

the AUCTIONEER



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

National Auctioneers Convention

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July 16-17-18

Don't Miss It!!

THE AUCTIONEER
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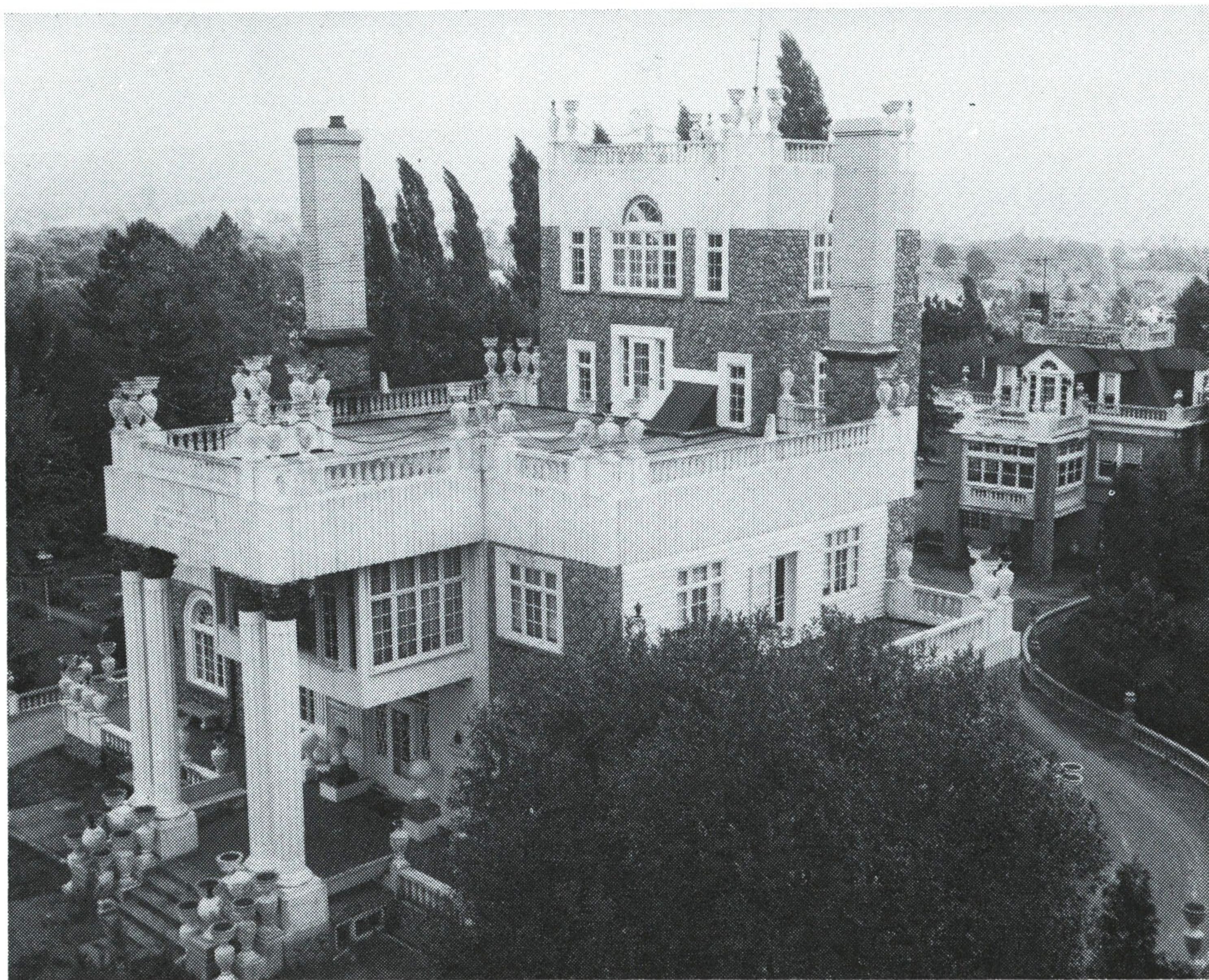
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Did You Ever Sell A Castle?

If you were called upon to conduct an auction of the home pictured above, and all the furnishings, would you be prepared to carry out this responsibility to a successful conclusion? Immediately, your answer to this question is "Yes!" Are you being fair to yourself, your client and your profession when you give this affirmative answer?

Let us stop and think before we answer this first question. Few auctioneers have ever sold a piece of real estate so uniquely different as this one. Therefore, most of those who read this cannot base their qualifications on past experience.

Who would be a prospective buyer of a "castle" with 14 rooms, swimming pool, recreational area, etc.? Certainly the prospects would not be plentiful. How would you advertise such an item? Your local newspaper would not be sufficient.

Also you have hundreds of items inside the house to sell, many more than on the average household auction. How would you handle and display them?

Wylie S. Rittenhouse, a 1955 graduate of the Reppert School of Auctioneering, had to find the answers to all these questions and many more this past fall when he was called upon to liquidate the late John H. Brown estate of Fayette County, Pennsylvania.

Col. Rittenhouse has been active in his State and National Auctioneers Associations since his graduation from Auction School. He has attended the meetings of his state organization, the Pennsylvania Auctioneers Association. He has attended the last two conventions of the National Auctioneers Association. He has been an earnest reader of "The Auctioneer."

Using his own words, Col. Ritten-

IN UNITY THERE IS STRENGTH

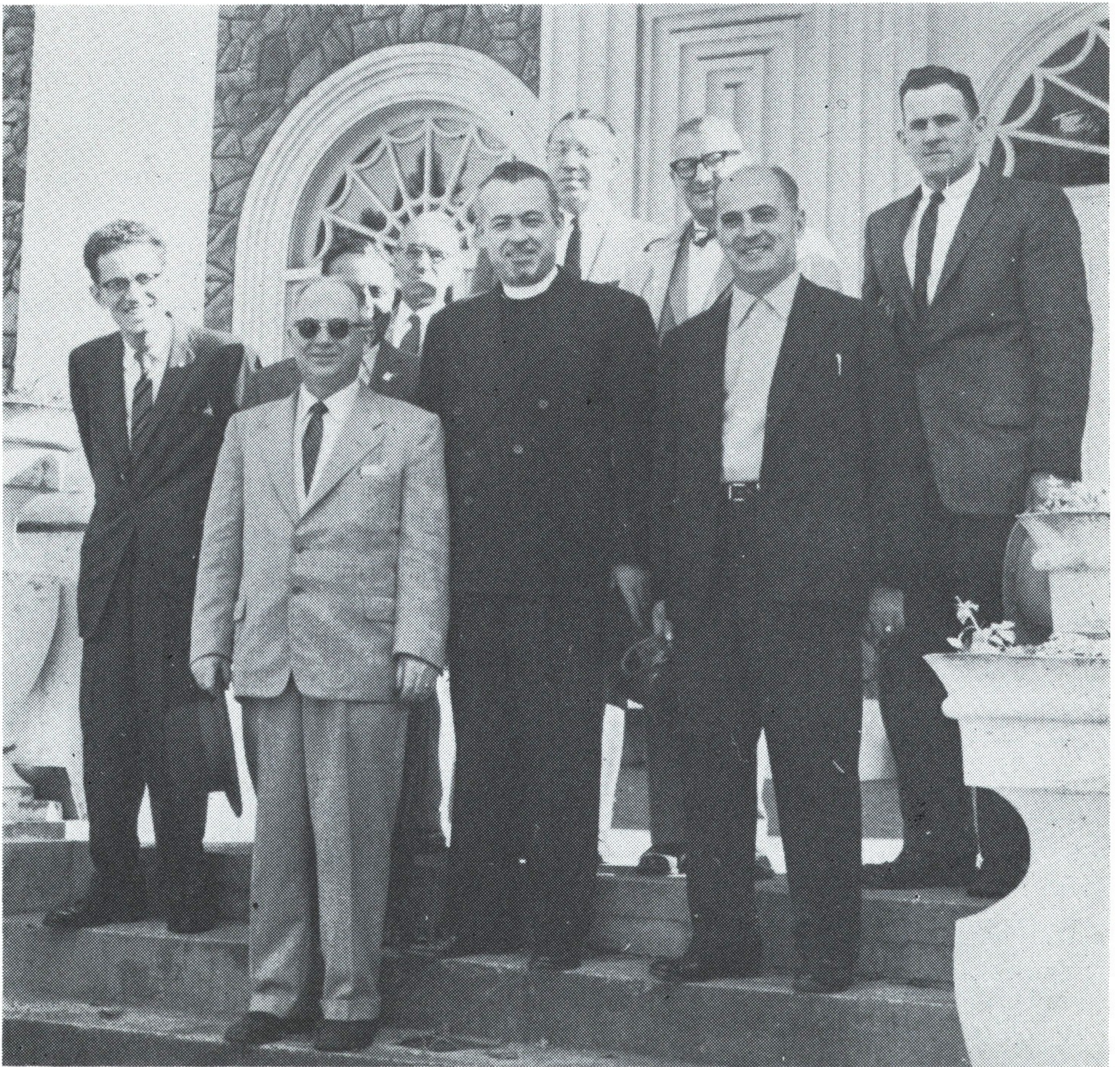
house writes, "I have acquired many ideas from "The Auctioneer" that have made me money The National Association has been a great asset to me through the last two National Conventions and through associating with its members. For these things in my career, I am grateful."

We imagine that through the above experiences, Wylie Rittenhouse found that there were things that others knew better than he about the auction profession. The manner in which he arranged and conducted the John Brown auction would indicate this.

In advertising the auction, Wylie called

upon a fellow auctioneer, Col. Sam Lyons, Indiana, Pa., for assistance. Col. Lyons, who specializes in Real Estate Auctions, assisted him with preparing an illustrated and descriptive brochure. These were distributed over a wide area. In addition to customary advertising mediums, TV advertising was also used over a Steubenville, Ohio, station.

Two fellow auctioneers were called in to assist with the selling, Col. Ken Burrows, New Wilmington, Pa., and Col. Paul Jones, Apollo, Pa. Use of a tent was procured from Col. Tom D. Berry, West Newton, Pa. The personal property made a total of 1360 individual sales.



Representatives of the John Brown Estate, the Sixth Greek Orthodox Diocese and Wylie Rittenhouse, auctioneer (upper right), who conducted the sale of the "Castle" and its furnishings.



Action picture of Col. Wylie Rittenhouse, Vanderbilt, Pa.

Two clerks, four cashiers, 12 men to handle the merchandise and three more to park cars completed the sale personnel.

Appraised at \$4,000, the personal items returned \$8,700, an indication that advertising, preparation and proper sale conduct was employed to good advantage.

Valued at \$30,000, the real estate sold for \$44,100 to the Sixth Greek Orthodox Diocese. A home for the aged, after renovation of the Castle is completed, is planned. In the future, a camp will be established for the youth of their organization, on the estate grounds.

An auction of this type is good for every member of the profession. The sellers were pleased with the results. The buyers were placing their approval on the property as indicated by the prices paid.

However, this same auction could have been a failure and a blot to the profession had it not received the sincere consideration of the auctioneer in charge. Col. Rittenhouse says, "I am humbled when I think of all the fellow auctioneers who I have had the pleasure to associate with and especially those who assisted in the preparation and conduct of this

great sale, for it is this association with those who know that made it possible for me to undertake this venture and see it through to the successful end."

Michigan District Holds Election

By Mary J. Cole

Col. Richard Brodie, Almont, Mich., was elected President of the District No. 4 Group of the Michigan Auctioneers Association. Vice President is Col. Al Olander of Warren and Col. Mary J. Cole, Mt. Morris, is Secretary-Treasurer.

Elected to the Board of Directors were: Col. S. J. Nelson, Detroit; Col. Harvey S. Parker, Davisburg; Col. Stanley Bates, Whitmore Lake; Col. Marshall Ballow, Holly; Col. Roberta J. Parker, Davisburg; and Col. R. Singer Silverthorne, Richmond.

Next meeting of this group will be February 19 at 8505 Dixie Highway, Clarkston, Mich.

'Twould be less strain on the common man's health

If he could keep more of the common wealth.

It's That Time Again

By Col. B. G. Coats

The days, weeks and months pass by swiftly, so much so that the time for our national convention will soon be upon us. It's that time again when we should all make our plans now to attend the national convention in Denver, Colorado, July 16, 17 and 18.

Now that the holiday season is upon us, Christmas makes for a heavy drain on our pocket books. After the holidays have passed would it not be wise to put a few dollars away every week or month for your trip to Denver. This is the time of year when the impulse comes to make plans for the New Year and to urge Auctioneers everywhere — all of them—to make plans to attend their own national convention. One reason above all others, stands out for this reminder. That reason is: the benefits which accrue to the Auctioneer through his attendance.

Look about you and you will need not be told that the Auctioneer who stays at home 12 months each year, no matter how long and dilligently he may labor, seldom goes far in the auction business. Who knows if his labors are pointed in the right direction? Certainly he does not. Such first hand knowledge can come only through contact and observation—the means by which he can keep in close contact with what is going on in his profession.

What better place is there at which to maintain associations with fellow auctioneers than at the national convention? What better place at which to observe the latest methods, problems of your profession than at the national convention which attract Auctioneers eager to improve themselves and their profession.

