

the AUCTIONEER



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1956
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The Auctioneer

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Frankfort, Indiana

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AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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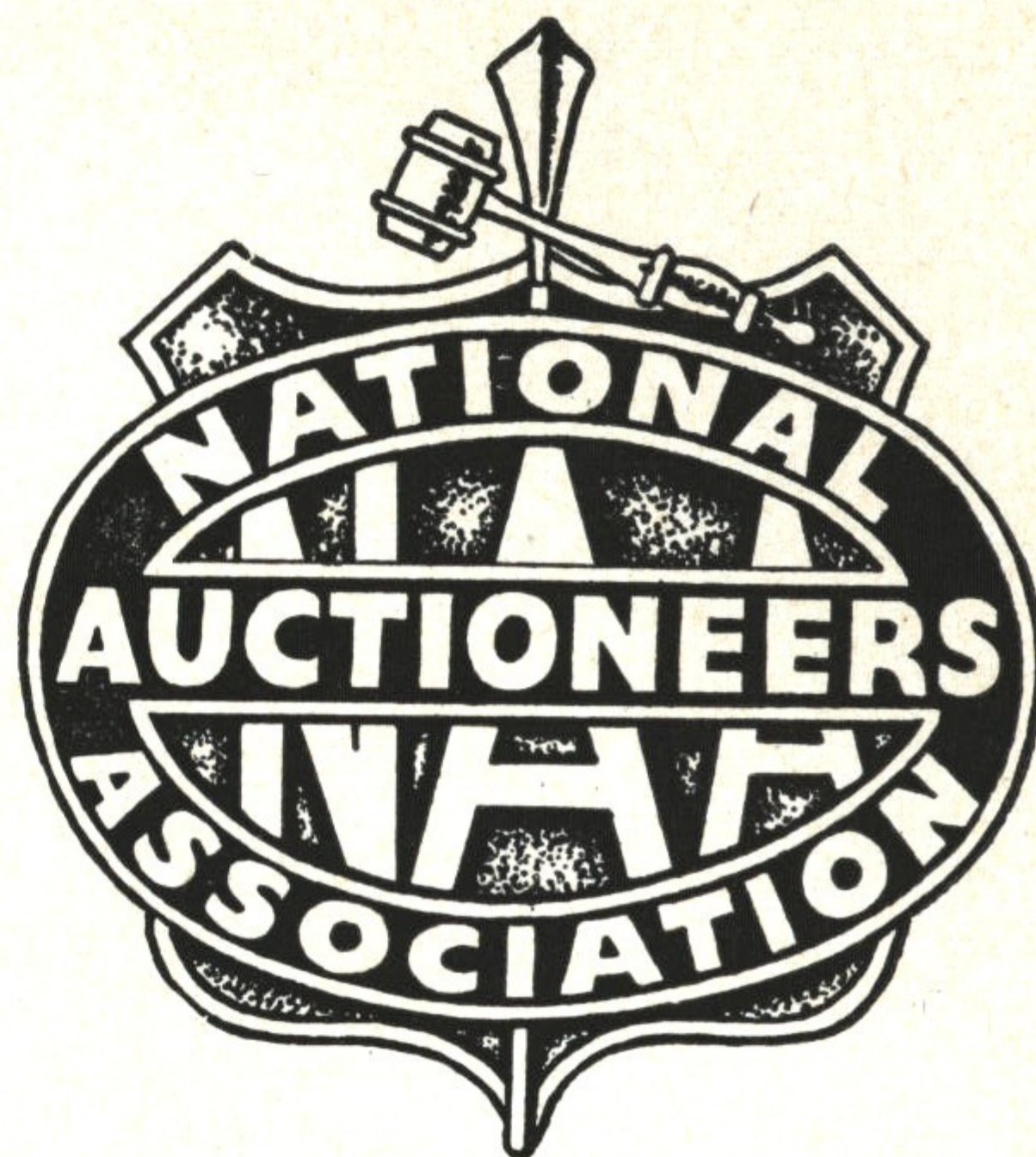
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The National Convention

