officers were elected for the coming year: President, Mrs. Wendell Ritchie, Marathon; 1st Vice-President, Mrs. Earl Theis, Ames; 2nd Vice-President, Mrs. Howard Vos, New Sharon; Secretary-Treasurer, Mrs. Lyle Brickson, Cresco; Historian, Mrs. Howard Johnson, Story City; Chaplain, Mrs. Lennis Bloomquist, Pocahontas; Publicity, Mrs. Norvin Olson, Spencer. Directors were elected as follows: 3 year term, Mrs. Jay Arnold, Mallard; 2 year term, Mrs. Leland Dudley, Sheffield; 1 year term, Mrs. Warren Collins, Jessup.

Mrs. Lyle Erickson presented a "mix-

er" game and the prize was won by Mrs. George Yancey. The door prize was presented to Mrs. Howard Johnson.

We are happy to report that we increased our membership at this meeting and hope that the spring meeting will be better and bigger than ever before.

**Mrs. Norvin Olson,
Publicity Chairman
Iowa Auctioneers Ladies Auxiliary**

Wisconsin Greetings

As the months fly by and Christmas approaches with each of us busy with our holiday preparations and traditions, it would be so much fun to get together around a big Christmas Tree for just a few minutes with the many friends we have made through the years in our association with the National Auctioneer's Association and the Ladies Auxiliary.

Maybe, however, we can just take a few moments to reminiscence about the fun we've had together all over this wonderful country of ours. Best of all, we want to wish each and every one of you, as we stop to count our many blessings, the very merriest of Christmases and the happiest of New Years.

Mora E. Freund, Director

No natural passion is so hard to subdue as pride. Disguise it, struggle with it, mortify it as much as one pleases—it is still alive and will every now and then peep out and show itself. Even if I could conceive that I had completely overcome it, I should probably be proud of my humility. — Benjamin Franklin

As the old year closes, you, the wives can assist us in another way. Busy husbands sometimes forget the little things in the rush of a busy schedule of sales.

Perhaps you can take care of renewing that membership which will fall due next month or perhaps take care of the overdue statement that he might have received.



Auctions, Membership Continue To Mount

By COL. POP HESS

The date of this writing for the December issue is Veterans Day, November 11th.

This immediately takes my thinking back to November 10th, 1918. I was in the act of opening a general farm sale just two miles south of Ravenna, Ohio. This was for a farmer who was selling out and quitting farming as his son was going into the armed service. To make this story brief, when the bells of the town started ringing the attendance at the sale dissolved like magic. That sale was never held as the boy did not have to go to war. The entire countryside was wild with excitement and late that evening of course word came that the report was false. However, by the next morning word came that it was over. This was on the 11th of November. We were told, and discussed the fact, that this was the war that would end wars. But we all know now that this was not so as we have had World War II, the Korean Conflict, etc.

Through all these years, beginning with World War I, many things are brought back to mind. Recollections on this period bring facts back that would fill page after page. This includes my job as an auctioneer and serving John Q. Public all these years.

My report from Ohio is that we are still running well in all auction sales. Sales are numerous and prices have held very good. Ohio has had a bumper corn crop. The dairy farms are going strong with milk prices holding well. Farm equipment sales have been record highs. Our field of general auctioneers is wide open and few, if any, of our Ohio auctioneers are unemployed. However, the farmers and livestock men holding such sales are selecting for their auctioneers the man who has the ex-

perience and ability to get the job done. The total of many of these sales are in five and six figures and on a two to five percent basis the auctioneer is drawing a good fee for his services.

From September 1st to date of this writing my mail from Auctioneers throughout the states has been about average as past years. All seem to be pulling strong for the NAA and their own State Organizations. I have heard few complaints of recent weeks. One of the best trends was the line up of new members as listed in our past November issue. The State of Pennsylvania made a great showing in new members and in renewals. This is very reassuring as they are getting ready to extend a welcome hand for our 1966 Convention next July in Philadelphia.

All through my busy years of auctioneering in Pennsylvania I always found a lot of fine people and enjoyed a great run in selling dairy cattle sales in that state. The name "Hess" is quite commonplace in the State of Pennsylvania. I was born and raised in Ohio but my grandfather came from Lancaster County back in the year 1820. On many of my trips into that state I would meet someone by the name of Hess who had a resemblance to the Hess Tribe in Ohio. I once ran into a Hess, by the first name of Jake, I think, who could sell in that quaint language known as "Pennsylvania Dutch." He must have told the audience some very good stories in that language as they sure enjoyed his talking. He was a very active auctioneer in the areas, especially around Harrisburg through to Lancaster. I still like to think that maybe somewhere back in the line we were related. He sure was a good auctioneer and descended from that famous line of Pennsylvania Dutch.

IN UNITY THERE IS STRENGTH

As we read this December issue, our Ohio Auctioneers Association will be well along in their planning for their annual meeting that always comes early in the month of January. The Ohio Association is very strong and probably holds the greatest number of memberships from any state. We hope, of course, that the attendance to our annual National Convention will be great. Philadelphia is just about a day's good driving from nearly any point in Ohio.

As I look back it is very comforting to note the progress we have made in membership in our national association. However, "The Auctioneer" only goes to auctioneers that are members. This is our open link in the circulation of this magazine. This might be closed up if you, a member of the organization, would either recommend an auctioneer who is not a member, or even better, as Christmas is upon us, give a membership to the NAA to a fellow associate or friend. Personal contact is the very best way to sell your organization to anyone who is not or has never been a member. I have had comments to the effect that some auctioneers were not aware of how to join or assumed that they had to be recommended, etc. You as an individual and a member of the organization can help build up this membership. No one man or a couple of men can increase our membership. It has to be done by the total membership working toward the goal of a bigger and united membership for a better national organization.

It is true that in all associations of all types; business, labor, etc., there are resolutions passed, by vote of all attending membership, and vetoed the same way. There are matters of business handled that do not suit everyone in a particular association or union. It is another thing to have non-members, and people that are not members of the auctioneering profession, pass on to the grape vine, rumors and falsehoods concerning our organization and business methods. We do not need to have a riot incited in order to take care of our problems, as they are solved at the proper place and at the proper time. When we handle ourselves with dignity and respect then we will receive the

dignity and respect of other organizations and other businesses.

I had the pleasure of knowing an auctioneer who was a real auctioneer whose services were much in demand and who enjoyed a great run with his service offered. He told me often not to waste my time worrying about competition from any young whipper snapper who came in and started up a competitive business. At a time in his life when he retired he said, "I am not able to find an auctioneer that knows what I have stored away on how to conduct the type of sale that I am now forced to hold." This was at the time when he was wanting to convert all of his personal and real property into dollars and cents to be spent now that he was going into retirement. He was, of course, going to have an auctioneer hold this auction for him. The truth of it was that he had no proven formula for his performance. He was just a man of judgment with good sales ability who had a balanced wheel that made him famous as an auctioneer. The auctioneer who sold his sale was this writer and I know very little about this man's secret formula for success but I used mine and everyone was happy in the end results.

I myself never lost any sleep over a competitor. Instead I remembered the long hard struggle that I had made and when I could, patted the new struggling auctioneer on the back, and wished him success on his trip up the ladder of success.

In closing this article from here on Mulberry Hill, in the grand old State of Ohio, let me from "Mom" and "Pop" Hess wish all our friends and whosoever, a VERY MERRY CHRISTMAS AND A COMING PROSPEROUS NEW YEAR FOR 1966.

Horse Prices High

Harrisburg, Pa., Nov. 2.—A total of 183 horses brought \$778,350 today at the standard-bred horse sale at the State farm show building. The average price was \$4,253.

IN UNITY THERE IS STRENGTH

WHAT MAKES CHRISTMAS

It was not the angles' singing
Gave the Christmas thought,
Not the precious gold and incense
By the Wise Men brought;

Not the shining Star that led them
On their unknown way;
'Twas the Christ within the manger
Made the Christmas Day.

So 'tis not the tree and presents
Make OUR Christmas Day,
'Tis not what we get that counts,
But — what we give away.

'Tis the joy of loving service
Makes the glad hours bright
Thinking first of others' pleasure
Self put out of sight.

We need never mourn that Christmas
Comes but once a year,
Since the blessedness of giving
Bring the Christmas cheer.

If we keep the Christmas spirit
In our hearts always
Through the whole year we can make
it
Christmas every day.

Annie Johnson Flint

CHRISTMAS PRAYER

Let Christmas not become a thing
Merely of merchant's trafficking,
Of tinsel, bell and holly wreath
And surface pleasure, but beneath
The childish glamor let us find
Nourishment for soul and mind.
Let us follow kinder ways
Through our teeming human maze
And help the age of peace to come
From a Dreamer's martyrdom.

by Madeline Morse

If life looks cloudy, maybe the windows
of your soul need washing.



Promotional Items

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

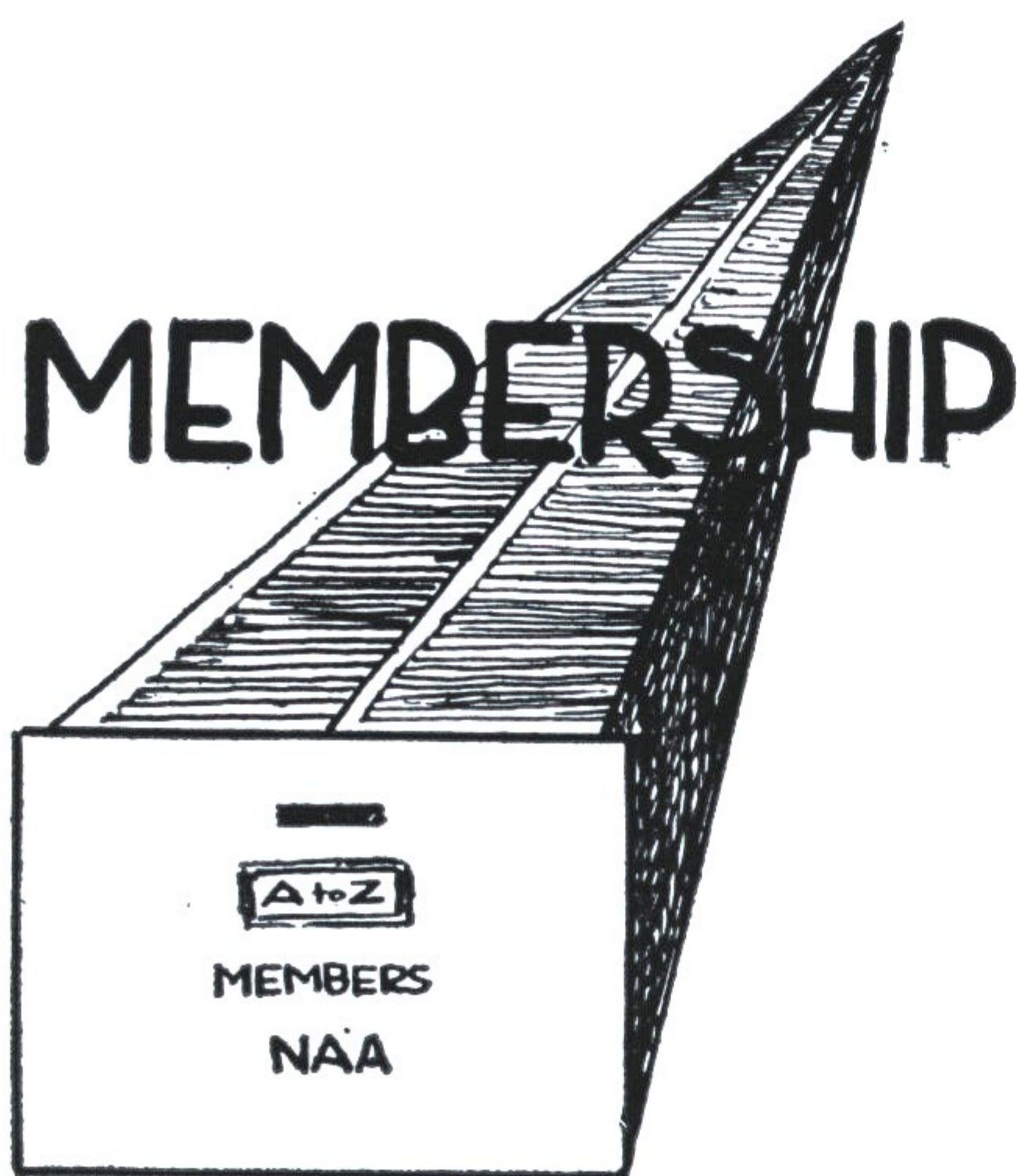
BUMPER STRIPS — Advertising the Auction method of selling. **25c each; 4 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana 46041



*Memberships Processed
October 16 - November 15*

Walter A. Zeck, Wisconsin
Orvil E. Stern, Wisconsin
Donald J. Poller, Wisconsin
F. W. Marshall, Wisconsin
John R. Lair, Wisconsin
Arnold Kohlmetz, Wisconsin
Fritz Koeller, Wisconsin
Peter J. Faith, Wisconsin
Roland W. Bast, Wisconsin
Raymond P. Hoffman, Wisconsin
Dale E. Rawdin, Illinois
LeRoy Hongsemeier, Nebraska
*Fred R. McGhee, Connecticut
*Earl T. Shine, Connecticut
*A. R. Beaudreau, Rhode Island
Al Smith, Illinois
Charles B. Wade, Illinois
William Podell, Michigan
John Reynolds, Jr., Wisconsin
Freeman Smith, Alabama
Wes Hays, Missouri
Sidney P. Hough, Florida
Jesse G. Hill, North Carolina
Herbert L. Demaree, Ohio
Bill McNamee, Ohio
*Murl Bernard, California
Charles L. Peters, Indiana
Jack Bowman, Iowa
Arnold D. Wilson, Ohio
Evan C. Davis, Ohio
Hugh Campbell, Missouri
J. W. Shapley, Indiana
Ottis Kemp, Tennessee
*Ed Schmidt, Illinois