These gatherings at the convention provide a most popular type of discussion of anything and everything of interest to the progressive auctioneer. There he can talk about things seen and unseen, as discussions pursue the avenues by which further advances may be scored. Whether it be by the many excellent speeches, the private chat in the corner,

the dinners and banquets or the fellowship of one another, or a combination of all, it is the convention that brings auctioneers together for exploration of the possibilities.

Further, the alert auctioneer seeking information on a specific subject never will find more experience gathered at a single point than at the convention. Some fellow auctioneer is almost certain to have met and coped with whatever problem may be puzzling the less experienced auctioneer as he moves himself forward.

The case of the auctioneer who does not keep himself abreast of developments in his field is somewhat tragic. He is invariably an auctioneer who is not realizing his potential. No auctioneer ever becomes a so-called "big" auctioneer unless he is alert to progress. In the majority of cases he is a hard worker, a man busy from dawn to dusk that he figures he can't spare the time to take off a few days. It never occurs to him that a few days at the convention might be worth several weeks of hard labor, or maybe more, spent at home on the job.

Let no auctioneer be condemned for diligence. Rather, he is to be commended if his effort is not misguided. But it is a fact that some hard working auctioneers fall farther behind every day because of poor judgment and management which might of been corrected had they kept up with what is going on in their business. The national convention of the National Auctioneers Association is a time-tested foundation for additional progress.

From now on there will be state auctioneers' conventions from coast to coast and border to border. All deserve strong attendance — not just from the standpoint of the event but even more so from the standpoint of the auctioneers who will be the losers if they do not attend their own state conventions. Be it your state or national convention there is not a one of these events at which

something beneficial cannot be learned. Not a one of them but deserves the support and attendance of every auctioneer. Make your decision now to attend the national convention and your decision may make a lot of difference in how well you get along in the auctioneering profession in the years that lie ahead.

As 1958 draws to a close and the holiday season makes for better understanding and good will, may that understanding and good will prevail with you throughout every day of the year. As the New Year comes upon us and resolutions are made, resolve now to attend the national convention and make your plans accordingly.

It's That Time Again for long range

planning. Don't leave your decision until the last minute and then offer the excuse that you just couldn't make it. Think it over—make your decision then let nothing prevent you from visiting with your fellow auctioneers in Denver, July 16th, 17th and 18th.

I most sincerely wish each of you a very Merry Xmas, a Happy and Prosperous New Year and may we all join together in helping one another and that we may have a bigger and better National Auctioneers Association, a better auctioneering profession and that we will all extend our efforts just a little more to make "THE AUCTIONEER" a bigger and better monthly publication.

Farm Auction Is Also a Social Affair

Reprinted from the Minneapolis (Minn.) Sunday Tribune

By **GEORGE L. PETERSON**
of the editorial page staff

The summer drouth curtailed our hay, so my farmer partner and I drove down the road a few miles to bid on baled alfalfa at a farm auction. Two brothers had ended their partnership and were selling out their machinery, livestock and crops. The sale was advertised to commence at 11 a.m., but the crowd was slow to gather on a warm, sunny autumn day and it was noon before "Col." Chet Berg started his chant.

When I was a boy the promise of a free lunch brought the customers and free loaders early. Now church groups frequently raise funds by selling food. At this auction, however, a couple of restaurant men from Eden Valley were doing the catering from a trailer built for the purpose. Their coffee was nothing to brag about, though they did a thriving business in it and hot dogs, hamburgers, soft drinks and candy bars.

The operators said they might be out every day for a week during the fall auction season, usually receiving their assignments from auctioneers or sale clerks.

Chet Berg is a local boy who made good in the city and other places and drives a big, shiny Cadillac. Born on a farm near Grove City, he was a line-

man for the county REA until he tangled with a hot wire and lost a hand and part of his arm.

Recovered and forced to seek a new vocation, he took a course at an auctioneering school. The diploma also bestowed upon him the title of colonel. He made a rather cautious beginning with a veteran auctioneer, but he gained confidence quickly and now is in great demand in Meeker county, although some years ago he moved to Minneapolis, where he conducts the weekly used-car auctions.

He got the farm sale off to a lively start and kept things moving all afternoon. He knew many of the bidders by name and adroitly played one against another. Despite his cajoling, the machinery sold on the low side. But that was more than balanced, I judge, by the prices paid for the Holstein cattle, hogs and hay.

The bidding on the hay, reflecting the dry season in the area, left us far behind and we came away from the sale empty handed. However, it was a good outing and gave me a chance to meet a number of new neighbors.

A farm auction is as much a social gathering as a sale, and a lot of gossip and information are exchanged at such

an affair. I heard the successful bidder on a swather (to cut grain) apologize to the fellow he outbid, "I was sorry to do it to you," he explained, "but I had to get one of those machines." The first cow sold, a big animal almost entirely black, went for \$300 to a peaceful looking Mennonite in traditional black hat and long chin whiskers. Several Mennonite families have moved into the community in recent years.

By coincidence I've been reading a new book about auctions called "Going, Going, Gone," by Bellamy Partridge (Dutton, \$3.95). The author doesn't know when the first auction was held, but brides were sold that way in ancient Babylon and Roman soldiers used to auction off the spoils of war. Tobacco and slave auctions are part of the southern states' contribution to this history. In early auctions in New York state free whisky was a lure, though the practice led to much brawling.

Writes Partridge: "The harmless mania for collecting antiques has done more to elevate the occupation of auctioneering than any other development in the past hundred years." He credits the 1876 Centennial exposition at Philadelphia with turning Americans' attention to objects of their country's past. In 1957 a private art and jewel collection was auctioned for \$2,438,980, of which the auctioneers presumably got 10 per cent or more.

One successful country auctioneer explained to the author: "My notion was that an article was worth whatever folks was willin' to pay for it. That's been my policy all along, and it works." That seems to be the theme of all auctions and auctioneers. The book is an interesting account of a fascinating subject.

Valuable Bible

In London recently a Bible was sold at an auction for \$20,160. Why was the price so high?

It was a copy of the first complete Bible printed in any language in the Western Hemisphere. Published in Cambridge, Mass., in 1663 in the Indian tongue, it is known as the Algonquin Bible.

Large Attendance At New Jersey Party

By Col. Ralph S. Day, Secretary

Leonia, N. J., Dec. 5th, 1958:

Seventy Auctioneers and their families and guests of this organization turned out this evening for our Annual Christmas Party-Dinner Meeting at Far Hills Inn, Somerville, N. J.

Our own "Auctioneers Sons Orchestra" supplied excellent music for Square and Ball-room dancing. There were gifts for all. The food and service was excellent as usual. Everybody agreed the party was the best yet!

An interesting bit of added entertainment was a performance of "strength and body-building" put on by our own Col. Lewis E. Stern's grandson, Michael Kredowski.

This tiny 'strong-man' is 7 years of age, approximately 4 feet in height and weighs 48 pounds. He has been in training for 3 years! He has been on TV and many stages throughout the country also, and is trained by his father who is in charge of such activities in N. J., Penn., Del., etc.

He, the boy, lifted this evening nearly twice and half his own weight which is 48 pounds, his lift ('press') was 114 pounds! He also showed orthodox methods of muscle building exercises and it was more than amazing to see him put on an 'Atlas' pose. This tiny 'Atlas' appears in the foreground of our group photo.

A very special occasion was helping Col. and Mrs. Watson Van Sciver celebrate their 48th wedding anniversary, due December 10th, 1958. The orchestra played and we all sang 'Happy Anniversary' much to their delight.

Our Association hopes that everybody had a wonderful Holiday Season and send our best wishes for your health and happiness and good auctioning during the coming year 1959.

Salesman of high priced car talking to prospect: "Driving this car is virtually effortless—leaving your entire mind free to figure out how you will meet the payments."

Hampshire Board Names

G. H. Shaw New Secretary

G. H. Shaw, Monroe, Iowa, nationally known livestock auctioneer and a member of the NAA, has been named by the board of directors of Hampshire Swine Registry as executive secretary of that organization, to succeed the late R. L. Pemberton.



G. H. Shaw

Shaw, who is popularly known to breeders as "Giz," is not new to the Hampshire fraternity or the swine industry. He has held a position of prestige and influence in the merchandising of purebred Hampshires at public auction for many years. He has held a like position in the purebred cattle business.

Born and reared on an Iowa farm, Shaw developed early in life a great interest in the purebred or registered livestock business which soon led him to purebred herd management work. In this capacity he has been responsible

for the selection, fitting and showing of some of the nation's top ranking herds and individual animals. He has directed numerous animals to championship honors in both breeding and market classes.

He started his Hampshire auction work with a sale for the Illinois Hampshire breeders and soon became associated with a number of the leading sales of the breed. His work caught the eye of Col. A. W. Thompson, one of the greatest livestock auctioneers of all time, and with his teaching and blessings Shaw also became associated with purebred Hereford cattle auction sales, including several world record sales at the time.

G. H. Shaw has had a wide variety of experience in the purebred livestock business, the announcement by the board stated. "He knows and loves Hampshires and is a pusher from start to finish. He knows the purebred hog business from the ground up. He knows hogmen and he talks their language. His friendly personality and his many contacts throughout the livestock world will prove a most valuable asset in his new work of bringing about continued progress and development of the Hampshire breed," the board concluded.

Pennsylvania Group Re-elects Officers

Meeting at the Old Kingston House, Kingston, Pa., members of the Northeastern Chapter of the Pennsylvania State Auctioneers Association re-elected their officers for a second term.

President is Wayne Posten, East Stroudsburg; Vice-President, Everett George of White Haven and Secretary-Treasurer, Foster C. Hendrickson, of Scranton.

Annual meeting of the State Association will be January 9th and 10th at the Harrisburger Hotel in Harrisburg.

NAA Member Gets National Acclaim

A story of human interest that came from an auction conducted by NAA member Ralph Weschler of Washington, D.C., has received nation-wide publicity. In addition to Associated Press dispatches it has been used in editorial columns of some of the large newspapers.

The original story, reprinted herewith from the November 29 issue of The Evening Star (Washington, D.C.), is substantially correct according to Mr. Weschler excepting he did not take the boy's dollar nor did he cry. He kissed Mr. Weschler's cheek while the next bike was being sold.

AUCTIONEER TURNS SANTA AS BOY BIDS \$1 ON BIKE

By Michael Mok, Star Staff Writer

This is the story of a boy who wanted a bicycle.

He walked into the District Property Warehouse where they were auctioning off about 100 bikes yesterday with a dollar in nickles, dimes and quarters.

As each bike went on the block, he sang out, "I bid \$1" in a clear, 11-year-old voice.

He was outbid every time.

By and by the auctioneer noticed him.

"I wouldn't say he was the most ragged boy I've ever seen, but if he had stepped on a dime in those shoes he could have told you if it was head or tails," said Ralph Weschler.

Mr. Weschler, who has been conducting bike auctions here for 43 years, could see the boy not only wanted a bike but had in mind an English racer.

"When there was just a few left his eyes got bigger and bigger and his dollar bid got quieter and quieter," Mr. Weschler said.

There was one racer left and the bidding had mounted to \$8 before the auctioneer decided to take a hand in it himself.

"Sold to that boy over there for \$9," said Mr. Weschler and banged down the gavel.

The auctioneer took \$8 from his pocket and asked the boy to hand over the other dollar.

Once he realized the racer was his, the youngster took the handlebars and started to leave. Before he got 10 feet he parked the bike carefully and went back to the auctioneer, threw his arms about Mr. Weschler's neck and began to cry.

The auctioneer, who has 21 grandchildren of his own, told the boy he'd better take the racer out for a trial run to make sure it worked all right.

The youngster nodded, grinned and left.

Queen's Jewelry To Be Displayed

LONDON—The Queen has agreed to lend some of her jewelery for an unprecedented exhibition of the world's finest diamonds which will be opened at Christie's early in January. Sponsored by De Beers' Consolidated Mines, the exhibition will be in aid of the National Playing Fields Association and the Children's Country Holidays Funds.

The exhibition will be called "The Ageless Diamond" and will be the most valuable collection of stones ever brought together under one roof. In addition to the Queen's jewelery there will be some of the most historic diamonds belonging to private owners from all over the world, and prize stones from the "top six" in the jewelery field — Cartiers, Boucheron, Phillips, Wartski, Garrard and Asprey.

Mr. I. O. Chance, chairman of Christie's, said: "It is too early yet to give full details of the individual stones and jewelery which will be on show, but their value runs into several millions of pounds. The exhibition will have considerable appeal also for those interested in the production of diamonds. Apart from the magnificent stones there will be a special section on diamond mining and another showing a polisher at work."

The exhibition will be open on January 9 and close on the evening of Jan. 28. Admission charges will be 5/- for adults and 2/6 for children.

Isn't it terrible how close some motorists drive ahead of you?

High Prices For Old Master Drawings At Christie's

The Skippe collection of Old Master drawings fetched altogether £91,583 when the two-day sale at Christie's ended here. It was the first collection of its kind to come on the London market for 25 years. A Christie's spokesman said: "The results show conclusively that dealers and collectors consider Old Master drawings every bit as attractive as Impressionist paintings, and also just as good an investment."