By Col. B. G. Coats

They came from twenty four states and Hawaii to witness the most inspiring national convention of the National Auctioneers Association. They enjoyed the unexcelled hospitality of the Missouri Auctioneers Association, the fellowship of all, the entertainment, the speakers whom each thrilled the gathering every minute. Former President Harry S. Truman, gave a sincere and thrilling talk to the multitude that filled the grand ball-room to overflowing. All in all it was a grand convention, inspiring and constructive. If anyone present failed to grasp new ideas and profit by the experience of others, then their only enjoyment must have been the entertainment of the two hour show. It is most unfortunate that every Auctioneer in the United States could not be present. Immediately upon my return the first order of business was to mark my calendar for the 1957 convention.

After the selection of the 1957 convention state, one could observe the boys from Michigan gathered together formulating tentative plans and determined to stage the best convention ever held by the Association, determined to have the largest registration of any convention heretofore. They are fully aware that to stage a convention of such magnitude requires long range planning. Through the weeks preceding our 1957 conclave the boys from Michigan will be working in your interest. In appreciation of their efforts, our Association and our profession, may we all mark our calendar now and plan accordingly to be present.

The most inspiring and encouraging event at our 1956 convention was to witness so many young auctioneers hungry for knowledge of their profession and their desire to forge ahead, their eagerness to meet Auctioneers of experience. It is these young men that the Association must look to—to carry our banner forward. It was equally gratifying to know that in the future our officers and

directors are going to give us a message through "The Auctioneer" more frequently than in the past. They are going to keep us advised of their efforts in the fulfillment of the President's program for the next twelve months. They are going to concentrate on doubling our membership and in giving us a bigger and better publication every month.

Under the leadership of our President Col. E. T. Sherlock, and his splendid officers and directors, we the members can look forward to the greatest growth, expansion and accomplishments of any year in our history. May we all cooperate with them in every way and never overlook the opportunity of being of service and of obtaining new members.

Following is a list by states of those who attended the Kansas City Convention:

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Col. and Mrs. Eugene C. Waldrep

ARKANSAS 1

Col. Dittmann Mitchell

COLORADO 4

Col. and Mrs. Bob Amen

Col. Damon Koch

Col. R. E. Fortna

FLORIDA 2

Col. and Mrs. Jim Tindall

ILLINOIS 40

Col. and Mrs. Edward H. Ahrens

Col. A. R. Billiter

Col. Lowell Buck

Col. and Mrs. John A. Carr

Mr. Frank Correnti

Col. C. B. Drake

Col. and Mrs. W. P. "Bud" Drake

Col. and Mrs. A. C. Dunning

Col. and Mrs. Lawrence Dykes

Col. and Mrs. Jack Gordon

Mr. S. J. Gulotta

Col. Walter Holford

Col. Ray Hudson

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Mr. and Mrs. Richard King
Mrs. Elaine Madison
Col. and Mrs. J. Hughey Martin
Col. and Mrs. Lewis G. Marks
Mrs. Margaret Meyer
Col. A. R. McGowen
Col. Melvin R. Penning
Col. Carman Potter
Col. and Mrs. Fred G. Quick
Col. and Mrs. Mark E. Runkel
Col. and Mrs. Virgil F. Scarbrough
Col Ray Tuttle
Col. and Mrs. Charles B. Wade

INDIANA 38

Col. Marshall Bilyeu
Col. and Mrs. Jim Buckley
Col. and Mrs. Art Carroll
Col. and Mrs. O. S. Clay
Col. Lee Clingan
Col. Roy Crume
Mrs. Leona Drake
Col. and Mrs. Ray Elliott
Col. R. C. Foland
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Col. Egg M. Hood
Col. and Mrs. W. P. Jacks
Col. Betty J. Johnson
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Col. and Mrs. Ernest Niemeyer
Mrs. Jennie Payne
Col. Roland Reppert
Col. and Mrs. H. W. Sigrist
Col. George Skinner
Mr. Bill Smith
Col. and Mrs. Don Smock
Mr. Reed Stewart
Col. and Mrs. Herman Strakis