*Jim McMillin, Missouri
*Edward L. Belcher, Michigan
Marvin Freeze, Michigan
F. B. Gorrell, Ohio
Cliff Gorrell, Ohio
Charles J. Rice, Wisconsin
Basil Albertson, Sr., North Carolina
Basil Albertson, Jr., North Carolina
LeRoy P. Farness, Wisconsin
Charles F. Knapp, Illinois
Maurice M. DeVore, Iowa
Harry Kirman, Illinois
W. Frank Dillard, Missouri
C. W. Pete Slater, Illinois
John S. Shelley, Ohio
Dwight E. Dutton, Ohio
Jim Richards, Oklahoma
Terry Monroe, Wisconsin
R. T. McClendon, South Carolina
Ben C. Barrett, Illinois
W. J. Kirkpatrick, South Dakota
A. A. Bentz, North Dakota
Cecil F. Shopen, Missouri
Leonard Sheinfeld, Massachusetts
Donnas A. Warner, Florida
Wilbur Brell, Nebraska
*D. R. Ireland, Missouri
Gerald Shaeffer, Indiana
W. B. Rose, Missouri
Gordon Hannagan, Illinois
Agon D. Tolbert, Indiana
Vincent J. DiGiacobbe, Ohio
J. L. Todd, Georgia
Herman Boress, New York
Charles J. Fischer, South Dakota
Henry A. Berman, Massachusetts
Howard Evans, Missouri
Thomas K. Carpenter, Minnesota
Ralph A. Weschler, Dist. of Columbia
Charles F. Swanson, Indiana
*Jimmy West, Tennessee
Marvin B. Cline, North Carolina
Duane H. Geeting, Missouri
Roger A. Hollrah, Missouri
Wilbert Smucker, Ohio
Norman J. Kirkbride, New Jersey
Leonard A. Elrod, Missouri
Wayne Holly, Tennessee
Marvin M. Arthur, Ohio
Albert Decker, Idaho
Dale Butman, Minnesota
R. C. Miller, Illinois
George Shults, Oklahoma
Delbert Winchester, Oklahoma
Arthur O. Robatzek, Saskatchewan
*Thomas Harrower, Jr., Wyoming
Billy Barnes, South Dakota

Fred Hiett, Arkansas
 Earl E. Cornwell, Indiana
 Ned C. Johnson, Indiana
 Paul W. Calkins, New York
 Vernell Johnson, South Dakota
 Arvin Utter, North Dakota
 J. Martin Haywood, North Carolina
 John M. Miller, Maryland
 Tom Majors, Nebraska
 Clyde J. Johnson, Louisiana
 Marley E. Neal, Indiana
 Ray S. Brock, Washington
 Bob Etherton, Washington
 Freddie Immke, Illinois
 Arnold J. Emerson, New York
 Lennis Bloomquist, Iowa
 Wendell R. Ritchie, Iowa
 *Ronald Ball, Iowa
 Bill D. Gold, Iowa
 Arnold Hexom, Iowa
 *William Dean, Iowa
 Carl W. Setterburg, Iowa
 *Joy Workman, Iowa
 Clint Peterson, Iowa
 Leland Dudley, Iowa
 Lyle Erickson, Iowa
 Robert Winegarden, Iowa
 Jason Johnson, Iowa
 Irving Leonard, Iowa
 Richard Hagist, Iowa
 Al Boss, Iowa
 Jay Arnold, Iowa
 Howard Buckles, Iowa
 *LeRoy A. Pfaff, Ohio
 Si Williams, Washington
 *Kenneth Sargeant, Kansas
 Ford Good, Ohio
 Carson C. Fast, Ohio
 Jim Wagner, Ohio
 Lloyd Hall, Georgia
 Phil Hanson, California
 *Steven D. Ryneason, Idaho
 Morris Weinstein, New York
 Pete Murray, New York
 Norvel Reed, Jr., New York
 Edmond L. Hudson, South Carolina
 Jack Churchill, South Dakota
 Miller T. Hunter, Hawaii
 William E. Berry, Indiana
 Ivan L. Argo, Oklahoma
 Bill Rombach, Oregon
 Leonard F. Willinger, New Jersey
 Russ Lydiatt, Nebraska
 William Shine, Connecticut
 Robert J. Goss, Oklahoma
 Glen E. Leney, California
 Jack Amos, Ohio

*William L. Morgan, Ohio
 V. K. Crowell, Oklahoma
 Thomas E. Taylor, Ohio
 *Indicates a New Member.

How Well Do You Know Your Association?

Taking things for granted is almost unavoidable in these days of intense activity and increased competition for our time and attention. Just to stay on top of vital details and decisions requires utmost concentration — which means that others may slip out of focus. You may think you're abreast of what goes on, but a check-up may prove you're in error. Don't lose touch with your association; here is a random probe to show where it stands in your present scheme of values:

	Yes	No
1. Do you promptly read "The Auctioneer" when it comes to you?	<input type="checkbox"/>	<input type="checkbox"/>
2. Can you name the officers without looking them up?	<input type="checkbox"/>	<input type="checkbox"/>
3. Have you attended at least three of the past five conventions?	<input type="checkbox"/>	<input type="checkbox"/>
4. Have you recently commended the group to your fellow Auctioneers?	<input type="checkbox"/>	<input type="checkbox"/>
5. To your superiors, if any?	<input type="checkbox"/>	<input type="checkbox"/>
6. Do you regard dues as an investment, not just a deductible business expense?	<input type="checkbox"/>	<input type="checkbox"/>
7. Can you recall your last letter to headquarters?	<input type="checkbox"/>	<input type="checkbox"/>
8. Do you regularly send news items or other material to the association publication?	<input type="checkbox"/>	<input type="checkbox"/>
9. Have you suggested a topic or speaker recently?	<input type="checkbox"/>	<input type="checkbox"/>
10. If you serve on a committee, do you attend meetings and do your share of the work?	<input type="checkbox"/>	<input type="checkbox"/>
11. Can you name the principal budget items, what they amount to approximately, and what you get for the money spent?	<input type="checkbox"/>	<input type="checkbox"/>
12. Have you in the past six months invited a non-member to join?	<input type="checkbox"/>	<input type="checkbox"/>

Whether a man winds up with a nest egg or a goose egg depends on the chick he married.

Iowa Boy Is 'Crying' Toward Goal

(Reprinted from the OMAHA (Nebr.) WORLD - HERALD)

By Richard Osterholm
World-Herald Staff Member

Tabor, Ia. — Ernest Bloomer, nine, already is well on the way toward his goal of becoming an auctioneer like his father, Col. F. E. (Mike) Bloomer.

For about the last year Ernest has been helping his father sell items at household auctions.

And although he hasn't yet fully mastered the auctioneer's spiel, he has been convincing enough to get customers to part with their money.

"We both know he has a long way to go, but I'm mighty proud of what he has done so far," noted Mr. Bloomer, a 20-year veteran of the sale ring.

"Not many youngsters would even try auctioneering. In fact, as far as I know he probably is the youngest 'auctioneer' in the state."

Ernest, who will be a fourth grade student this fall, is his own chief critic.

"My big trouble is my voice," he pointed out. "When my dad starts selling you can hear him a country mile.

"But sometimes the crowd is louder than I am."

Mr. Bloomer chuckled.

"That part will change with time," he said.

Ernest's first selling effort occurred



Ernest Bloomer, nine year old son of Col. and Mrs. F. E. "Mike" Bloomer, Glenwood, Iowa, sells item while his father coaches. Col. Bloomer is a past President of the Iowa Auctioneers Association and a former member of the NAA Board of Directors. —World-Herald photo.

in 1958 at the Iowa Auctioneers Association at Fort Dodge, according to Mr. Bloomer.

"I gave him a few little things to sell just as a convention gag," he said. "Everybody got quite a kick out of it, including Ernest."

A few years later, the auction block began getting serious attention from the youngster as he began to accompany his father to sales.

"I figured if he was dead set on becoming an auctioneer then the thing to do was to help him," said Mr. Bloomer.

"So we began holding practice sales here on our farm. My wife and I would be the customers and Ernest would try to sell us everything on the back porch."

Ernest laughed. "I'd like to have a nickel for every time I've sold that porch," he said.

Practice faded into the real thing one night when Ernest picked up an item at a Tabor sale, held it up and began taking bids.

"We planned it as a surprise and it was," noted Mr. Bloomer.

"The crowd really enjoyed it. After the sale, Ernest began to help out with the regular auctions."

Mr. Bloomer said he limits Ernest's auctioneering to "small items that don't have much value."

"Knowing what something is worth is as important as being able to be heard," he said.

A CHRISTMAS HYMN

The day has come, the glorious day,
As by the prophet said;
The tupes and shadows pass away,
And light and knowledge spread.
Hail glorious day! High jubilee,
Of joyous heaven and earth,
In blissful strains we welcome thee,
Day of our Savior's birth.

Though but a lonely herald star,
Once pointed to the place,
To guide the Wise Men from afar
To find the Prince of Grace,
Yet lo! how wide-spread now the blaze
Which does the pathway show;
So bright that children hail its rays,
And unto Jesus go.

Phoebe Palmer

Automobile Auctions Vital To Industry

GATLINBURG, Tenn. — Owners and other officials of auto auctions around the country heard officials from five auto makers describe auto auctions as indispensable to today's auto industry.

The auction owners were here for the National Auto Auction Assn. convention Sept. 20 - Oct. 2. The convention program was laced with speakers representing the makers.

These included Harry E. Chesebrough, vice - president of product planning and development, Chrysler Corp.; John M. Gavin, used - car merchandising manager, Volkswagen of America, Inc.; Charles A. Joans, manager, national used - vehicle sales, Chrysler Leasing Corp.; William G. Morgan, assistant sales manager in charge of new and used - car sales, American Motors Corp.; Charles B. Neely, used - vehicle merchandising manager, General Motors Corp., and William M. Thee, used - vehicle promotion manager, Ford Division.

Neely said, "Auto auctions play an increasingly important part in the life of a franchised dealership. A flow of dependable, profitable business runs from one to the other — as the auction operator helps the dealer balance his inventory by selling his surplus used units and presenting a market place from which a dealer may buy needed cars."

Chesebrough talked about a rosy future for the auto industry. He said that used - car dealers and auto auction owners can expect to share in it.

Morgan urged standardization in the method of reporting prices and condition of cars sold at auto auctions, saying that used-car auction sheets generally are looked upon as a standard in establishing used-car prices.

Joans spoke of Chrysler Leasing's activity in the used - car and auction field. He said that Chrysler Leasing is one of the "major manufacturers of used cars." Explaining, he noted that the firm will be disposing of some 35,000 to 40,000 vehicles in the next six months.

Auction Method Of Selling Creates New Atmosphere

(From the OREGON FARMER)

Both stockmen and buyers alike had an exciting day at the North Portland Yards Aug. 30, as the chant of the auctioneer placed a heavy flow of more than 2,000 cattle moving through the new \$50,000-sales ring.

As earlier announced, it was on that day the yards went on an auction sale basis. Now operating the yards is a newly formed livestock auction company, Portland Livestock Market, Inc.

Trading was strong with choice slaughter steers bringing up to 50 cents higher than a week earlier. Topping the market at \$27 were 19 head of choice Herefords finished off for a total weight of 18,000 pounds by Clyde Ramsey of White Swan, Wash.

BY MID-MORNING as the auction swung into its pace, a crowd of nearly 500 packed the bleachers and jammed against the auction ring. Even "standing room only" was at a premium as buyers and producers from the entire Northwest region turned out to witness the first time in the 35-year history of the livestock yards that livestock have been auctioned from producer to buyer.

And a few weeks later in Charlie Pike's column in **WESTERN LIVESTOCK REPORTER**:

There sure seems to be a lot of optimism this year from one end of the cattle country to the other. This past week I spent in Idaho, Washington and Oregon ending up at Portland.

These bays over at the End of the Line are completely stunned by the success of the new method of operation. When you do business for over 55 years by the private treaty method and watch your volume decrease each year for the past ten years, and then suddenly go to the Auction Route, it's like kicking a sleeping dog.

Guy Benson, president of the Portland Livestock Auction, Inc., says, "If some-

one would have told me we could have 2,000 head of cattle in these yards to sell this early in the season, I would have called him crazy."

We are real happy about the change-over and wonder why we held out so long with the private treaty method, says Benson.

The new \$50,000 sale pavilion is still under construction but they are holding sales in it. At present they are selling three days per week, selling cattle in the new sale building while the other auctioneers are busy out in the yards selling hogs and sheep the Australian method, which is pen to pen. This whole thing just proves a point that we at the Western Livestock Reporter have been hammering on for years. People like ACTION and they sure get it at the AUCTION. It's kind of like stepping out of a buggy after a five mile trip that took an hour and climbing into one of those new jets. You can go farther in the next jet hour with more comfort, than you could ever get done with the horse and buggy in six months. Good luck boys . . .