The Skippe Collection was the property of Mr. Edward Holland-Martin, a director of the Bank of London and South America, whose family inherited them. Until his tragic riding accident some years ago, Mr. Holland-Martin was one of the foremost show jumpers in the country. He attended both days of the sale.

Dealers from America and the Continent, and representatives from the British Museum, Louvre, Ryks Museum and Fogg Museum, Harvard, crowded the "great rooms" to capacity on both days. When Mr. W. A. Martin, Christie's art director, mounted the rostrum to begin the auction, the porters donned white gloves so that the drawings would not be smudged.

During the first day, a keen duel was fought between New York and London over "Two Studies of Christ at the Column," by the 15th century Venetian Old Master, Giovanni Bellini. This eventually went for 15,000 guineas to Colnaghi's, the Bond Street dealers. Mr. Charles Locke, the New York dealer, said: "I had already gone higher than I intended, but there is a good market for fine drawings like this one in America." There are only about 20 Bellini drawings in existence.

Other high prices were: 8,500 guineas for Lorenzo Lotto's "Study in Drapery," which was bought privately but may go to the British Museum; 8,000 guineas for Francesco Cossa's "Venus at the Forge of Vulcan" (Charles Locke of

York); 3,300 guineas for Frederico Barocci's "Study of Trees" (Matthiessen); 3,000 guineas for Piero Di Cosimo's "Profile of a Man" (Matthiessen); 2,500 guineas for Giovanni Antonio Da Portenone's "St. Christopher" (Agnew's). The total for the first day was £71,681.

The Skippe collection has aroused considerable interest in art circles over the last 50 years for it is one of the few 18th century collections which remain intact. Sir Sidney Colvin, Keeper of Prints and Drawings at the British Museum in the early years of this century, selected a number of drawings in the collection for reproduction in the Vasari Society.

Skippe himself was not only a collector but a respected amateur artist, who specialized in copying many of his drawings and others even more famous. Most notable amongst these are the series of studies he did in 1772 of the famous frescoes by Andrea Mantegna in the Church of the Eremitani at Padua. He was also well-known for the chiaroscuro woodcuts which he made after a close study of those done by Ugo da Carpi.

The second day's total was £19,901. The top price was 4,000 guineas for Albrecht Durer's "Studies of Two Horsemen," which was exhibited at the Royal Academy in 1953. This was bought by Colnaghi's.

Other prices included: 1,100 guineas for Paolo Veronese's "Study of the Skirt of a Woman Seated in a Chair" (David Carritt); 750 guineas for Rubens' "Executioner for the Martyrdom of St. Ursula" (Agnews); 600 guineas for three drawings by Sebastiano Ricci (Lugt); 550 guineas for a drawing ascribed to Paolo Veronese (Calmann).

Wastrel

"How did George go through his rich uncle's inheritance so fast?"

"Well, he spent a good bit of it on wine, women and song. The rest he squandered."

Prices Are Booming On Objects Of Art

A new force is loose in the art markets. It is the buccaneer investor, who does not know what he likes but knows a good investment when he sees one. The result: a boom in art sales that is unparalleled in living memory.

Most conspicuous sign of the times was an auction at Manhattan's Parke-Bernet Galleries. In just one hour, 29 middling-good impressionist and post-impressionist pictures were sold for a whopping \$1,548,000. The auction was so crowded that 5,000 people were turned away, and half of the 2,000 ticket holders were forced to watch the bidding on closed-circuit television. The lot had been collected in a hurry over the past few years by Hotelman Arnold Kirkeby (Hampshire House, Beverly Wilshire, Saranac Inn, El Panama). He was selling them off faster yet.

Top record-breaker of the evening: \$152,000 for an early and not especially rewarding Picasso that cost just \$45,000 three years ago, was bought by Kirkeby only last year for a whopping \$185,000. His loss on that canvas was more than compensated by record-breaking prices for a golden clutch of modern favorites: Modigliani, Rouault, Bonnard, Vlaminck, Signac, Morisot, Pissaro and Segonzac. The whole thing had the fever of a poker game, with the blue chips in the hands of professional gamblers.

The new investor does not confine himself to French art; the established Americans also benefit. At the Midtown Gallery, Robert Vickrey's sober portraits of people and places sold so fast (at prices up to \$2,500) that the gallery was begging him for more pictures. At the other end of the abstract-realist spectrum, all but three of I. Rice Pereira's cool and calm abstractions (\$1,400-\$2,300), on display at the Nordness Gallery, were sold.

Not all the dealers are pleased. At the Downtown Gallery, Edith Halpert reported that she had received a visit from a Midwestern businessman. He had a list of the artists in Halpert's distinguished stable. He wanted one of each. "Don't you want to look around a bit

first and decide what appeals to you?" Mrs. Halpert asked. No, the man said, "this is just a matter of investment. I hear art prices are going up." Mrs. Halpert told him to go elsewhere.

Purists like Mrs. Halpert are understandably indignant over the invasion of the domain they have defended so jealously for so long. The new gamblers in the art market plunge only on established painters—those already on the big board, so to speak. The purists argue that pictures like stocks in a bank vault do no one any good. They insist they would rather hold such pictures for the public—which is to say, for the museums—or, failing that, for private collectors who will at least cherish them.

Many a dedicated painter still freezes in a cold-water flat, still depends on the discriminating small collector who cares more about his instincts than his investments. But the flood of money into the art market is testament to the new status of art in the scale of values of U. S. culture. Even those unknown artists who do not benefit directly, or at once, can be grateful. As long as prices are posted over lunch counters, artists will go on taking an interest in the relation between the price of what they sell and the price of what they eat.

Mummies are Egyptians that were pressed for time.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Colorado Man Drives With No Hands

Many will recall reading in the July 1958 issue of "The Auctioneer" the article by R. E. Fortuna concerning a Coloradoan who was stricken by polio and remains paralyzed over much of his body, yet successfully follows his auction career.

The Sunday Magazine section of The Denver Post recently carried a feature article about this same man, entitled, "He drives with no hands." We are reprinting the article herewith:

Driving with no hands isn't a reckless stunt for J. Lee Sears of Fort Lupton. J., who suffered a crippling case of polio in 1946, has no use of his right arm, minimum use of his left. Yet in the past year, he has driven 26,000 and some miles, many of them over Colorado's steepest mountain passes.

What makes it possible is a special foot-steered automobile, which J. believes is the only one in this area. It is a modified power-steered Ford station wagon. The steering gear consists of a turntable on the left side of the floor board, with a swivel foot socket (quite like ski bindings, with toe and heel plates). A three-inch button above the clutch serves as gear shift.

J. opens the car door with his knee. The horn button, also knee operated, is below the steering wheel. He turns on the headlights and radio with the tip of his cowboy boots, which he wears for extra support. The car is so easily maneuvered that J. slides right in and out of even small parking places.

The foot steering mechanism was designed by Kope, Inc., of Parlier, Calif. J. considers the \$500 cost one of the best investments he ever made, since it frees his wife and friends from "taxi duty."

J. Lee Sears is a slender 6-foot-4 man whose amiable, easy-going personality belies his rockbound determination to succeed on his own. The spring after being struck by polio he graduated from Keenesburg high school as salutatorian.



J. Lee Sears

He then worked on his father's farm after devising a foot-operated tractor. Next he went to auctioneering school, and now is in partnership in Ehrlich & Sears sales, auctioneering livestock, farm equipment and real estate.

J. keeps up his own correspondence, by means of an electric typewriter operated by a plastic rod held between his teeth. There's only one trouble—Mark, 3, and Kay, 1½, are so entranced with Daddy's typing stick that they keep losing it.

Fire Destroys Home Following Auction

It was a hot sale at Columbia, South Carolina, early in December when auctioneer George Pechilis sold a residential property in that city. In fact it was so hot that the house was practically destroyed by fire later the same day.

To make it even more unusual, it was the fire chief in person who discovered the fire. It happened only a short distance from the fire station and the chief knew that there should not be smoke visible at that time of day.

New Year Should Bring New Goals To Auctioneers

By COL. POP HESS



I am writing this column on December 10 and it will be 1959 when it reaches the readers after we have passed the usual seasons greetings of Christmas and New Years. Now we start to look into the new year and what we will be able to try and bring forth in better operations in our business as auctioneers, sales managers and better auctions held. This new year also reminds the writer he is now living his 75th year with 59 of those years spent in trying to make a better auction sale.

The past month of December the auctioneers in Ohio have had a strong run in general auctions, right up to the Holidays without a break and many of the boys are mailing in next year's sales. It now looks like the first half of 1959 will be much auction sale minded and if you want to be in the position to feel the trend in what is coming there is no better place than the one I hold down here in the Farm and Livestock department of Radio Station WRFD. It is the strongest in radio service for the farmer and livestock man and I do have a strong clientele of many of Ohio's leading auctioneers who send me their sales to be announced on the air.

Yes, it is now 1959. Throughout the states many State Auctioneer Associations will be holding their Annual Meetings. Ohio will meet in full force on January 11, in Columbus, and I am quite sure all the highways will be dotted with Ohio auctioneers going toward Columbus for the day.

Since writing my last column many nice letters have come to my desk from auctioneers from various states and I think I have the most of them answered by this time. Also, the December issue of "The Auctioneer" arrived early this

month and I was gratified to see the many good items listed. Again I will suggest—may this year of 1958 see more states with State Auctioneers Associations established, and the dream of dreams, each state that is in action have a supported page in this publication each month.

All trade papers, and this publication is a trade journal, depend on the reports of the business in various states and locations. Many of these reports form background for food for thought and action, and again I repeat, it will contribute to make this publication one of the larger and more influential toward building stronger State and National Associations and help auctioneer readers and sale managers keep better posted on world trends in auction sales held. This is one goal I am placing before you boys for serious consideration and from this point I will drop the subject unless it becomes one of action. Then I will do my part to get this program in action.

Down through the years, and I think this is about my ninth year to be on the pages of this publication with suggestions, advice and comments, many no doubt were not too hot or worthy of consideration but I hope in some of them dirt was stirred up for better fertilization and a better crop. I have tried to bring advice to the beginners, and encouragement for the older ones and unity for all. It is my pleasure to do all of this as I am fortunate in being so situated that I have the time and can pound a typewriter.

But down through these years we have had able editors who can chase bugs and brace weak spots and add words that are correct. I still say if

this had not been the case this column would have faded out a long time ago. So the long life of yours truly as the man with a regular column is really due to your able editors and this one we have now, Bernie, I have been pretty rough on him but he says come on with more and so it goes.

Yes, in this New Year our many Auction Schools will have graduated many new recruits and they will be out in the field looking for business. Many of the older auctioneers will be fading away and each year brings out a new line of faces and the disappearance of some of the older ones from active service. However, the auction way of life will go forward and expand, the method of auctioneering has not changed too much in the past 100 years when it comes to style of action and crying for the high dollars. However, we have seen the auctioneer of today going more into special fields like purebred livestock sales exclusively, commercial sales in liquidation of plants and businesses in the commercial field or exclusive in the real estate field. Each of these divisions, in order to become a special work, requires the background of the general auctioneer who is like the community grave yard, takes whatever comes along, and it is from this background the auctioneer in demand in the special field emerges.

It is still the same old story, to be an auctioneer in demand you almost have to come up through all the chairs and types of auctions in order to strike the plane that will fit you best for a specialized program that pays off with good interest on the time spent.

As I look back over the fifty-eight years in living the life of auctioneers and auction sales, the road from the low rung of the ladder to the top one is one of experience, blunders and successes all fully digested and then you really become a graduate auctioneer. John Q. Public will be the one who causes you to specialize in any certain line of auctions as he is the one who pays for your services.

Well boys, this is the thought for this January, 1959, and as the months for this new year unfold I will try and

brighten the pages each month with food for thought in better auctions and how to handle them. If we can win in having every State Auctioneers Association gracing a page each in this publication regarding the activities in their own state it will be a grand crop of 1959 auctions bringing out many otherwise unknown but able auctioneers into the limelight. When the day comes that the many able auctioneers of the country are swapping information and suggestions we will no longer be reading suggested State License Laws. This greatest billion dollar auction business will stand out like a statute wherever erected.

Let's roll up our sleeves and get going for a great auction sale year, stronger State and National Associations and the auctioneers of the land united in one great goal — what is better for the auctioneer and the auction business. Now is the time to have it—a more attractive publication, "The Auctioneer," the only publication of its kind in America — devoted to the Public Auctioneers of our land.

15th-Century Book Is Sold For \$89,600

LONDON — A mid-fifteenth-century Flemish Book of Hours, illuminated on vellum and bound in calf, was sold to three London book dealers for £32,000 (\$89,600).

The 163-page manuscript had been put up for auction at Christie's sales rooms by the trustees of the late second Baron Llangattock.

The Llangattock title lapsed when the second Baron, John Rolls, was killed in World War I. His younger brother, Charles, one of the founders of the Automotive and Aviation Engine Company, was killed in a plane crash in 1910.

The 500-year-old treasure was discovered accidentally in a chest of silver turned over to a bank when the Llangattock family home, the Hendres, was converted into a school.

The illumination, in gold and rich colors, is in the style of the Flemish master Van Eyck.