IOWA 26

Col. and Mrs. Al Boss
Col. and Mrs. Warren Collins
Col. and Mrs. Leland Dudley
Col. Howard B. Johnson
Col. Leon E. Joy
Col. and Mrs. Lloyd Laughery
Col. and Mrs. Hugh McGuire
Col. and Mrs. James J. McGuire

Col. and Mrs. John A. Peterson
Col. and Mrs. Guy L. Pettit
Col. John W. Rhodes
Col. and Mrs. Wendell R. Ritchie
Col. and Mrs. Carl W. Setterburg
Col. G. H. Shaw
Col. and Mrs. J. G. Tullis

KANSAS 24

Col. Ted Augustine
Col. C. A. Brink
Col. and Mrs. Willis A. Darg
Col. and Mrs. Carson E. Hansen
Col. and Mrs. W. O. Harris
Col. and Mrs. J. B. Hickerson
Col. and Mrs. Sanford Hughes
Col. Paul A. Hurst
Col. Lawrence Ireland
Col. Jim Kirkeminde
Mr. Curtis Pipes
Col. and Mrs. C. E. Sandeffer
Mr. Mike Sandeffer
Col. and Mrs. E. T. Sherlock
Col. and Mrs. Frederick E. Sherlock
Col. Gene Watson

MARYLAND 2

Col. and Mrs. Earl J. Steiner

MASSACHUSETTS 1

Col. A. L. Tremblay

MICHIGAN 9

Col. and Mrs. William O. Coats
Col. John M. Glassman
Col. and Mrs. Charles Kinsey
Col. C. B. Smith
Col. and Mrs. Henry F. Wilber
Col. Garth Wilber

Our Cover

Honorable Harry S. Truman addresses the 1956 National Auctioneers Convention. He was introduced by Jewett M. Fulkerson (right), Convention Chairman.



The Thursday noon luncheon was the opening event of the 1956 Convention. Mayor H. R. Bartle of Kansas City was the guest speaker.

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MINNESOTA 6

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Col. and Mrs. Tom Gould
Mr. V. T. Licklider
Col. E. T. Nelson
Col. Frank A. Sloan

MISSOURI 55

Col. H. Willard Arnaman
Miss Joy Barbee
Mr. Howard Barnes
Col. and Mrs. Hugh Campbell
Col. and Mrs. Dean Cates
Col. John Crawford
Col. Olen E. Downs
Col. M. R. Dugan
Col. Russ Feedback
Col. and Mrs. Jewett M. Fulkerson
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Col. and Mrs. Joe Horn
Miss Shirley Horn
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Col. Darwin Johnson
Col. and Mrs. Billy Jones
Col. and Mrs. J. L. Judy
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Mr. D. G. Lewis
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Col. Cecil Shopen
Col. and Mrs. Ray Sims
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Miss Betty Spry
Col. W. M. Stewart
Mr. Wilbur Swearingen
Miss Audrey Wacker
Col. Gavin Watt
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NEBRASKA 31

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Col. Charles Corkle

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Col. and Mrs. Henry Rasmussen
Frances Ann Rasmussen
Connie Jo Rasmussen
Col. Ernest F. Roloff
Col. and Mrs. Harry Sanders
Col. and Mrs. Art Thompson
Col. and Mrs. Jim Walker
Col. Rex Young

NEW JERSEY 3

Col. B. G. Coats
Col. John R. Potts
Col. Herbert Van Pelt

NEW MEXICO 4

Col. Max Hood
Col. and Mrs. John Overton
Col. Fritz Quast

NEW YORK 5

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Col. Ralph Rosen
Col. Harold Spoor
Col. and Mrs. Harris Wilcox