NAA Members Conduct Largest Horse Sale

The largest catalogued sale of Registered Quarter Horses ever held was conducted October 16, 17 and 18 at Hermiston, Oregon. 480 head of horses were catalogued and another 23 head came in too late to get in the catalog. Altogether there was a total of 503 head of horses sold.

The top selling horse of the sale was "Be Sure Man", a May 1964 foal sired by "Mr. Meyers", grandson of both "Top Deck" and "Leo", and out of the mare "Sure Be", granddaughter of "War Admiral" by "Man O'War". Both the sire and dam of this out-

standing colt are rated AAA plus. He was consigned by Lee and Doris Foster of Stanfield, Oregon.

The top 15 horses of the sale averaged just a little over \$2,300 each, with the whole sale averaging just under \$500.00 per head.

About 200 grade horses and registered horses of breeds other than Quarter Horses and Thoroughbreds were sold on the 16th. At 8:00 A.M., on the morning of the 16th, sale manager, Omer

Bonney opened the sale and sold the first few lots. At about 9:50 the morning of the 17th, 25 hours and 50 minutes later, lot number 503 came into the ring and was sold.

Auctioneers for the three day, 700 head event were Omer Bonney, Hermiston, Oregon; "Ken" Trout, Middleton, Idaho; Orville Sherlock, Walla Walla, Washington; and Bob Penfield, Bowman, North Dakota; all prominent NAA members.

On Leading Public Opinion

Here in this country, the domination of government by public opinion is quite complete . . . Public opinion cannot be directed, or pushed around, but it can be led. It responds to thoughtful teaching, to fuller information, and to enlightened and light-giving comment.

If we can lead public opinion toward the stimulation of individual incentives, instead of the blunting of them; toward creativeness and productivity so that there will be plenty for all, instead of just legalized thievery to divide what exists; toward equality of opportunity, rather than just plain equality, which would inevitably lead to poverty and ignorance for all; toward freedom and personal responsibility as the ideal goal, rather than supine prostration before an all-powerful state; then we will be both exercising a constructive influence on government and our society, and also serving the best long-term interest of all the people.

Too often . . . some people build around themselves a wall of myth that they somehow feel is essential to their security. Some take refuge in conformity, wrongfully assuming that there is virtue in being like others. Some seek to rely on government, hoping this will somehow relieve them of accountability. Some take the cynical course of avoiding all commitments, in the mistaken belief that loyalty to an institution or a tradition is demeaning to their dignity. Some falsely assume that it is smart to be clever when they need to be wise. Some are merely uninformed and passionately determined to remain so. Some, like the beatnik, retreat from the world and signify their frustrations in outlandish vocabulary and bad manners.

Such undistinguished reactions reveal not only a misunderstanding of our society, but an unhappy disavowal of personal responsibility. People with such reactions do not realize that a degree of conformity in manners and little things is sometimes essentials to the free and effective exercise of originality of thinking.

(From a speech by Harold Brayman, director of public relations for Du Pont Co.)



Illinois auctioneers and their families enjoy the Fun Auction that was a part of their State Convention Program, October 30-31.



Here are the men who will lead the Illinois State Auctioneers Association during the year ahead. From the left: George Cravens, Williamsville, Secretary-Treasurer; Dwight Knollenberg, Mason City, President; William Gaule, Chatham, retiring President; and Edward Bilbruck, Chicago, Vice President.

Wooley Addresses Illinois Convention

By George W. Cravens

A very successful Illinois State Auctioneers Association Fall Convention was held at the Leland Hotel in Springfield, Illinois on October 30 and 31, 1965.

Brad Wooley, 1st Vice-President of the National Auctioneers Association was the featured speaker and guest. He addressed the convention on Sunday afternoon and his remarks were entitled, "How to Make Your Auction Work." Both the auctioneers and their wives gained much from this informative speech. We were quite honored to have Brad with us and he in turn enjoyed his visit; taking time out to visit the Lincoln shrines in this area.

Another highlight of the convention was the "Fun Auction." A lot of articles were sold including some hilarious "surprise" packages. It was quite a treat to hear the different auctioneers work. Our guest, Brad, also participated in the Fun Auction and one of the articles that he sold was an ashtray fashioned in the shape of the razorback hog, the

Arkansas State University emblem. The auction served a two-fold purpose in that a good deal of money was made besides everyone having a good time.

Galesburg was selected for the site of the Spring Convention on April 3, 1966. Col. and Mrs. Mike Marks of nearby Abingdon, were named Chairman and Chairwoman respectively.

The following new officers were elected for the year 1966. They are as follows: President, Dwight Knollenberg, Mason City; Vice-President, Ed Bilbruck, Chicago; Secretary-Treasurer, George W. Cravens, Williamsville. New directors were selected as follows: William L. Gaule, retiring president, Chatham; Mike Marks, Abingdon, Ill.; Mike Modica, Chicago.

There was considerable discussion concerning the forthcoming National Convention to be held in Chicago in 1967. Everyone expressed great enthusiasm about this event.

Flattery is telling a guy what he thinks of himself

Nobody ever hurt his eyes by looking at the bright side of things.

Philadelphia In July

The song of Philadelphia is an old song in modern style, a poem with and without music. Its themes are legends set in the dissonant bustle of a metropolis which is building, growing, living, and playing today on hallowed ground.

Through the melodies run overtones of the past: a drumbeat, a fife and drum, voices, a discordant bell, the Star Spangled Banner, the Battle Hymn of the Republic, and America the Beautiful.

Philadelphia's tone was set back in 1683, a year after the City's founding, with William Penn's treating with the Indians. The Quaker Philosophy of its founder helped shape the city's destiny through trying times. Sounds, songs and symbols of each proud period in the nation's history are found in Philadelphia today.

Penn's three-stories-high statue stands atop the City Hall. From its base, visitors can join him looking out over his "Greene Countrie Towne."

Or they can do as millions before them have done and touch the famous crack of the Liberty Bell which "Proclaimed Liberty Throughout All the Land."

The city our founding fathers knew belongs to all the people. Wonderfully restored and with a green mall added, Independence Hall remains the nation's number one shrine. More than a million pilgrims each year visit the first capitol of the United States where the Declaration of Independence was signed and George Washington was named Commander of the Revolutionary Forces.

Nearby is the home of seamstress Betsy Ross, where Old Glory was made. The churches—Old Christ Church, Gloria Dei, St. Joseph's, St. Peter's, St. Mary's, St. George's and Mikveh Israel—where the nations' founders worshipped and in whose churchyards many lie.

Philadelphia sings of many eras. Her checkerboard face reflects the old beside the new in harmony, with character quaint, incongruous, majestic Philadelphia. Colonial Elfreth's Alley is the

oldest, still occupied, residential street in the United States. Modern Philadelphia is dotted with authentic colonial and other period attractions. Carpenter's Hall where the First Continental Congress met, contrasts with nearby sleek office buildings.

Even in Fairmount Park, largest municipal park in the world, Revolutionary War Financier Robert Morris' house, one of many colonial mansions, is a world apart from a new Japanese Tea-house complete to the last detail.

Perhaps the greatest contrast is most apparent in the heart of the city where the modern lines of Penn Center Building form a frame for the French Renaissance designs of City Hall.

Still thriving are the Franklin-founded, University of Pennsylvania, where the nation's first library, first magazine, first hospital, and other firsts were instituted.

Following Franklin's lead, other cultural institutions established world-wide reputations in this cultural climate. The Academy of Music has gained world renown for its perfect acoustics and Philadelphia Orchestra concerts; Robin Hood Dell entertains half a million people with great outdoor concerts each summer.

One of the world's most beautiful boulevards, the Benjamin Franklin Parkway from City Hall to the Philadelphia Museum of Art is lined with many great institutions.

The famous Franklin Institute recreates chemical and physical experiments you can work yourself with the push of a button. Actual locomotives, airplanes, the autos of every period can be examined closely. And the Fels Planetarium reproduces the heavens even to simulating a trip to the moon.

Under one roof Philadelphia's main Free Library building makes available two and a half million printed and recorded works, including original Dickens manuscripts and even cuneiform tablets.

For all there is to see, there are things the whole family can do that are just

IN UNITY THERE IS STRENGTH

a little different. Ice skating indoors, with seven legitimate theatres nearby, a dozen first-run movie houses and live television shows. Crews races on the Schuylkill, the Penn Relays at Franklin Field, soccer, tennis, and lacrosse.

Unparelled shopping in fine department stores and speciality shops known equally for distinctive and quality merchandise. First rate restaurants, many of them world famous for Philadelphia-originated dishes, and top night club acts between courses.

At America's oldest zoo, youngsters may play with live animals in a special Children's Zoo or climb a giraffe or other imaginative form at any of 241 playgrounds.

Washington's Revolutionary War headquarters at Valley Forge is just a half hour away; the Gettysburg Civil War battleground little more than two hours.

Pennsylvania Dutch country, rich countryside farmed by "plain" people with picturesque speech, surrounds Philadelphia. Lancaster, Reading, Allentown and the Ephrata Cloister are scarcely more than an hour's drive.

To the east lies the Atlantic Ocean with its sandy beaches and boardwalks, a short drive on good roads.

Pocono mountain streams, lakes and trails are less than two hours north of the city.

Philadelphia can be reached by air, by rail and by road. International Airport is served by all major domestic airlines. Philadelphia is served by the nation's largest railroad, the Pennsylvania. The Reading Railroad offers fast, convenient service from north and northeast Pennsylvania and New York City. Intercity bus service is excellent with buses arriving via Chicago, St. Louis, New York, New England, the south and midwest. The Pennsylvania Turnpike, the Schuylkill Expressway and the New Jersey Turnpike all lead to Philadelphia.

As we close this old year with plans and hopes high for the year coming let us remember that this must be a great milestone for us in 1966 as we make plans for our convention in July in this city of history, legend, and prestige that is striving always forward. This could be a good luck omen for us



Convention Chairman, George Cravens (left) holds the replica of an Arkansas Razorback as NAA 1st Vice President, Brad Wooley, sells it during the Fun Auction at the Illinois State Convention. President elect, Dwight Knollenberg, is looking for bids on the right.

as a National Organization to set our hopes and visions high.

Let us also, as we close this year, realize that for our ancestors this city represented all of the hopes for the future of this country and perhaps in visiting this city we can, ourselves, renew our ideals, upon which this country was founded.

Vintage Cars Now Sold At Sotheby's

By **RICHARD REID**
Minneapolis Tribune
European Correspondent

LONDON, England — There's something rather funereal about the hallowed halls of Sotheby & Co. And that is as it should be.

For each time the firm's auctioneer raps his desk to indicate that another treasured object has changed hands, someone dies a little.

You enter a high arched doorway, past a brass nameplate with the letters almost polished away. Up thickly carpeted steps, into the salerooms and the atmosphere of hush induced by fine things.

Silver and glass touched by generations, furniture from a bygone age when there was craftsmanship and time, faded paintings in aging frames—for 200 years these have been the stock in trade of this famous London auction house at 34-35 New Bond St.

Sotheby's will take on a new line. Across London, at Earl's Court Annex, it will hold its first sale of vintage automobiles.

"There was a demand," said George Hughes-Hartman of Sotheby's. But he made clear that the firm didn't spend two years lining up these beautiful old machines just to get its 10 per cent commission.

The business was logically Sotheby's. It and another firm, Christie Manson & Woods, Ltd., handle goods bought solemnly from owners who relinquish them with difficulty — often posthumously, always reluctantly.

These are things around which traditions of some of the world's oldest families have been built, the things that

succeeding generations couldn't bear to part with.

The cars, all beautifully maintained, are in that category. But the age of chauffeurs and footmen is passing in Britain. Taxes are high. Living costs are rising, and the aristocracy, too, must make ends meet.

So, the cars will be polished and lined up. A 1903 Humberette, 1903 Sunbeam, 1897 Daimler, 1911 Super, 1912 Crouch Carette, 1921 Sizaire-Berwick, 1921 Hispano-Suiza and even a 1929 DeSoto which, Sotheby's admits, "does not possess the fine castings, copper pipe-work . . . and similar features once thought essential to full enjoyment of the Vintage car as a hobby."

There will be a 1926 Morris Cowley two-seater with a side-valve 11.9-horsepower engine that sent it over the dusty puncture-promoting roads of the '20s, gears howling, suction windshield wipers flapping furiously, at a breakneck 35 miles an hour.