Entertaining Auctioneer Spent Early Years In Show Business

By PEGGY GREENE

Reprinted from the Capitol-Journal,
Topeka, Kansas

A person can have more fun at C. E. Sandeffer's auctions at 1212 West Eighth Wednesday and Friday evenings than at a show. That isn't strange, for he spent a good many years in show business here, doing everything but playing in the orchestra, and he did take piano and banjo lessons. He still uses old vaudeville gags at his auctions and they still work.

He started his Topeka Auction House in 1947 and since about the third sale Rudy Ketcherside has been associated with him. Rudy specializes in antiques. All kinds of merchandise, new and used, modern and antique, is sold in what used to be the barn of the house which is now the Executive Mansion. The Auction House is just across the street from the governor's residence.

"Slim" — the name is descriptive and means tall, thin and rangy — was born in Grand Pass, Mo., and moved to Topeka when he was a boy. His first venture into show business was around 1920 when he was in his teens and, because he was tall, got a job of publicizing "The Count of Monte Cristo" on the Fair Grounds. Dressed in ruffles and lace he walked about attracting attention and answering questions.

His acting fell into the spear-carrying category, which he did in a Shakespeare play by the Clyde Waddell Stock Co. His first and involuntary appearance on the stage was when Fritz Kreisler's accompanist wanted the piano moved and he went out and shifted it. He glanced out front and was startled to learn the curtain was up. His exit brought the only laugh of the evening.

As house manager of the Grand he knew most of the prominent actors of the 20s and early 30s, soothed them and looked after their needs and whims. He



"Slim" Sandeffer

liked the minstrel performers best. Among the actors he knew were Eddie Cantor, Fannie Brice, George Arliss, Otis Skinner, Ethel Barrymore, Fibber and Mollie, and Maude Adams.

Miss Adams was difficult and hard to please, but for temperament no one could touch Jeanne Eagles. She brought "Rain" here on a sweltering summer day when the real thing would have been mighty welcome. The balcony got so warm at the matinee that someone opened an upper outside door. This let in some light which the actress thought ruined the lighting effect on stage. She refused to go on with the show till the door was closed. Slim sent an usher up to shut it and stand by.

Sandeffer owned a theatre in Mayetta in 1924 in which the Charleston was performed. Somewhere in Topeka is a motion picture film of Slim doing the Charleston in high boots on the corner of

"Enclosed you will please find \$1.00 for three more of those fine bumper strips. I think they are really swell ads and I would like to see hundreds of them rolling on our highways and streets."

**Glenn T. Powers,
Cedar Rapids, Iowa**

Ninth and Kansas Avenue. He was connected with theatre work in Topeka till 1932. Quite often he sees some of his old friends on television or in the movies.

Direct action was used to get the audience into the mood for a war movie in those days. Slim would walk out on the stage and fire a gun or shoot off a round of firecrackers. Once a blast from a 10-gauge shotgun nearly made participants of the the audience.

He was the first radio announcer in Topeka. It was about 1927 when Station WIBW was getting started on the stage of the Jayhawk theatre. To see how far their broadcast was reaching they would ask listeners to phone in, and they would be delighted when the program was heard as far away as Gage Park. A trio of musicians including Maudie Carlson, would play requests as long as they came in, even till three or four in the morning.

He married Avonia Crabb and says she was "the best bargain that ever came out of a dime store." She was working in one at the time. They have two children — Billie Louise (Mrs. Marion Cochran of Poway, Calif.) and Mike a junior at Topeka High — and two grandchildren, Susan and Larry Cochran, 12 and 10.

Slim and his wife's brother raced dogs as a hobby and bought a farm near Meriden on which they raised more dogs than corn. They trained and sold the racing greyhounds, and spent a couple of winters in Florida.

The Sandeffers thought of staying in Florida. Slim had some good offers from theater chains. His wife and daughter had gone back to Topeka and when word came that the girl was ill, he came at once leaving his business unfinished, and they remained here.

He also had an invitation to go to Hol-

lywood and be a stand-in for Douglas Fairbanks Jr., but California never appealed to him.

It was 1940 when he came back to Topeka and that year he started a store at Third and Jackson for second-hand machinery. He had become interested in sales when a neighbor who ran a horse and mule barn took the boy to auctions. It looked like easy work and he began helping in the ring.

He bought machinery at farm sales, fixed it up and sold it in his store. He bought buggies and sold to collectors and once he upholstered a sleigh. He shipped things to distant states in addition to local sales.

Later the store was moved to 423 Kansas and called the New and Used Merchandise Store. He bought things that nobody wanted at sales. He bought five hardware stores, a variety, a furniture and an implement store and added the stock to his own.

He accumulated such a variety that he claimed to sell anything nobody wanted. A big pot-bellied stove in a box of sand in the center of the store added to the interest. Business men started coming in during the lunch hour to dig through the merchandise — Slim says "men are just as bad as women"—and turn up odd and interesting items.

It pleased them to "find" something and Slim did some planting. When he wanted to get rid of a thing he put it in the back of the store behind a pile of stuff and let someone have the pleasure of discvoering it.

During these years he and Kenneth Crews of the Crews Auction Co. were partners in the auction business, "crying" all about the country. The war had taken the boys who helped Slim in the store and a new baby prevented his wife from helping. So the store was sold. It took Slim and Kenny a week, with three sessions a day, to sell the merchandise—in lots, not by piece. It was the week before Christmas, 1943.

Kenny soon went off to the Navy, and Slim and Charley Crews worked together. They conducted sales all over the east part of the state and in 1944 had more than 200 farm sales, sometimes two and three on a Saturday.

Slim is an easy mark on the buying end of an auction. He says he just can't keep his mouth shut, he feels so sorry for the auctioneer. Once he delighted his small daughter when he brought home a box of ostrich plumes he had bought for a quarter and caused even greater pleasure when he arrived with a Shetland pony.

At a grocery sale in Missouri in the early years of the war he bought 20 kegs of nails and a dozen sacks of sugar at six cents a pound. On the way home he kept seeing sugar advertised at five and five and a half cents and felt he had made a poor buy. Some days later he priced a sack at \$8 to a man and it was snapped up, and in two days the entire stock was gone at \$12 a sack.

Slim has been the secretary-treasurer of the Kansas Auctioneers' Association since its beginning, 1955, and is also a charter member of the national association and associate editor of the national publication, *The Auctioneer*. He has run

an auctioneers' school and has an apprentice working with him now.

Auctioning is easy when you have good merchandise Slim says. He likes farm sales, horses and cattle, and sales of new goods in a store. Through the years he has acquired a wide knowledge of price and values. He has sold farms and schoolhouses, all kinds of household and farm equipment, groceries, hardware, antiques, even airplanes.

Four years ago, the Sandeffers bought a home at 3128 Colorado and have set out shrubs and flowers and raspberries and grapes and fruit trees. When he fenced the back yard Slim left a wide space for the children of the neighborhood to use. Two rows of sturdy round posts outline two rows of grape vines with a spacious path between them.

"All my life I have wanted an arbor," Slim said. When a neighbor asked what on earth he was making with those tall, strong posts, he said it was a pen for giraffes.



Promotional Items

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

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

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

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

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THE AUCTIONEER

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CLASS OF THE MISSOURI AUCTION SCHOOL—DECEMBER, 1958
TOP ROW, LEFT TO RIGHT

John E. Glenn, Kansas; John Paul Jones, Alabama; Perry E. Graham, Jr., Missouri; James C. Quigley, Oklahoma; Jimmy W. McCrary, Oklahoma; Neil Rublee, Wisconsin; Charles Yount, Tennessee; Jim Frederick, Missouri; Thomas W. Jones, Illinois; Floyd Harris, Jr., Missouri; Larry E. Brown, Ohio; Larry L. Goodnight, Missouri; Wendell E. Henke, Illinois; G. H. Coffey, New Mexico.

MIDDLE ROW, LEFT TO RIGHT

Gene Wallace, Illinois, Larry Brown, Georgia; Jerry H. Holmes, Georgia; Bill Hernandez, New Mexico; Vern Lauman, Iowa; L. W. Gawith, Kansas; George Kirkwood, New Mexico; Richard Goodwin, Missouri; W. G. Smith, Georgia; Jimmy Lloyd Sapp, Missouri; Don Everton, Kansas; John Harper, Texas.

BOTTOM ROW, LEFT TO RIGHT

Lowell (Shorty) Roberts, Tennessee; Elsie Miller, Missouri; W. (Bill) Roeglin, Iowa; Col. Boyd Michael, Missouri, Instructor; Col. C. C. John, President of School; Col. Dittman, Mitchell, Arkansas, Instructor; Marion (Red) Barlow, Kentucky; Roy Chapman, British Columbia, Canada; Walter W. Holyfield, Missouri.

Livestock Auction Markets Conclude Successful Trade Association Meeting

Kansas City, Mo.—Thanksgiving week-end closed here with a national meeting of directors, state association officers and others of the National Association of Livestock Auction Markets, whose headquarters are located in Kansas City.

Seventy-one officers and directors from 31 states assembled for two days of business meetings presided over by J. W. Marvel, Webster City, Iowa, President of the national trade association group.

Significant steps were taken to expand and administer application of the group's voluntary Code of Business Standards covering market operations and services, according to C. T. 'Tad' Sanders, Executive Secretary and Counsel. The Code is administered by the 15-man Livestock Market Council of the Association. Certificates denoting the status of "nationally certified livestock auction markets" are granted to those markets adhering to the 17-point code. The code is being further applied in interpretation of the trade practice provisions of the recently amended Packers and Stockyards Act as applicable to livestock auction markets, it was stated.

Entries were opened for carlot consignments by Association member markets from their respective trade areas to the Association-sponsored "Continental Sweepstakes Cattle Sale," June 25, 1959, at Cedar Rapids, Iowa, site of the 1959 Livestock Marketing Congress and Convention opening on that date. The sale is the first national cattle sale of its kind ever held and will bring into competition representative carlots of feeder cattle from all sections of the United States for sale under typical modern auction market conditions and services offered. A grand prize of \$1,000.00 will be awarded for the prize winning entry.

Marvel, addressing those assembled at the "Continental Sweepstakes" banquet, traced a picture of progressive, rapid development of the livestock auc-

tion markets. He pointed to their public acceptance and present position as the leaders in market services as an integral part of livestock production. He sounded a positive note of optimism based on the leadership and accomplishments of the industry's national trade association. He stressed the extent of expanded market facilities and increased capital investment, borne out by current construction underway or completed, going to equip the industry to offer expanded and wider services in livestock marketing.

The premiere showing of the new industry movie, "Livestock Auction Marketing," produced by H. F. Chenoweth, Omaha, and Norfolk Livestock Sales Co., Norfolk, Nebraska, highlighted the banquet following Marvel's address.

Ingvard Svarre, Sidney, Montana, President of the Association's LM Credit Corporation, presented the details of the newly innovated indemnity protection available to Association member markets on January 1, 1959, covering their market risks on acceptance of checks and bills of exchange.

The Board of Directors took steps to insure industry-wide coverage and reporting of industry news, as well as that of the national trade association and its 36 affiliated state trade associations, under the direction of Grover C. Lee, Strawn, Texas. Yearly March and September meetings of the livestock auction markets are planned in different sections of the nation, as well.

Wives accompanying their husbands to the week-end meetings were entertained at a Sunday brunch by Mrs. Janet Marvel and Mrs. Leone Sanders, wives of the President and Executive Secretary, at the Hotel Muehlebach.

The young woman commented after her first horseback ride. "I never imagined anything filled with hay could ride so hard."

Your Interest Your Success

By Col. B. G. Coats

Surely you are interested in your own success, therefore you must be interested in the best possible leadership. Then show your desire by being present at your next state meeting. Those who care and those who are grateful for the continued existence of their state and national associations and the progress they have made are interested. Why not join them now, and lend a helping hand that your association will speak more effectively for all of us, on both state and national level. Failure to participate may in the future cost you the benefits that every Auctioneer in the United States is entitled to and is looking forward to.

Would that all members, and non-members too, could realize the importance of membership and active participation — our progress would then be assured. Each time you attend a meeting of your state association, the feeling that you belong and are doing your part becomes more evident to you. It is then that you want to take a more active part. Accept it gladly as a challenge and see it through; that is how progress is made and lasting benefits are enjoyed. Note how little effort it takes when we are all doing our part.

A couple of months past enroute to and from an auction sale I passed the remains of an Old Mill, long since out of operation but preserved so that future generations of Americans may never lose sight of the pioneering spirit of our Forefathers. There it stood close to the water falls. There are those who remember the days when it was in full operation; how the pressure of the stream lashed into one bucket after another, keeping the whole wheel in constant motion to grind the meal. One bucket filled with water could do nothing, one empty bucket would cause trouble in the grind, but let all work together with the proper pressure and things were well.

How aptly the principle applies to our state and national associations. The water pressure interprets the demands,

and requirements of your state association; and the results of this work is right behind where the demand is felt. There are numerous buckets in the wheel that must be filled at all times to keep on grinding.

