

the AUCTIONEER



MARCH
VOL. VII

1956
No. 3

BE A BOOSTER FOR "THE AUCTIONEER"

You can do this by . . .

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

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

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

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

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

REMEMBER —

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

The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Associate Editors
Col. B. G. Coats, Long Branch, N. J.
Col. Earl O. Walter, Filer, Idaho
Col. A. W. Thompson, Lincoln, Nebraska
Col. Elias Frey, Archbold, Ohio
Col. Guy L. Pettit, Bloomfield, Iowa
Col. Walter Carlson, Triumph, Minn.
Col. "Pop" Hess, Worthington, Ohio
Col. Fred W. Smiley, Saginaw, Mich.
Col. C. G. Williams, Sheridan, Wyoming
Col. C. E. Sandeffer, Topeka, Kansas
Col. Ernest T. Nelson, Renville, Minn.
Col. R. C. Foland, Noblesville, Indiana

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

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 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

Copyrighted 1956
National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



National Auctioneers Association

President
Col. C. B. Drake, Illinois

First Vice-President
Col. E. T. Sherlock, Kansas

Second Vice-President
Col. Harris Wilcox, New York

Secretary
Col. Bernard Hart, Indiana

Treasurer
Col. Henry Rasmussen, Nebraska

Directors
(Terms expiring 1958)
Col. H. W. Sigrist, Indiana
Chairman of the Board
Col. B. G. Coats, New Jersey
Col. Ernest Freund, Wisconsin
Col. Carman Y. Potter, Illinois
Col. R. A. Waldrep, Alabama
(Terms expiring 1957)
Col. Walter Holford, Illinois
Col. W. J. Wendelin, Texas
Col. Clifford L. Swan, Maine
Col. Dick Grubaugh, Nebraska
Col. Wm. F. McCracken, Missouri
(Terms expiring 1956)
Col. Clyde Wilson, Ohio
Col. Tom D. Berry, Pennsylvania
Col. C. G. Williams, Wyoming
Col. J. M. Darbyshire, Ohio
Col. Hugh McGuire, Iowa

EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

Col. Art Thompson Adds Spark To Denver Sale

Col. A. W. Thompson, Lincoln, Nebr., world famed Purebred Livestock Auctioneer, emerged far enough from the curtains of retirement to make another of his outstanding pre-sale talks. With "Quality The Key to Success" as his subject, Col. Thompson followed through with sound arguments that inspired beef producers to want to produce a better product at the National Western Hereford Sale held in connection with the National Western Livestock Show at Denver in January.

In the auction that followed Col. Thompson's opening remarks, 146 head of Herefords averaged \$1,529 with the 111 bulls recording the good average of \$1,834. The selling was handled by Cols. Charles Corkle, Jewett Fulkerson, Pete Swaffar and Gene Watson.

Col. Thompson retired from active auctioneering three years ago. His portrait hangs in the Saddle and Sirloin Club in Chicago. He is a past Director of the National Auctioneers Association.

Following is a copy of his address at Denver which has been reprinted from The American Hereford Journal.

"First of all may I assure you that I am not in this auction block to sell cattle.

That task, and I mean task, has been placed in the hands of younger and more capable salesmen.

Secretary (Paul) Swaffar will tell you that when I was invited to make this appearance, I accepted with reluctance.

But it would be a misstatement of facts to say that I don't feel highly honored.

After having faced this vast audience of Hereford-minded folks for over a third of a century, it is a real homecoming for me.

I accepted Paul's invitation only because this year marks the "Diamond Jubilee" of the American Hereford Association. It is its 75th anniversary. It celebrates the marriage of the Hereford breed to the American Hereford Association.

The 75th year in marriage is known as the "Diamond Anniversary." So this truly is the "Diamond Anniversary" of the American Hereford Association, as well as the Golden Anniversary of the Denver show.

Herefords Shine and Sparkle

Hereford cattle shine and sparkle like diamonds in unapproached numbers of any breed, anywhere in all the world.

The cattle histories tell us that the origin of cattle in America began with seven head of Spanish cattle imported to Mexico by Cortez, the great Spanish explorer. For years their influence was noted in the long-horned brindle cattle of the plains. It is still to be seen in the fringes of our cattle business.

Just 14 years after the Chisholm and Goodnight trails were established to drive cattle from Texas to Abilene, Kas., the American Hereford Association came into being. What a vision those organizers must have had.

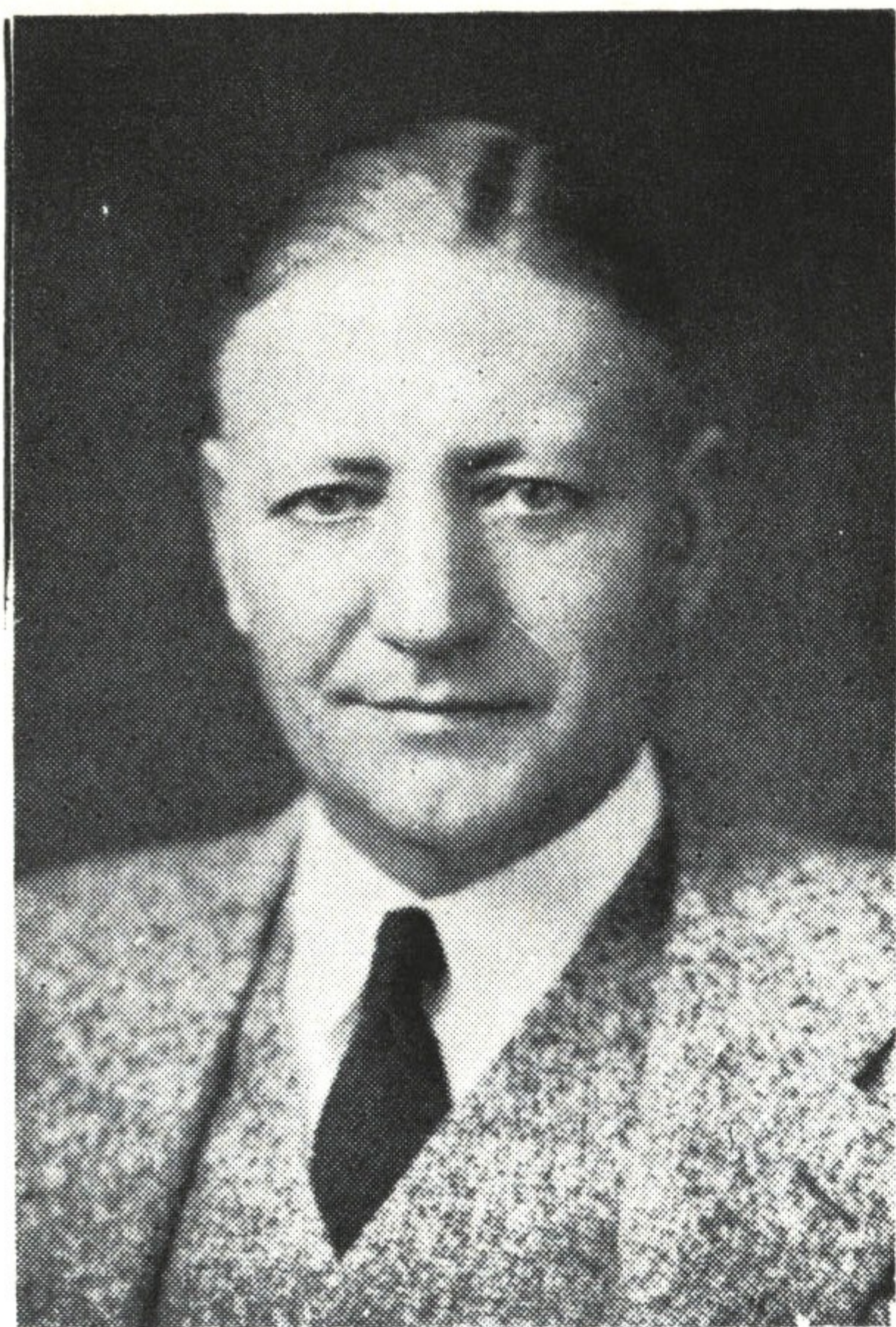
In the first 10 years, only 125,000 Herefords were registered. In the first 30 years, only 982,356 were recorded. Today over 9,000,000 have been recorded, with the registrations of 1955 exceeding the total of the first 35 years.

In the beginning, the registration headquarters was run mostly as a one-man affair. Today, with 80,000 members to serve, scores are employed to carry on the work that flows through that magnificent new home of the American Hereford Association.

The Hereford building is the greatest monument ever built to signify the permanency, and stability, of any breed of cattle in the world. Every one of you Hereford breeders owns a share in it. In its archives are, and will be, preserved the history of the Hereford breed to the end of recorded time.

When we think back over all of the years to 1881, it should inspire us all to carry the "grand old flag" of Herefordom onward, and upward, to even greater heights of attainment.

IN UNITY THERE IS STRENGTH



Col. Art Thompson

Now to raise the flag higher is the purpose of this great "criterion sale" of the Hereford breed. This sale is the "price barometer" that tells of fair, or cloudy skies, in the Hereford world. This sale influences the value of every Hereford everywhere.

Confidence in the Future

There isn't a thing in the skyline of the economic world that should cause us to shrink from the future. There is full employment throughout our land, and at the top wages ever known. Purchasing power of meat products by the consumer is a fact. A continuous growing population to be fed. Four million babies born in 1955—all ultimate consumers of beef. The estimated population of the United States in 1975 is set at 220,000,000. The sharp rise in beef production is enduring.

Since the population shift is from the land to the cities, the demand for meat will increase. There was a time when the dieticians were advising a fruit and vegetable diet. Now they advise meat for its strengthening protein values.

But none of this can take the place of putting quality in your herds to gain profits. The quality phase of prosperity

in the cattle business rests in the hands of the producer and him alone.

We have seen bull sales in the past year averaging several thousands of dollars, and others at, or near, the \$200 mark. That is as it always has been, and always will be. The higher-selling produce quality and profit. The cheap-priced bulls bring loss and despair to their owners.

I should like to talk a moment about the "tax of inferiority." We all complain about our local, state and national taxes. They grow by leaps and bounds, and I doubt if anything will ever be done about it, for most Americans love government aid. It's hard to wean a nursing calf.

But we have it within our power to do something about the tax of inferiority in our cattle business. You may vote for a politician who promises reduction in taxes, but he finds himself powerless to keep his promise.

But if you will vote for a top-quality sire, he has the power to wipe out that hideous tax of inferiority, that tax that is exacting and as sure as death.

Proof That Policy Pays

Many years ago a young man in the ranch country of Nebraska began to buy bulls as high as \$3,000 for use in a grade herd. Such a procedure was hardly heard of at that time, and he was highly criticized for his assumed foolishness. As the years came and went, he stuck to his program of improvement, through high and low cattle prices. He eliminated his poor-producing females, and replaced them with daughters of his good bulls. Since he inaugurated that program his calves have habitually topped the markets among eastern feeders. This last fall he sold his entire calf crop for an average of \$30.50 a hundred. With the extra weight, because of quality, his calves netted from \$25 to \$35 a head above the average throughout the country. The premium on just 40 head of those calves would be between \$1,000 and \$1,200. His good bulls have paid for themselves many times over. He voted out the "tax of inferiority."

Suppose the tax collector stood at your gate and collected from \$5 to \$25 a head on your calves when sold. Well, it is happening all over the land. The poor bull you thought cheap is the culprit that

IN UNITY THERE IS STRENGTH

is the tax collector. Why not buy a good bull and cast your vote against the tax-collecting bull?

What about the purebred phase of the cattle business? Recently 50 head of Herefords brought over \$200,000. It would take 800 head of \$250 cattle to bring that amount of money. Another incident of the cost of inferiority: In the top 25 sales of the Hereford breed in 1955, a total of 1,982 head averaged \$1,350.

The gateway to success is open to all, from the 4-H boys and girls with their champion steers, to the rancher with his \$30.50 calves, to the purebred breeder with his top-selling animals of the breed. We can't all sing in the grand operas of Herefordom, but we need a lot more breeders good enough to sing in the good choirs.

The Mark of Progress

The results of this "criterion sale" of course will be published in every livestock journal in America. The names of the buyers will be heralded to the four corners of the cattle world. The readers will take note of the names of those who bought a better bull to fight off the dreaded tax collector of inferiority. Get your name on the buyers' list as a progressive cattleman.

A traveler in Italy came upon a spot where a great cathedral was in the

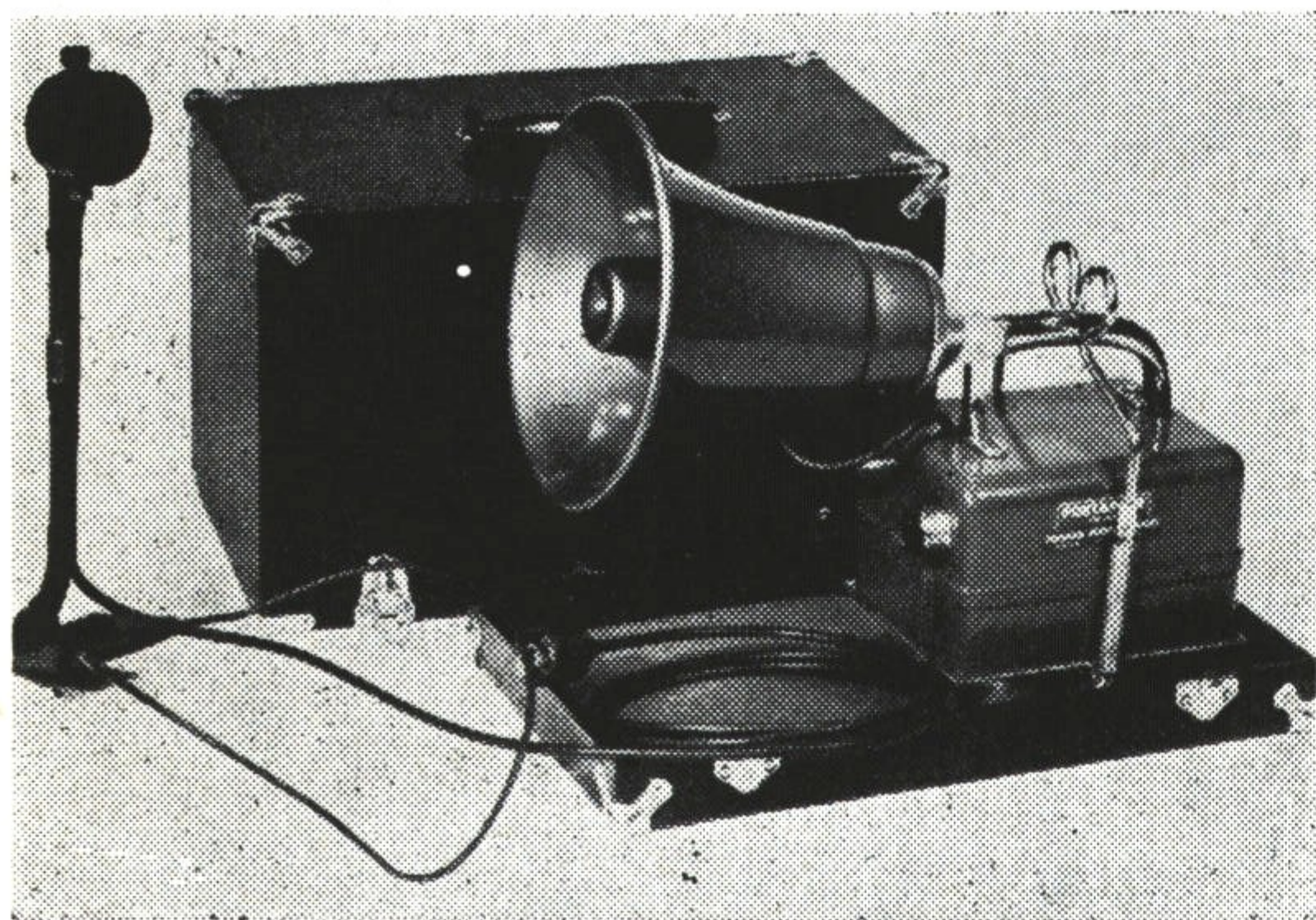
process of erection. There were hundreds of laborers preparing the stone.