Ohio Auction School Graduates Seven Men

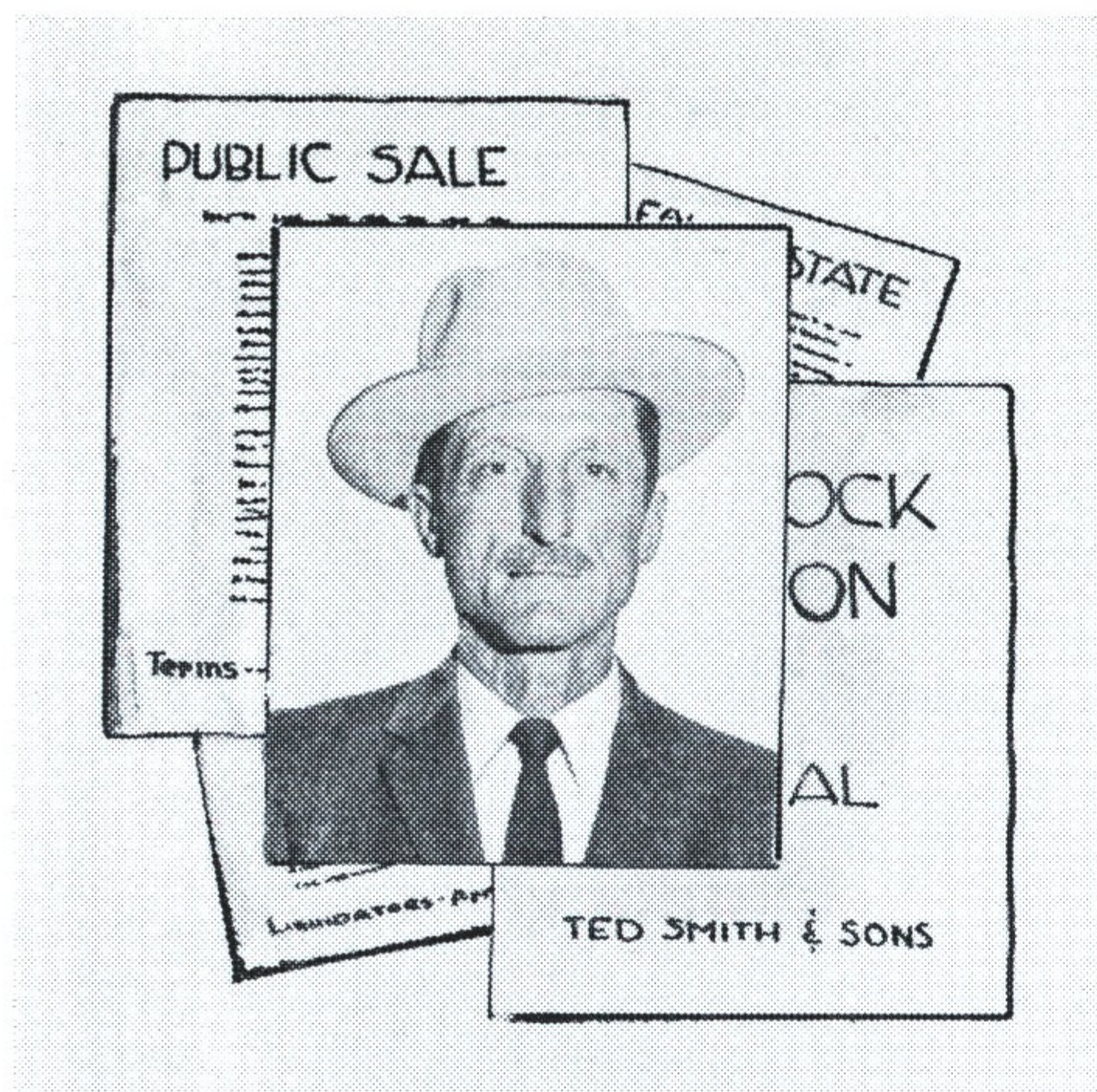
The Canfield School of Auctioneering, Canfield, Ohio, gave diplomas to seven students Saturday evening, November 6, at the close of their banquet.

Among the graduates was John Austin, 12 year son of Ray Austin, one of the owners of the school. Mrs. Jeanne Wilk of Hubbard, Ohio, was, also a graduate. Bill Kelley, Hanoverton, O., Charles Makar, Youngstown, O., Dick Marsh, Linesville, Pa., Walle Woodworth, Williamsfield, O., were, also graduated.

Twelve instructors participated in the school, which covered every phase of the Auction business. The instructors were Ray Austin and Jerry Hall, owners of the school, Donald Stafford, E. Rochester, O., John Fenstermaker, Homerville, O., Ray Warner, Ravenna, O., Charles Stiles, Andover, Ohio, George Roman, Canfield, O., Carol Miller, Canfield, O., Gary Linsted, Linesville, Pa., Gene Campbell, Espyville, Pa., Keith Riggs, North Jackson, Ohio.

The course included a public auction Friday evening at the fairgrounds which was sold by the students.

Auction Shorts



By Henry Buss, Columbus, Nebr.

Two weeks ago my plans were to direct comments on Auctioneer-Broker relationship. Tonight, however, my thoughts are running in a different direction which was brought about by a speech made by our State Senator when he spoke to our Rotary Club. Also, the fact that I was going to write a column to appear in the December issue of "The Auctioneer."

The one phrase that was frequently used in his speech was "Free Enterprise," and the danger of losing it little by little, by too much federalization and too little state and community individualism, ever increasing of taxes and a degrading of morals among the people of our land.

I looked up the word ENTERPRISE in the dictionary and following are the definitions I found: (1) An undertaking. (2) A project. (3) One calling for activity and boldness. (4) Willingness to undertake bold projects, etc.

Yes, this has all been free to us in this land of ours since the Pilgrims landed on PLYMOUTH ROCK. So as men in the auction profession who make an honest living from its profession must be passionately devoted to the American Creed, to the freedom of man as an individual, to the responsibilities of our communities, and with every opportunity, remind our people to ever be mindful

of protecting this great heritage.

In spite of all the insurrections, violence and chaos throughout the world, Christmas will be celebrated in all lands again on December 25th, the birthday of our Saviour with Glad Tidings of Peace on Earth, Good Will Toward Men.

May I close, with the wish to auctioneers, of a very Merry Christmas and a Prosperous New Year.

Array of Talent At Indiana Convention

Members of the Indiana Auctioneers Association staged an interesting Convention at the Severin Hotel in Indianapolis, November 7-8. The attendance was considered good and the program was an interesting one.

First day speakers included Lieutenant Governor Robert L. Rock; Glen Casey, dairy cattle auctioneer of Williamston, Mich.; Grant Habegger, Warsaw, Ind., insurance agent; and John L. Cummins, President of the National Auctioneers Association. The day was climaxed with a Fun Auction which netted more than \$400.

Q. R. Chaffee, Towanda, Pa., and Dean of the Reppert Auction School started the second day's speaking program. He was followed by J. Meredith Darbyshire, NAA Director of Wilmington, Ohio; Roger Early, a specialist in selling antiques, from Milford, Ohio, and Charles Hendricks, Chairman of the Republican Party in Indiana.

Egbert Hood, Anderson, was elected President for 1966; Curran Miller, Evansville, was named Vice President; and Everett Corn, Fairmount, was elected Secretary. Robert Ellenberger, Bluffton, was named Treasurer.

Retiring President, Maynard Lehman, Berne, was named to a three year term on the Board of Directors. Others named to Board positions were: Ron Biddle, Shelbyville; A. E. Angle, Logansport; Fred Millspaugh, Greentown; and John Friedersdorf, Franklin.

The Bureau of Internal Revenue is always looking for men who have what it takes.

Americana Collection To Be At Auction

The most important collection of Americana in private hands will be dispersed at auction over a period of several years, the Parke-Bernet Galleries announced. The books, maps and historical documents were gathered by the late Thomas Winthrop Streeter during the past forty years. The first sale of the series will be sold at intervals of six months during the next two or three years by order of Mrs. Streeter and Basil O'Connor, trustees under Mr. Streeter's will.

In forming his collection, Mr. Streeter's objective was to document the vast sweep of American history through books printed in America or about America. The library, which contains over four thousand items, documents the discovery, settlement and development of the North American continent. Beginning with the earliest books about America, including an early edition of the famous Columbus letter describing the 1492 voyage, the Streeter collection concentrates on the course of American history from Columbus to the end of the frontier era. The collection is particularly rich in narratives of overland travel and other accounts of the 19th Century movement to the West. One of the most romantic is the only known copy of the Platt and Slater Guide Across the Plains, 1852. The collection also contains a large number of the first books printed in each state and region of the United States.

The Streeter collection will be offered by Parke-Bernet on a regional basis with the items grouped according to the geographical area in which they were printed or to which they relate. Every area of settlement is covered in detail—New England, the South, the Middlewest, the Southwest, the Plains and the Pacific Coast.

Thomas W. Streeter, a lawyer and financier, died in June of this year at his home in Morristown, New Jersey. After his retirement in 1939, he devoted himself to his Americana collection and published several works based on it. He was Treasurer of the New York Historical Society, which in 1957 awarded him

its Gold Medal for Distinguished Service. For the last two volumes of his five-volume bibliography of imprints relating to Texas, Mr. Streeter was honored with a fellowship in the California Historical Society and the Society's Gold Medal representing the Henry R. Wagner memorial award. Mr. Streeter was President of the American Antiquarian Society and the Bibliographical Society of America, and Chairman of the Fellows of the Pierpont Morgan Library.

Million Dollar Land Auction In Kentucky

A total of 3,923 acres of land near Morganfield, Ky., was sold at auction, Sept. 30 for a total of \$1,063,500.

Land sold was known as the U. S. Garrison Camp Breckinridge and was ordered sold by the General Services Administration (GSA). The property was sold in ten different tracts and the actual time it took to collect the million dollars plus was just two hours.

Col. C. Roger Lewis, Morehead, Ky., was in charge of the auction and he was assisted by Col. George Kurtz, Sturgis, Ky., Martha Kurtz and Bill Kurtz of the Kurtz Auction and Realty Company. All participants are members of the National Auctioneers Association and the Kentucky Auctioneers Association.

Hon. Earle C. Clements, former Governor of Kentucky and now U. S. Senator, bought the first parcel sold, a 46 acre tract with dwelling, for \$36,000. Highest selling of the tracts brought \$184,000.

Other tracts sold for \$167,000; \$115,000; \$101,500; \$176,000; \$80,000; \$76,000; \$73,000; \$55,000.

Auction Man Dies

George Crawford, 70, partner for 28 years in the Clarinda Auction Company, Clarinda, Iowa, died October 18.

Crawford was a life-long resident of southwest Iowa and had been connected with farming and livestock for many years. He was Vice President of the Federal Land Bank Association at Clarinda.

G. Wendelin Dies In Automobile Accident

George Wendelin, 48, owner of the Avoca (Iowa) Livestock Auction and prominent auctioneer, was killed in a highway crash, October 20.

Wendelin is survived by his widow, three sons and a daughter. Also, his parents, two brothers, a sister and two grandchildren. One of his brothers, William, is well known to NAA members, being a past National Director from Henderson, Texas.

Good Charolais Sale

Top prices of \$1800 on bulls and \$1200 on females were reached in the Charolais production sale of Dr. Jack Bal-

lentine and Bill Wigfield at Lexington, Mo. The 40 head sold averaged \$738.00 per head and were taken by buyers from Oregon, Tennessee, Colorado, Iowa, Illinois, Washington and Missouri.

Veteran gavel-master and NAA member, Hugh Campbell, Chillicothe, Mo., was the auctioneer.

LOVE'S OFFERING

What shall I bring Thee, O Little Stranger,
Cradles with straw in a Judean manger?

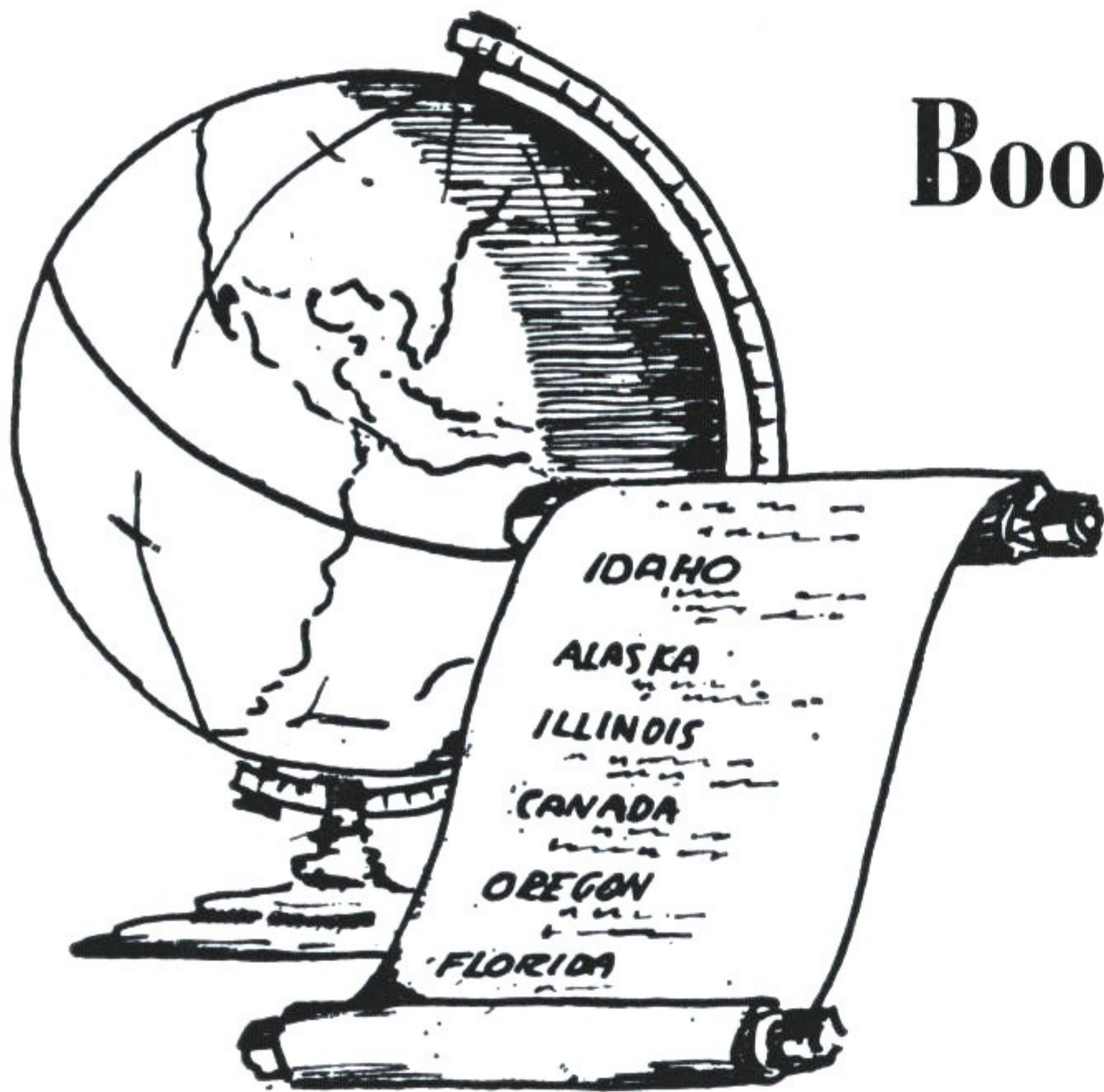
No gold nor myrrh, nor incense rare.
Have I, dear Babe, with Thee to share;
But Thou dost treasure the gift I bring,
My heart, love's dearest offering.