One bucket is unquestionably "interest," when that is filled up it lifts the next one—"success," then the third, organization-fellowship and so on. Round and round she goes, the force of one is conveyed to the second, the second passes it on to the third and all working together create the power with which the Mill grinds unity that none can surpass. Watch it as it moves, impelled on its revolving course by the mighty stream of our state and national associations. If one bucket gets out of order, the whole loses part of its effectiveness because equal pressure is required from each one.

I hope that I have aroused your interest to the point where you will realize the vital importance of being an active member, of attending all the auctioneer meetings, of recruiting new members for your state and national association; of keeping the buckets filled with interest and success. After all the Old Mill did pretty well in its day. Let's emulate it.

Picasso Painting Brings Good Price

NEW YORK — Record auction prices were rung up for post-impressionist paintings at the Parke-Bernet Galleries.

Altogether, 29 works went for a total of \$1,548,500.

Top price of \$152,000 was paid for Picasso's "Mother and Child," said to be the highest sum ever paid at public auction for a Picasso.

The painting, which cost \$45,000 in 1955, was bought from a dealer by Arnold Kirkeby in 1957 for \$185,000. Thus, in this sale of his collection, Kirkeby lost \$33,000 on this particular deal.

Kirkeby is a hotel executive of New York and California.

Cezanne's "Garçon Couché" brought \$125,000, and Renoir's "Jardin A Sorrente" was sold at \$105,000. High prices

also were paid for paintings by Utrillo, Roualt, Modigliani, Bonnard, Pissarro, Signac, Segonzac, and Morisot. Van Gogh's "Bateau A L'Amarre" was purchased for \$67,500. Many of the works were bought for private collectors by dealers.

Burkhardt Confined

Col. Ora Burkhardt, veteran Indianapolis auctioneer, has been confined to his home for many weeks following amputation of his left leg last September. Col. Burkhardt is one of the oldest auctioneers in Indiana, and has had a colorful career. He has always been a loyal supporter of his State and National Auctioneers Associations.

Letters from his many friends in the profession would certainly be appreciated. Address: Col. Ora S. Burkhardt, 136 N. Vine St., Indianapolis 24, Ind.

Indiana State Meet Set For January 5

Officers of the Indiana Auctioneers Association have announced their plans for the best State Convention ever held by this group. Meeting January 5 at the Washington Hotel in Indianapolis, auctioneers from all over Indiana as well as adjoining states are expected to attend.

A full page advertisement elsewhere in this issue describes the program in detail, indicating a well filled day ending with a banquet in the evening. Featured speaker is a Hungarian freedom fighter who survived ten years in a Communist prison.

For the first time, entertainment has been planned for those who leave home early and arrive at the Hotel the evening preceding the Convention. A film of the 1958 Memorial Day race will be included in this pre-convention entertainment.

STATE
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"Professionally Ethical - Always"

We cordially invite all auctioneers and friends to attend our Annual Convention. We have planned an outstanding program that we think you will like.

BRING THE LADIES.

Meetings begin at 12:00 noon, Sunday, February 1

9:00 A.M. Monday, February 2

Orville R. Moore
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Elaine K. Meyer
Secretary
1918 Mellwood Ave.
Louisville 6, Ky.

W. P. Scully
Convention Chairman
436 Ridgeway Rd.
Lexington, Ky.

B. F. Hayes To Conduct Auctions For The Sheriff

"Let the auctioneers conduct the Auctions" has been an oft repeated phrase, yet we find many so called auctions being conducted by attorneys, sheriffs, bankers and almost anyone. When men of other professions attempt to perform the duties of an auctioneer the results are most always bad. Bad for the seller and bad for the auction profession in general.

Therefore, we wish to commend the governing body of Queens County, Long Island, N. Y., for securing the services of a qualified auctioneer to conduct auctions for the sheriff.

Col. Benjamin F. Hayes, a member of the NAA and an auctioneer with many years experience has been appointed to the job of handling the sheriff's auctions in his home county. Col. Hayes has made many friends for himself and for the auction profession by conducting charity auctions for the Police Department and other worthwhile enterprises.

Following is a reprint from a New York City newspaper:

The new auctioneer for the sheriff of Queens County, Benjamin F. Hayes of Forest Hills, is a man of varied experience.

Unlike the usual auctioneer, who specializes in certain commodities, Hayes rings up sales with his gavel for everything ranging from valuable works of art to autos, bikes, unclaimed baggage, an artificial leg and a bag of left foot shoes. And despite his 23 years on the job, he still enjoys the auctions as much as the audience.

Better Than Show

"Sometimes an auction is better than a Broadway show," said the jovial, bespectacled, balding man.

"Everybody comes from kids to oldsters and they all act like they're on a treasure hunt. In fact," he added, "there are some people who turn up at every auction. They travel for miles to be there when the bidding starts, but

they never buy anything. They just like to sit and watch."

Although B. F., as he is known in the trade, is a new appointee in Queens, he has been holding auctions for the Police Department for more than a decade. Lost, confiscated, stolen and abandoned items from the Police Department's Property Clerk's office have been sold to the highest bidders by B. F., who always warns his audience in advance, "watch what you buy, be careful what you pay."

Urges Discretion

"After that they're on their own," he pointed out. "I don't like to see anyone overpay, but sometimes a person gets so excited he forgets discretion is the better part of valor."

The father of three married daughters and a grandfather of five, the 59-year-old auctioneering vet, who lives at 67-30 Fleet St., with his wife, Regina, never thought of entering the field when a youngster, although his father had been in the business.

On his graduation from Eastern District High School, Hayes entered Carver Chiropractic College. He completed his training, opened an office in Brooklyn, practiced for three years and gave it up, deciding to follow in his dad's footsteps.

"The hours were too irregular and I didn't enjoy the work," he said, brushing aside that short-lived phase of his career. "I've never been bored for a minute as an auctioneer."

Hayes' favorite type of auction is the sale of unclaimed hotel baggage, which is sold unopened. People love to gamble on what's inside. Sometimes they hit the jackpot, like the lady who paid \$2.50 for a suitcase and found \$1,000 worth of rare Egyptian lace inside. Just as often the contents are worthless.

"I warn the people to bid only on the luggage," Hayes explained, "but some of them just get carried away."

F. B. I. Links Stamp To Stolen Rarity

The Federal Bureau of Investigation says it has located a stolen copy of this country's greatest airmail rarity, a twenty-four-cent stamp showing a mistakenly inverted airplane. However, the Midwest dealer who has the copy denies that it is the stolen stamp.

The F. B. I. says that it is powerless to take any action against the dealer. The stamp is worth \$3,000, and the agency says it cannot take action in matters involving less than \$5,000.

Any further action, the Federal authorities say, is up to local authorities. The dealer who owns the stamp says he had it long before its theft. The F. B. I. says it has proved scientifically that the stamp is part of the stolen block.

The 24-cent issue with the inverted central design was printed in 1918 by the Bureau of Engraving and Printing. Only a single sheet of 100 got into the hands of philatelists, and it eventually reached the albums of the late Col. E. H. R. Green. He broke it up and smaller blocks and single stamps reached other collections.

At a national stamp convention at Norfolk, Va., in September, 1955, Mrs. Ethel B. McCoy, president of R. A.

Stewart & Co., a stamp firm at Eighty Duane Street, showed a block-of-four of the stamp in a glass-covered frame.

The glass was pried up one morning and the stamps removed with tweezers. The block was valued at \$35,000 and the F. B. I. has been looking for it since.

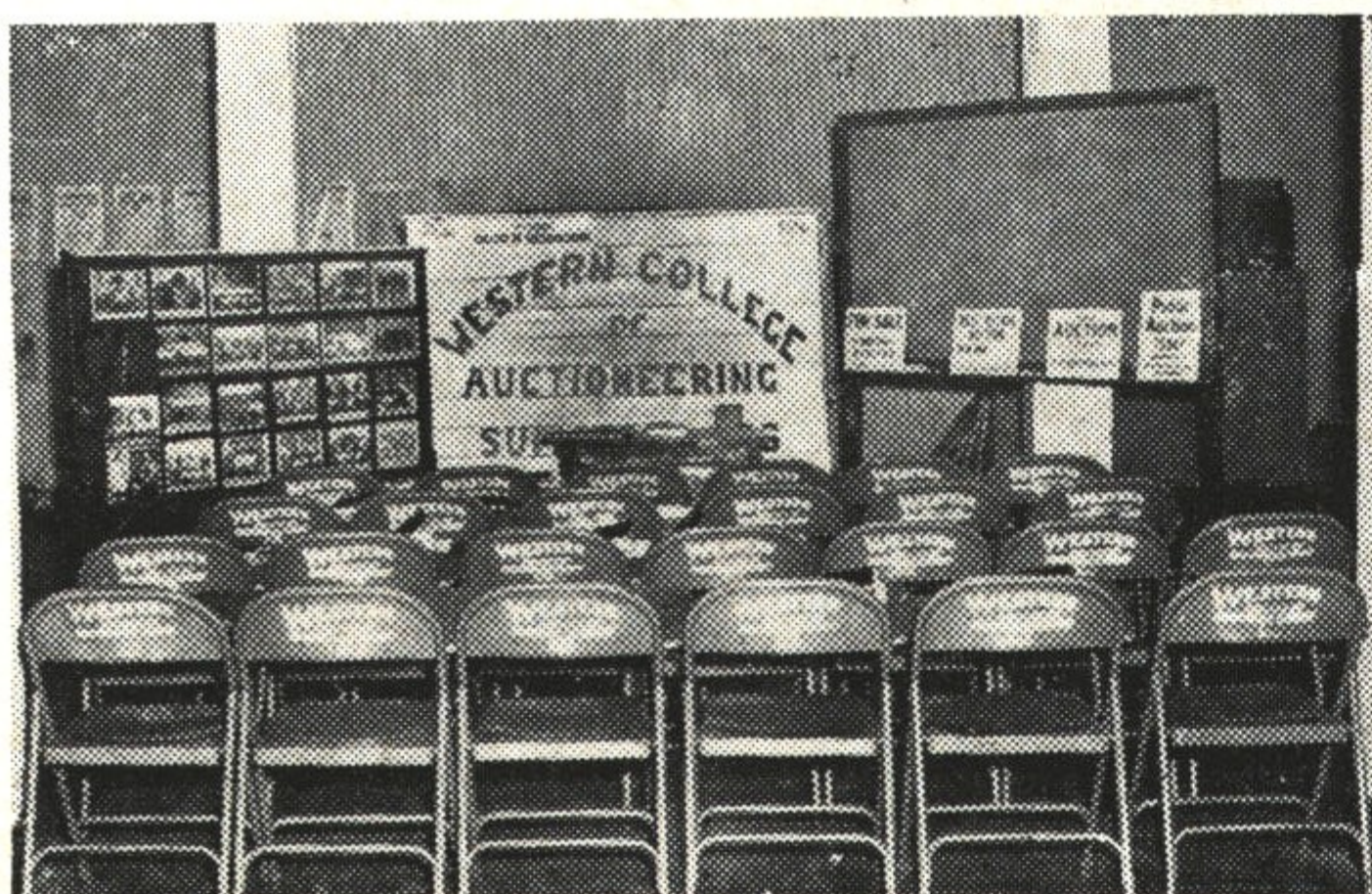
The F. B. I. recently learned of the existence of one of the inverted stamps in the collection of the Midwest dealer. It was mutilated and philatelists put its value at \$3,000.

The F. B. I. says the stamp has been linked to the missing block-of-four by photographs that showed perforation variations existing in the block and that it is still looking for the three other stamps.

Painting Sells For \$3,600 At Auction

NEW YORK — A three-quarter-length portrait of "Mrs. Isabella Batson" by the British eighteenth-century master, John Hoppner, was sold at auction for \$3,600. It was included in the sale of art property from the estate of Frederick P. King of Irvington-on-Hudson and other collectors. Receipts of the two-day session at the Parke-Bernet Galleries, 980 Madison Avenue, were \$124,025.

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Jersey Auto Auction Moves

A Used Car A Minute

By Niles N. Peebles

The drumming, hypnotic chant of the auctioneer drifting across the Jersey flats of a Tuesday afternoon beckons auto dealers with the siren song of extra profits and a new sort of protection and stability in the used-car market.

Once each week dealers, wholesalers and officials of car rental and leasing firms gather in increasing numbers at Auto Auctions, Inc., East Rutherford, N. J., to buy and sell everything from perky little foreign cars to "almost new" models from Detroit.

Under the direction of sharp, persuasive Ernie Kassab, school teacher turned car salesman, Auto Auctions is one of dozens of such establishments scattered throughout the country. With sales clipping along at an estimated rate of 2,000,000 cars and \$1,400,000,000 a year, these auctions comprise an important, if little known segment of the automotive industry.

The cars go on the block, starting at one sharp, Tuesday afternoon, at Auto Auctions, which is quartered in a modernistic building made up of office space, restaurant, parking lot and a sort of two-way garage through which the cars pass to be sold off at the rate of one a minute.

From the start, the auctioneer tries

to boost the ante, extolling the virtues of the car and looking quickly from one to another of the prospective buyers for the curt nod, raised eyebrow or waved cigar which signifies a \$5 or \$10 increase. He emphasizes his strident chant by thumping steadily on the counter top with a length of rubber hose.