So he stopped to visit with three of them. He asked each of the three what he was doing. The first one, without looking up, said, "I am working for 50 cents a day." The second man, stooping over his stone, said, "I am cutting rock." The third one laid down his chisel and hammer, squared his shoulders, and said, "Me, sir, why I am building a cathedral." It showed the vision of the one, and the lack of vision in the other two.

Be sure in this sale to take home a cornerstone of the largest dimension you can afford — a cornerstone bull upon which to build your Hereford cathedral.

Someone has said, "It is better to light a candle than to curse the darkness." Today is your chance to light a Hereford candle that will shine brightly up the "highway of success." By its use you can keep from falling into the dark pit of mediocrity suffering the evil effects of the "tax of inferiority."

"Public confidence will be the Auctioneer's greatest asset, not only in his ability and integrity but also in the Auction Sale as the most satisfactory way of disposing of his goods and chattels." Col. Carey M. Jones, Oak Park, Ill.



PORT-A-PAGE

—PRICES—

Auctioneers Model	\$99.50
Carrying Case . . .	37.00
Extra sets of four batteries	4.00

ORDER YOUR PORT-A-PAGE FROM
HENRY RASMUSSEN, Auctioneer
St. Paul, Nebraska

Gigantic Furniture Auction In Penn.

HANOVER, Pa.—Col. Tom Berry, of West Newton, Penn., and Col. Sam Lyons, of Saltsburg, Penn., on Wednesday evening, January 25th, concluded a five day auction sale of new furniture in which thousands of dollars of furniture was disposed of. Huge crowds packed the sales room of the local furniture merchant each evening from 7:00 to 10:30 P.M. Standing room only was the order in each session of the sale as Col. Berry and Col. Lyons alternated in selling with such rapidity that at times the eager bidders had to request the Auc-

tioneers to advise them what the last bid was.

As a respite from their arduous labors they motored to Long Branch, N. J., on Sunday, January 22nd and visited with Col. B. G. Coats, returning to Hanover on Monday in time for their sale. One need not stretch their imagination to know the topic of their conversations. It was auction sales and the national convention to be held in Kansas City, Mo., July 19 to 21 inclusive at the Hotel President. All three have made their reservations. Col. Berry and Col. Lyons, report that Col. Coats, has fully recovered from his recent illness and is booked many weeks in advance with many major estates to liquidate on the Jersey shore.

Important To All Auctioneers

Besides having the fellowship, friendly relations and exchange of ideas, that we receive being a member of the N.A.A., I believe we could help each other financially. We all know that America is on the move from one location to the other. For instance, we sell out on the average of two families a month leaving for different states. These people usually leave with a few personal goods in their car and a hand full of money, and are good prospective buyers for everything the Auctioneer has to sell in the locality they are moving to.

If we would have available information of the Auctioneer in the immediate vicinity he is moving to, and also the things that are available, such as real estate, furniture and employment, we could send each other good customers, and that would create more business for the Auctioneer.

Also if we had a nation-wide information source we could pull a lot of business through our office. If we could advertise something like this:

ARE YOU MOVING? Before you think of this idea, check with your local auctioneer, he has nation-wide information on the locality you are moving to, such as housing, furniture, farms, employment, etc.

Remember, a good share of our auctions come from people who are moving.

In conclusion I would like to see a discussion of this idea at our next N.A.A. meeting in Kansas City, also a committee chosen to get the thing in operation.

If you have any comment or ideas along these lines, write to our editor, Col. Bernard Hart, or to myself personally.

"Yours for Bigger and Better Auctions",

JOHN M. GLASSMAN,
Dowagiac, Michigan, R.R. 4

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

HELLO GIRLS:

Here's something a bit on the lighter side. Having moved recently I found it among a collection of articles and poems I memorized back in High School.

Men

Men are what women marry. They have two hands, two feet and sometimes two wives, but never more than one dollar or one idea at any one time. Generally speaking, they may be divided into three classifications—husbands, bachelors, and widowers. A bachelor is a negligible mass of obstinacy entirely surrounded with suspicion. Husbands are of three types—prizes, surprizes and consolation prizes. Making a husband out of a man is one of the greatest forms of sculpture.

If you flatter a man, you frighten him to death. If you don't you bore him. If you permit him to make love to you, he gets tired of you in the end. If you don't he gets tired of you in the beginning. If you always believe him, you are a fool. If you don't believe him he thinks you are a cynic. If you wear gay colors, rouge, and startling hats, he hesitates to take you out. If you wear a little beret and a tailored suit, he takes you out but spends all his time staring at other women.

If you are the clinging-vine type, he thinks you have no brains. If you are a modern, intelligent woman, he's sure you have no heart. If you are silly, he longs for the bright intellectual woman. If you are bright,

"Since the first Auction Sale was conducted no picture has given the profession a more dignified position than the picture of the Annual Luncheon and Business Meeting of the Ladies Auxiliary to the National Auctioneers Association at Indianapolis, in 1955. It should be given National publicity." Col. Carey M. Jones, Oak Lawn, Ill.

then he wants nothing but a little playmate.

A man is just like a worm in the dust. He comes along, wiggles around for awhile, and finally some chicken gets him!

But really girls: we couldn't get along without them, could we?

I'm really looking forward to the Convention in July—I missed seeing you all in Indianapolis last summer. By the way, it was another boy—our fourth, but we think he's precious.

Sincerely,
Carol Liechty,
Berne, Indiana
Director of Ladies Auxiliary
To The N. A. A.

"The Ladies Auxiliary will be his (the Auctioneers) greatest incentive to acquire an enviable reputation." Col. Carey M. Jones, Oak Park, Ill.

Farmer Becomes Poet Regarding Hog Prices

CRESTON, Iowa — An Adair county farmer got so disgusted with hog prices that he is presenting the following poem to Creston feed dealers:

"The farmer's life is pleasant, has been for 20 years.

"But now we're in an awful mess, with hogs up to our ears.

"I've tried to talk to Benson and I've found the NFO.

"But nothing in the books has stopped the overflow.

"All remedies have failed me, and it makes me mighty sore.

"So I guess I'll take my shotgun and go out and shoot the boar."

Then there's the big advertising executive who retired after forty years of faithful service and his company presented him with a solid gold ulcer.

Former President To Speak At Convention

Hon. Harry S. Truman, former President of the United States has officially accepted an invitation to speak at the National Auctioneers Convention in Kansas City. Mr. Truman will be the featured speaker at the banquet on the evening of July 21.

As soon as it was definite that the National Convention would be in Kansas City, Col. Guy Jageman, Independence, Mo., and Treasurer of the Missouri Auctioneers Association, contacted the ex-President in regard to speaking to the Auctioneers of America. At that time it was impossible for him to give a definite commitment. Col. Ray Sims, Belton, Mo., a Director of the Missouri Auctioneers Association, followed up Col. Jageman's request in late January and it was at this time that Mr. Truman definitely accepted the invitation.



Mr. Truman will not accept anything in the way of remuneration but it is planned to present a check to the Truman Memorial Library Fund toward the erection of this building in Independence, Missouri.

Livestock Prices Up At Michigan Market

Prices have been making a steady gain during early February reports the Michigan Livestock exchange. Veal calves have been one of the better sellers with the choice kinds selling from \$25 to \$34.75 per cwt.

Volume of livestock sold has also been good with 488 consignors selling 3,045 animals for a total of \$117,691.19 at one sale and 429 consignors selling 2,289 head for \$107,583.85 at another. This auction market is located at Battle Creek, Mich.

Learn Auctioneering At Home

Nelson Auction School

Renville, Minn.

Home Study Course \$37.50
(With Recordings)

Residential Classes 87.50

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

555 Auction Sayings \$2.00

Nationally Recognized School

New Jersey Auctioneers Group Is One Of Action And Decision

BY COL. RALPH S. DAY, SECRETARY
NEW JERSEY STATE SOCIETY OF AUCTIONEERS

ANNUAL MEETING FEB. 6, 1956

This is a report and at the same time the private opinion of an enthusiastic Secretary-Treasurer of what must be one of the best Auctioneer Associations in these whole United States, including Rhode Island and Texas! We have an amazing membership. A wonderful, generous, kind-hearted and sympathetic — an illustrious bunch of men—good men, morally and spiritually. **BUT**, they can be the most bull-headed, contrary, mulishly obstinate obstructionists — unreasonable louts even, on a simple ordinary question of procedure maybe — but they have their principles — and that's it brother — you have had it.

They are everything unattractive at times like this — everything except cruel — they are never cruel — they are wonderful — I love 'em.

After much research into the past of the original New Jersey Auctioneers Association organized at about 1908-1909 (out of which our New Jersey State Society of Auctioneers grew and was incorporated in 1948) up to 1951-1952 have members in this State Association shown such interest and progress professionally as during the past year—1955.

Our membership is scattered over the length and breadth of this state. From Cape May to the conjunction of the lines of Pennsylvania, New York and New Jersey at High Point — from New York City on the East to Philadelphia Penn.; and Wilmington, Delaware on the West —in places overlapping into Pennsylvania; Maryland, Delaware, New York and at times Connecticut.

At no place in this whole wide country, including Canada, can one spend a more rewarding evening—or get into such hot arguments—than by attending one of our regular Dinner-Meetings of Auctioneers.

At no place can one even approach

learning so much of the merits and problems of our profession, as say, by being a dinner-partner of Nationally known men who have lifetimes of experiences to tell about during an intimate dinner conversation.

This situation cannot be bought by any kind of money — it's simply one of the advantages of being a member of our Society — imagine your dinner partner being one of the following:

Col. William A. Oliver, Englewood, N. J., just completing 48 years of active and continuous auctioneering; Col. Herbert Van Pelt, Whitehouse Station, N. J., his 36th year; Col. B. G. Coats, Long Beach, N. J.; Col. William P. Parr, Newton, N. J.; Col. Lester M. Slatoff, Trenton, N. J.; Col. James W. Smith, Camden, N. J.; Col. Joseph E. Mount, Cranbury, N. J.; Col. Watson Van Sciver, Burlington, N.J., and a host of others—all with experiences to tell about.

For instance among these men above the following fields of personal interest are included: Small auction consignments through regular large and small farm auctions; large farm horseradish production and auction sale; the huge Flemington Egg Market where untold thousands of dozens of eggs, by the crate in all grades are sold daily — on up to the Hackettstown Livestock weekly sales; to the fabulous sea-shore and mountain-lake estates being liquidated, and finally to Fine Arts Appreciation (Lecture) and sale (auction). And that's just a few of our members — a few of their talents —our growing card index files are beginning to bulge.

Our Annual Dinner-Meeting took place at the very attractive Far Hills Inn, Somerville, N. J., on February 6, 1956. The meeting is divided into two parts:

1st: Final reports and business of the 1955 year.

2nd: First action of the newly-elected

IN UNITY THERE IS STRENGTH

officers for the 1956 year.

Part of the 1st

President Woolley and Vice-President Tinsman conducted the business meeting which was restricted to reports of last meeting; Treasurer's Report, Secretary's Report; final session for electing new members for 1955; then receiving Nominating Committee Report and the Annual Election of Officers, etc.

Treasurer's Report shows a nice fat balance of three figures after the \$ mark and before the decimal point. It seems best to not brag too much about this—some one is sure to suggest ways to spend it.

Inventory of permanent office equipment and supplies all ours — all paid for and added to our treasury balance in dollars gives us a very comfortable balance for the new Administration to take over.

Accounts Receivable and Payable — None. We collected all monies due us and have paid all bills payable by us—we owe nobody.

Secretary's Report brought out some very interesting figures and data developed from analysis of the records for the year:

Membership — There was an increase in membership of 58.2%!!! — after two new members were initiated tonight: Col. Alvin Freemount, Atlantic City, N. J., and Col. Elwell G. Heller, Somerville, N. J.

Why the increase and how? Members themselves brought in their share, and the Executive Office didn't miss a chance to contact a prospective member by letter or direct. However, it was found that a good plain well written letter setting forth some of the advantages of membership — an invitation to accompany the Secretary the next meeting night as his guest for dinner and a look us over act — all worked well — nothing hard about building membership — just somebody has to do the work. Simple as that? Have some-

Continued on Page 17

YOU MISS SO MUCH

When You Are on the Outside

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

Busy Season Enjoyed By Ohio Auctioneers

By COL. POP HESS



WHO IS WHO IN OHIO?

THE OHIO AUCTIONEERS, SURE!

For many years in my little shot in way of a readable column for this publication, no doubt without thinking, has not often made much mention of our many Ohio Auctioneers. Down through the years they have been doing a good job serving John Q. Public with good sales service and holding the Auction way up to a high standard of activity and sales methods.

This year of 1956, has to date of this writing February 13th, been very attractive in Public Auction Sales. My Farm Sale Program on the Air here daily gives one a very good insight on what is selling and how the sales are holding as to prices. Through the strong cooperation of our Ohio Auctioneers this Program, known as Farm Sale Time WRFD, is again this past year announcing around seventy-five per cent of all Public Auctions held in Ohio, especially in Purebred Livestock Sales, General Farm Sales, and Real Estate Sales, particularly if it is a farm that is selling. Our records show we have received for announcement in Auction Sales, fifty-nine sales from January 1st, 1956, to this date February 13th, involving approximately 300 announcements in thirty-seven days, with an average of eight sales per day. From this you as a reader can somewhat figure that Ohio boys who are in the know as Auctioneers are not doing so bad. Many of our farm sales are selling extra good. One on our list recently totaled \$44,000.00 with a 2% commission so the boys didn't do bad.

We have a long list of General Farm Sales showing totals of \$15,000.00 to \$30,000.00. Most of the larger sales have two Auctioneers working. In the Pure-

bred Livestock Sales they are holding a good livable average in all breeds. Through the Auctioneers management and good service to the purebred breeder and farmers in general, the public auction has become the anchor they are sticking to for the needed cash to pay mortgages, out-going bills or farm and herd improvement. Do not mistake from this fact that farmers are broke or being forced to sell, as some folks would try to impress for certain gains.