Phillip Gregory



Kansas City's "Petticoat Lane" was turned into a Livestock Auction Arena for a time during the recent American Royal Livestock Exposition. Between Walnut and Main Streets on Eleventh Street, hundreds of shoppers and sight seers, along with interested businessmen, saw auctioneer Curt Rodgers sell the Royal Champions.

Robert Q. Sutherland, a partner in Sutherland Lumber Co., paid \$5.15 per pound, a total of \$5,510.50 for Lyle Miller's Champion Steer "Boxer." Champion market hog sold for \$4.15 per pound and the Champion Fat Lamb brought \$7.15 per pound.



Boosters for 'The Auctioneer'

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

ALABAMA

Col. J. M. Casey—Birmingham
Col. Ed T. Hyde—Talladega
Col. J. P. King—Gadsden
Col. Freeman Smith—Long Island

ARIZONA

Col. Leroy Longberry—Phoenix

ARKANSAS

Col. Milo Beck—Rogers
Col. J. C. Dyer—Nashville
Col. R. E. Harris—Little Rock
Col. B. R. Tucker—Little Rock
Col. James E. Wilson—Hot Springs
Col. Brady L. Wooley—Little Rock

CALIFORNIA

Col. Bill Arnold—Grover City
Col. Murl Bernard—Mira Loma
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Pomona
Col. Ken Cullum—Pomona
Col. Marsh Dozar—Los Angeles
Col. Melvin H. Ellis—W. Sacramento
Col. James Gibson—San Pablo
Col. Phil Hanson—Santa Ana
Col. Harold Henry—S. San Gabriel
Col. Cy H. Jones—Central Valley
Col. Rudy Larkin—W. Covina
Col. Ray Roberson—Grover City
Col. Morris Schwartz—Hollywood
Col. Otto Seeberger—San Diego
Col. Henry G. Stewart, Jr.—Pomona
Col. Beman Talbert—Pleasant Grove
Col. E. V. Wing—Gerber

COLORADO

Col. Ed Gibson—Denver
Col. Herman W. Hauschildt—Denver

Col. Cookie Lockhart—Steamboat Springs

Col. Si Lockhart—Steamboat Springs

Col. R. W. Oversteg—Delta

Col. Thomas L. Peach—Eagle

Col. John Rainey—Glenwood Springs

Col. Fred J. Ramaker—Denver

Col. E. W. Robbins—Gunnison

Col. Howard Roland—Grand Junction

Col. Reuben J. Stroh—Loveland

Col. Howard Shults—Lakewood

Col. Troil Welton—Wray

Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granhy

Col. Al Tirelli—Hartford

DELAWARE

Col. Crawford Carroll—Dover

Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. N. Albert Bond—Orlando

Col. Robert W. Butler—Gainesville

Col. Frank J. Conley—Tampa

Col. Louis C. Dell—Sanford

Col. Martin E. Higgenbotham—Lakeland

Col. Sidney P. Hough, Tallahassee

Col. Thomas A. Scarane—Miami

Col. Joseph F. Sedmera—Lakeland

Col. Wayno "Tex" Steuart—Tampa

Col. P. Frank Stuart—St. Petersburg

Col. Henry Allen Wilson—Clearwater

Col. Leonard R. Wilson—Daytona Beach

GEORGIA

Col. George E. Collins—Decatur

Col. R. A. Waldrep—Gainesville

HAWAII

Col. Louis L. Stambler—Honolulu

IN UNITY THERE IS STRENGTH

IDAHO

Col. William Dippel—No. Lewistown
Col. Irvin Eilers—Kimberly
Col. Jim Messersmith—Jerome
Col. Robert L. Wesely—Boise

ILLINOIS

American Auction Associates—Chicago
Col. Ben Barrett—Easton
Col. Edward E. Bilbruck—Chicago
Col. Leo J. Bree—Aurora
Col. Wes Chapman—Seneca
Col. Gordon Clingan—Danville
Col. J. W. "Jim" Cushing—Coal City
Col. W. P. "Bud" Drake—Decatur
Dunning's Auction Service—Elgin
Col. Mike Fahnders—Pekin
Feller and Bucher Auctioneering
College—Kankakee
Col. Luke J. Gaule—Springfield
Col. William L. Gaule—Chatham
Col. Michael M. Gordon—Chicago
Col. Ray Hudson—Morrisonville
Col. Lane R. Hyett—Aledo
Col. Charles F. Knapp—Sissna Park
Col. A. R. McGowen—Oak Lawn
Col. Clay H. Metz—Des Plaines
Col. Michael Modica—Chicago
Col. Jerry C. Moore—E. St. Louis
Col. J. H. Oberwise—W. Chicago
Col. E. L. "Butch" Olson—Morris
Col. Paul D. Pastore—Chicago
Col. Melvin R. Penning—Forreston
Col. Fred G. Quick—Aurora
Cols. L. Oard & Lloyd Sitter—Anna
Col. Tom Sapp—Springfield
Col. Mick Tomlin—Mason City
Col. Herman F. Welch—Downers Grove

INDIANA

Col. Keith Berkshire—Logansport
Col. Wallace Bucher—Francesville
Col. James A. Buckley—Shelbyville
Stephen L. Capper & Associates—Indianapolis
Col. Dale Christman—Columbia City
Col. Ray Clark—Dyer
Col. Leo Grindley—Ft. Wayne
Col. Bob L. Harrison—Monticello
Col. Hubert L. Jones—South Bend
Col. August Meltzer, Jr.—Lake Village
Col. Amon H. Miller—Evansville
Col. L. W. "Bill" Porter—Brownsburg
Col. Donald "Mike" Porter—Morocco
Col. Earl Ray—Tangier

Reppert School of Auctioneering
—Decatur

Rossville Auction Exchange—Rossville
Col. Romaine Sherman—Goshen
Col. Loyal K. Smeltzer—Elkhart
Col. Lewis E. Smith—Cicero
Col. John C. Stanley—Hagerstown
Col. Noble Stokes, Jr.—New Castle

IOWA

Iowa School of Auctioneering—Ames
Joy & Johnson Auction Co.—Ames

KANSAS

Col. Maynard Bane—Goodland
Col. E. R. Harrison—Norton
Col. Jack D. Sheets—Wellington
Col. Clifford Reese—Osage City

KENTUCKY

Col. Adrian Atherton—Hodgenville
Col. J. Russell Beams—Sonora
Col. James O. Briggs—Campton
Carter Realty Auction Co.—Scottsville
Col. Wayne Kessler—Campbellsville

LOUISIANA

Col. Jack C. Minter—Jennings

MAINE

Col. George A. Martin—East Lebanon
Col. Gardner R. Morrill—Harrison

MARYLAND

Col. Robert H. Campbell—Annapolis
Matthews & Reedy, Auctioneers—Hampstead

MASSACHUSETTS

Col. Henry A. Berman—Worcester
Col. Stephen D. Cardelli—Byfield
Col. Norman L. Chagnon—Worcester
Col. Anthony Ferolito—Cambridge
Col. Phil Goldstein—Boston
Col. Theodore R. Grossman—Boston
Col. John A. Hilditch (Southboro)
—Southville
Col. Edward L. Hopkins—Boston
Col. Abe Levin—Fitchburg
Col. Frank "Honest Chuck" Onischuk
—Westminister
Col. Leonard Sheinfeld—Boston

MICHIGAN

Col. Elwyn B. Bentley—Fenton
Col. Harold M. Bloom—Midland
Col. Floyd M. Dougherty—Three Rivers
Col. Marvin Freeze—Niles
Col. Charles J. Kinsey—South Lyon

IN UNITY THERE IS STRENGTH

Col. John M. Glassman—Eau Claire
Col. Freeman F. Glenn—Jeddo
Col. Bob Handrich—Fairview
Col. William Podell—Grand Rapids
Col. Garth Wilber—Bronson

MINNESOTA

Col. Albert O. Maas—Millville
Col. Bert Trane—Karlstad

MISSISSIPPI

Col. Lew Henderson—Gulfport
Col. W. E. Tinnin, Meridian
Col. S. E. Gelvin—Tunica

MISSOURI

Col. Lew Henderson—Gulfport
Col. Ken Barnicle—Ellisville
Col. Buster Hewkin—Cuba
Missouri Auction School—Kansas City
Col. Jerry D. Popplewell—Amity
Col. Larry W. Reed—Rich Hill
Col. Helen Schumacher—Kansas City
Col. Don V. Whetzel—Craig

MONTANA

Col. Wm. J. "Bill" Hagen—Billings
Col. Earl W. Kinney—Billings
Col. R. J. "Bob" Thomas—Billings
Col. Carl O. Westermarck—Shelby
Western College of Auctioneering—
Billings

NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk
Col. E. A. Camfield—North Platte
Col. Mack P. Cosgrove—Omaha
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Russell E. Lydiatt—Ashland
Col. Gerald W. Phillips—Wallace
Col. Grant R. Phillips—Wallace
Col. Jim Walker—Omaha

NEW HAMPSHIRE

Col. Merle D. Straw, Jr.—Seabrook
Col. Paul W. Lawton—Chesterfield

NEW JERSEY

Col. Fred R. Daniel—Neshanic Station
Col. Ralph S. Day—Leonia
Col. Harvey W. Lee—Salem
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
Col. James Cecil—Hobbs
Col. Monroe Goree—Roswell
The New Mexico Auctioneers
Col. Paul Rector—Albuquerque
Col. John Overton—Albuquerque

NEW YORK

Col. Roy Abbey—Angola
Col. Tim Anspach—Albany

Col. Richard W. Bronstein—Buffalo
Col. Paul W. Calkins—Peru
Col. John DiBello—Sterling
Col. Clarence Foss—Holland
Col. Herb Fox—Horseheads

Col. B. F. Hayes—Forest Hills

Col. Thomas J. Jacobs—Angola

Col. Victor Kent—Hinsdale

Col. Donald W. Maloney—Syracuse

Col. William Maloney—Syracuse

Col. Crawford McFetridge—Penn Yan

Col. Pete Murray—Ballston Lake

Col. Ronald Reed—Sherman

Col. Kenneth M. Rice—Hamburg

Col. Harold Spoor—Baldswinville

Col. Ben Schwadron—Forest Hills

Col. David H. Tracy—Pavilion

Col. Richard C. Tracy—Dansville

Col. Sidney White—New York City

Col. Charles Vosburgh—Cortland

Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Jackie Bell—Asheville

Col. Neil Bolton—Winston-Salem

Col. Billy Dunn—Laurinburg

Col. Homer E. Harden—Greensboro

Col. J. Martin Haywood—Rockingham

Col. E. F. "Jack" Glascoe—Forest City

Col. Ben G. Hoffmeyer—Charlotte

Col. W. Craig Lawing—Charlotte

Col. Forrest A. Mendenhall—High Point

Col. Robt. (Red) Mendenhall—High Point

Col. A. T. Morris—Durham

Col. Hugh Simpson—Union Mills

Col. Kenneth W. Teague—Burlington

NORTH DAKOTA

Col. Bob Penfield—Bowman

Col. Elmer Zimmerman—Haynes

OHIO

Darbyshire & Associates, Inc.—
Wilmington

Col. Chris B. Dawson—Waverly

Col. Donald R. Florea—Milford

Col. Herman L. Hart—Bristolville

Hunter-Wilson-Mayhugh Co.—Hillsboro

Col. Harry W. Kerns—Urbana

Knotts Auction School—Gallipolis

Col. O. L. Lansaw—Middletown

Col. Andrew Lemley—Gallipolis

Col. James A. Luggen—Cincinnati

Col. Mearl Maidment—Bowling Green

Col. Harley O'Day—Columbus

Col. Chester Rector—Akron

Col. George Roman—Canfield

Smith-Babb-Seaman Co.—Wilmington

Col. Dean C. Smith—Marietta

IN UNITY THERE IS STRENGTH

Col. Steve Steinmetz—Springfield
Col. Ralph VanderVlucht—Toledo

OKLAHOMA

Col. V. K. Crowell—Oklahoma City
Col. Clyde Jones—Alva
Col. B. F. Mick—Enid
Col. Jim Richards—Spencer
Col. F. E. Springer—Red Rock
Col. William D. Towler—Yukon