While trying to wheedle the last dollar out of the bidders—"but it's got automatic transmission, boys"—the auctioneer has the car moved out to be replaced by another. Auto Auction gets a flat \$10 for each car that moves through the line and the seller does not have to accept the final bid.

He is, however, obliged to tell whether the car has any defects. All transactions are tape recorded for the protection of buyer and seller. If the car, for instance, is sold "with a drive" (no defects) and the buyer discovers a faulty transmission, he can return the car within five days.

Other protection offered buyers and sellers include guaranteed checks and title insurance made possible by an elaborate, almost fool-proof reference file on dealers which covers bank balances, credit references and other information. Dealers are registered with Auto Auctions and issued tamper-proof credit cards.

IN UNITY THERE IS STRENGTH

Dealers can be blackballed at Auto Auctions, and subsequently at other auctions throughout the country, for a number of reasons including misrepresentation, turning down cars they have bid on and for violation of other stringent rules set up and enforced by the company.

According to Mr. Kassab, the automotive auction is the stock market of the industry, providing buyers and sellers with stabilized prices and an accurate barometer of used-car values. There are advantages for new and used-car dealers, wholesalers and car leasing and rental firms.

The new car-dealer, for instance, knows what to allow for on a trade-in, since he can get a certain price at auction if he doesn't for one reason or another want to retail the car off his own lot. And what is more, he can get a higher price for the unit at auction than he could from selling the car to a wholesaler, according to Mr. Kassab.

The average new-car dealer, Mr.

Kassab points out, is about as innocent as the average retail customer in some respects. "Some of them give away up to 30 per cent of their over-all profits through the year by selling to wholesalers. If they would fix up the cars and sell them to other dealers at auction they would make up the loss with \$50 to \$100 more a unit."

Used-car dealers also can cut out the wholesaler, or middle-man, in replenishing or getting rid of slow moving stock. Alfred Scheri, of Sherry Motors, West New York, N. J., "here every week," points out that he has more cars to choose from when buying and has a chance to sell cars that aren't moving on the lot. He likes the protection and guaranty, as well as the time saved.

Leasing and rental firms, which set fees after estimating all costs, including trade-in value, like auctions because they are not "at the mercy of one buyer," according to Howard Slotnick, vice-president of Gotham Auto Lease, New Rochelle, N. Y., who was at Auto Auc-

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tions Tuesday in order to sell off 1958 and 1957 models.

Get more for Cars

"A lot of buyers have certain cars in mind," he pointed out, noting that "we get up to \$100 more a unit through the competitive bidding of an auction sale and we don't have to worry about the check."

These auctions haven't cut out the wholesaler by a long shot. These fellows, who usually buy up to four and five cars at a time, "are among our best customers," according to Mr. Kassab, who likes everybody who buys and sells cars and points out that there are always bargains to be bought, fixed up and sold again, either to a retailer or at auction.

Auto Auctions is a newcomer in a field that is barely ten years old. With some 7,500 dealers within a fifty-mile radius, Mr. Kassab is convinced that it will shortly become the country's "hottest auction."

He is aiming for a two-day-a-week operation, with cars moving over two lines, one of which will be for newer models, and the other, for older ones.

Mr. Kassab, in the automotive business for ten of his thirty-five years, looks for volume of 1,000 cars a week (\$500,000 a year), with other income from restaurant, title-insurance fees, perhaps the sale of his own cars to boost annual revenues to more than \$1,000,000 and net profit to some \$600,000. Present volume is 200 cars a week, while operating costs are "well over \$100,000 a year," according to Mr. Kassab, who notes that this is only the beginning and he plans to establish similar Auto Auctions in other areas of the country.

\$6,307 Painting

STUTTGART, Germany—An unidentified London art collector bidding by telephone bought Maurice de Vlaminck's "London Bridge" for nearly three times the painting's catalogued value. The impressionist picture was purchased for 26,500 marks (\$6,307). The London dealer could not reach the auction because of flight troubles. The auction was sponsored by Norman R. Ketterer, a West German art dealer.

New Regulations For Feeder Pig Sales

LANSING—A major step in Michigan's changing feeder pig business is being considered by the State Department of Agriculture.

The change, if approved, would permit sale of feeder pigs at public sale places with proper facilities for sanitary handling of the animals.

Dale Ball, deputy director of the Department, said the picture of Michigan's status in the swine industry began changing about 10 years ago when the state switched from a corn-deficit to a corn-surplus state.

A 14% increase in the nation's pig crop is forecast for next spring.

Currier and Ives Prints Are Sold

A collection of eighty framed Currier & Ives prints, many of them in perfect condition was sold at auction for \$44,085.

They were included in the art property of Irwin Untermyer, a former justice of the Appellate Division.

The sale of the entire property brought \$80,720 at a two-day session in the Parke-Bernet Galleries, 980 Madison Avenue. The print collection contained almost the entire repertory of winter scenes made popular by the two lithographers in the mid-nineteenth century.

A dealer paid \$2,200 for "Home to Thanksgiving" (1867) and \$2,000 each for "The American National Game of Baseball" (1866) and "Across the Continent" (Westward the Course of Empire Takes Its Way) (1868).

Charity Sale Has Gifts From Notables

For two months every year Mrs. Robert M. Cushing "forgets" her friends, becomes a name-dropper and does some gracious begging from Park Avenue to the Garment District—all for a worthy charity.

The results of this year's scavenging

will go under the gavel at Parke-Bernet Galleries for the benefit of Irvington House, Irvington-on-Hudson, N. Y.

In the more than 100 items that will be sold at the gallery there are notable contributions from top antique dealers, fashion originals from such dress designers as Larry Aldrich, Sophie of Saks Nettie Rosenstein, Galanos and Gattinoni.

Mrs. Cushing, co-chairman with Mrs. Paul Kurt Sauer of the Irvington House Thrift Shop, 1230 Third Avenue, annually supervises this "Famous Things from Famous People" sale, which is becoming a highlight of the autumn auction scene.

State Police Hold Annual Auction

LANSING, MICH.—Proceeds of the annual State Police auction of stolen and recovered property for which owners could not be found totalled \$3,855.40.

Deducted was the auctioneer's commission of 10 per cent and the cost of advertising the sale, leaving a net of about \$2500 for the state treasury.

There were 460 lots of merchandise, some containing as many as a dozen or more items. Also included were 50 bicycles.

The day and a half sale attracted a large number of bidders, including some antique dealers interested in old watches and rings which belonged to persons dying in state institutions without heirs. Legislation passed in 1957 now directs the State Police to dispose of such items in the annual auction.

Proceeds this year were about \$500 more than last year.

Well Shod

WHIPPANY, N. J.—Mrs. Hazel Hooper has a collection of more than 250 pairs of shoes—from jeweled miniatures to exotic slippers—and has never bought a one.

Her friends send them back from their travels.

"Everyone knows that when they go away they buy a shoe for the Hoopers," she says.

Peaches Browning's Jewels Auctioned

SAN FRANCISCO — The jewels and baubles of Peaches Browning, a nostalgic name of the roaring twenties, were auctioned off for an estimated \$50,000.

The auction was a proceeding in settling the estate of Mrs. Frances (Peaches) Heenan Browning Hynes Civieli Willson. She died two years ago, at 46, in her New York apartment after a fall in her bathroom.

She had rocketed to her Page 1 place in jazz age history 30 years earlier with the first of her marriages. She was 15 when she and Edward (Daddy) Browning, a free spending and eccentric New York real estate millionaire, were wed. Browning was 51 then.

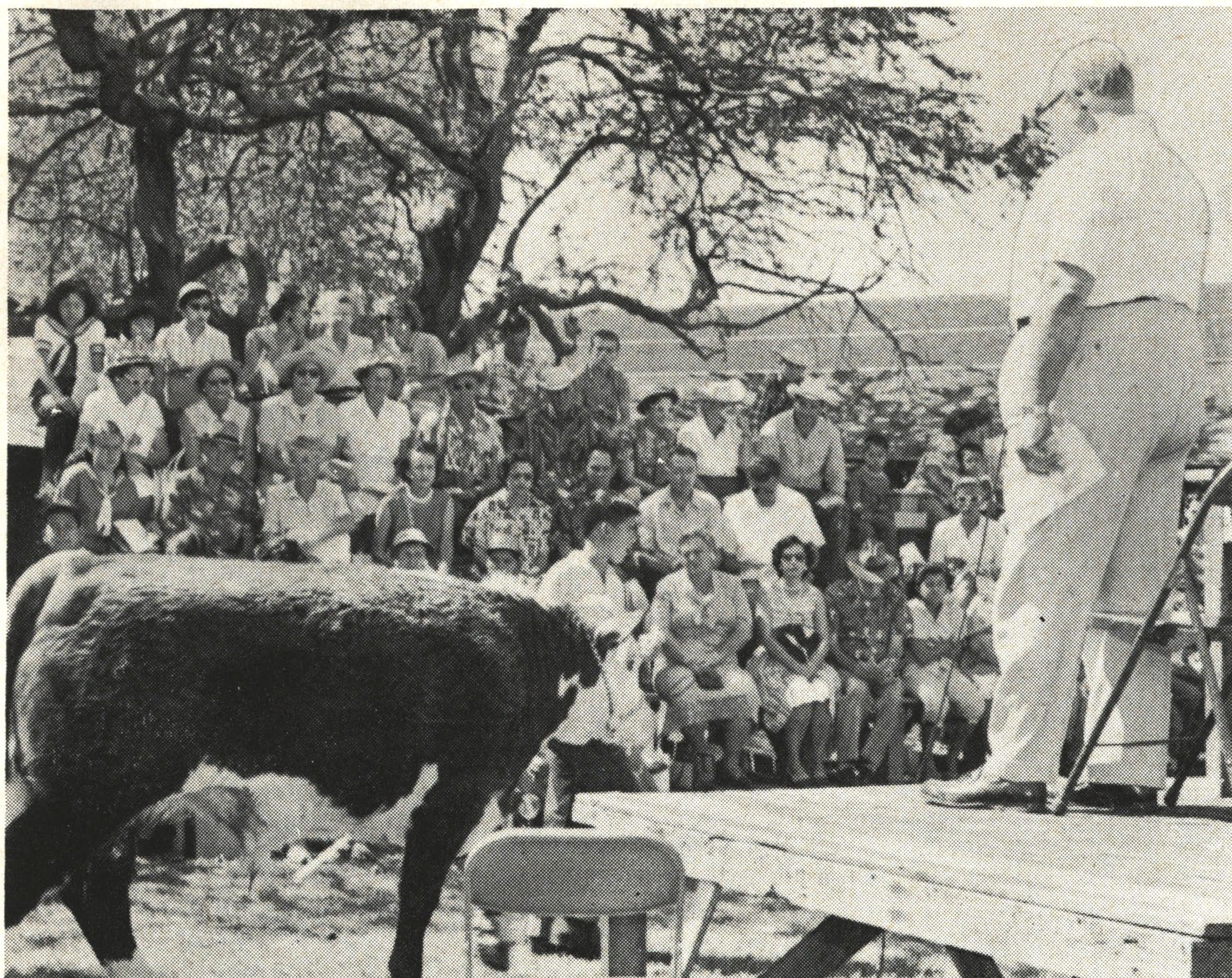
Peaches, whose first name was Frances Heenan, was the daughter of a Columbus, O., nurse. After her 1926 wedding in New York to Daddy Browning ended she appeared for a time in vaudeville.

Bridge Is Sold

One of the world's few privately owned international bridges has been sold to a tax-exempt public authority. A group of New Jersey investors, headed by Harry P. Schaub of Newark, have sold the Lewiston-Queenston bridge, which runs across the Niagara River gorge, to the Niagara Falls Bridge Commission, N. Y.

The bridge, in operation since 1899, was operated by the International Railways Company of New York until 1947. The Schaub group bought it at a bankruptcy auction that year. Mr. Schaub did not reveal the price, but estimated that the common stockholders of the bridge would get "not less than \$2,500" a share in the liquidation, compared with \$100 a share cost.

It was revealed earlier by the commission that it planned to buy the two-lane span for \$500,000. The commission expects to replace the old bridge with a new \$11,650,000 international bridge. It needed to buy the old span, however, because the Schaub interests held a perpetual franchise to the site.



Hawaiian 4-H Beef Steer Auction being conducted by NAA member Louis L. Stambler, Honolulu.

Stambler Praised For Work With 4-H

Twenty-eight steers raised by the Valley Island 4-H boys and girls were sold for prices ranging from 26½ cents to 35 cents per pound during the 4-H beef steer auction held in the livestock arena at the 36th Maui County Fair (Hawaii) in October.

Auctioneer for the steers, which had a combined weight of 27,495 pounds, was Louis Stambler of Honolulu, the only Territorial member of the National Auctioneers Association.

Following is a letter received by Mr. Stambler from the Acting County Agent:

Stambler Enterprises
1191 Kapiolani Boulevard
Honolulu 15, Hawaii

Dear Mr. Stambler:

Thank you kindly for your superb salesmanship that enabled our 4-H members to realize premium returns for their steers at the recent Maui County Fair 4-H Beef Steer Auction. Your efforts at selling the entire lot instead of trying for a spectacular sale or two was really appreciated. The buyers have also expressed their satisfactions at the courtesy and respect shown by you.