OHIO 37

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Miss Edna Barnes
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Col. and Mrs. Clyde M. Wilson
Miss Judith Ann Wilson
Col. Jim Wilson

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Miss Carole Jean Wendelin
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WISCONSIN 17

Col. and Mrs. R. M. Doman
Col. Joseph W. Donahoe
Col. John L. Freund
Col. and Mrs. Ernest Freund
Col. Ray Gevelinger
Col. and Mrs. Walter C. Heise
Mr. and Mrs. Bill Jones
Col. and Mrs. Arnold Kohlmetz

Col. and Mrs. Don Lloyd
Col. and Mrs. L. M. Schoeder

WYOMING 1

Col. R. A. "Dick" Mader

Are You Promoting Your Association?

At our 1955 National Convention at Indianapolis, Col. John Peterson of Albia, Iowa, became a member of the National Auctioneers Association. Those who attended that Convention will remember him by the enthusiasm which he expressed. This was especially evident during the Fun Auction by his liberal purchases. This is only the prelude to what John Peterson has done since his first National Convention, one year ago.

Being one of the first to register at the Kasnas City Convention, he immediately purchased a Life Membership. At the Fun Auction that same day he out bid all others, even those representing various State Auctioneers' Associations and was the purchaser of the Chuck Wagon, pictured on the cover of the July issue of the "Auctioneer".

On July 24, just three days following the close of the Convention (and he was one of the last to leave), Col. John Peterson sent in "Applications for Membership" of four of his neighboring auctioneers. We are quoting the following from his letter:

"I hope to be able to send you additional new members in the coming weeks. There are several auctioneers—throughout this locality who don't even know the N A A exists. I don't think any of them will turn me down after I talk to them and tell them about the N A A and its aims. I think a good many more of our members could get four or five new members if they would just ask."

And I hope that after reading what John Peterson says that each and every one of you will be inspired to do something about YOUR ORGANIZATION.

Our President's Acceptance

By Col. E. T. Sherlock, St. Francis, Kas.

With a deep sense of humility and a prayer to Almighty God to guide me during this most important year, in the administration of the affairs of our great organization, I accept the office as President of the National Auctioneers Association.

To all of you I am grateful from the bottom of my heart for the confidence you have in me, and the great honor you have bestowed upon me.

To be entrusted with the affairs of the National Auctioneers Association is a challenge, which I accept, with enthusiasm and a prayer for your continued confidence, and cooperative support.

I realize, as the recipient of your honor, that you are expecting an active administration, and I consider it a great privilege to succeed those fine auctioneers who have proceeded me and so ably ministered the affairs of the N.A.A.

We are greatly indebted to those men who so generously devoted their time and ability at founding and fostering our organization, to function for the culture, and well being of our profession. I am sure I speak for all the auctioneers when I say "Well Done" for our founders, and those who have followed them, and perpetuated the prosperity of our organization. Many things have been accomplished and those achievements inspires and challenges us now, to go forward with the ideals of those men who worked long and hard for the prosperity of the organization we have today. **At this task we must not fail.**

Let us not be satisfied to leisurely view our gains, but determine to be more active—determine to expand and enhance the growth and prestige of both our national and state organizations. Progress often seems slow, however, our organization has made a steady growth, on a good solid foundation, and I sincerely hope that at the end of this administration we can all point with pride to a one hundred percent participation in an all out effort to make this a most successful year for the National Auctioneers Association.

It is obvious our organization must have a definite program to perpetuate progress and stability. We believe there are four principle objectives which should be considered as goals for our organizations to gain.



First of these is—Increase our membership.

Second—More support and greater circulation for our publication.

Third—Promote a closer or binding relationship between state and national associations.

Fourth—Promote a definite security program.

These four principle points, we believe, are of vital importance for the continued progress and security of the National Auctioneers Association.