OREGON

Col. Harold E. Ball—Portland
Col. Arlis Blair—Ontario
Col. W. G. Haun—Milton Freewater
Col. Donald F. Kennedy—Portland
Col. Virgil R. Madsen—Junction City
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. S. J. Frey—Sweet Home
Col. Lynn Walters—Clackamas
Col. Forrest Witthar—Portland

PENNSYLVANIA

Cols. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. Ralph W. Horst—Marion
Col. Wylie S. Rittenhouse—Vanderbilt
Col. Wm. J. Wagner—Elizabethtown
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Harry Gautieri—Providence
Col. Ernest O. Maine—Hopkinton
Col. Max Pollack—Providence

SOUTH CAROLINA

Col. T. S. Bruce, Jr.—Greenville

SOUTH DAKOTA

Col. Billy Barnes—Ft. Pierre
Col. Curtis J. Price—Madison

TENNESSEE

Col. Richard W. Bethea—Chattanooga
Col. Claude H. Coleman—Madison
Col. Waylan C. Dean—Columbia
Col. Joe Hawkins—Woodbury
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
Col. James Matthews—Cowan
Col. C. B. McCarter—Sevierville
Col. L. Paul Monks—Fayetteville
Col. Bob Winton—Winchester

TEXAS

Col. Kenneth Bozeman—Lubbock
Col. Walter S. Britten—College Station
Col. Dub Bryant—Big Spring
Col. K. L. Espensen—Tyler
Col. J. W. Foust—Lubbock
Col. Grover Howell—Dallas

J. O. Lawlis Associates—Houston
Col. Joe T. Presswood, Jr.—Houston
Col. Carl W. Self—Lubbock
Col. W. J. Wendelin—Henderson
Col. Odus Wittenburg—Del Rio

VIRGINIA

Col. W. L. Carter—Norfolk
Col. Willie T. Catlett—Lynchburg
Col. Morris F. Fannon—Pennington Gap
Col. Harry D. Francis—Newport
Col. David H. Gladstone—Norfolk
Col. Leon H. Gornto—Norfolk
Col. Melvin Lacey—Dry Fork
Col. James E. Mullins—Pound
Col. Jack Peoples—Chesapeake
Col. Maury Riganto—Norfolk
Col. J. E. Sutphin—Newport
Col. Roy Wheeler—Charlottesville

WASHINGTON

Col. Michael Arons—Mercer Island
Col. Bob Berger—Pasco
Col. Ray S. Brock—Pasco
Col. Elmer L. Burnham—Thornton
Col. Hank Dunn—Kennewick
Col. Bob Etherton—Seattle
Col. Jerry Fales—Toppenish
Col. Bill Johnson—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. John M. Mullen—Pasco
Col. Ray W. Nelson—Redmond
Col. Orville Sherlock—Walla Walla
Col. Hugo Ward—Prosser
Col. Si Williams—Walla Walla
Col. Joe Yates—Walla Walla

WEST VIRGINIA

Col. H. E. Covert—Charleston
Col. O. B. Harris—Beckley
Col. Robert S. Michael—Morgantown
Col. A. G. "Dick" Miller—Ceredo

WISCONSIN

Col. Lester M. Eue—Beloit
Col. Joseph W. Donahoe—Darlington
Col. John L. Freund—Omro
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan

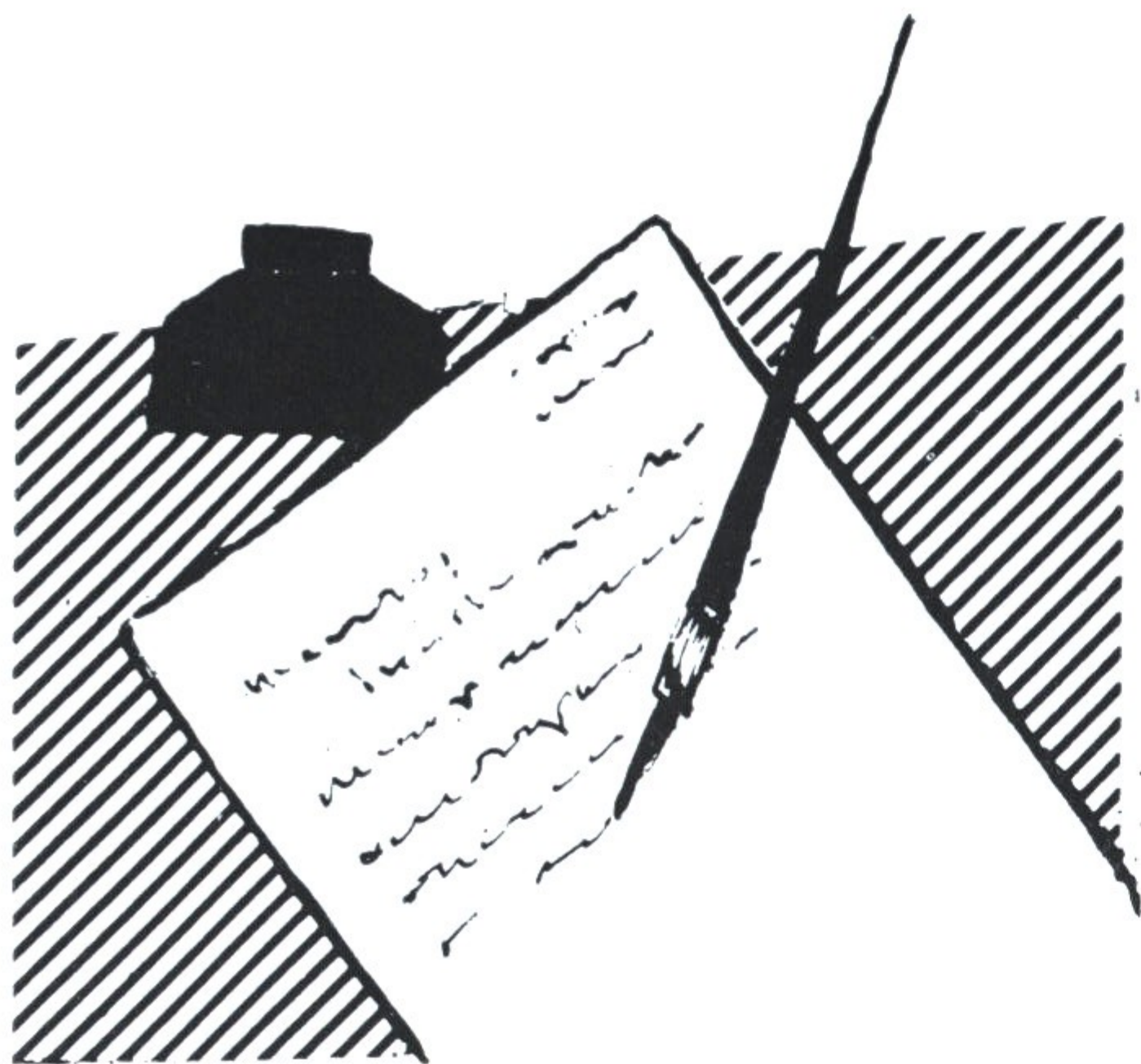
WYOMING

Col. Paul Brownfield—Riverton
Col. Thomas Harrower, Jr.—Kemmerer

ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec
Col. Arthur O. Robatzek—Swift Current, Sask.
The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Colonel:

I want to thank you for your suggestions that we might get help from Mr. John Overton at Albuquerque. We wrote to Mr. Overton and he invited us out to visit his auction. My clerk, Lee Cople, and I visited Mr. Overton for five days in October. We actually attended three of his auctions. He was most helpful to us in explaining his operation and making suggestions that might be of use to us. We were the house guests of Mr. & Mrs. Overton during our stay in Albuquerque.

We are already making use of ideas that we got from Mr. Overton. The results are already noticeable in our sales and efficiency of operation. After our visit at Albuquerque, we came back with more confidence and knowledge of what to do. Based on this confidence we have leased a much larger building that we will move into on January 1. In the new building we will be able to seat up to 400 people and will have ample space for the auction and for a retail store.

Suggestions from Mr. Overton has enabled us to re-organize our auction staff to good advantage. We have improved our records and operating procedures. Already our volume has increased, and our sales per hour have increased, as a result of his suggestions. We even changed our rules as posted in the auction room.

Besides having the knowledge, skills, and experience the Overton's are wonderful people. We feel greatly indebted to them in many ways, and indebted to you for your suggestion.

Sincerely yours,
J. L. Henderson
Gulfport, Mississippi

Dear Mr. Hart:

Enclosed please find my check for yearly dues.

I would like information on tobacco auctions. I would like to know if the public can attend, where they are held, etc. If you have any information or could refer me to someone else. I would surely appreciate it.

It doesn't look as if there are going to be many Farm Sales in our area this year. We have a few booked, but not too many.

I am beginning my second year in the Auction business. It has been a year I shall never forget. I feel I have been very fortunate because I have just completed my 34th sale which includes Farm Sales, Household and Real Estate.

Again any information would be appreciated.

Yours truly,
Freddie Immke
Forrest, Illinois

With No Association

Could your business exist without standards, most of them fostered by some membership group? Without accounting principles, how could you keep books? Without an organized bar, would we have due process for long? Without medical societies, could doctors keep up to date? Would our communities be livable if they lacked chambers of commerce, civic societies, recreational and charitable groups? Or schools—without the give-and-take and guidance of educational organizations at every level of teaching and administration?

Yes, America would miss its thousands of associations. And wouldn't you miss yours?

The Biggest Week For Parke-Bernet

The week of October 11 was certainly among the most exciting and successful in Parke-Bernet's history, with five sales bringing a grand total of \$4,835,965. On October 12, precious-stone jewels from the unique collection of the late Helena Rubinstein fetched a total of \$371,610, with a 70-carat sapphire ring bringing \$33,000. The following morning, precious-stone jewelry from Mrs. Albert E. Ogden and others brought \$322,755, with a superb 16-carat diamond ring accounting for \$65,000 and a magnificent 84-carat sapphire ring \$47,000. On the evening of October 13, twenty contempor-

ary American paintings from the Mr. and Mrs. Robert C. Scull collection went for \$284,200, led by \$37,000 for de Kooning's "Police Gazette." This sale was followed by the auction of XIX-XX century sculptures from various owners for \$471,800, featuring Henry Moore's heroic "Seated Nude" for \$41,000. The climactic sale of Impressionist and modern paintings on October 14 reached \$3,385,600 (world record for an auction of these schools), bringing the week's total to an unprecedented high. At this final session, world auction records were set for C'ezanne, whose "Maisons 'a l' Estaque" fetched \$800,000, the world auction record for any Impressionist painter, and for Manet, whose "Le Fumeur" brought \$450,000.

Remember Pearl Harbor

**Dedicated to our boys in the Armed
Forces of the United States of America**

Remember Pearl Harbor and our boys
of navy blue,

Remember the suffering those boys
went thru.

On Sunday the seventh of December in
forty one,

They were attack by the flag of the
rising sun.

While Diplomats in Washington were
feigning plans of peace,

Japanese boats and planes were closing
in from the east.

Without a word of warning and with
beastly greed;

The harbor reaped the harvest of their
gastly deed.

Many boys were injured, Many lost
their life.

Many a child was orphaned and many
a widowed wife;

Mothers and fathers, Yes sisters and
brothers too,

Are praying for the boys to bring old
glory thru.

Oh Yes, We remember, how can we
forget,

While boys of America are over there
yet.

Revenge, Revenge how sweet it will be;
When used upon Japan across the sea.

Our Army and Navy, To the last man,
Will never forget that act of Japan.

They will go into battle and be not
afraid,

And keep right on fighting, Until that
debt has been paid.

EDITOR'S NOTE: The author of the above poem is our own Col. V.K. Crowell, Oklahoma City, Okla. Col Crowell wrote the poem one week after the attack on Pearl Harbor, December 7, 1941. He gave away several copies at the time and it has been used in the Navy Training Center Paper at San Diego, all these many years. Crowell is well known to those who attend our national conventions. He is currently serving as Secretary-Treasurer of the Oklahoma State Auctioneers Association and Mrs. Crowell is a Director of the Ladies Auxiliary to the NAA.



MISSOURI AUCTION SCHOOL BANQUET
KANSAS CITY, MO.
AUGUST 1965

Getting Started

(Reprinted from THE AUCTIONEER,
official publication of the Alberta Auctioneers Association)

Getting Started! No matter what it is that is to be started, just the first faltering step can many times be the most difficult.

Just as a matter of record we have driven in 9 of our 10 provinces, and in 23 of the 50 States, and yet no matter in which direction, or how short or long the journey, to the nearby store or across the continent—every trip began the identical way—just a few short steps from the house to the car!

Whether a writer is going to pound a brief note, or write a great novel—for each it is a simple matter of running a sheet of paper into a typewriter to start.

When the first few drops fall, who can tell whether it will be a two minute shower, or a month long rain like we have had since back in August? (Not the old Indian who predicted a warm sunny Fall!)