We notice on all the general farm sales of all sale bill headings. Some are changing farm operations; some are just the reasons for selling are that the farm has been sold or poor health in the bulk quitting on account of age; or boys have gone to town or armed service, etc., but from the long list of sales now in and the long list that will be held in the next sixty days it is not indicative that the farmer is on the way out. They are making progress and converting personal property into cash and with the cash buy again and hence more business for all.

We have here in Ohio a long list of busy auctioneers. Many of them are setting up complete sales services for attending to every detail, from time of setting the date 'till the last items are sold and settled for. They charge for this service and the seller is glad to pay for it as many folks are good farm operators but far from being up-to-date on constructive ways to advertise and arrange their property to be sold.

In this modern way of Auction service, complete by auctioneers, we are meeting a strong demand throughout all Ohio. From all sections of Ohio we have auctioneers who are sending their sales announcements to be put on the air. We

IN UNITY THERE IS STRENGTH

always make it a point to list the Auctioneers and their addresses along with the announcements. It has given many of our Ohio Auctioneers a much wider field. As you know the more sales in which an Auctioneer's name appears the better a candidate it makes him for other sales, as John Q. Public will always prefer the busy Auctioneer. They feel he has a following and he has.

As a writer for this column I am not using for personal gain the fact of using our program for sales, but want to bring to the attention of all Auctioneers the trend in auctions in preparedness and publicity. To be very much in the know-how in better Public Sale Service is a necessity of the progressive Auctioneer.

It is becoming more definite that it is not necessary for the Auctioneer to travel all over fifty states to be busy. They are fast learning that there are green pastures around his home town door and community where he can be closer to his work, better posted on what is best to do, and where returns are much larger with less overhead. We have here in Ohio many good local auctioneers who have shown a great total of cash earnings for the year just ended and at no time were they ever more than 100 miles from home, with the bulk of their business within a radius of fifty miles, north, east, south and west.

Week in and week out many letters come from young or new auctioneers who are in bewilderment as to how to crash the gate to sell days, fly planes at night, to sell in some far distant state, when there is no doubt they have within their own surrounding community a golden chance to become an independent auctioneer. As in many of my columns of the past years the safe and sure route is on your own home grounds. Sow the seed that will grow and produce a better crop than your neighbor. Then you, as an up and coming auctioneer, will be well rewarded.

It takes any young farmer ten years from the time he starts farming to get his feet really on the ground where he can wiggle his toes and say, "it will soon be mine." The same is true in establishing Purebred Livestock Herds. It is more than true to new and young auctioneers. This is still a job of endurance, planning, and building. He must give better or as good service as the competitor is giving. Your friends will help but the load is yours to pull and keep in action. There is no short cut to glory that will stand the test of a life time business. It is the straight, narrow, hard road where you stub your toes on rolling stones, where mud holes must be dodged, and where a tongue and mouth must have control. Avoid pit falls for quick gain that can later slap you

**NOW YOU CAN AFFORD TO TAG YOUR FURNITURE,
PRODUCE, POULTRY AND EGGS.**

Protect Your Customers As Well As Yourself

**No. 5 Manilla Tags with 12" Strings Attached—
Perforated and Numerically Numbered**

6000 Tags Per Case \$12.00

Send for Free Samples

Please Send Check With Order

Satisfaction Guaranteed

THE CLEARING HOUSE AUCTION

3084 Massillon Rd.

Akron 12, Ohio

so hard in your mouth it will shake your nervous system to riddles!

The writer recalls hearing a preacher give a very good sermon on the text, "It was Sweet as Honey in my Mouth but was Very Bitter in my Belly." At first I was much amused at the listing of said text, just where he got it out of the Bible I was naver able to locate, yet am sure it was there for he was looking at the Bible when he announced it. However, that sermon was very striking and it hit the nail so hard and through it all as I look back over what I can remember of the sermon, there were many lessons in it for the Auctioneers to consider — old, young or new.

Well boys, this is the month of March and now is the time to arrange your sales dates so you can have a vacation in July. Spend a few days in Kansas City and help the NAA go over the top with a gain in membership and attendance. You owe it to your work as an Auctioneer (Auction Sales in General) to take a few days off from averages and selling. Treat yourself to a mid-summer vacation.

Cake Sold 21 Times At Polio Auction

MELBA, Idaho—Mrs. Gordon Vogelsson sold and resold her cake 21 times for a total of \$102.50. A 50-cent pair of tin-snips went for \$20. So did a box of nuts and bolts.

That's what the accounts showed as residents of Melba totaled the proceeds of their seventh annual polio auction for the March of Dimes.

The total came to about \$5,500—better than \$27 for each of the 203 persons in this tiny southwestern Idaho farm community.

Started in 1949

Melba claims to have originated the polio auction — now common in towns throughout the nation — in 1949, when farmer Orrie Stokes decided to get rid of some secondhand farm machinery.

Merchants and housewives chipped in with contributions of their own that year, and a committee auctioned it all off for about \$2,500.

Three years ago the auction raised \$7,600 for the National Foundation for Infantile Paralysis. This gave Melba a per capita contribution of \$37, and Melba claims it's a national record. The average in Idaho as a whole is 50 cents.

Varied Sale Items

Some 1,500 from Melba and nearby towns milled through the village high school recently, offering fancy prices for livestock, quilts and blankets, car tires, and homemade cookies.

A television set brought the highest amount of any single item: \$758.25.

Paul Montgomery, a farmer, dressed a doll in 100 one-dollar bills and raffled it off for \$300.

The man who won it, Bob Robinson, a service station owner, stripped the doll and gave the money to the auction committee.

Red Bluff Bull Sale Another Good One

Red Bluff's big bull sale, the 1956 edition that is, has entered the record books as another humdinger. A total of 324 bulls were sold in this great California event which was featured in the December, 1955, issue of "The Auctioneer."

Herefords again led in numbers with 203 bulls recording an average of \$434. Sixty Shorthorn bulls averaged \$330 while 31 Polled Herefords scored the highest average, \$521. Only 27 Angus bulls were sold and they averaged \$375.

The March of Dimes bull, always a Red Bluff feature, was responsible for bringing in \$3,775. This bull, a Hereford named DH Dandy Domnio 2, was donated by Mr. and Mrs. Frank Day, Montague, Calif. Guest auctioneers were Princess Kekau-like Kawanakoa of Honolulu, and Hilo Hattie, entertainer.

Auctioneers for the big Red Bluff event were Col. Charles Adams, Artesia, Calif., and Col. Howard Brown, Woodland, Calif., both of whom are NAA members.

JACK'S BEAN STALK

Mrs. Maurice Schwartz of Chicago has an avocado plant that grows like Jack's famous bean stalk. The plant is three years old and is already nine feet tall.

Attention—

ALL MISSOURI AUCTIONEERS

**THE MAY ISSUE OF
“THE AUCTIONEER”**

**Will feature Missouri Auctions
and Missouri Auctioneers**

SEND

Pictures and Stories of Missouri
Auctions and Auctioneers Past
Present and Future

The Auctioneer, 803 S. Columbia, Frankfort, Ind.

**Cattle On Feed 1%
Above Year Ago**

The number of cattle and calves on feed for market in the United States on January 1, 1956, was 1 per cent larger than a year ago the Department of Agriculture reported recently.

Estimated number was 5,823,000 head compared to 5,786,000 last year and the 1950-54 average of 5,001,000 head.

The number on feed in the North Central states was about the same as a year ago. In the 13 Western states it was up 3 per cent.

The Corn Belt total on January 1 was placed at 4,178,000 head. Feeding in the Western Corn Belt states decreased 4 per cent while feeding in the Eastern Corn Belt was up 9 per cent from a year earlier.

Iowa Unchanged

Iowa was the same as a year ago. Decreases in South Dakota, Nebraska

and Kansas more than offset increases in all other Western Corn Belt states.

Illinois showed a 5 per cent increase. Feeding in each of the other Eastern Corn Belt states was also larger than a year earlier.

Shipments of stocker and feeder cattle during the period October to December into nine Corn Belt states were less than 1 per cent below the same period a year ago. For the July-December period inshipments were 2 per cent smaller.

Colorado Off 18 Pct.

Outside the North Central states the number of cattle on feed was 3 per cent larger than a year ago. California showed an increase of 5 per cent while Colorado was 18 per cent below a year earlier. In Montana, Idaho, New Mexico, Arizona, Utah and Oregon the number was greater than a year ago while other areas of the west were down.

Pennsylvania was down 2 per cent while Texas was up 8 per cent.

Why, An Auctioneers License?

By George Michael, President, New Hampshire Auctioneers Association

Why, an auctioneers license? This is a question being asked more and more by the enlightened auctioneers throughout the country, who would like to know one good purpose that it serves. I've talked with my share of the Colonels and none can give me a satisfactory answer as to why the profession needs to be licensed any more than any other. Discussion does bring out some shortcomings in our profession, but nowhere can I find that licensing auctioneers as is being done in many States is the answer to them. It would appear most likely that these licenses serve more to enrich town and State coffers, than the auctioneers or the people they serve.

At the first meetings of the New Hampshire Auctioneers Association we discussed ways and means of placing bars in the way of several unscrupulous out of state auctioneers who we felt were doing the profession injury, and we in the state had to suffer for it. Naturally, the subject of a license was brought up, and in our arguments we discovered the weaknesses of a license system, and I wish to pass these along for what they're worth.

We have heard of license laws that require residence in the state for a certain period of time before anyone can get one. We know of the licenses that supposedly will bar auctioneers because of the high fee involved for an out of stater. We discussed licenses that just anyone can get at the same price for in state or out of state. About all we got out of this was that the more we legislated against out of staters the more they would legislate against us, and that would penalize the efforts of many of our members who did auctions in other states. In other words it would be no time before all auctioneers would be working toward seeing who could create the worst breed of cat. In the meantime, the licensing officials would have a heyday at our expense. The public wouldn't even know what was going on, any more than it does today.

We pretty much decided then to approach the problem positively rather than negatively. In other words, rather than say "No" to competition, it might be wiser to say "Yes", and then go out to prove that the New Hampshire Auctioneer can do the job better in our state.

It was unanimously felt that anyone in the country should be permitted to hire anybody he pleases to do an auction for him anywhere with no restrictions of any kind, so that is the essence of democracy. From General John Stark on down, we in New Hampshire have been noted for this kind of thinking.

The question was raised as to whether we should have a license in the state in order to regulate the activities of auctioneers whether in state or out, so that the public might be protected if one were discovered to be unscrupulous, and thereby raise the level of confidence in the profession. A bill to this effect was introduced in the legislature last year and we defeated it.

Here are some reasons why. Throughout the wording of the bill, the word "auctioneer" was seen frequently, seemingly representing an individual who would apply for a license, etc. . . . We spent many hours discussing who is and who is not an auctioneer. I think if you examine many laws on the books, you'll find that nowhere is it clearly defined as to who may qualify for a license.

Rather than act as a regulation that would keep existing auctioneers in line, it would serve better to allow irresponsible individuals the opportunity to buy a license, delude the public into believing that they are auctioneers, perform in either good or bad manner, and then leave whenever desired with their reputations behind them to plague the established auctioneer who earned his right to auction the hard way.

We feel that these licenses placed in the hands of just anyone who wishes to dig up a fee, and then flash his certificate under the nose of someone want-



Col. George Michael as he addressed the 1955 National Convention.

ing an auction, claiming with great dignity that he is licensed by the state, would do a grave injustice to our profession. I can get a license in two states bordering mine if I want to mail in \$25 to one of them for a two year license, and in the case of the other deposit a \$100 bond, and pay \$50 for the first year's license and \$10 for every year thereafter with the bond returned when I wished to discontinue the license.

What have such ridiculous laws done for the auctioneers in these states? They are enriching their state coffers for protection from nothing. Any Tom, Dick or Harry in New Hampshire or elsewhere can place himself on a par in their states just with the aid of a three cent stamp and a sufficient check, without anyone inquiring into the background of the individual. Does it give them any

comfort to know that a man with a police record, etc., can come into their states, show an official license which impresses the unknowing auction seeker, and then treat them any way they want at the expense of the reputations of the local auctioneers.

There is talk that it would be wise to have a license law so that said license could be taken away from an individual who deals in an untoward manner with his clients. This is noble in principle, but it also becomes a deadly weapon in the hands of politicians, town officials, who may not be so scrupulous themselves.

Those who do not deal properly with the public can be prosecuted by laws which are already on the books dealing with larceny, fraud, etc. We do not have to have any new laws written to deal with these crimes. The auctioneer who deals in this manner will be put out of operation by the public, and it will be done a lot quicker than by a bureaucratic office in the State Capitol.

The out of staters I mentioned who we would like to keep out, have left a trail of law suits behind them, and their dealings here are getting fewer every year now that the public is learning more and more about their activity. We do not talk them down to the public as that would hurt the profession, rather we talk up the members of our Association who could do a much better job. This is the positive rather than negative approach.

One of the shortcomings I mentioned is the fact that none of us can define who is and who is not an auctioneer. This must be determined before any license law can be written, as the legislators should know who they are trying to regulate.

As far as I know in any state, whose laws I have read, anyone can walk off the street, plank down his money for a license, and he is then an auctioneer. What sort of hokum is this? Lawyers, doctors, druggists, dentists and many more do not operate in this manner. There is a definite requirement of capability that must be met before they may practice. The day that someone devises an examination for an auctioneer, is the day we can come closer to gen-

uine recognition by the public as a profession.

Who is going to prepare this examination and what is going to be in it? Is it a job for the National Auctioneers which comprises the best brains in the country qualified for this task? We talked this one over, too, at great length. The mention of attendance at an auctioneers school as a requirement brought loud guffaws from some of New Hampshire's finest who have trod the platform planks for more than 50 years with no benefit of a formal education in the business. It was suggested that anyone doing two or more auctions advertised under his own name as auctioneer should qualify him. This, too, was unrealistic as anyone could create his own auction with purchased merchandise, and with the help of friends set up his own auctions. This would defeat the intent of this suggestion. How would anyone differentiate the regulations for those who sold cattle, antiques, new merchandise, real estate, etc., almost exclusively? How many regulations would have to be dreamed up to cover these situations?

Until we, or someone else can determine who is qualified to hold a license, I do not see how an effective license law can be written anyplace. I have seen the law abused by an auctioneer in a neighboring state whose background was as a pitchman in fairs and carnivals. He decided he liked the auction business, so he bought a license and proceeded to put in all his ads that he was a licensed auctioneer in that state. It was easy as that.

I have a friend who was refused a license in his own home town for political reasons. He can auction anyplace else in the state, but in his own hometown. What has licensing done for him except make him the target of those who regarded him as business competition, which he was not wholly, so they rubbed him out.

Let us determine who we are, what we are, and what we are supposed to have done or do before we talk auctioneer license laws. Until that time we had better leave well enough alone or at best try to remove existing laws that do more to hurt than help the auctioneer.

Opportunity Beckons

By COL. B. G. COATS

As I read the large list of new members and renewals of membership in the February issue of "The Auctioneer" one hundred ninety three (193) to be exact, I was inspired and encouraged and I am sure that you likewise expanded your chest with pride to know that within a thirty day period 193 Auctioneers expressed their faith in the future progress of the National Auctioneers Association. Such is indeed a tribute to our Association and our profession.