Of course membership increase and control, and greater support for "The Auctioneer" are not new issues in the affairs of our association, as each administration of the past has worked incessantly to increase and maintain our membership, and to enlarge and increase

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Col. Betty J. Johnson of Indiana, demonstrates that auctioneering can be done by women as well as men at the Fun Auction.

the circulation of our publication. However, we regard these two objectives as most important, and demanding vigorous action now. They are of mutual interest and a job for all of us.

We have no new idea for miraculously increasing our membership to an unbelievable number overnight, but we do have faith in the policy and successful practice of administrations of the past, who have demonstrated beyond a doubt that intelligent solicitation of new memberships, by loyal members, and the influence of a first class issue of our publication, are the most successful means of gaining new members.

We are not only confronted with the job of enlarging our membership **Now**, but we have that ever present damaging factor of every professional organization to deal with—namely Lapsing of Membership—which can be reduced to a minimum only through a well arranged, influential system of indoctrination. Membership means little or nothing except annual dues to a member if he is not informed, and interested in the ethics, or principal and purpose, or the activities of his organization. The loss of members through lack of interest is more damaging than failure to enlist new members, consequently it is up to our organization to maintain the interest of all the members.

We are interested in promoting a membership campaign and hope most sincerely to have the full cooperation of every

member of our organization. I am going to be frank to say, our most capable secretary and a few others can not do it alone, and here and now I ask the help of each and every one of you personally with the important and urgent job of increasing our membership. Surely if we approach the non-member with sensible appeal, with information, enthusiasm, effort and courtesy, we can double or increase our membership to an unbelievable number in a very short time.

“Auctioneers are the World’s Master Salesmen” and I ask every member to personally contact every non-member you can, and tell him about “The National Auctioneers Association” — its principal and purpose, the conventions you have attended, and how you value your membership. Present a copy of “The Auctioneer” and always mention our gracious Ladies Auxiliary.

Not every prospect you approach can be interested or induced to become a member of either the NAA or his state organization, however, many have not become members for the reason they have not been approached or asked to become members, and have never read a copy of “The Auctioneer.”

Soliciting a membership sometimes is, as we have said before—like putting the harness on a snorty mule—it must be done tactfully, with courtesy and care.

The second objective for this year’s

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program needs our attention and full cooperation indeed, in the support of our publication. This subject I will not discuss at length as it is a featured topic in our program which will be ably treated in detail by editor emeritus, and former association secretary, B. G. Coats whose timely remarks on "The Auctioneer" will be heard, and appear in its pages later.

I am sure we all enjoy reading "The Auctioneer" and it is an object of pride for any auctioneer and members of his family. However, let us remember, that our secretary and most capable editor cannot produce a first class magazine without material, which must come principally from auctioneers, and to a few we owe a huge debt of gratitude for their loyal support by contributing regularly material for its pages.

Remember, it is your publication and your official ambassador in the interest and for the benefit of your profession. It is not necessary that you be a qualified journalist to aid in its production to make it a bigger and better magazine by contributing material for its contents.

Articles of human interest written in your own style, expressing your own views on this or that subject — sale reports or articles relative to the Auction Business — newspaper clippings — your community and family and other topics including plenty of good humor all help along to make a more interesting magazine and relieves our editor of a tremendous amount of extra work which he greatly appreciates.

Circulation of "The Auctioneer" through enlistment of new memberships is real progress, and "The Auctioneer" conveys a warm welcome to the new reader, and our organization holds in highest regards, **"The Man Who Gets the Job Done."** Sending in names and addresses of Auctioneers you know for a sample copy or special letter is bound to gain a steady reader.

The third objective, we believe, is very important and has been advocated, more or less for some time; without initial steps being taken by the N.A.A. to our knowledge to form a binding relationship between our national and state associations. In our opinion a successful merger or binding relationship would

not be too difficult to accomplish; yet it would take time, involving study, and research, and the institution of an educational program to insure constitutional strength and stability.