Getting started in a business like auctioneering isn't as simple as going on a motor trip, where the beginning can be walking to the car, getting in and closing the door, or turning the key, or shifting the lever.

You might come up with as many interpretations of getting started as you could find auctioneers, but for most it would not be the decision to take an auction course, or when the license was issued, but the first sale.

Just why how to get started, becomes such a mystery to some is in itself a mystery, for starting is in itself a very simple thing, and as the examples quoted indicate, starting has a monotonous similarity. The start of every trip is identical, the start of every rain is identical, the start of everything written is the same—it's what happens AFTER the start, and what preparation went in BEFORE the start that are really important.

A writer STARTS by putting a sheet of paper into his typewriter. But if he hasn't prepared, and hasn't a well plotted objective—nothing will happen. If

the motorist gets in his car, but has no place to go—it will be just a Sunday drive, aimless and purposeless.

Going to college, getting a license, are just part of the preparation. But getting started means nothing unless the individual knows where he is going.

To wish to be an auctioneer may be commendable — to wish to be a lawyer, or a Doctor is also commendable but what kind of a lawyer, what kind of a Doctor, and WHAT KIND OF AN AUCTIONEER?

This much is sure—no one comes along and hires an auctioneer to conduct a sale just to help the auctioneer, unless he's a relative. An auctioneer is hired because he can do the job better than anyone else can.

And in these days, doing a job better usually means specialization—whether the specialist is a doctor, an engineer, a lawyer, a writer, or an auctioneer.

Some auctioneers specialize on beef cattle breeds, some on dairy cattle, some on pigs, some even on horses. Some auctioneers specialize on heavy machinery, some on antiques, some on household furniture, some on farm sales.

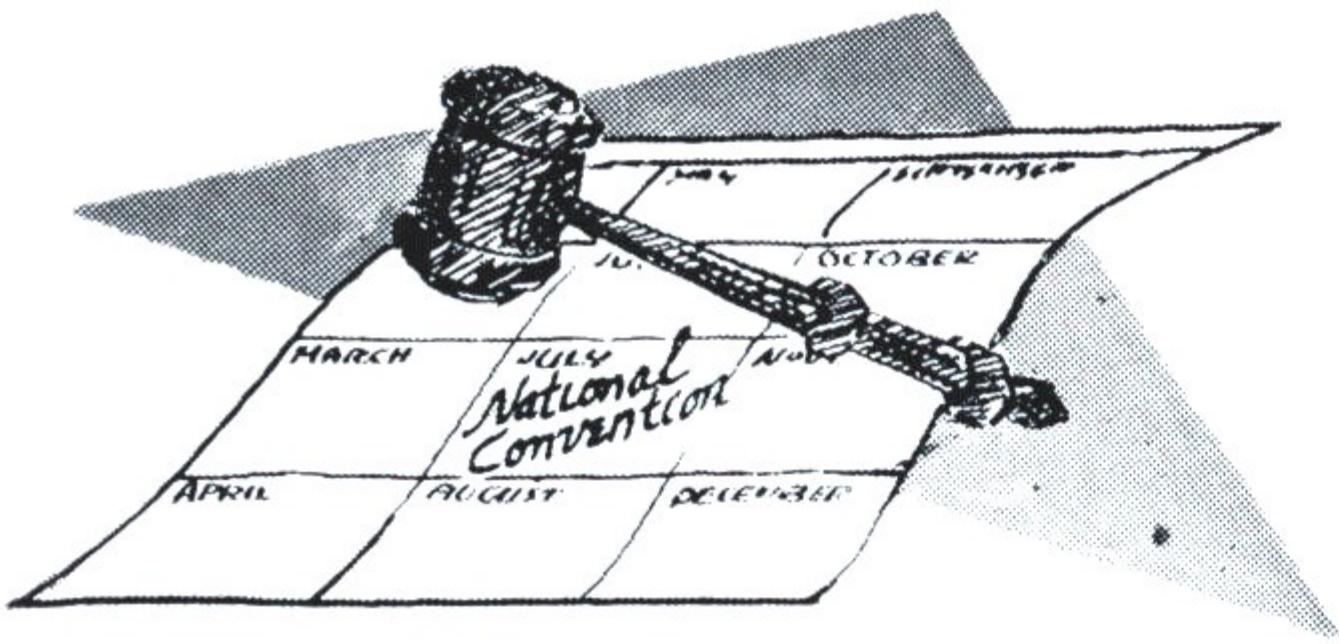
In medicine he has to be a Doctor first, and then with additional study and practice the Doctor becomes a specialist.

Equally, you have to be an auctioneer first, and some have sort of 'drifted' into a speciality. They have to make up their minds, and work toward their objective.

An auctioneer, to be a specialist, will reach his goal more quickly and directly by the same course, of deciding early what his objective is, and then working toward it.

I have always been among those who believed that the greatest freedom of speech was the greatest safety, because if a man is a fool, the best thing to do is to encourage him to advertise the fact by speaking. —Woodrow Wilson

Convention Dates



December 5 — Association of Indiana Auctioneers, Sheraton-Lincoln Hotel, Indianapolis.

December 13 — Tennessee Auctioneers Association, Holiday Inn, James Robertson Parkway, Nashville.

1966

January 8-9 — Pennsylvania Auctioneers Association, Holiday Inn (Downtown) Harrisburg.

January 8-9 — Ohio Auctioneers Association, The Neil House, Colubbus.

January 9 — Mississippi Auctioneers Association, Ramada Inn, Meridian.

January 28 — Colorado Auctioneers Association, The Red Slipper, Denver.

July 14-15-16 — National Auctioneers Convention, Bellevue Stratford Hotel, Philadelphia, Pa.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

Churchill Home Sold For \$287,000

LONDON — Sir Winston Churchill's London home — where he lived and died — was auctioned off Oct. 28 — for 102,500 pounds (\$287,000).

Twenty years ago, Britain's great wartime leader paid 30,000 pounds (\$84,000) for 28 Hyde Park Gate, an address that became almost as well known as No. 10 Downing Street. No. 10 is the historical home of British prime ministers.

The Churchill home, with its eight principal bedrooms, three reception rooms and five baths was sold to Sam-

uel Peonard Simpson, for an unnamed British family.

Simpson is chairman of Simpson's of Piccadilly, a retail clothing company specializing in men's wear.

The house nestles near the end of a quiet deadend street off Hyde Park. Presently, it is unoccupied. Lady Spencer-Churchill, Sir Winston's 80-year-old widow, moved out several months ago to an apartment in nearby Princess' Gate.

John Freund Named Realtor Of The Year



John L. Freund of Omro, Wis., has been named as "Realtor of the Year," by the Oshkosh Board of Realtors, it was announced by Norman Rusch, Board President.

He is the owner of the Freund Real Estate Agency, a member of the Oshkosh Board for six years, having served as Vice-President in 1962-63 and as President last year.

Mr. Rusch said that the judges made their selection of "Realtor of the Year," after considering the records of several contenders for this honor. The basis of judgment was the winner's contribution to civic betterment and conduct of his

IN UNITY THERE IS STRENGTH

Business in accordance with the code of ethics of the National Association of Real Estate Boards.

Mr. Freund is a graduate of Wisconsin State University. He established his agency in Omro in 1949. He is a member of Omro Kiwanis Club, Oshkosh Elks Lodge, the Oshkosh Knights of Columbus and Secretary-Treasurer of the Omro Cub Scouts organization. He has also served three years on the Board of Education. He is a charter member and past Secretary-Treasurer of the Association of Wisconsin Auctioneers and a Life Member of the National Auctioneers Association.

A cold is both positive and negative. Sometimes the eyes have it and sometimes the nose.

FOR AUCTION SALES

YOUR CHOICE of 16 New Sign Banners. Full information and price list, mailed free. Request on your letterhead or business card. R. S. Croom, 867 W. 42nd St., Norfolk, Va. 23508

YOU'LL Like Being an AUCTIONEER



"A Friendly, Progressive School that Trains Students to Enter the Fascinating Auction Profession"

MENDENHALL School of AUCTIONEERING

LOCATED ON NEW U. S. HIGHWAY 29 AND 70 WEST
HIGH POINT, NORTH CAROLINA

WANT COLLECTIONS OF PLAYER PIANO ROLLS

Player Grand Pianos
Odd or unusual self playing
pianos, organs.
Coin operated Pianos
Music Treasure-Dealer
Box 787R Phone (713)-877-1723
Kemah, Texas, 77565

A GREAT CHRISTMAS GIFT

A vital salesmanship instrument of the art of the professional Auctioneer!

Price \$5.00



Not a toy but a custom crafted gavel in the magnificence of genuine hard maple with a satin walnut finish.

This Exceptional Bargain is hand packed in a clear cellophane container with a presentation gift box. The true size of this professional instrument is 10 1/4" long with a highly-polished brass engraving band with your name engraved upon it—

FREE

SEND CHECK OR MONEY ORDER TO: COL. STEPHEN L. CAPPER
2340 N. EMERSON AVE., INDIANAPOLIS, INDIANA 46218

THE LIGHTER SIDE . . .

HOW IT REALLY WAS

Counsel (in divorce case): "Is it true your husband led a dog's life with you?"

Wife: "He did. He came in with muddy shoes, leaving footprints all over the carpet. He took the best place near the fire and waited to be fed. He growled at the least provocation and snapped at me a dozen times a day."

EASING THE PRESSURE

Two disillusioned college presidents were talking about what they would like to do if they had their lives to live over again.

"I think I'd like to run an orphanage," said one. "No parents to contend with."

His companion commented, "I'd rather run a penitentiary — no alumni pressure groups."

NO QUIET

The foreman on the skyscraper construction job was upset. "Jones," he said, "what's this I hear about you leaving us? You've been our best man for the past 5 years — you're the best riveter we've ever had."

"I know, boss, and I like the job," Jones admitted. "It's just that I can't stand the guy working with me; he hums all day long."

FRANKLY SPEAKING

The Easterner, stopping at a rural Texas gas station to have his car checked, was definitely the braggy type.

"Do you know," he told the attendant, "things are getting pretty rugged. It cost me \$10,000 a year just to live, you know!"

The native at the gas pump was properly sympathetic. "Don't you pay it, Mister," he advised solemnly. "Tain't worth it!"

NO USE WAITING

Daughter: "Going to bed, mother? I thought you were going to wait up for dad to come home."

Mother: "What's the use? With this cold, I can hardly talk."

CAN'T GOOF ON THAT

In his youth, on the farm, the late Carl Van Doren was preparing one fall to attend a near-by carnival. A hired man suggested "Whyn't you ask o' the gals hereabouts t' go with y'?"

Young Carl replied that he was awkward in the art of persuading females. "I wouldn't know," he confessed, "how to ask 'em."

It was then that the sage philosopher of the cornfield gave counsel that Van Doren sought ever afterward to remember. "Heck, bub," he said, "there ain't no wrong way!"

UNION IN THAT, TOO?

"You can't marry her without permission," said the marriage license clerk. "She's a minor."

The young man looked stumped: "You mean I gotta ask John L. Lewis?"

FORTUNATE

"My boy," said the millionaire, lecturing his son on money matters, "when I was your age I carried water for a gang of bricklayers."

"I'm proud of you, Father," answered the blase offspring. "If it hadn't been for your pluck and perserverence, I might have had to do something like that myself."

INVITATION

Small Boy: "Pop. I'm supposed to tell you that there's going to be a small meeting of the PTA tomorrow night."

Dad: "Well, in that case, I guess I won't have to go."

Sonny: "Oh, yes you will. It's just you, me and the principal!"

MATTER OF GOOD RELATIONS

Husband and wife were having a quarrel about their relatives.

"You never have a single good word to say about any of my family," the husband shouted.

"Oh, yes, I have," answered the wife. "To be perfectly honest, I like your mother-in-law better than mine."

IN UNITY THERE IS STRENGTH

VOICE OF EXPERIENCE

A puppy remarked to a larger dog: "I have mastered philosophy. I have learned that the best thing for a dog is happiness, and that my happiness is in my tail. Therefore, I chase it, and when I catch it I will have happiness."

But the old dog, wise in the way of the world, explained, "I too know that happiness is a fine thing for a dog, and that happiness is in my tail. But I have found that when I chase, it keeps running away from me, but when I go about my daily business it comes along with me."

ON THE BEACH

Mary had a bathing suit, the latest style no doubt, but when she got in to it, she was more than half way out.

MORE EXPERIENCE

Mrs. Sippy (after the honeymoon) "You told me you were well off before we were married."

Mr. Snippy: "And I was then, if I had only known it."

GOOD JUDGEMENT

"Can you tell me the difference between valor and discretion?"

"Well, leaving a swank week-end-party without tipping the servants would be valor."

"And discretion?"

"Not going there again."

GENEROSITY

A father said to his daughter, "Your young man approached me and asked for your hand and I consented."

"But father," cried the daughter, "I don't wish to leave mother."

"I quite understand child," the father said. "But don't let me stand in the way of your happiness. Take your mother with you."

CAN'T BE BLAMED

Jimmie carried the following excuse to the teacher the next morning: "Please excuse Jimmie for being absent. He had a new baby brother. It was not his fault."

MAN OR MOUSE???

It's only the men who consider the 50 mile hike as training in physical fitness. Women merely call it shopping.

HAVE PATIENCE

"Oh, I'm so miserable said the young wife. My husband has been out all evening and I haven't the faintest idea where he is."