If such an accomplishment can be made in thirty days, what an opportunity there is for each of us in the days that lie ahead, to strengthen our Association. As you read down the line of those 193 Auctioneers and you had no part in encouraging a member to pay his dues or in recruiting a new member, didn't it make you feel just a wee bit ashamed of yourself to know that so many of your fellow

auctioneers are seizing upon every opportunity to make our Association stronger and more influential. I feel guilty, as to my knowledge I had no part in this splendid record, but we all know that somebody has done and is doing a lot of work that will do good and be of service from which we all will profit.

No organization can rest on its laurels in the belief that all is being done that can be done. There is opportunity for all to make our Association more useful, stronger and more vibrant. I am going to try and be responsible for some of the names that will appear in the March issue for the next thirty day period. Will you join me and others and put forth some effort. It is through just such a process of one for all that the National Auctioneers Association has grown to such magnitude. Opportunity beckons all of us.

New Jersey

(Continued from Page 9)

thing to sell—go sell it.

Meeting Attendance. Interesting meetings — we increased meeting attendance from 33.3% the first month to an even 70% the last. And we will do better this year—we have learned a thing or two. Next best attendance was at Red Bank, N. J., meeting where Col. B. G. Coats had arranged to have as dinner-speaker Past-Attorney General of the State Hon. Theodore D. Parsons. We learned a lot that night — first, that as a group, Auctioneers are involved with the Law in N. J., less than any other professional group.

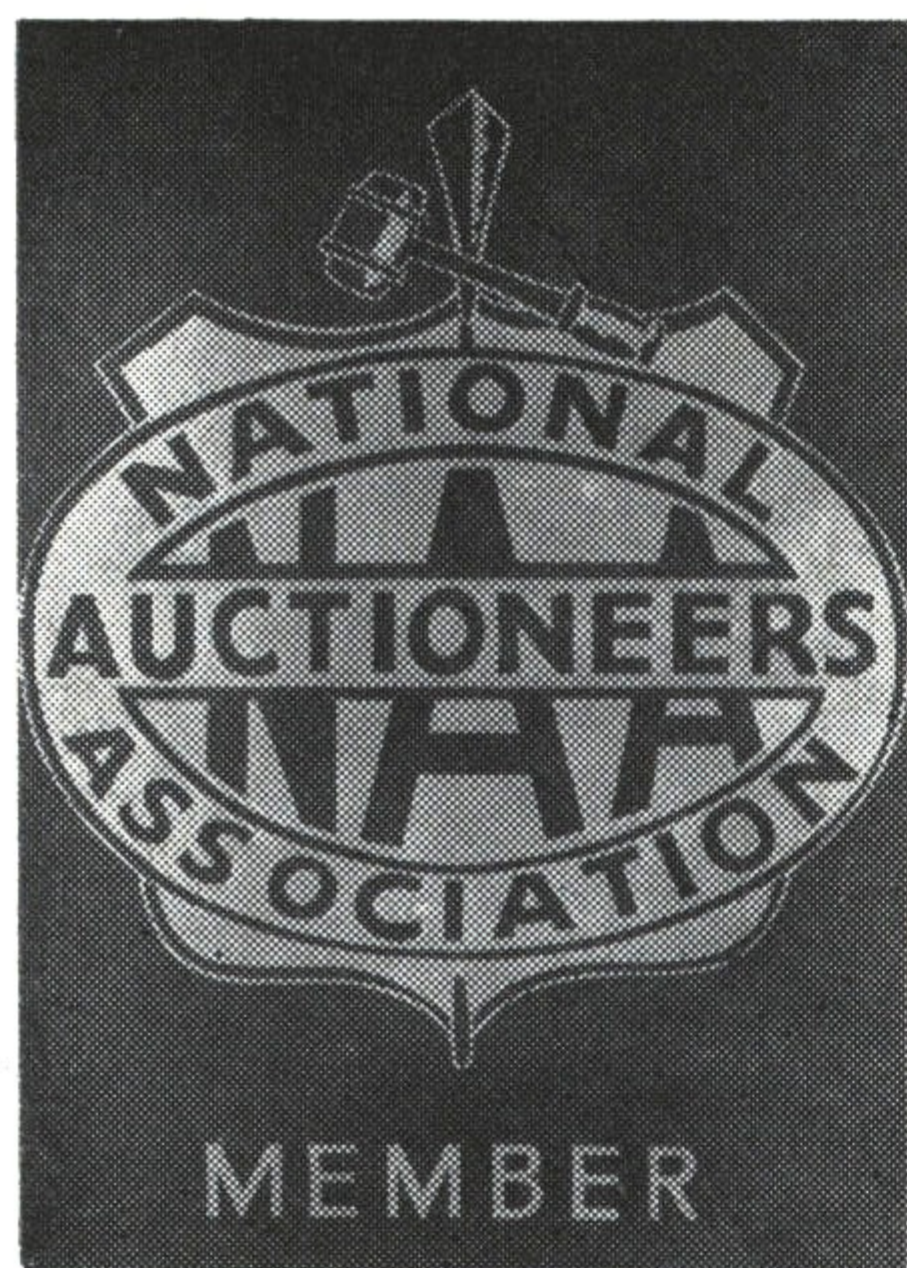
We also learned that there was such a thing as “Unified Sales Act” on our books regulating Auctioneers — and that is all — lots of the members looked wise and said nothing—but actually none could tell you what the Unified Sales Act with

its “4 Points” were — your Secretary took the bull-by-the-horns, wrote Mr. Parsons personally, acknowledged ignorance and asked for information—result the attached mimeographed sheet which explains itself—is there a moral there—guess so—don’t be afraid to admit ignorance on a subject — nobody knows all!

Ladies Nights — By all means have them. The girls add decoration, dignity and decorum — men behave better — dinners are gayer — and they are better attended and that’s what any administration wants besides members — attendance.

Executive Office—Equipment such as permanent files and mimeographing machines, supplies and other small machinery necessary to operate a modern office gives us a well organized Executive Office — a going concern as of this date.

We hand to the New Administration a



Display Your National Emblem

*Emblem Is In Lustrous Gold Suede
On A Brilliant Blue Card, Size 11x14*

GET ONE FREE

With Order of 1000 Raised Letter Business Cards For Only \$4.95 Check With Order, No C.O.D.

● THESE BUSINESS CARDS ARE
PRINTED IN BLACK ONLY

- N.A.A. EMBLEM PRINTED ON CARDS AT “NO EXTRA COST”
- PRINT YOUR COPY (UP TO 7 LINES) VERY PLAINLY
- SATISFACTION GUARANTEED

——— SEND ORDER TODAY TO ———

Nu-Art Printing Co.

Centralia Ill.

“We Supply Printing for Auctioneers from Coast to Coast”

IN UNITY THERE IS STRENGTH

business with a nice office, equipment to work with, records that are in order.

We hand over an office that owes no bills nor has any credits to collect, all assets are collected for the year. There are no delinquent members.

Nominating Committee—The slate of Officers and Governors selected for the coming year was un-opposed from the floor, so the Secretary, pro-tem was ordered to cast a single ballot for the slate and announce the result which was and is:

New Officers: President, Col. Russell A. Tinsman, Hackettstown; Vice-President, Col. Winfred Hinkley, Ogdensburg; Secretary-Treasurer, Col. Ralph S. Day, Leonia, N.J.

New Governors

Class of 1956-59 — Col. William A. Oliver, Englewood, N.J.; Col. Joseph E. Mount, Cranbury, N.J.; Col. Herbert Van Pelt, Whitehouse Station, N.J.

Class of 1955-1958 — Col. James G. Oliver, Closter, N.J.; Col. Lewis E. Stern, Trenton, N.J.; Col. Watson Van Sciver, Burlington, N.J.

Class of 1954-1957 — Col. William P. Parr, Newton, N.J.; Col. Charles M. Woolley, Allentown, N.J.; Col. John R. Potts, North Branch, N.J.

Beginning Part 2

Annual Meeting

Col. Russell A. Tinsman took the chair, reviewed his committee appointments for the year — spoke briefly on his aims and plans for the coming year. All routine business having been disposed of, except our perennial Auctioneers License Act.

The 'Act' was brought up for discussion, and being nothing new to anyone in the organization for more than 6 months, there is no doubt that each member has made up his mind on the subject, one way or the other — the discussion waxed hot as usual. President Tinsman finally asking for a motion to call a special meeting and settle the matter for all time. That was done — a meeting was called for 2/12/56 at Far Hills Inn at 1:00 P.M.

Dues Accepted for 1956. Many paid their dues for the year.

Motion to Adjourn—Received at 11:45 —carried without dissent.

Special Meeting, 2/12/56

For the purpose of revising dates etc of 'Auctioneers License Act, 1952' and if approved by membership, submit through the offer made by Sussex Assemblyman Rutherford.

Meeting called to order at 1:00 P.M.

President Tinsman asked Vice-president Hinkley to explain the offer made by Assemblyman Rutherford to sponsor our bill.

Col. Hinkley explained that in addition to the foregoing that we would be put to practically no expense in presenting this bill in its present form—maybe only be called upon to write justification letters to other members of the Legislature—will advise on that later.

President Tinsman then called on each member present to express himself either for or against presenting the bill.

This was done—took approximately 2 hours to get around and to motion and vote.

Motion finally made and defeated to submit without going over each item and deleting certain objectionable features.

Col. B. G. Coats explained the hours and hours of work that had gone into the act as it is—that his legal advisers had suggested in 1952 and it must be true now—that any changes in wording might upset the whole bill by setting up contradictions or the like. Col. Coats wished the bill presented as is or not at all for that reason.

Col. Ralph S. Day, then made a motion that except for the change of dates which were evident, that the bill be submitted for the Legislature thru Mr. Rutherford, no other changes to be made. Seconded by Col. Schuler and Col. Woolley and passed by 3 to 1 vote.

Discussion continued for some time—feelings ran high and then receded and the net result is that we are to try our bill again this year.

OBLIGING!

A minister was horrified one Sunday to see a boy in the gallery of the church pelting the hearers in the pews below with horse chestnuts. As the good man looked up, the boy cried out: "Don't worry, sir, I'll keep 'em awake!"

Auctioneer's Hammer Ends Historic Fort

SEATTLE — The auctioneer's hammer has wiped from military history an historic fort which never fired an angry shot and couldn't be saved by a letter to the President.

And with it went a throttled Voice of America station once destined to carry democracy's word to the Orient.

Both went to private bidders.

Sold to Reuel W. Little of Madill, Okla., for \$106,000 was the 122-acre Army post, Ft. Worden, which looks out over the Strait of Jaun de Fuca on Washington's Olympic Peninsula. It's long-since-removed big guns were designed to guard the Seattle - Tacoma - Puget Sound Naval shipyard area from an enemy who never came.

Its garrisons provided the little town of Port Townsend with much of its annual income. Closed in 1953 in an economy move, it attracted national attention when a housewife and resident of the hard-hit

town, Mrs. Carl Hoffman, wrote President Eisenhower asking if something couldn't be done to save it or put it to use. Otherwise, she implied, Port Townsend might die.

The President replied, too, in a nice letter which gave the little town and fort more national publicity than they had received in their whole lives. High Government officials visited the post. There was some talk of a veterans' home; a hospital; use by some other Federal agency. Then, no more talk.

Almost four years ago the Government took over a big chunk of farm land at Sequim, about 20 miles west of the fort, for a projected \$7 million Voice of America transmission site.

The station was to beam broadcasts to the Orient and grading work was well under way when a rising voice of protest in Congress halted the work. Its critics said the transmission site was wrong, a radio dead spot existed there. Finally after an estimated \$1 million had been spent in buying the land and in preliminary work, the station was abandoned.

HOT PROMOTIONAL ITEMS

Vacuum cleaners, all makes. Tanks, uprights, new, rebuilt and guaranteed. Also brand new sewing machines, aluminumware, lamps, watches, tools, silverware, pens, fans, cameras, deep fryers, garden hose, trouble lights, wallets, costume jewelry, irons, extension cords, luggage, cutlery, folding chairs, beach chairs, paints, ironing boards. Visit our showroom or:

Write for FREE CATALOG!

**ALL KINDS OF CLOSEOUTS
AT LOWEST PRICES**

METROPOLITAN, 4143 3rd Ave., N. Y.

CY 9-5960

LU 3-7451

THE MEMBERS SAY . . .

Dear Bernard:

Enclosed find check for \$10.00 for my 1956 dues in the N.A.A. I don't want to miss a single issue of "The Auctioneer." I think I have every copy since 1949. I like to read every line—some items probably do not interest me much but I always learn something from them.

My associate, Howard B. Johnson, and I are having many closing out farm sales. Most of the sales are for young or middle aged men who are going to work in the cities. We have had no sales caused by bankruptcy or forced by the bank. However, it seems that in some sections of our state where it has been dry for two or three years many such sales are being held.

Used farm machinery, especially the better tractors, has been selling just a little higher each day since January 1st, caused no doubt by the high prices of new machinery.

The new farm organization, National Farmers Organization (NFO), is organizing in Iowa and is going over strong in most counties.

Hoping to see you in Kansas City, I am,

Yours truly,
Leon E. Joy
Ames, Iowa

★ ★ ★

Dear Col. Hart:

Enclosed please find check for \$10.00 for 1956 dues. "The Auctioneer" is splendid. You have my good wishes.

Sincerely,
Earl O. Walter
Filer, Idaho

★ ★ ★

Dear Sir:

Here is my check for dues. I enjoy "The Auctioneer" very much.

Yours truly,
Byron C. Waddell
Olivet, Mich.

★ ★ ★

Dear Col. Hart:

Full scale Land Auctioneering in East Kentucky and Virginia has moved me to Paintsville, Ky., from Indianapolis. Have had seven land auctions here in

less than four months, the best one netting me a commission of \$2,453.61 on ABSOLUTE AUCTIONS of nine houses and lots and eight vacant lots here in Paintsville. I sold a whole city block of houses and lots for a total of \$48,770.00.

I now have a new 1956 one half ton pickup truck with a special made body for auctioneering Real Estate. The special plywood body is fully equipped with a Bogan AC-DC double speaker with twenty inch twin horns.

Giving away fifty and twenty dollar bills at land auctions here in the Cumberland Mountains is and has been a common practice for many years to insure large crowds.

Yes, I like it very much down here. The people are wonderful and when you get an auction it amounts to something.

Not sure if I can get away to go to the Convention this year or not but hope to do so. I realize the value of every member to be at all our Conventions and wish I could contribute more to the fine and most worthy National Auctioneers Association.

Here is my check for \$10.00 for 1956 dues.

Sincerely yours,
Virgil L. Garrison
Paintsville, Kentucky

★ ★ ★

Dear Bernard:

Hope you are as fine as things are here as well as in good health. It looks as though there were going to be some busy auctioneers in the farming areas this year from the indications in this territory.

I am enclosing my check for \$5.00 for the Booster Page again. Will get some news lined up for "The Auctioneer" one of these days.

Sincerely,
Walter C. Heise, President
Assn. of Wisconsin Auctioneers
Oconto, Wis.