A complete relations system would include a merger of the national and state associations, by adoption of a Constitution, By Laws, Rules and Regulations to bind, govern and support national, state and local units without granting authority to the National department to intervene, in interstate association affairs, in forming, adopting and enforcing regulations to protect their interests, according to existing conditions in their particular locality. This same rule would apply in the relationship of state and local units.

Local units or chapters may not be an absolute necessity for a successful merger of the state and national associations in our opinion, and possibly would be difficult to organize and perpetuate in some areas in the beginning, yet they have their purpose and would base our organization on a grassroots foundation and add tremendously to growth and stability.

It is possible, and would be progressive for any state association to enter a combined relationship with the national association now, and without difficulty or infraction of any existing rule or regulation of the national association.

Our state association of Kansas adopted, for trial, a proposal of an optional combination membership, at our annual convention in Topeka this year—including membership in both the state and national associations for a single fee of \$15.00 which was divided \$10.00 to the national and \$5.00 to the state association.

This act proved to be thrifty and of mutual benefit for both state and national associations. It combined the interests of the two associations, and gained over 20 new members for each and the same number of new readers for "The Auctioneer", which will maintain the interest of the new members and accomplish the all-important job of indoctrination, which reduces membership lapsation to a minimum. This venture met success without difficulty in the least and I am personally very

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Dancing under the stars proved to be very popular during the Thursday evening entertainment.

much in favor of adopting it as a regular, practiced policy in both our Kansas and Nebraska Associations in the future. This is not a new plan, however, as it has been practiced by other state associations in the past and was introduced by our Nebraska Association this year, under direction of Col. Dick Grubaugh and Jim Martin and proved there to be a progressive step toward the relationship which should exist between our national and state associations.

I do not wish to imply that the present system of our organization and government are wholly inadequate, non-progressive, or dangerously weak; however, it is possible to institute a more co-operative and progressive system in time, and we feel certain that the effort we invest now toward this goal, will prove to be a good investment in the future, especially as time brings on more legislative proposals, dictative laws, and regulations damaging to the Auction Business.

This brings us to the fourth point or objective worthy of consideration in a future program for the N.A.A.—namely a definite Security Program to stand in perpetual vigilance over the welfare of the National Auctioneers Association and

its subordinates. This would consist principally of raising and maintaining a special fund of sufficient amount to employ, when necessary, adequate and qualified legal council with legislative know how, to meet organized, hostile legislation which we hear so much about from every state — continually trying, with no small degree of success, to pass laws that will cripple or control the Auction Business, and dictate the privileges of auctioneers.

We believe in multiple strength and perpetuation of our Security through co-operative, sound relationship of our state and national associations.

We believe in a loyal membership. We believe in the power and influence of our publication. We believe in group insurance. We believe in all things that are good for our national and state organizations, **because we believe in progress.**

We realize so many various achievements cannot all be accomplished at once, or in a short time, but we look forward with confidence — fully aware our activities and responsibilities will become greater as time goes on, to successive active administrations and a

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cooperative membership, to carry on toward these goals.

I feel fortunate indeed, to have the privilege of council with our most able official body in guiding the destiny of our organization this year. I have great confidence in the immediate administration to follow under the leadership of our highly qualified Harris Wilcox of New York as President and his most capable potential successor, C. B. Smith from Michigan.

Qualified leadership has most certainly been demonstrated in the arrangement and tremendous success of this great convention, and I think it is demanding and fitting that we give all due credit, and highest honors to the Missouri Auctioneers Association, and to their most capable President, Colonel Jewett Fulker-son and the very gracious Mrs. Fulker-son, the McCrackens, Ray Sims, C. C. John, Joe Horn and others who so faithfully cooperated with our national officials, especially Col. Drake and our very efficient secretary, Col. Bernard Hart and his chief aid Mrs. Hart, and our most gracious Ladies Auxiliary, in their accomplishment at arranging this outstanding program and entertainment, which will long last in our memories as a living tribute to the generous hospitality and vigorous enterprise of the Missouri Auctioneers Association, our Ladies Auxiliary and this great City of Kansas City, Missouri.