Your professional auctioneering service for free, and your refusal to accept our offer of payment for plane fare and hotel bill was indeed meritorious. This overwhelming gift simply reflects your inner belief in youth and your generous nature that it humbles us. On behalf of our 4-Hers, the 4-H Beef Steer Committee, the Livestock Division

of the Maui County Fair, and the
Agricultural Extension Service,
may I extend our sincere thanks
for your service.

Very truly yours,
Massake J. Doi
Acting County Agent

The Touch Of The Master's Hand

Twass battered and scarred and the
auctioneer
Thought it scarcely worth his while
To waste much time on the old violin
But he held it up with a smile.

"What am I bid, good folks?" he cried
"Who'll start the bidding for me?
A dollar—adollar—now, 2, only two,
Two dollars, and who'll make it 3?

Three dollars, once; three dollars twice,
Going for three" — but No!
From the room, far back, a grey-
haired man
Came forward and picked up the
bow;

Then, wiping the dust from the old violin,
And tightening up all of the strings,
He played a melody pure and sweet—
As sweet as an angel sings.

The music ceased, and the auctioneer
With a voice that was quiet and low
Said, "What am I bid for the old
violin?"
And held it up with the bow.

"A thousand dollars—and who'll make it
two?
Two thousand—and who'll make it
three?
Three thousand once, three thousand
twice—
And going, and gone," said he.

The people cheered, but some of them
said,
"We do not understand—
What changed it's worth?"
The man replied:
"The touch of the Master's Hand!"

And many a person with life out of tune
And battered and torn with sin,
Is auctioned cheap to a thoughtless
crowd,
Much like the old violin.

A mess of pottage, a glass of wine,
A game—and they travel on,
They're going once, and going twice,
They're going—and almost gone!

But the Master comes, and the foolish
crowd
Never can quite understand,
The worth of a Soul, and the change
that's wrought by
The touch of the Master's Hand!
(Myra Brooks Welch)

Millionaire's Day At West Palm Beach

Celebrating their 6th month anniversary sale, owners William Kemp and Dale Cline of the West Palm Beach (Fla.) Auto Auction had a "Millionaire's Day."

Auction bucks were awarded to dealer customers over a four month period with 100 bucks given for every car registered, bought or sold. Fifty beautiful prizes were secured for use on this day and were sold to the highest bidder, settlement made with auction bucks.

A portable TV brought 65,000 bucks, an electric adding machine, 42,000 bucks, a Polaroid Land Camera, 43,000 bucks, a Hi-Fi record player, 56,000 bucks and even a carton of cigarettes brought 10,000 bucks.

Preceding the sale of the prizes the Auction handled 260 automobiles with 65% sold, after which a large crowd of customers remained for the buffet dinner and the "Millionaire's Auction."

Retired Tycoon (talking to his listless grandson): Why don't you get out and find a job. When I was your age I was working for three dollars a week in a store, and at the end of five years I owned it.

Grandson: "You can't do that now. They have cash registers.

Vanishing America

(Reprinted from The Florence Township (N. J.) News)

The homemade sign leading into the farmyard on Columbus Road in Burlington, N. J., reads: VAN SCIVER — AUCTIONEER. Here in the atmosphere of old barns, farm machinery and country life is the site of a colorful and interesting event held periodically throughout the summer and fall season, that can only be called: A Country Auction. It is a refreshing bit of Americana that has been quietly preserved on Columbus Road by a gentleman known throughout the county as "A Man Who Can Sell Anything." That man is Watson Van Sciver.

Born and raised on a farm, Mr. Van Sciver seemed destined to the truck and fruit business, but yet within him there was always the desire to sell in the manner of an auctioneer. As a young man he decided to make his auctioneering his hobby or as he later termed it, his avocation. Today it is the custom for a man who wants to auction to go to school to learn the techniques of handling bids, but for Watson Van Sciver it was the Watch, Listen, Read, and Talk to Method of Learning.

Many were the days that he visited sales to watch the work of another auctioneer, or to read a few books about the subject. It was his original intention to auction off farm equipment, but alas, someone else would get the job and he would be left with all the household items. He began to get more and more sales containing old furniture, glass, bric-a-brac and assorted objects. The time came when he knew he must learn about the things he was selling. As he himself would say, "Just knowing how to talk doesn't make a person an auctioneer. You reach a point where you have to know what you're selling."

It was in 1932 that the Stewart and Peterson Foundry in Burlington discontinued business and it was also at this time that Mr. Van Sciver rented space in the company yard as a place to hold his yearly auctions. Here he sold furniture, household goods, horses, chickens

and eggs. "Anything and everything—it was a combination sale."

The auctions at Stewart and Peterson lasted 2½ years, then it was free lance auctioneering on consignment until 1944. For over 6 years from 1944 Mr. Van Sciver sold farm horse equipment. In 1952 he associated himself with the Beverly Cooperative Corporation.

He has lived on the farm on Columbus Road for 37 years where his avocation has now become his vocation! Little did he realize that years ago the things which were left from the big jobs that he didn't get would one day become his primary concern. For Watson Van Sciver has become quite proficient with the business of What Is Left.

Asked if he thought the auction business would ever die out, he answered, "There will always be something to sell. There will never be an end to the auction business. There is always someone who wants something that someone else has owned. Sometimes even I'm surprised at what I sell. Many nice things have been sold right on this farm for very little. Many times we don't even know what we have until the day of the sale when it comes in."

Mrs. Van Sciver, who has been at her husband's side for 48 years, remarked, "There was a time when I made more money at the sales than Watson did, just running the lunch counter." The lunch sale still continues and is conducted by a group of ladies from St. Stephen's Episcopal Church in Florence.

Asking one of the persons in the crowd how long he had been coming to the sales, he replied, "I've been to these farm sales here at Watson's for some 15 years and I always find it relaxing. It makes me feel good to come out here and stand around, watch the people bid on an old dish or something, have a hot dog in between and go home with something that at one time meant something to somebody."

In 1953 Mr. Van Sciver became the president of the New Jersey Society

IN UNITY THERE IS STRENGTH

of Auctioneers and served in that capacity for 1 year. At the present time he is on the board of directors and is a member of the National Auctioneers Association. His wife and daughter still assist him as inside clerk and outside clerk. Mrs. Van Sciver can usually be seen by her husband with clipboard in hand writing down the many items as they are sold along with the bid. She in turn gives this to her daughter, Elizabeth, who accepts the payment from the customer.

There are no signed agreements on the Van Sciver grounds for honesty still lives and all sales are by word of mouth until the bill is presented in the portable office in the farmhouse.

Now it's time for the auction to begin! Many have come the morning of the sale to look over the items. The variety is great. Rugs, brass beds, marble top tables, clocks, oil lamps, china, tapestries, glassware, books and numerous other items. Sometimes there is more than other times, but then again we don't know what's in that closed box in the barn, do we? The joy in attending this auction, as one customer expressed it, is: "You never know what you will find. It may be a good sale or a bad one. The important thing is to be there!"

Scattered about the yard are groups of items. The auctioneer moves from group to group and the crowd follows.

Usually around noon things get started on Columbus Road. Mr. Van Sciver steps up on an old box and says: "Alright, folks, we're going to begin now; so just move right in. We have some good things here, so how about if we start with this old vase. It has a little crack in it, but you can turn it the other way and you never notice it! If you can't find the crack after you buy it then return it and we will return your money! What am I bid? Who'll give 50 cents? I have 50, do I hear a dollar?"

Framed in the doorway of a weather-beaten barn, with his characteristic hat and brown suede coat, Watson Van Sciver presents an interesting picture with his wise and gentle face. His quick wit leaves the buyer with a smile. Away go the cars loaded with everything from umbrella stands to porch furniture. Many times things are sold in lots along with the assurance that something good will come out of it. It most always does.

"I have 2 antique chairs here, they're both alike, but each one is different!" "Alright, I have 4 snowshoes—who will give a dollar?" A lady replies, "What do you do with them?" The auctioneer answers with a grin: "Lady, you put 2 on your hands and 2 on your feet and you're all set for winter!" The lady bought the snowshoes.

Sometimes the new customers get so excited that Watson Van Sciver will have

MISSING?

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to say, "Mister, you're bidding against yourself!" After a good laugh it's on to the next item and the next and the next.

At one particular sale a humorous gentleman stood next to an inexperienced bidder who was trying to buy a large sleigh, once horse-drawn. At one point the prospective buyer became so excited that the gentleman quickly turned to her and said, "Lady, you know if you get that sleigh the horse goes with it!" The quick and serious answer was, "Oh, I don't need that. I have one of those!"

The auctions held from time to time at the Van Sciver farm are a far cry from the professional atmosphere of cinder block buildings where new things are auctioned at what amounts to only a discount. For here on this farm is a gentleman who loves his work and the personality of the people who come to bid.

Don't wear your good clothes if you come to a Van Sciver auction for you might get them dirty. Then too you might look like money! It may rain while you are there and there may not be room for you under the old barn shed, but you will still be able to shout your bid and it's a pretty sure guarantee you will go home with something.

When Watson Van Sciver says: "Okay, I have a watch here, older than you are! It has gold numbers so it must be worth something! Maybe it works, maybe it don't! If you like it and bid for it then it must be worth more!" You will feel part of the crowd and you will realize you are with friends.

Let us hope that the Van Sciver auctions will continue and others like it. It is a real part of Vanishing America. It brings to the present a touch of the old times when there were no buttons to press, just to wear. Don't miss the next one!

Sold!

FREMONT, Mich. — Auctioneer John Witte Jr. ended up buying a house he was auctioning when no one topped his opening bid of \$500.

Witte said he plans to move the house from the lot, which was purchased by the city as part of a municipal parking area.

New Members Added

Thirteen new members were added to the roles of the National Auctioneers Association from November 16 through December 15. At the same time a similar number of renewals were picked up.

Following are the names of those whose memberships were received during the above named period. The asterisk indicates renewal.

- *Russell P. Miszner, Iowa
- Lawrence Vogel, Indiana
- *Harold E. Ball, Oregon
- *Tom Sapp, Illinois
- Harold C. Henry, California
- David B. Spielman, New York
- *George Clower, Texas
- Melvin Vaughn, Tennessee
- *Fred W. Smiley, Michigan
- Eugene H. Mouw, Iowa
- *Hubert L. Jones, Indiana
- Milton J. Mann, Montana
- Milton M. Koptula, New Jersey
- B. Rush Jolly, North Carolina
- *Leon Kennedy, Oregon
- Jim Hogin, Tennessee
- R. P. Keller, Tennessee
- William A. Parks, Tennessee
- *J. Herbert Peddicord, Ohio
- *Jerry Phillips, Nebraska
- *H. D. Forke, Nebraska
- *George A. Shults, Oklahoma
- *W. Virgil Meador, Illinois
- *Faye S. Fisher, Indiana
- Elmer W. Koester, Indiana
- Carl E. Hefner, Indiana

Valentino's Piano

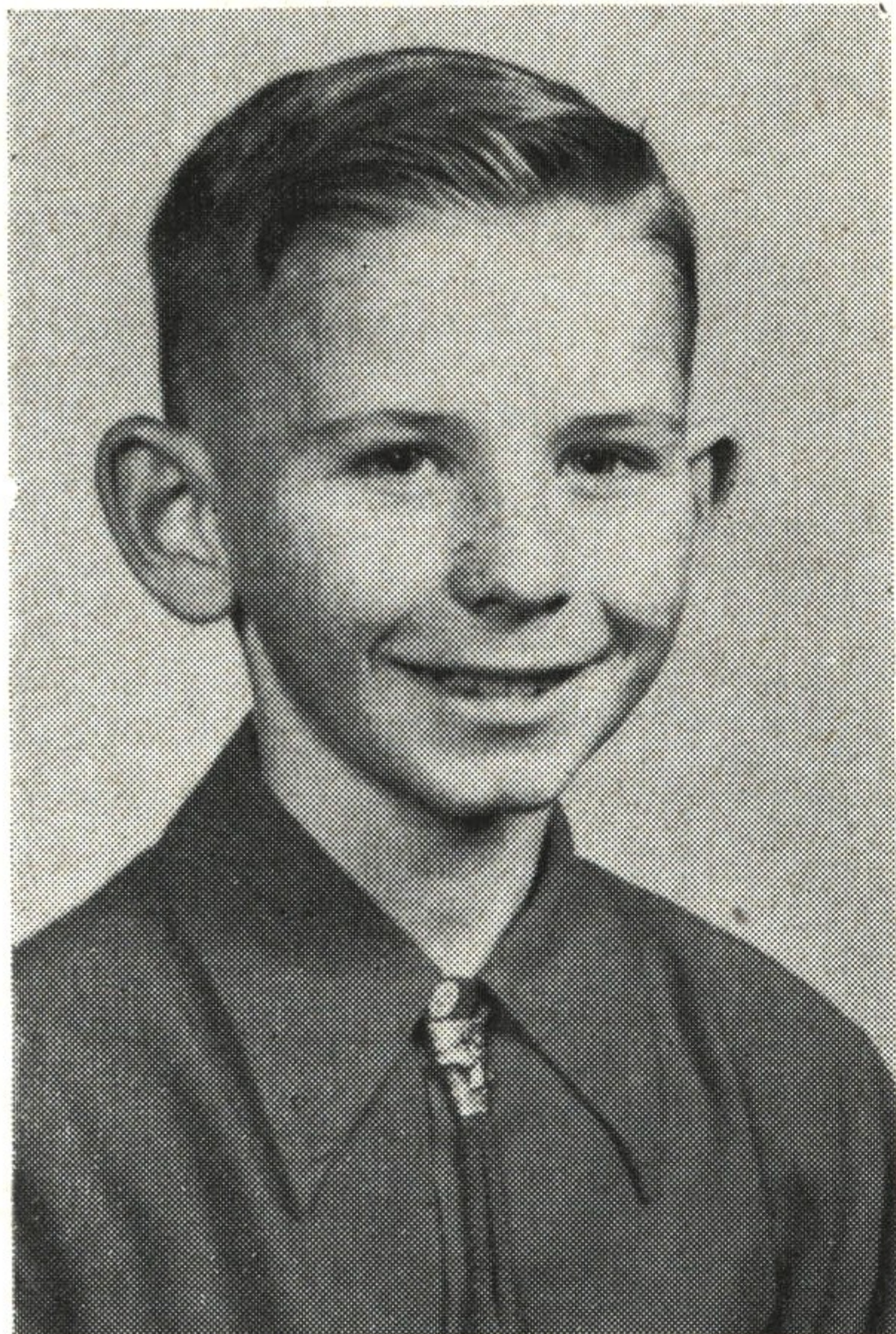
DETROIT—A baby grand piano once owned by silent screen star Rudolph Valentino now stands in a Detroit veterans post.