★ ★ ★

Dear Sir:

Enclosed please find my check for \$10.00 for my 1956 dues to the National

IN UNITY THERE IS STRENGTH

Auctioneers Association.

I find "The Auctioneer" a most interesting and enjoyable magazine.

Very truly yours,
Robert H. Campbell
Annapolis, Md.

★ ★ ★

Hi, Bernard:

Please find enclosed check covering my NAA dues for the year, 1956.

Sorry to be late with my remittance but due to the press of getting our sale started after being down during January, I just didn't get around to sending you a check. Normally I would have taken care of it at the State Convention but Fred, "Boat" and I were in Florida at the time the Convention was being held.

Please make sure that I receive the February issue of "The Auctioneer."

Best regards,
Don Millspaugh
Gas City, Ind.

★ ★ ★

Dear Col. Hart:

We have had a very good winter here, however, it has been winter most of the time since December 3rd. At that time we received the first real snow of the winter, about 8 inches on the level, and some of that snow is still with us. We have had several lesser snows and our ground is almost all covered with snow. The moisture is indeed welcome after the drouth conditions prevailing during the late summer and fall. I came to this section of the state in 1910 and I have noticed that when we have a winter such as we have experienced this year, we usually have a summer favorable for good crops. We are hoping this will prevail this coming crop season.

All Auctioneers in this part of the state are enjoying a very good business. Our firm is certainly gratified at the number of sales we have conducted so far this season. We conducted some very large sales, among them was the sale we conducted on November 30th, amounting to \$45,000.00 (sale bill enclosed). We sold the 160 acre farm in connection with a complete closing out sale of the personal property. We commenced the sale at 11:15 A.M. and everything was sold by 3:15 P.M., which considering we took 45 minutes to sell the land, indicates we moved right along selling that ex-

ceptionally large offering of personal property. We invested over \$400.00 advertising the sale but we had bidders in attendance from eighteen different counties in Nebraska. In our judgment everything brought very good prices for this section of the state. His cattle were practically all Holsteins. Top cow was \$270.00, and two-year-old springing heifers brought from \$185.00 to \$225.00. The machinery brought prices much above expectations. Also the land sold well, it was rough farm though well improved. It sold for \$121.50 per acre.

I trust that each and every member of the National Association is doing his best to secure new members for the Association, and in that way help the Missouri Colonels to put on the best convention that we have ever had. True, the Missourians will have to work hard to beat what the Hoosiers did last year, for that was the best convention up-to-date, but the Missourians are workers, and I believe that they will succeed. However, any help anyone of us can give them will be appreciated, I am sure.

Colonel Hart, I certainly want to congratulate you and express my sincere gratitude for the splendid job you are doing in editing the Auctioneer, no poor issues, every one a good one.

Sincerely,
Dan J. Fuller
Albion, Nebraska

★ ★ ★

Dear Col. Hart:

As a member of the Ohio Auctioneer's Association and National Auctioneer's Association I feel it is my duty and obligation to submit a certain amount of copy to our great magazine (The Auctioneer).

I did not meet you personally but heard you speak in Columbus, Ohio, in January, and as you said there, every member should contribute something to the cause of the Association and magazine, as it is a great magazine for all Auctioneer's to read and it seems to me is improving with each issue. All members should write you at least when something is happening in their immediate community or of anything affecting the business as a whole or a member personally. I feel every Auctioneer should belong to his State Asso-

ciation and the National Association and should uphold the profession to which he belongs, proudly and according to the ethics of the business.

I am opening up my own office in Toledo, Ohio, on a busy thoroughfare just within the city limits, with large signs signifying my intentions of which I have been criticized for connecting the Auction business with the Real Estate business . . . my signs read . . . to wit: **Lou Winters, Realty and Auction Company, Member N.A.A.** It seems no one in Toledo has ever tried to weld the two together before. After becoming a real estate broker three years ago I have found the two work out fine together and am opening up this office with the Auction business playing as active part as the Real Estate business. I hope more Auctioneers in the State of Ohio who are holding a Real Estate brokers license will do the same as I am sure it will help to uplift the Auction Business.

There are many a good Auctioneer today who has never seen the inside of an Auction school or taken any course in it whatsoever but I do believe, however, that it would be wise for the new man entering the Auction business, and the old timer as well, to seek out a good Auction school and end up with a Diploma. I have found it a big help in obtaining appointments in Court Sales, and I don't think it too far off until it will be required before a license will be issued. I received my diploma from the Nelson Auction School, Renville, Minn., and would recommend the school to anyone seeking a good school as Mr. Nelson is a wonderful teacher and a real gentleman as he has been a guest in my home and we have enjoyed his company very much.

I enjoyed very much the State meeting in Columbus, Ohio, in January. The speakers were all excellent, the dinner was wonderful, the argument of Sunday Auctions was brought up and finally tabled for the Executive Committee to work out. This suited me fine as I don't believe you can get very far arguing back and forth on the floor on a subject of that nature. Colonel Cornwell from Toledo, and I drove down to Columbus together. We were both satisfied with the

election of officers. We both enjoyed the privilege of meeting and dining with Pop Hess, a real entertainer and a very intelligent man, who has had a world of experience in the Auction business.

Let's all support The Auctioneer with more copy. **Is your name on the Booster Page?** Be glad to hear from any member any time.

Sincerely,
Lou Winters
5006 Lewis Ave.
Toledo 12, Ohio

★ ★ ★

Dear Bernard:

Enclosed herewith is my contribution for your March issue. The February issue was very conspicuous for the absence of articles by Col. B. G. Coats.

Sincerely yours,
R. C. Foland
Noblesville, Ind.

★ ★ ★

Dear Sirs:

Please enter my membership for 1956 in the NAA. I have gotten a lot of good from "The Auctioneer" this past year and don't want to miss it.

Yours truly,
Dale Hanshew
Noblesville, Ind.

Ankony Angus Sale Tops One Of Year Ago

Exceeding by \$400 their last year's average which set the Angus record for 1955 on exactly the same number of cattle, Ankony Farm, Rhinebeck, Dutchess county, N. Y., held another very successful sale at the farm Jan. 28. A tremendous crowd was on hand and the cattle sold into 18 states, two to Argentina and six to Canada. Owners Allan A. Ryan and Lee Leachman, Rhinebeck, and Lester Leachman, Claverack, N. Y., were grand hosts. It was a beautiful day and a great offering.

Final results were an average of \$7,840 on 30 bulls, \$3,501 on 26 females and a record average on the 56 head og \$5,825. Auctioneers were Col. Hamilton James, Newton, Ill., and Col. Paul Good, Van Wert, Ohio, both of whom are NAA members.

New Jersey Auctioneers

Law (Proposed)

Editor's Note: We are publishing herewith a copy of the ACT REGULATING AUCTIONEERS in New Jersey and sponsored by the New Jersey State Society of Auctioneers.

An Act regulating auctioneers, providing for the licensing of auctioneers and apprentice auctioneers, creating the New Jersey Auctioneers' Commission and prescribing its power and duties.

BE IT ENACTED by the Senate and General Assembly of the State of New Jersey:

1. This act shall be known and may be cited as the "Auctioneers' License Act of 1956."

2. (a) When used in this act, the following words and phrases shall have the following meanings unless the context provides otherwise:

(1) "Goods" shall mean any goods, words, works of art, commodity, compound or thing, chattels, merchandise, real or personal property which may be lawfully kept or offered for sale, but shall not include nor apply to sales at auction conducted by or under the direction of any public authority or pursuant to any judicial order or decree, or in the settlement of any decedent's estate, or to any sale required by law to be at auction.

(2) "Persons" as applied to a corporation shall mean and include the officers or directors thereof.

(3) "Auctioneer" shall mean any citizen of the United States and of the State of New Jersey, having two or more years' experience as an active auctioneer in the profession of auctioneering and being duly licensed as provided in this act.

(4) "Apprentice auctioneer" shall mean any person eighteen years of age, or over, being a resident of the State of New Jersey for one year or upwards, and having completed a prescribed course of study at an accredited auctioneering school, approved by the commission, and one year's apprenticeship under the supervision and control of a

duly licensed auctioneer, or at least two years' apprenticeship under the supervision and control of a duly licensed auctioneer, and duly licensed as provided in this act.

(5) "Auction" or "Sale at Auction" shall mean the verbal exchanges between an auctioneer or apprentice auctioneer and the members of his audience constituting a series of invitations for offers made by the auctioneer or an apprentice auctioneer, offers by members of the audience, and the acceptance of the highest or most favorable offer by the auctioneer or an apprentice auctioneer.

(6) "Commission" shall mean the New Jersey Auctioneers' Commission created in the Department of Law and Public Safety to administer the provisions of this act.

3. There is hereby created in the Department of Law and Public Safety a New Jersey Auctioneers' Commission which shall consist of five members who shall be appointed by the Governor, with the advice and consent of the Senate, for terms of three years beginning on the first day of July, except that, of the members first to be appointed, one shall be appointed for one year, two shall be appointed for two years and two shall be appointed for a full term of three years, beginning on the first day of July, one thousand nine hundred and fifty-six. The members of the commission shall serve after the expiration of their terms until their respective successors are appointed and shall qualify and any vacancy occurring in the membership of the commission, by expiration of term or otherwise, shall be filled for the unexpired terms only, notwithstanding that the previous incumbent may hold over and continue in office as aforesaid. The Governor may remove any member of the commission for neglect of duty or

IN UNITY THERE IS STRENGTH

misconduct in office after hearing.

4. The members of the commission in office on and after July first, one thousand nine hundred and fifty-seven, shall be compensated for attending meetings of the commission duly called on or after that date at the rate of twenty-five dollars (\$25.00) per day and they shall also be reimbursed for the expenses incurred in attending the same and in the performance of any duty on or after that date which may be assigned them.

5. The commission shall elect annually a chairman and a vice-chairman from its own membership and may appoint a secretary and employ such other employees as it may deem necessary and prescribe their duties and fix their compensation.

6. (a) From and after July first, one thousand nine hundred and fifty-seven, it shall be unlawful for any person to engage in or carry on the business, or act in the capacity of an auctioneer, or an apprentice auctioneer within the State of New Jersey without first obtaining a license as an auctioneer, or as an apprentice auctioneer from the commission.

(b) No person, copartnership, association or corporation may be licensed by the commission as an auctioneer, unless such person and all of the members of any such copartnership or association who are actively engaged in the auctioneering profession and all of the officers of any such corporation who are actively engaged are of the age of twenty-one years and upwards, are citizens of the United States and of the State of New Jersey with exceptions hereinafter stated in sections nine and ten of this act, and shall have served as an active auctioneer for two years or more, or shall have served an apprenticeship as a duly licensed apprentice auctioneer, of not less than two years in the employ of a duly licensed auctioneer, or of not less than one year in the employ of a duly licensed auctioneer after having completed a course of study in auctioneering at an accredited school approved by the commission.

(c) Any person engaged in the auctioneering profession for a period of two years or more, may be admitted to an examination for an auctioneer's license;

provided he shall meet all of the prerequisites of applicants for such licenses, except that he shall not be required to have served in the employ of a duly licensed auctioneer, or as a duly licensed apprentice auctioneer for a period of two years.

7. It shall be the duty of the commission upon payment of the license fees required by this act, to issue licenses as auctioneer or apprentice auctioneer to all individuals, and as auctioneers alone to all copartnerships, associations and corporations who shall be duly qualified under and shall comply with the provisions of this act. All such licenses shall expire on the last day of June immediately following the date of issue, unless sooner revoked or suspended by the commission, and shall be renewed annually, as hereinafter prescribed.

8. Applications for licenses as auctioneer shall be made, in writing, to the commission, upon a blank provided for the purpose by the commission, and shall contain such information as to the applicant, or, when the application is made by a copartnership, association, or corporation, as to its members or officers, as the commission shall require. The application shall be signed by the applicant, or in the case of a copartnership or corporation, by any member or officer thereof, and shall be accompanied by the recommendation of at least two citizens not related to the applicant or to any member or officer of any copartnership or corporation so making application, who shall be owners of real estate within, and residents of the county in which the application is made, certifying to the honesty, truthfulness, and good repute of the applicant, or, in the case of a copartnership, or association, or corporation, its members or officers by name, and recommending that a licensed auctioneer or licensed member or officer of a copartnership, association, or corporation be licensed as an auctioneer. If the applicant or, in the case of copartnership or corporation, any of its members or officers, shall have resided, or shall have engaged in business by less than one year in the county from which the application is made, such application shall also be accompanied by the recommendation of at least two real estate owners,

IN UNITY THERE IS STRENGTH

not related to the applicant, of each of the counties where he or each of such members or officers has formerly resided or engaged in business during the said period of one year prior to the filing of such application, certifying to the honesty, truthfulness, and good repute of the applicant, or its members or officers by name, and recommending that the license be granted. Each application shall be accompanied by two photographs of the applicant, or, in the case of a copartnership, association or corporation, of the applicant members or officers thereof. Upon the filing of an application, the commission shall investigate the allegations contained therein, and if, upon investigation, it finds such allegations untrue, it may refuse to examine or license the applicant, setting forth, in writing, its findings, and the reasons for its refusal and furnishings a copy thereof, to the applicant.

(b) Application for license as apprentice auctioneer shall be made in writing to the commission signed by the applicant, setting forth the period of time during which he has been engaged in the profession, stating the name of the last employer, or the name of the person, firm, copartnership, association, or corporation then employing him, or into whose employ he is then about to enter. All applications shall be made upon a blank provided for the purpose by the commission and shall contain such information as to the applicant, in addition to the above prescribed, as the commission shall require. The application shall be accompanied by the recommendation of his employer, or prospective employer, certifying that the applicant is honest, truthful, and of good repute, and recommending that such license be granted.

(c) No person may hereafter be licensed as apprentice auctioneer, and no person, copartnership, association, or corporation may hereafter be licensed as an auctioneer by the commission unless such person and all of the members of any such copartnership or association, and all of the officers of any such corporation intending to actually engage in, or actually engaging in, the auctioneering profession as an auctioneer or apprentice auctioneer, shall first submit

to and pass an examination conducted by the commission and prepared by the commission. The commission shall hold at least one examination each year in the city of Trenton, at such hours and at such other times and places as it shall see fit, and under such rules and regulations as the commission shall prescribe and the commission may make a special dispensation or exception because of religious scruples of applicants as to the day of the week upon which the examination shall be held. The examination for an auctioneer's license shall include questions on the applicant's ability to read and write English, his knowledge of mathematics and other common school branches. The examination for an apprentice auctioneer's license shall be limited to mathematics applicable to the auctioneering profession, the auctioneers' license act and ethical practices thereunder.

In the event license of any auctioneer or apprentice auctioneer shall be cancelled by the commission, no new license shall be issued to such person, unless he complies with the provisions of this act.

9. An individual who fails to pass the examination may apply and receive from the commission a temporary permit to operate as an apprentice auctioneer until the next regular examination. An individual, who fails to pass the examination at two successive examinations, shall be ineligible for a similar examination, until the expiration of six months from the time such individual took the last examination.