"My dear, you mustn't worry," said the grass widow. "You'd probably be twice as miserable if you knew."

PSEUDONYM

Old Lady: "And what is your name my good man?"

Convict: "999."

Old Lady: "Oh, but that's not your real name."

Convict: "Naw, that's only my pen name."

TIME FLIES

The old timer after listening to some of the current rock 'n' roll singing idols says, "Did you ever think you'd be longing for the good old days of Elvis Presley?"

Can't you just hear Eli Whitney saying it????

"This cotton-pickin' thing had better work."

SMILE AWHILE

A refrigerator is where you put dabs on food on dishes you don't want to wash.

The one who is absent from the bridge game usually gets the slams.

Actually two can live as cheap as one but most women won't live that cheap.

The human brain is an amazing organ. It begins to function the moment you're born, and it never stops until the moment you stand up to make a speech.

HAD ENOUGH

The harrassed mother of five children was asked by her friend, "Well dear, what do you want your next one to be?"

"A grandchild," she replied.

SWITCHEROO???

Irate cab driver to fare, "There'll be no charge lady. You did most of the driving."

STANDING UP OR LYING DOWN

Two mind readers met each other on the street. Said one, "you're feeling fine. How am I feeling?"

ROY WHEELER REALTY COMPANY
VIRGINIA REAL ESTATE
CHARLOTTESVILLE-VIRGINIA
CITY-SUBURBAN AND COUNTRY PROPERTY
THE VIRGINIA REAL ESTATE CLEARING HOUSE
"Wheeler Building...Court Square"
401 EAST HIGH STREET...PHONE 296-4171

**NATIONAL
AUCTION INSTITUTE**
College Station, Texas
The School of Distinction

**IOWA SCHOOL OF
AUCTIONEERING**

Ames, Iowa

Enrollment limited. Terms the first two weeks of March, June, August and December. Free Catalog.

PERSONALIZED

**Business Forms Add Prestige,
Get New Business:**

Get our prices on all types of personalized business forms in snap-out carbon form as well as checks, sales books and Auction Contracts.

BERNARD HART

803 S. Columbia St., Frankfort, Ind.

**SUPERIOR SCHOOL OF
AUCTIONEERING**

Ray Sims	Ham James
Paul Good	Dale Hanna
Ike Hamilton	Hugh James

Owners and Instructors
602 N. Main, Decatur, Ill., 62523

Auction Clerking Forms
help you to handle a sale Faster and Easier

Write for samples and prices:
"Satisfied Customers, Coast to Coast"

BEE BUSINESS FORMS

525 W. 3rd St. P.O. Box 42
Hastings, Nebraska

LEARN AUCTIONEERING

Two week term, or home study.
Nationally recognized, diploma.
Free Catalog!

MISSOURI AUCTION SCHOOL

1330-43 Linwood Kansas City, Mo. 64109

**Learn Auctioneering
At Home**

**Nelson Auction
School**

16800 Whitcomb
Detroit 35, Michigan

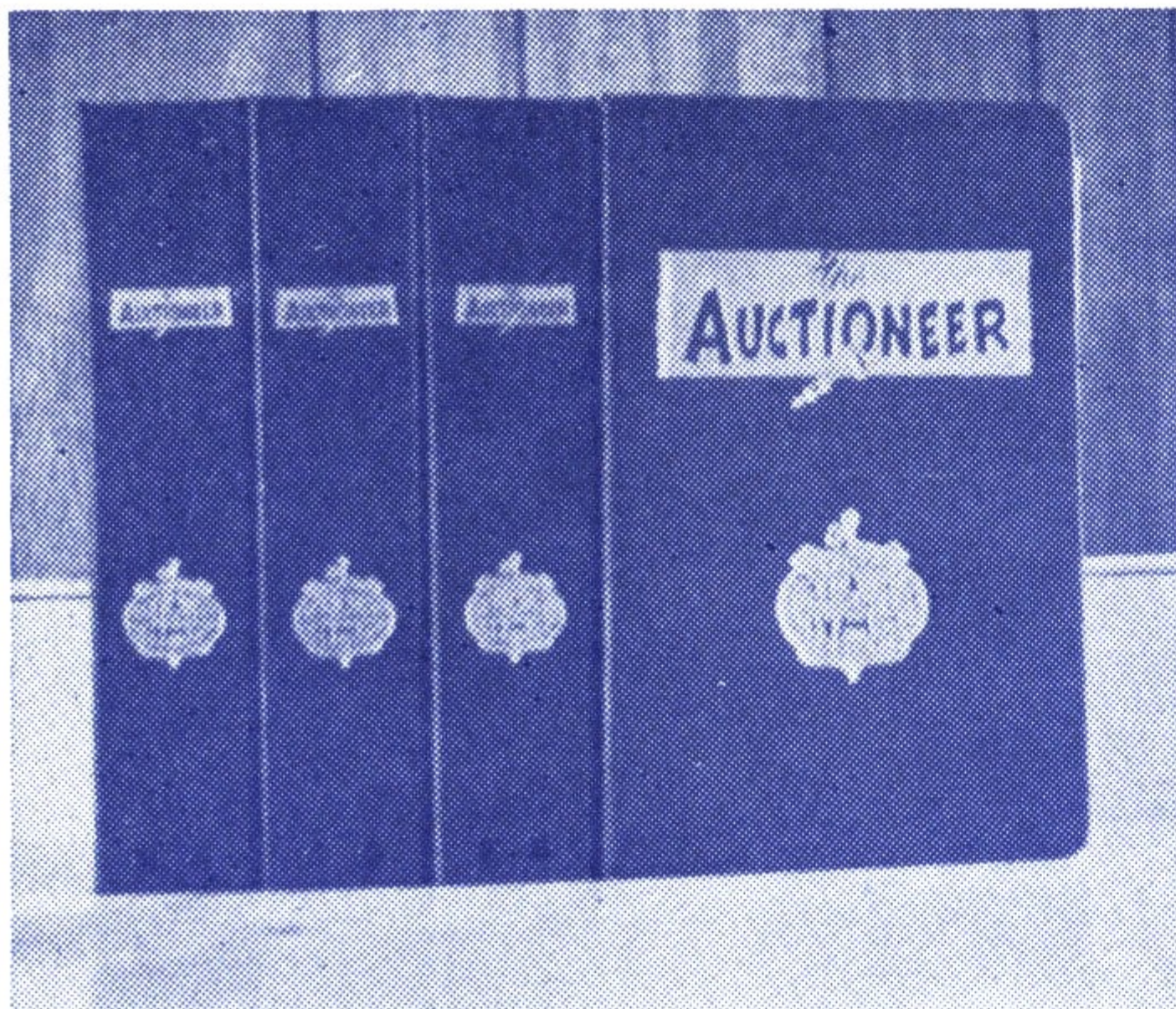
Home Study Course \$37.50
(With Recordings)

Residential Classes \$87.50

555 Auction Sayings \$2.00

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

Nationally Recognized School



Now

A Binder For

“The Auctioneer”

\$2.50 Postpaid

A beautiful maroon and gold binder that holds one year's issues of your favorite magazine, “The Auctioneer”.

File and preserve your copies of your national trade journal. Attractive on your desk top or in your bookcase.

Send check or money order to:

THE AUCTIONEER

803 S. Columbia St.

Frankfort, Ind. 46041



A Thirty Man Class receives bid calling instructions.

Your Posterior end won't be numb, but your head and heart will be in the Auction business, at

WESTERN COLLEGE OF AUCTIONEERING

In a two week term, equal to College Semester in hours used.

You will be on your feet for 60 some hours of bid calling practice.

14 Instructors assist you. Night and Day.

All classes limited to thirty men. You are an individual here, not a number. Diploma issued if you qualify.

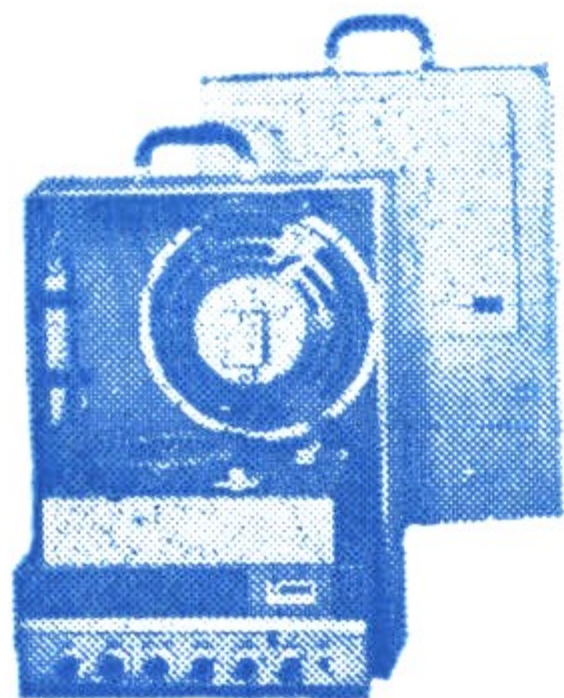
We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is \$350.00. Compare to a College semester, and realize you can make money after one term here.

WRITE TODAY, TO

Western College of Auctioneering

Box 1458, Billings, Montana (Established 1948)

SAVE UP TO **40%** ON NAME BRAND P.A. EQUIPMENT



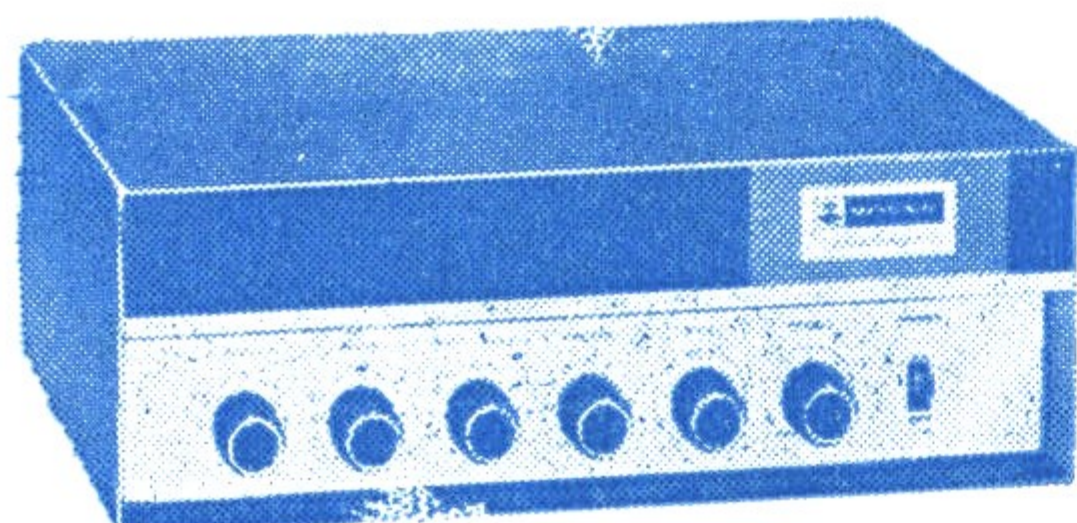
University



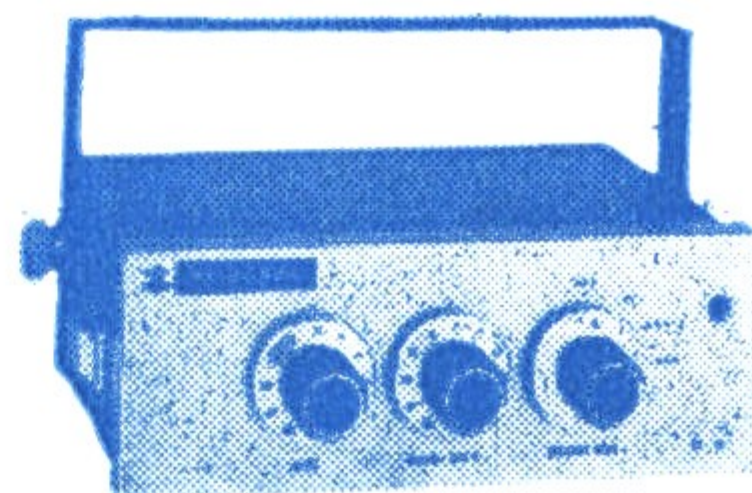
Bogen "Challenger"



Electro-Voice

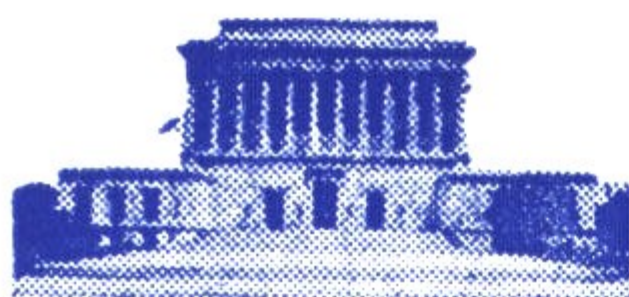


SHURE



We stock a complete line of AUCTION TESTED microphones, amplifiers, speakers and P.A. accessories. Everything you'll need for permanent installations, 117 volt portable, or battery powered (6 or 12 volt) mobil units.

Write for **FREE Literature & Prices**



Missouri Auction School

1330 LINWOOD BLVD. KANSAS CITY 9, MO.

ORDER BY MAIL & SAVE