* The hand-painted piano, described as still in good condition, was given to American-Syrian-Lebanese Amvets Post No. 3 by Mrs. Mary Keshishian. She got it as a gift from a friend who bought the piano for \$522.50 in September 1949 at an auction.

He who laughs last may laugh best, but he soon gets a reputation for being dumb.

Veteran At Eleven

In 1955 his home town newspaper called him Elkhart County's youngest auctioneer but they were quite modest in their claim.



Robert Gerhart, Goshen, Ind., is now 11 years old and he has been doing regular selling since he was eight, and says he has practiced since he was three. Robert first specialized in auctions used to raise money for worthy causes. Today, Robert sells regularly at the Branch Community Auction, Coldwater, Mich., every Friday night and often takes a

turn at Leo Grindley's furniture auction in Fort Wayne, Ind.

Veal calves and riding horses are Robert's specialty in the livestock line, but like any veteran auctioneer, he is ready to handle whatever comes his way.

Robert has the start of a very interesting Scrapbook. It contains newspaper clippings dating back to his first sales in 1955, letters of appreciation from organizations for whom he has aided in raising funds and sale bills carrying his name as auctioneer.

Giving assistance to the youthful auctioneer and much of his bid calling training were his cousin, Winford Lewis, Howe, Ind., as well as Romaine Sherman, owner of the Goshen (Ind.) Sale Barn.

Lithographs Sold

Private collectors have purchased nearly 90 per cent of the 147 Currier and Ives original lithographs placed on sale at the Kennedy Galleries, 785 Fifth Avenue, in behalf of the Boys Club of New York.

A spokesman said that most of the sales were made at a special preview Wednesday. Spectators were charged \$10 admission to help the Boys' Club fund. Prices paid for the lithographs ranged from \$60 to \$3,500 for one called "A Tight Fix," which shows a hunter fighting a bear. Lithographs of winter scenes brought \$1,800 to \$2,000.

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Sweepstakes Auction Of Feeder Cattle

Kansas City, Mo.—Opening date for acceptance of carlot entries for the 1959 Continental Sweepstakes Cattle Sale was November 29, 1958, it was announced by the National Association of Livestock Auction Markets, organizer and sponsor of the sale to be carried out by its participating member markets throughout the country.

The sale, first of its kind undertaken on a national scale, will be the featured highlight of the 1959 Livestock Marketing Congress and Convention of the livestock auction markets in Cedar Rapids, Iowa, next June. Date of the sale is June 25, 1959.

Carlot entries will be submitted by the auction markets to publicize and sell uniform, quality, consignor cattle, typical of their respective trade areas. A sweepstakes award of \$1,000.00 will be given the market with the prize-winning entry.

A novel plan has been invoked in respect to the entry fee of \$100.00 per carlot. It will be applied from the entering market to a designated market for participating membership in the trade association. The newly designated market will in turn be eligible for a similar entry.

The Iowa Livestock Auction Markets Association will be in charge of the sale. They will put on a steak barbecue preceding the sale for all those attending. Both the barbecue and the Continental Sweepstakes Sale will be staged at Hawkeye Downs in Cedar Rapids, which has special accommodations for the entries and the large crowd expected.

Russell Tubaugh, Belle Plaine, Iowa, has been named sale director by J. W. Marvel, Webster City, Iowa, President of the National Association.

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THE LIGHTER SIDE . . .

THE LAST TIME

"This is the darndest depression I have ever seen. Everybody's working and everybody's broke. At least we didn't have to work in the last one."

TRUTHFUL

Solomon's 999th wife: Sol, are you really in love with me?

Solomon: My dear, you are one in a thousand.

TIGER CHASER

Since Ed couldn't stop snapping his fingers, he went to see a psychiatrist.

"Why do you do this?" asked the doctor.

"It keeps the tigers away, doc."

"My good man," replied the psychiatrist, "there are no tigers within 6,000 miles."

"Effective, isn't it?" he beamed.

U. N. NOTE

Cooperation would solve most problems. For instance, freckles would be a nice coat of tan if they'd get together.

GOOD ADVICE

Girls who try to be talking encyclopedias should remember that reference books are never taken out.

OUCH!

A toothless termite went into the tavern and asked, "Where is the bartender?"

TOUCH AND GO

"What's my trouble, Doc?" asked the patient.

"I'm not sure what's wrong with you," replied the doctor, "but if you were a building, you'd be condemned."

NOT HIS FAULT

Judge: "The last time I saw you I told you I didn't want to see you here again!"

Prisoner: "Yes, your honor, that's what I told these policemen. But they wouldn't believe me."

A REMINDER

Mrs. Chatterton — I hope you have enjoyed this afternoon as guest of the Superwoman's Club.

Mr. Grimm—I have indeed! It reminds me so much of my camp in the woods. Out there the brooks babble.

THAT BEGAN IT

Husband—If a man steals, no matter what it is, he will live to regret it.

Wife (coily) — You used to steal kisses from me before we were married.

Husband — Well, you heard what I said.

MANUAL TRAINING

A professor of law said to his students: "When you're fighting a case, if you have the facts on your side, hammer them into the jury. If you have the law on your side, hammer it into the judge."

"But if you have neither the facts nor the law?" asked one student.

"Then," answered the professor, "hammer the table."

QUICKIE

For brevity in the courtroom it would be difficult to better the stop-watch timing of a case tried, a number of years ago, in the high court of Calcutta, one, Judge Norris presiding.

Said His Honor: "Gentlemen of the jury, the defendant has nothing to say. I have nothing to say. Do you have anything to say?"

The gentleman of the jury did: "Guilty."

BAD PROSPECTS

Bridegroom—You are my all in life.

Bride—Yes, I don't own anything outside of you, either.

PREPARE TO PAY

Rastus: "Dey's a man outside who wants to see you about collectin' a bill. He wouldn't give me his name."

Boss: "What does he look like?"

Rastus: "He looks lak you better pay it."

IN UNITY THERE IS STRENGTH

DEFICIENT NATURE

Among the wonders of Mexico are hot and cold springs situated close together. There one may watch native women boiling clothes in a hot spring, then rubbing them in a spring of cold clear water.

Observing this interesting spectacle one day, a tourist remarked to his guide, "I suppose those women think old Mother Nature is pretty generous, eh?"

The guide smiled crookedly.

"No, senor," he replied, "they grumble because she supplies no soap!"

PERTINENT QUESTION

In order to acquire the proper bedside manner, a young doctor accompanied an old practitioner on some of his evening calls. One aspect of the older man's methods puzzled the budding medico.

"Doctor, please explain something to me," he said finally. "Why is it that, regardless of the patient's symptoms, you always ask what he had for dinner? Is that always necessary?"

"I'll say it is," was the reply. "When I know how expensive his menu is, I know how to make out my bill."

BRIGHT BOY

Teacher—Willie, what are the three great American parties?

Willie — Republican, Democrat, and cocktail.

WRONG PARTY

"Get my bag at once," shouted a doctor to his daughter.

"Why, dad," she asked, "what's the dither?"

"A fellow just telephoned who says he can't live without me," explained the doc, grabbing his hat.

His daughter heaved a vast sigh of relief. "Hold it, dad," she said quietly. "I think that call was for me."

JUST REMEMBER

When tempted to commit bigamy, remember the penalty—two mothers-in-law.

NO PLACE

The Hindu Fakir kept biting his nails—now he has no place to sleep.

TOO TRUE!

Doctor: "You've been working too hard."

Patient: "I know, but that's the only way I can keep up the easy payments."

APPROPRIATE

Collegiate — Father. I've a notion to settle down and start raising chickens.

Father—Better try owls. Their hours will suit you better.

TO BE SURE

Teacher—"Robert, explain what are the functions of the skin."

Bobby—"The chief function of the skin is to keep us from looking raw."

TAKING THE BROAD VIEWPOINT

A man in our town is provoked at his wife.

Out of town for a few days he returned unexpectedly to find cigar butts and ashes all over the house.

"That makes me furious," he explained. "To think that my wife would take up cigar smoking the minute I leave town."

DUBIOUS MERITS

A beauty column reports a new super-lipstick that's winter-proof, but the sweet young things may not be eager to have lips that repel the chaps.

EXHIBIT "A"

"An exclusive vegetable diet will give you a trim figure."

"Did you ever take a good look at a hippopotamus?"

EXPLAINED

Policeman—Excuse me, sir, but your lights are out.

Motorist—Thanks, but it does not really matter.

Policeman—By the way, do you have your license?

Motorist—No; I never had one.

Policeman—How are your brakes?

Motorist—Rotten.

Policeman — That's three violations. I'll have to arrest you.

Motorist's Wife—Oh, don't pay attention to what he says, officer. He always talks that way when he's drunk.

IN UNITY THERE IS STRENGTH

CRUSHING RETORT

First Chorine (quarreling in dressing room)—Not only that, but you get uglier every day.

Second Ditto—Another thing that I can do and you can't.

NOT SO DOGMATIC

"Your parson seems to be a very dogmatic sort of man."

"Oh, no, he's got only two and both of them's mongrels."

SCOTCH

Three blood transfusions were necessary to save a lady patient's life at a hospital. A brawny young Scotchman offered his blood.

The patient gave him \$50 for the first pint, \$25 for the second pint—but the third time she had so much Scotch blood in her she only thanked him.

DEFINITION

Sarong: A dish towel that made good.

HEARSAY

Mrs. Delight (meeting politician at party)—"I've heard a great deal about you."

Politician (absently) — "Possibly, but you can't prove it."

YES — WHERE

Jones—"What do you think about getting our wives together tonight and having a big evening?"

Smith—"Sounds like a good idea but where could we leave them!"

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Indianapolis, Indiana

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P.M. (C.D.T.)

7:00—Entertainment: 1958 500-Mile Race Films; Road Racing Films

8:00—Social Hour; Refreshments

MONDAY, JAN. 5, 1959

A.M. (C.D.T.)

9:30—Registration 16th Floor

10:30—Call to Order Col. James Liechty, Berne,
President

10:35—Convention Chairman Col. Bernard Hart,
Frankfort

10:40—Invocation Rev. L. M. Hieber, Grace Lutheran
Church, Indianapolis

10:45—Welcome to Indianapolis ... Donald Bruce, Program Director
Radio Station WIRE, Indianapolis

11:00—Bankruptcy Proceedings Paul A. Pfister,
Federal Referee, Southern District of Indiana

11:30—One Year In the Auction

Profession Col. Paul Cuskaden, Indianapolis

12:00—LUNCHEON — Members, Wives, Guests

P.M. (C.D.T.)

1:00—Radio and TV Advertising Harry Martin,
WFBM-TV, Indianapolis

1:20—Real Estate at Auction Col. J. Meredith Darbyshire,
Wilmington, Ohio

1:50—My Obligation As An Auctioneer Col. Carman Y. Potter,
Jacksonville, Illinois

2:20—Farm Sales Col. Ernest Niemeyer, Crown Point

2:35—Business Meeting and Election of Officers

Nominating Committee: Col. Kenneth Sherbahn, So. Whitley

Col. Egg Hood, Anderson, and Col. Roy Crume, Kokomo

Question Box

Discussion

5:00—Adjourn

6:00—Grand Banquet—Members, Wives, Guests

Guest Speaker: Mr. Francis Kiss, Portland, Indiana

AUXILIARY PROGRAM

P.M. (C.D.T.)

1:00—Business Meeting

1:40—Guest Speaker: Miss Irene G. Myers, Fort Wayne, Indiana

2:30—Tea

3:00—“Krazy Bridge”—Prizes

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.
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5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.
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