10. Any person who has for a period of two years immediately preceeding July first, one thousand nine hundred and fifty-seven, engaged in the auctioneering profession not heretofore required to be licensed as an auctioneer and who is under the provisions of this act required to be so licensed, shall be issued an auctioneer's license by the commission without requiring him to submit to an examination as required by this act if such person makes application for such a license within ninety days after July first, one thousand nine hundred and fifty-seven, and pays the fee prescribed by law for such licenses.

11. Authority to transact business as an auctioneer or apprentice auctioneer, un-

IN UNITY THERE IS STRENGTH

der any license issued by the commission, shall be restricted to the person named in such license, and shall not inure to the benefit of any other person or persons whatsoever. Where an auctioneer's license shall be issued to a corporation, authority to transact business thereunder shall be limited to one officer of such corporation or association, to be designated in the application and named in the license. Each other officer of such association or corporation, desiring to act as an auctioneer in connection with the business of the said association or corporation or otherwise, shall be required to make application for and take out a separate license in his or her own name individually. Where the licensee is a copartnership, the license issued to such copartnership shall confer authority to act as an auctioneer upon one member of such copartnership only, who shall be designated in the application and named in the license; all the other members of such copartnership desiring to act as auctioneers in connection with the business of the partnership, or otherwise, shall be required to apply for and take out individual licenses in their own names.

12. A nonresident of this State may be licensed as an auctioneer or apprentice auctioneer upon complying with all the provisions and conditions of this act relative to auctioneers and apprentice auctioneers.

13. In case of an application of a nonresident of this State for a license as an auctioneer or apprentice auctioneer, the commission may accept, in lieu of the recommendations and statements otherwise required to accompany the application for such license, the license, as auctioneer or apprentice auctioneer, issued to such applicant by the proper authority of the State of his domicile, if under the laws of that State similar recognition and courtesies are extended to licensed auctioneers and apprentice auctioneers of this State upon the payment by the applicant of the proper license fee, and the filing with the commission of a duly certified copy of the license, issued to such applicant by such other State and the filing of an irrevocable consent that suits and actions may be commenced against such applicant,

in this State, by the service of any process authorized by the laws of this State on the secretary of the commission, said consent stipulating and agreeing that such service of such process on the secretary of the commission shall be taken and held in all courts of this State to be as valid and binding as if due service had been made upon said applicant within the State. Said instrument containing such consent shall be duly executed and acknowledged or approved by the applicant and shall be accompanied by the duly certified copy of the resolution of the proper officers, or managing board, authorizing the proper officer to execute the same in the case of an association or corporation. In case any process is served upon the secretary of the commission, it shall be by duplicate copies, one of which shall be filed in the office of the commission, and the other immediately forwarded by registered mail to the applicant against which said process is directed.

14. The fees to be charged by and paid to the commission by licensees for all licenses and renewals thereof issued shall be as follows:

(1) A fee of fifty dollars (\$50.00) shall accompany an application for examination for an auctioneer's license, and in event that the applicant successfully passes the examination, no additional fee shall be required for the issuance of a certificate of registration and if the applicant fails to pass the examination, he may take the next examination without any additional fee.

(2) A fee of twenty-five dollars (\$25.00) shall accompany an application for examination for an apprentice auctioneer's license, and in event that the applicant successfully passes the examination, no additional fee shall be required for the issuance of a certificate of registration, and if he fails to pass the examination, he may take the examination without any additional fee.

(3) It shall be the duty of all persons, licensed to practice as auctioneers or apprentice auctioneers to renew such license annually with the commission and pay for the renewal of each auctioneer's license the sum of twenty-five dollars (\$25.00) and for the renewal of each apprentice auctioneer's license the sum of

IN UNITY THERE IS STRENGTH

ten dollars (\$10.00). Each application for renewal of an auctioneer's or apprentice auctioneer's license shall be made to the commission annually on or before July first of each year.

15. The commission shall be required to publish annually a list of the persons licensed for that particular year.

16. An auctioneer's license or an apprentice auctioneer's license shall not be granted or issued to any person until the applicant therefore has filed with the commission an approved bond with the applicant as principal, payable to the State of New Jersey, in the amount of two thousand dollars (\$2,000.00). Such bond shall have as surety a surety company authorized to be surety in this State. All such bonds shall be conditioned for the faithful performance of all contracts relating to sales at auction. Every such bond shall be made available for the benefit of any person contracting with the principal therein named for the holding of any such sale for any damages suffered by reason of the misconduct of such principal in failing to hold or holding such sale.

17. (a) Every auctioneer or person engaged in the business of selling goods at auction, whether acting in his own behalf or as the officer, agent or representative of another, shall, upon the receipt or acceptance by him of any goods for the purpose of sale at auction, and before offering the same or any part thereof for sale at auction, write or cause to be written in a book to be kept by him for the purpose:

(1) the name and address of the person who employed him to sell such goods at auction;

(2) the name and address of the person who was the owner, the authorized agent of the owner, or the consigner of such goods, immediately prior to the receipt or acceptance for the purpose of sale at auction of the same by such auctioneer.

18. No political subdivision of the State of New Jersey shall have the power or authority, after July first, one thousand nine hundred and fifty-seven, to require the licensing in any manner of any auctioneer or apprentice auctioneer who is licensed under the provisions of this act.

19. (a) No person shall act as auc-

tioneer on the sale at public auction of any goods, wares, merchandise, or of any property whatsoever, until he shall have first entered into a written contract or agreement in triplicate, with the owner or consignee of any property to be sold, containing the terms and conditions upon which such licensee receives or accepts such property, for sale at auction. Such contracts shall for a period of two years be kept on file in the office of every person so licensed hereunder and such contracts shall be open to inspection as provided in subsection (b) of section seventeen of this act.

(b) Any person violating the provisions of this section shall be guilty of a misdemeanor, and, upon conviction thereof, by a court of record having jurisdiction thereof, shall be sentenced to pay a fine not exceeding fifty dollars (\$50.00).

20. (a) Every person, copartnership, association, or corporation licensed as an auctioneer under the provisions of this act, shall be required to have the license prominently displayed at all sales at auction conducted by any such licensee.

(b) All auctioneers shall also prominently display the license of all apprentice auctioneers employed by them at any sale in which said apprentice is so employed. All licenses issued to such apprentices shall designate the employer of such apprentices by name. Prompt notice in writing within ten days, shall be given to the commission by the apprentice auctioneer of any change of employer, and of the name of the new employer into whose service such auctioneer is about to enter or has entered, and new license shall thereupon be issued without charge by the commission to such apprentice for the unexpired term of the original license, if such new employer shall be a duly licensed auctioneer. The change of employer or employment by any licensed apprentice auctioneer without notice to the commission as aforesaid, shall automatically cancel the license to him theretofore issued, and it shall be the duty of the employer named in such license to notify the commission promptly of any such change of employer or employment.

(c) The violation of any of the provisions of this section by any licensee shall be sufficient cause for the suspension

IN UNITY THERE IS STRENGTH

or revocation of his, her, or its license, in the discretion of the commission.

21. (a) The commission may, upon its own motion, and shall, promptly upon the verified complaint in writing of any person setting forth specifically the wrongful act or acts complained of, investigate any action or business transaction of any licensed auctioneer or apprentice auctioneer; and shall have the power temporarily to suspend or permanently to revoke licenses under the provisions of this act, at any time when, after due proceedings as hereinafter provided, it shall find the holder thereof to have been guilty, in the performance or attempt to perform any of the acts prohibited to others than licensed auctioneers or apprentice auctioneers under the provisions of this act, to wit:

(1) Of a continued or flagrant course of misrepresentation or making false promises through agents or apprentice auctioneers; or

(2) When it shall be shown that the licensee, within five years prior to the issuance of the license then in force, has been convicted in court of competent jurisdiction of this or any other State of forgery, embezzlement, obtaining money under false pretenses, extortion, conspiracy to defraud, or other like offense or offenses; or

(3) Of any failure to account for, or to pay over moneys belonging to others which have come into his, her or its possession arising out of a sale transaction within a reasonable time; or

(4) Of any misleading or untruthful advertising; or

(5) Of any act or conduct in connection with a sales transaction which demonstrates bad faith, or dishonesty; or

(6) Of knowingly using false bidders, cappers or puffers; or

(b) Before refusing, suspending or revoking any license, the commission shall, in writing, notify the applicant or licensee of the charges against him, accompanying the notice with a copy of the complaint, if any filed, and the commission shall accord the applicant or licensee ample opportunity to be heard thereon in person or by counsel. If the applicant or licensee shall so desire, the commission shall grant a hearing upon such charges, to be held on not less than ten

days' prior notice in writing to the applicant or licensee given, and shall furnish licensee at the time of giving the said notice with copies of any and all communications, reports, affidavits, and dispositions in the possession of the commission touching or relating to the matter in question. At such hearing, the applicant or licensee shall be entitled to examine, either in person or by counsel, any and all persons complaining against him, and as well all other witnesses whose testimony is relied upon to substantiate the charges made. He shall also be entitled to present such evidence, oral and written, as he may see fit, and as may be pertinent to the inquiry. The said hearings may be held by the commission or by three or more members thereof, or by any of its duly authorized representatives, and they shall be held, if the applicant or licensee so desires, within the county where the applicant's or licensee's residence is situated. At such hearings, all witnesses shall be duly sworn by the members of the commission or its duly authorized representatives before whom the hearing is held, and stenographic notes of the proceedings shall be taken and filed as part of the record in the cause. Any party to the proceedings desiring it, shall be furnished with a copy of such stenographic notes, upon the payment to the commission of such fee as it shall, by general rule or regulation, prescribe therefor.

22. (a) The refusal of the commission to authorize the Department of Banking and Insurance to issue any license, after application properly made, and compliance by the applicant with the requirements of this act, or

(b) The decision of the commission in suspending or revoking any license issued under this act may be reviewed by proceedings in lieu of the prerogative writs.

23. The commission shall maintain in its main office a public docket or other record, in which it shall record, from time to time as made, the rulings or decisions upon all complaints filed with it, and all investigations instituted by it in the first instance, upon or in connection with which any such hearing shall have been had, or in which the licensee charged shall have made no defense. The commission shall also give imme-

diately notice in writing of such ruling or decision to the licensee affected thereby, and as well, where the investigation shall have been instituted by complaint filed, to the party or parties by whom the complaint was made. If such ruling shall be to the prejudice of, or shall injuriously affect, the licensee, the commission shall also state in said notice the date upon which the said ruling or decision shall become effective, if not theretofore appealed from, and such date shall be not less than thirty days from and after the date of the said notice. If the licensee can not at such time be found, his whereabouts being then unknown, such notice may be given by the commission by advertisement inserted in one issue of a newspaper of general circulation published within the county where was located the residence of the licensee as designated in the license. When any revocation or suspension shall become final, the commission shall publish notice thereof in one issue of one or more newspapers of general circulation published within the county in which the licensee was engaged in the auctioneering profession at the time of such revocation or suspension.

24. Where during the term of any license issued by the commission the licensee shall be convicted in a court of competent jurisdiction, in this or any other State, of forgery, embezzlement, obtaining money under false pretenses, extortion, criminal conspiracy to defraud, or other like offense or offenses, and a duly certified or exemplified copy of the record in such proceeding shall be filed with the commission, the commission shall revoke forthwith the license by it therefore issued to the licensee so convicted.

25. In the event that any licensee shall be indicted in this or any other State for forgery, embezzlement, obtaining money under false pretenses, extortion, criminal conspiracy to defraud, or other like offense or offenses, and a certified copy of the indictment be filed with the commission, or other proper evidence thereof be to it given, the commission shall have authority, in its discretion, to suspend the license issued to such licensee pending trial upon such indictment.

IN MEMORIAM

Col. Harvey H. Tucker, Iowa
Col. Gus L. Day, New Jersey
Col. Howard Schnell, North Dakota
Col. Ed Rogers, Nebraska

26. In the event of the revocation or suspension of the license issued to any member of a copartnership, or to any officer of an association or corporation, the license issued to such copartnership, association, or corporation shall be revoked by the commission unless, within a time fixed by the commission, where a copartnership, the connection therewith of the member whose license has been revoked shall be severed and his interest in the copartnership and his share in its activities brought to an end, or where an association or corporation, the offending officer shall be discharged and shall have no further participation in its activities.

27. Pending an investigation or proceeding before the commission affecting any licensee, and as well pending final decision upon any appeal taken by a licensee from the ruling of the commission, no new license shall be issued to such licensee, or to a copartnership of which he is a member or employee, or to an association or corporation of which he shall be an officer or employee, except for the period of such investigation or proceeding, and subject to the action of the commission thereon or therein.

28. (a) After the revocation of any license, no new license shall be issued to the same licensee, within a period of one year from and after the date of such revocation, nor at any time thereafter except in the sole discretion of the commission.

(b) No license shall be issued by the commission to any person known by it to have been, within five years theretofore, convicted of forgery, embezzlement, obtaining money under false pretenses, extortion, criminal conspiracy to defraud, or other like offenses, or to any copartnership of which such person is an officer or employee, or in which as

IN UNITY THERE IS STRENGTH

a stockholder such person has or exercises a controlling interest, either directly or indirectly.

29. (a) Any person, copartnership, association, or corporation, who shall, after the first day of July, one thousand nine hundred and fifty-seven engage in or carry on the profession, or act in the capacity of an auctioneer, or apprentice auctioneer, within this commonwealth, without a license, or shall carry on or continue such profession after the suspension or revocation of any such license to him or it issued, or shall employ any person as an apprentice auctioneer, to whom a license as an apprentice auctioneer has not been issued, or whose license as such shall have been revoked or suspended, is a disorderly person and, upon conviction thereof, shall be sentenced for the first offense to pay a fine of not less than fifty dollars (\$50.00) nor more than one hundred dollars (\$100.00), and for a second and any subsequent offense shall be sentenced to pay a fine of not less than five hundred dollars (\$500.00) nor more than one thousand dollars (\$1,000.00), or undergo imprisonment for a period of not more than one year, or both, in the discretion of the court.

(b) Any holder of a certificate of registration who shall fail to apply for a renewal of his or her certificate of registration on or before the renewal date in each year, and who continues the practice of auctioneer or apprentice auctioneer is a disorderly person and on conviction thereof, shall be sentenced to pay a fine of not more than ten dollars (\$10.00).

30. (a) The commission, and each of its duly authorized representatives, shall have power to administer oaths, and to issue subpoenas for the attendance of witnesses and the production of books and papers. All witnesses who shall be subpoenaed, and who shall appear in any proceeding before the commission, shall receive the same fees and mileage as allowed by law to witnesses in the Superior Court of New Jersey, which amount shall be paid by the party at whose instance the subpoena was issued or upon whose behalf the witness has been called.

(b) Where in any proceeding before

the commission, any witness shall fail or refuse to attend upon subpoena issued by the commission, or any of its representatives, or appearing shall refuse to testify, or shall refuse to produce any books and papers the production of which is called for by the subpoena, the attendance of such witness and the giving of his testimony and the production of the books and papers required shall be enforced by any County Court of the State of New Jersey, in like manner as are enforced the attendance and testimony of witnesses before said court.

31. No violation of any of the provisions of this act on the part of any apprentice auctioneer, or other employee of any licensed auctioneer, shall be ground for the revocation of the license of the employer of such apprentice auctioneer or employee, unless it shall appear upon the hearing had that such employer had guilty knowledge of such violation. A course dealing shown to have been persistently and consistently followed by such employee shall constitute prima facie evidence of such knowledge upon the part of his employer.

32. (a) It shall be unlawful for any licensed auctioneer or apprentice auctioneer to pay any compensation, in money or other valuable thing, to any person other than a licensed auctioneer or apprentice auctioneer, for the rendering of any service, or the doing of any of the acts by this act forbidden to be rendered or performed by other than licensees.

(b) No apprentice auctioneer shall accept or receive compensation of any kind from any person, other than the licensed auctioneer by whom he is employed, for any service rendered or work done by such apprentice in the discharge of his duties as such.

(c) The violation of the provisions of this section by any licensee shall be sufficient cause for the suspension or revocation of his license, in the discretion of the commission.

33. The commission may act by a majority vote of the members thereof, and authority is hereby given to the commission to adopt, fix, and establish all rules and regulations in its opinion necessary for the conduct of its business, the holding of hearings before it and its

representatives, and otherwise generally for the carrying out of the provisions of this act.

34. All acts and parts of acts inconsistent herewith are repealed.

35. This act shall take effect immediately.

Another Great Sale At Circle M Ranch

The fifteenth annual sale of Polled Hereford cattle held by Circle M Ranch, Senatobia, Miss., Feb. 13, made an average of \$4,228 on the 50 head sold. This was the highest figure recorded in a Hereford sale since the Circle M sale a year ago.

Top price was \$26,450, paid by Parker Ranch in Hawaii for the bull, CMR Mischief Domino 131st. The 19 bulls averaged \$6,596 and 31 heifers sold for \$2,777 per head.

The selling force included seven members of the National Auctioneers Association: Cols. Jewett Fulkerson, Hamilton James, A. W. Hamilton, Tom McCord, Wilbur Clair, Bryan Swilley and Joe Miller.

Marketing Group To Meet In Ohio

COLUMBUS, Ohio — The board of directors of the Independent Livestock Marketing Assn. has scheduled its 10th annual meeting for Tuesday, March 27. All sessions will be held in the Southern Hotel at Columbus.

The association is an agency of independent, private livestock markets in the eastern Corn Belt. Active members consist of local market, local livestock auctions, concentration yards, selling agencies at central markets, livestock order buyers, livestock producers and associate interests, and deals with their mutual problems.

According to R. Q. Smith, secretary of the group, many improvements have been made in handling methods, grading practices, and service to the trade during its 10 years.

More than three fourths of the total freight tonnage transported in the United States is carried by trucks.

IT PAYS TO ADVERTISE IN The Auctioneer

BECAUSE—

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

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

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. R. A. Waldrep—Birmingham

ARKANSAS

Col. Brad Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

FLORIDA

Col. Robert W. Butler—Gainesville

GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

Col. Warren H. Waldrep, Atlanta

ILLINOIS

Col. C. B. Drake—Decatur

Col. W. P. "Bud" Drake—Decatur

Col. Bud Fennema—Lansing

Col. Walter Holford—Edwardsville

Col. Ray Hudson—Morrisonville

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

INDIANA

Col. L. T. Crawford—Mishawaka

Col. R. C. Foland—Noblesville

Col. Russell Kruse—Grabill

Reppert School of Auctioneering
Decatur

Col. H. J. "Bus" Retmier—Indianapolis

IOWA

Col. B. J. Berry—Bonaparte

Col. Lyle Erickson—Cresco

Col. Wm. T. Huisman—Parkersburg

Col. Clinton A. Peterson—Fort Dodge

Col. Wendell R. Ritchie—Marathon

Col. Jack Tromanhauser—Cedar Falls

KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

Col. Frederick E. Sherlock, St. Francis

KENTUCKY

Carter Realty & Auction Co.—Scottsville

MAINE

Col. Clifford L. Swan—Portland

MASSACHUSETTS

Col. Henry A. Berman—Worcester

Col. Abe Levin—Lunenburg

MICHIGAN

Col. John M. Glassman—Dowagiac

Col. Fred W. Smiley—Saginaw

Wilber Auction Service—Bronson

MINNESOTA

Col. Tom Gould—Minneapolis

Nelson Auction School—Renville

MISSOURI

Col. Ken Barnicle—Rock Hill

Col. Bill McCracken—Kirkwood

Col. Russell E. Summers, St. Ann

NEBRASKA

Col. Dan J. Fuller—Albion

Col. Ray Flanagan—Albion

Col. John W. Heist—Beatrice

Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

Col. James Webb—Grand Island

NEW JERSEY

Col. David S. Blew II, Bridgeton

Col. B. G. Coats—Long Branch

Col. Ben Greenfield—Newark

Col. Howard Harris, Jr.—Cowntown

Col. James W. Smith—Camden

Col. Russ Tinsman—Hackettstown

Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque

NEW YORK

Col. Paul W. Calkins, Plattsburgh

Col. Benjamin F. Hayes—Forest Hills

Col. Victor L. Kent—Cuba

Col. Gerald N. Mead—Owego

Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Turner Kees—Hickory

OHIO

Cols. Bailey-Murphy-Darbyshire Co. —
Wilmington

Col. Paul W. Baumberger, Mansfield

Col. C. M. Brandenburg—Lebanon

Col. R. E. Guiss, Akron

Col. L. W. Huffman—Fostoria

Col. Jonathan C. Mason—East Liverpool

BOOSTER PAGE (Cont.)

Col. Harry Van Buskirk—Norwalk
Col. Clyde M. Wilson—Marion
Col. Lou Winters—Toledo

OKLAHOMA

Col. Joe Burgert—Ponca City

PENNSYLVANIA

Col. Tom Berry—West Newton
Cols. Q. R. Chaffee & Son, Towanda
Col. Philip A. Engelmeier—Pittsburgh
Col. Jacob A. Gilbert—East Prospect
Col. R. E. Parke—Greensburg

OREGON

Col. L. J. Stanley—Portland

SOUTH DAKOTA

Col. Robert E. Penfield—Lemmon

TENNESSEE

Col. Carl A. Hobbs, Lebanon
Col. J. Robert Hood—Lawrenceburg
Col. L. B. Fuqua—Nashville
Col. H. C. "Red" Jessee—Morristown
Col. E. H. Lawson, Kingsport
Col. C. B. McCarter—Sevierville

TEXAS

Col. Don Estes—San Angelo

WISCONSIN

Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh

WYOMING

Col. Dale Shelton, Jr.—Sheridan

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

Bootleg Whiskey Goes In Lively Auction

Hebron, Neb. — Forty-eight cases of whiskey that have been aging in a Thayer County Courthouse vault eight years were dusted off and put on the auction block recently.

The sale totaled \$1,269. The highest price was paid for the first case put under the auctioneer's hammer—\$44. The lowest sale was for \$22.

The liquor was sold under a court order issued by District Judge Stanley Bartos.

The booze was discovered in a plum thicket three miles north of Chester in 1948 by a farmer living in that area.

He called Robert Stutz, then Thayer County Sherriff. Mr. Stutz and his deputy, Herbert Shoenfeld, now Sheriff, stood guard over the liquor all night.

At that time Kansas was dry. The law officers were certain that bootleggers running liquor from Nebraska to Kansas became frightened and ditched their cargo in the thicket. But no one came near the area, and the Thayer officers stowed the liquor in a vault in the Courthouse.

The money from the sale ordinarily would go into the school fund. But a tax lein was placed against the liquor in 1951 by County Treasurer Martin Dagefoerde. So the \$1,269 from the sale was handled as a tax collection. Interest had run the lein up to \$2,042.

Stipulations in the court order for the sale were that only one case was allowed to a customer and that the purchaser was prohibited from reselling the liquor.

The liquor included a number of popular brands.

Col. Dan Fuller Heads Real Estate Board

Elected to head the Norfolk (Neb.) Board of Realtors for the year 1956 is the honor recently bestowed on Col. Dan Fuller, Albion, Neb. Col. Fuller has been prominent for many years with NAA members, he and Mrs. Fuller being faithful in attendance at all National Conventions. He is also a past President of the Nebraska Auctioneers Association.

The Norfolk Board of Realtors is the third largest in Nebraska, and Norfolk is 70 miles from Albion. Those of us who know Col. Fuller feel that the Norfolk Realtors are fortunate in having him as a member and we know he will make them a good leader.

HIS OWN CHAPTER

A recently ordained minister was explaining to the bishop why he resigned from his first charge.

"There were 34 girls, widows and old maids in the church, all wanting to marry the minister."

"Well, you know there is safety in numbers," said the bishop.

"I found it in exodus," answered the minister.

Col. Ed Rogers Dies In Airplane Crash

Col. Ed Rogers, North Platte, Nebraska, was killed instantly on January 29 when the plane he was piloting crashed on a Platte river island about 20 miles west of North Platte. Col. Rogers was very enthusiastic in his auction business and used his plane to transport prospective buyers to inspect real estate which he sold over a wide area.

L. E. Rogers, who was known to all his friends as "Ed", was born on June 28, 1921 into the home of Mr. and Mrs. Homer B. Rogers at Micawber, Oklahoma. His boyhood and early manhood were spent in his native state. He graduated from High School at Mason, Oklahoma, in the spring of 1940. On the tenth of the following December, he enlisted in the Army Air Corps, in which he served his country until he was discharged with honor at Sacramento, California, on November 19, 1945.

During a part of his term of service, he was located at the McCook, Nebraska Air Base. During these days, on April 9, 1944, he was married to Miss Elaine Raney at Wallace, Nebraska, who, with their two children, Linda and Bruce, survive him.

After his discharge from the army, he decided to locate at North Platte. He took the examination of the Nebraska State Realtors Association, and passed with a high average. He then established his own Real Estate and Insurance Agency in this city, later taking special training to become a licensed Real Estate Auctioneer.

Ed owned his own plane and travelled widely over the country on trips both for business and pleasure. During these past years, he had won a number of prizes as a good pilot of his own plane in var-



ious amateur contests. It was in his plane, which he had used and enjoyed so much, that he came to his swift and tragic death, January 29, on a Platte river island about twenty miles west of his home, together with two passengers who were flying with him. Those of us who knew him well, know that he did not anticipate that death was waiting to meet him as he neared the home flying field. But we also know that, if death had to come, he would have wanted it to come as it did. He was not one who sat and waited for things to happen. If he had a rendezvous with death, he would not hesitate to keep it. At the time of his death he was 34 years, 7 months and 1 day of age.

In addition to his business duties, he had served as Commander of the P. R. Halligan Post No. 13, of the American Legion; he was a member of the Independent Order of Odd Fellows; and a faithful member of the First Methodist Church.

Besides his wife and children, there remain to cherish his memory, his father, Homer B. Rogers, of Oklahoma City, Oklahoma and a brother, Arvan, who lives at Mid West City, Oklahoma, together with other relatives and many friends.

Graveside services were held in McPherson National Cemetery, near Maxwell, with full military honors.

Breeder Sues, Calls Cattle "Worthless"

FREEHOLD, N.J.—An Indiana cattle breeder has filed a \$500,000 suit charging that more than \$50,000 worth of Aberdeen Angus cattle bought from Shadow Isle Farm, Atlantic Township, was worthless for breeding.

The suit was filed for Theodore H. Thompson, Carmel, Ind., by Robert V. Catron, Asbury Park attorney.

Mr. Catron said the suit "takes the place" of a similar suit filed for Mrs. Thompson two years ago. That suit never came to trial.

Hammers Defendants

Defendants are Dr. Armand Hammer and his ex-wife, Angela C. Hammer, individuals, and trading as Shadow Isle Farm; United Distillers of America, Inc., of New York and New Jersey, and Shadow Isle Corporation.

Superior Court Judge C. Thomas Schettino last Friday signed a final divorce decree for Dr. Hammer, ending a court fight between the Hammers which had lasted two years.

The new suit relates that Mr. Thompson bought a pedigreed bull, two heifers and eight cows for \$52,250 in 1952. According to the complaint the bull was sterile and the cows and heifers were "not outstanding," in that they had a "tendency . . . to produce dwarf calves or calves that would die at birth." The complaint also charges that the cattle's offspring were "worthless" and that the failure of the bull and the cows caused a "subsequent loss of standing and reputation for his (Thompson's) herd."

The suit charges that the defendants "falsely and with intent to defraud" represented to the plaintiff before the sale that the cattle were in "perfect health" and had "superior potentialities for breeding purposes."

GENERAL ELECTRIC, WESTINGHOUSE, SUNBEAM, HOOVER, BENRUS, PROCTOR, EKCO, LIGHTERS, FANS, TOASTERS, MIXERS, DRILLS, HARDWARE, WATCHES, TELEVISION,

HOLLYWOOD, CASCA, WM. A. ROGERS, CORTINENTAL, OSTER, TOYS, BLANKETS, FURNITURE, PREMIUMS, LIGHTERS, PAINT.

DORMEYER, UNIVERSAL, CANNON, PEPPERELL, DOMINION, CLOCKS, ALUMINUM WARE, SOFT GOODS, VACUUM SWEEPERS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE.

COMPARE PRICES!

"OUR PRICES CANNOT BE BEAT"

with "FISHER" as your source the profit is there,
buying right is half the battle

Standard National Brand Merchandise At Finger Tips

ONE STOP SERVICE — ALL PROFIT MERCHANDISE

Can Supply Entire 1 to 7-hour Sale at Cost from \$100 to \$1000

Suppliers to Auctioneers and Auction Houses

Also operate Auction Trucks—"Remington Sales Service"

New 100 Page
Catalog
Free

FISHER DISTRIBUTORS

3324 WEST ROOSEVELT ROAD, CHICAGO

For Best Prices
Available,
Mention Adv. In
"The Auctioneer"

We Know Our Business and Can Teach You

See Col. "Mike" Gordon

TOWELS, RADIOS, RUGS, DINETTE SETS, VACUUM SWEEPERS, SILVERWARE, CLOCKS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE.

THIS AND THAT . . .

By BERNARD HART

May is the month we have chosen to feature the "Show Me" State, Missouri, in "The Auctioneer." Missouri has been a great auction state for many years and if you boys will just pitch in and cooperate by sending in pictures and stories about auctions and auctioneers we can make this an interesting issue. Send in the old stories as well as the new. We plan to mail a copy of this issue to every auctioneer in Missouri.

★ ★ ★

While on the subject of Missouri, these boys are already getting the wheels in motion for our greatest National Convention. I visited with Col. Jewett Fulkerson, President of the Missouri Auctioneers Association, only a few weeks ago and he outlined some of the things he had in mind and my advice is: "Don't miss being in Kansas City, July 19-20-21."

★ ★ ★

No doubt, some of the members of a certain political party will not openly show their enthusiasm regarding former President Truman's part of the program. However, let us keep it uppermost in our minds that he is not going to talk to us as Republicans or Democrats but as Auctioneers and Americans. Our Conventions serve to promote a better feeling between one another and let's keep that foremost in our thoughts.

★ ★ ★

Automobile Auctions attract dealers from a wide area and sometimes from several states. The Indianapolis Auto Auction had an International aspect last month when one of the dealers present was Mr. Birney McKenna of McKenna Motors, Hamilton, Ontario, Canada. While Duty restrictions kept him from being a buyer, Mr. McKenna remarked that the cars sold much lower than in Canada.

★ ★ ★

Dale Runnion, field representative of the American Aberdeen-Angus Journal, attended the auction of that breed of cattle held in connection with the annual Perth Show in Scotland. Speaking

to the Indiana Aberdeen-Angus Association immediately upon his return, Dale told of how the Perth auction was conducted. Cattle are sold in the same order they are catalogued rather than by show placings. Age determines catalogue order with the oldest bull being lot one and so on down the line. Other aspects of their auctions are something like our wholesale Automobile Auctions as Dale said several times the auctioneer would say, "Take him out, we're too far away." Other times he would ask the seller if he could take the price after the bidding had been closed. Three of the four Champion Bulls were purchased by buyers from the United States and while I don't remember the prices paid, exactly, I am sure that the sellers were willing to accept the American dollars. The top was something like \$48,000.

★ ★ ★

Last fall you read in "The Auctioneer" about Col. H. L. Hoffman, of Norfolk, Va., bringing suit against the City of Norfolk and the State of Virginia, regarding a law that was causing him to pay a fee of \$100 for every day he held an auction of antiques. The defendants seemed to be confident at the time and a trial date was set in late November. When the time arrived, they asked for more time to prepare their case and the trial was continued indefinitely. From here I would say that the defendants do not have much of a case and the longer they delay the more they will realize that fact. Many auctioneers are either being denied their constitutional rights by unfair laws or are paying fees for the same reason. We congratulate Col. Hoffman for his courage in exposing this sort of thing. We are not blaming the law-makers. They are only doing what they have been asked to do by other groups that cannot stand honest competition.

I hear there is a new reducing drug: Sulfa-denial.

Bits Of Thought

BY COL. R. C. FOLAND, NOBLESVILLE INDIANA

In looking over the February issue of The Auctioneer, I find considerable information which I consider well worth remembering.

In the first place, it is well to read over the names of our officers. Even though we do not know most of them personally, it is well to refresh our memory and get better acquainted with the names of those who guide our "Ship of State".

Next I notice a list of new members and renewals. This is very encouraging to say the least.

It is also noted that there is a National Livestock Auction Association and that said association has a movement on foot to merge with the American Livestock Auction Association. A splendid thing to do, would you not say? I have specialized for many years in the real estate auction business and I am wondering if the interest in this line of selling is not strong enough to justify a National Association. I have a notion, however, that it might be better to fortify and promote one strong central association. It is said: "In union there is strength."

The Auctioneer also, in its February issue, makes comment on "Maine's Biggest Sale", of livestock.

Then again I note that my old friend, Col. Fay Hulick of Indianapolis, comes in for honorable mention. He has probably sold more purebred Hampshire hogs than any living auctioneer.

Another indication that the Auction method is the way to sell, is the fact that by actual count, 45,646 head of livestock was sold at the Norfolk Livestock sale center in November.

I note also that the Iowa Auctioneers Association is forging forward. Considerable mention was made with reference to Auxiliaries, which goes to show that the Ladies are showing much interest in the ballyhoo of their husbands. Hereford cattle came in for its share of auction comment. There is also indication that the Kansas Auctioneers are cementing themselves together for the advancement of auctioneering. It is noted that a former President of the Montana Auction Market Associa-

tion has thrown his hat in the race for Governor. 'All power to you, Mr. O'Neil.'

Oh, yes, Col. Pop Hess, I don't want to overlook mentioning your fine contributions to The Auctioneer. If you recall, our friendship began many years ago, when I had a sale of real estate in Ohio, and you called on me at a Hotel there. I think it could well be said, that you are the Dean of the Ohio Auctioneers. The way to create the greatest demand is undoubtedly evidenced by the Maryland Feeder Auction, when 894 head were sold at good values.

"Law Backfires" is the heading of another very interesting article on Auctioneers License laws. Yes, I think we should not go into a "tail spin", lest we have more backfiring detrimental to the liberty and rights of the Auctioneers. I notice a gobbler was sold for \$784.00. More indication that even turkeys sky rocket in price, when sold by auction. It is noted that Col. Sherlock in his article, makes a strong appeal for supporting our publication.

The letters from the boys throughout the states also furnish interesting reading. Wait a minute. I do not want to overlook my good personal friend, Col. E. T. Nelson. Your story, Colonel, of the little boy was very good. Of course, the discussion and report of the Indiana Auctioneers Convention also makes good reading. There is a touch of sadness in making mention of auctioneers, who have cried their last sale.

The February issue reminds us, that we may help the cause along, and incidentally help ourselves, by getting on the Booster page. One of the outstanding and staggering discussions in the February issue, was the information that \$4,144,000,000,000 was spent for cigarets last year. Discouraging, isn't it?

OPPORTUNITY

Warden: Is there anything you'd like to eat before your execution?

Condemned Man: Yes, sir. Some mushrooms. Up until now, I've always been afraid to try them.

We Believe It's Important

We received a very impressive circular letter recently from The Nebraska Auctioneers' Association's most congenial president, Col. Dick Grubaugh of David City and here submit excerpts of his fine letter as follows:

If we were to draw a graphic chart of an auctioneer's enthusiasm, we would find the usual peaks and valleys — evidence of great activity and inevitable recessions. This is perhaps normal in all of us but certainly it is not desirable. One of the most effective means of eliminating this lag period is an attendance at the annual National and State Auctioneers meetings where the exchange of beneficial ideas and the opportunity to compare our successes and near misses with others will renew our pride and promote a stimulus in our activity. Periodically the battery of our car needs recharging; similarly we all need an occasional boost to supplement our deficiencies. Col. Grubaugh further states we have the choice of three solutions to our problems as auctioneers . . .

1. DO NOTHING—Let others plan and decide for us.
2. TRY TO DO IT ALONE—against competition thoroughly organized and highly financed.
3. WORK TOGETHER IN THE AUCTIONEERS ASSOCIATION—Discuss and decide our mutual problems the organized way.

* * *

We had the pleasure of meeting a number of auctioneers once again at the great National Western Livestock Show at Denver in January. And we were pleased to note most of them, without solicitous conversation, mentioned the fact they were members of the N.A.A. A talk with several members of the Missouri Auctioneers Association, including their highly efficient president, Col. Jewett Fulkerson, was inspiring indeed, as we learned of their fast growing membership and also the magnitude of the coming National Auctioneers Convention in Kansas City, Missouri, next July, which the Missouri Auctioneers Association is promoting. Plans for this great

event would make anyone who is familiar in the least with conventions of any kind sit up and take notice.

A program is being arranged that will surpass all conventions of the past and would be the pride of any professional organization. They have engaged at this early date speakers and entertainment of a calibre almost impossible for any organization to engage. Drawing power is their aim, and beyond a doubt Kansas City, Missouri, will be host to the largest aggregation of auctioneers ever assembled next July.

Auctioneers from all over America will surely attend this convention of conventions which greatly reflects the enthusiasm and influence of the organization behind it.

* * *

We wonder about the possibility of group insurance for the N.A.A. eventually. The subject has been discussed lightly at meetings in the past, and probably will be a prime issue sometime in the future. Personally we wish to emphasize here and now we are not in the insurance business nor do we have any certain company or person in mind who is (the contents of a long extended, fine print insurance policy is about as clear as a henhouse window to me). However, we believe group insurance could be eventually, if not now, sponsored by the N.A.A. and be beneficial to both the Association and individual policy holders.

Group insurance is not compulsory for any member of an organization and would not effect membership fees of the N.A.A. in anyway as it is a separate and optional issue which affords benefits in cash profits for an organization through low rate life and accident policies to members regardless of age or eligibility for insurance otherwise.

Of course with our number of membership in the NAA at the present time, it may be a little early to consider Group Insurance as I am told any insurance company will demand a certain amount of policy sales as the low rates and liberal eligibility is based and calculated on volume and average. However, we

IN UNITY THERE IS STRENGTH

believe such a venture would be a good thing for our organization when the time arrives that we can qualify for it, and such would be agreeable with the majority of N.A.A. members.

* * *

Never forget a bidder,
He may forget you.

Cordially,
Ernie Sherlock

We Need Your Help To Maintain Our Growth

Memberships to the National Auctioneers are slowing up since the glowing report of last month. Let this be an urgent appeal to every member to do something toward getting new members. We have a few who are doing their part but not nearly enough. The Missouri boys are already at work on what we are sure to be our greatest National Convention in Kansas City, in July. Let's come in to this Convention with a record number of members.

Following are the names of those memberships received from Jan. 16 to Feb. 15. The asterisk indicates renewal.

*Col. Lewis E. Smith, Indiana
Col. Eugene R. Hargis, Tennessee
Col. Harmon R. Austin, Indiana
Col. Harold W. Hersberger, Indiana
*Col. Earl Ellis, Indiana
Col. Robert Stoutt, Indiana
*Col. Merlyn W. Thomas, Indiana
*Col. Milford Campbell, Indiana
*Col. J. W. Shapley, Indiana
*Col. S. C. Sprunger, Ohio
*Col. Hugh J. Gorman, Illinois
*Col. P. A. Engelmeier, Pennsylvania
*Col. Donald L. Castner, New Jersey
*Col. T. J. Moll, Illinois
*Col. Henry Silver, Texas
*Col. Ed. J. Burbank, New Hampshire
*Col. Edward Schmaedeke, Illinois
*Col. Jerry Ondracek, Missouri
*Col. William Lubken, Wyoming
Col. Wilbur C. Gray, Kentucky
Col. Tim B. Wyatt, Alabama
*Col. C. O. Emrich, Nebraska
*Col. Raymond Gerbitz, Kansas

*Col. C. A. Grimes, Indiana
Col. Ray Holman, Indiana
*Col. Thomas L. Pearch, Colorado
*Col. Abe Levin, Massachusetts
*Col. C. O. Beatty, Pennsylvania
*Col. Robert D. Brown, Iowa
*Col. Harry L. Hoffman, Virginia
*Col. Leon E. Joy, Iowa
*Col. Vernon C. Lile, Kentucky
*Col. Byron C. Waddell, Michigan
*National Auction Institute, Texas
*Col. Earl O. Walter, Idaho
*Col. George A. Martin, Maine
*Col. Herb Walters, Pennsylvania
*Col. Harry H. Hawk, Ohio
*Col. E. H. Lawson, Tennessee
*Col. Paul L. Owens, Idaho
Col. Lonnie Freeze, Michigan
*Col. I. A. Wagner, South Dakota
*Col. Willard Olson, Wisconsin
Col. W. H. Asmussen, Washington
*Col. Jack Tromanhauser, Iowa
*Col. Don Lloyd, Wisconsin
Col. Leon Kennedy, Oregon
*Col. Clyde White, Tennessee
Col. Telford Chambers, New York
*Col. Norman G. Thorp, Ohio
*Col. S. P. Smith, Iowa
*Col. Henry Wilber, Michigan
*Col. Harold Bloom, Michigan
*Col. Ray Stern, Nebraska
Col. Fritz Engel, Nebraska
Col. Joseph D. Miller, Tennessee
Col. Gary W. Cain, Ohio
*Col. Paul Z. Martin, Pennsylvania
*Col. Elias H. Frey, Ohio
*Col. L. M. Sweet, North Carolina
*Col. Ray H. Feragen, Montana
*Col. Wayne E. Rowlee, Ohio
*Col. Jim Bullock, Iowa
*Col. Gordon Clingan, Illinois
*Col. John E. Janes, Rhode Island
*Col. Ralph Rosen, New York
*Col. Abe Parish, Nebraska
*Col. Bill Sweeney, Illinois
*Col. Howard L. Wyand, Illinois
Col. Martin Barnhart, Michigan
*Col. Virgil L. Garrison, Kentucky
*Col. Lee Frazier, Indiana
*Col. Si Williams, Oregon
*Col. Dale Hanshaw, Indiana
*Col. W. J. Altpeter, Illinois
*Col. Don Millspaugh, Indiana
Col. William P. Parr, New Jersey
Col. Hylon C. Coates, New Jersey
*Col. Robert H. Campbell, Maryland
*Col. Virgil L. Kimble, Oregon

Auction Plan To Be Feature Of 'Calvalcade of Progress'

ASBURY PARK, N. J. — Everybody loves an auction.

That's the belief of the 1956 Cavalcade of Progress Committee of the Chamber of Commerce. And auctions are to be the big attraction of the better living home show and business exposition which the Chamber is staging in Convention Hall April 9 to 15.

Each night of the week-long show, professional auctioneers will sell merchandise supplied by various exhibitors. The sales will be held from the stage of the hall at various times during each evening. The articles to be auctioned will be announced in the Asbury Park Press each day before that night's show.

All the rules of a regular auction will be followed, according to Jack R. McKenzie, general chairman. And there will be every type of merchandise and equipment for the home.

Show Hours Listed

The show will open Monday night, April 9, at 7:30, and on each following night at the same time. It will close at 11 P.M. On Sunday, April 15, the show will be open from 2 to 5 P.M. There will be no auction on Sunday.

Free tickets will be distributed at the business places of the exhibitors. There will be no limit on the number of tickets that can be obtained. Other visitors will pay 50 cents at the door. The auction plan will replace the awarding of door prizes as has been the practice in past years. This will eliminate the need for signing of admission tickets. Prize awards have been declared illegal, Mr. McKenzie said.

Large Attendance

A report on last year's Cavalcade visitors showed that 42,000 people visited the show. Under the auction plan, the committee looks for an even greater attendance this year.

The theme of the show will be "Operation Home Improvement—'56 is the time to fix." This theme ties in with a program of improving homes, which has

been endorsed by the U.S. Chamber of Commerce. Special exhibits will stress the "do-it-yourself" idea in home improvement.

More than 100 commercial and educational exhibits will be placed in the big hall and on the mezzanine gallery.

The show is sponsored annually by the Asbury Park Chamber and the City of Asbury Park.

Hotel Furnishings Sold At Auction

Furnishings of the Hotel Weylin, 54th Street and Madison Avenue, New York City, were sold at auction on February 20. Included in the sale were the contents of 300 rooms and suites, namely, twin and double beds with boxsprings and mattresses, night tables, lamp tables, upholstered sofas, upholstered easy chairs, table and floor lamps, carpeting, draperies, linens and the furnishings of the various lobbies.

The Hotel is being converted into an office building. Auctioneers were Cols. E. P. and W. H. O'Reilly, the former being a member of the NAA.

Alabama Market Adds To Auction Sale Days

Customers of the Capital Stock Yards, Montgomery, Ala., now have the privilege of selling their livestock at Auction five days a week. This new practice was initiated February 13. Formerly, the Yards held auctions on Mondays, Tuesdays and Fridays.

Auction markets are preferred by many livestock producers and we look for more and more of the terminal markets to turn to the competitive bidding plan in order to meet the competition of the Auction markets.

NO-NEVER MISS IT

ACTION-FUN TOO

ACT NOW

Make Plans To Be There

National Auctioneers Convention

HOTEL PRESIDENT

KANSAS CITY, MO.

JULY 19-20-21, 1956

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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