They have flown the banner of the National Auctioneers Association high—which emphasizes the importance and prestige of our organization and intensifies our obligations as members to always respect the principals and ethics, which forever uphold and perpetuate the culture and dignity of our profession.

Let us all dedicate our earnest endeavor, to the continued progress of our organization now by advocating and promoting procedures that are demanding and constructive.

Let each of us resolve to do our utmost to **enlist every new member possible, and aid in the production and circulation of our publication.** Let us return to our profession some of the favors it has extended to us and be ever mindful that our efforts, are not only for our own prosperity and security, but for suc-

ceeding generations of auctioneers and our National Auctioneers Association of the future.

ANY SUGGESTIONS?

By Col. Garth Wilber,
Bronson, Mich.

As the National Convention is still fresh in everyone's mind, I've got an idea that I would like to try. As part of of the committee for the 1957 National Convention, to be held in Michigan, I would like to have anyone or everyone write me as to their likes or dislikes as as to any convention that they have attended.

Milling through the crowds at the last two conventions, I have heard quite a few comments as to a lot of things. I believe that to satisfy three or four hundred people would be too much to ask for, but I also think that everyone connected with the committees of the conventions have tried their level best.

I would like to have an honest opinion, also, of the type of speakers that you would like to hear and the type of entertainment you enjoy. If need be, you don't have to sign your name although I will not let any comments out as to who makes what suggestions. I believe that if we can get the majority of people's tastes and dislikes that we can have as good a convention as can be had. Our committees have already started to function and we are going to try our darndest to put on a convention that we can all be proud of.

It's quite a ways off yet, but not too early to start planning for a regular vacation. If some of you have never been in Michigan, there are a lot of interesting things to see and places to go. Why not plan now for a full week of pleasure in our State of Michigan with the Convention as a final climax. We will be looking for you next July. **Don't let us down.**

COOPERATIVE

The eloping couple breathlessly rushed into the railroad depot. "How much is the fare to Springfield?" he asked. "Oh, that's all right," replied the station-master, "it's all been taken care of by the young lady's parents."



New Auxiliary President, Mrs. Betty Steiner of Silver Spring, Maryland.

THE LADIES AUXILIARY

A Welcome From The New Secretary

By Virginia Rankin, Alger, Ohio

Having been elected to serve as Secretary-Treasurer of one of the best ladies organizations in the world, I will do my best to fulfill the duties of my office to the best of my ability.

The convention, just closed, was really wonderful. Seeing all the people you had met in previous years and getting acquainted with many new ones is one of the first highlights of the convention. The officers and committees that helped make the 1956 convention one of the most outstanding that Mr. Rankin and I have ever attended are certainly deserving of much praise.

To the new members that joined this year, may I take this opportunity to welcome you and I am hoping that you will make the 1957 convention a must in planning your next year's schedule. To you ladies that haven't joined or renewed your memberships, I would like to extend to you an invitation to do so. If you will write to me, Mrs. Virginia Rankin, Alger, Ohio, and enclose your check for either \$5.00 annual dues or \$25.00 for a Life Membership, your application will be given my immediate attention. Any lady who has paid her dues and has not received her Membership Card should write immediately, sending your correct address.

Each year after returning from the convention I get out all "The Auctioneer" magazines and go through them, using them for a cornerstone for reminiscence of all the past conventions and of the things we have used over the year that were derived from talks and acquaintances at the National Convention, this in addition to the enjoyment one has from being there.

Now a word about our magazine, "The Auctioneer." Certainly something happens in the course of a year that would be of interest to others. I was

surprised at all the new future auctioneers and little gals that had sprung up in the past year without a word from the proud parents. Girls, maybe you can't sit down and write and write about what a wonderful mother you've been but certainly you can write about how cute the children are. If you have anything to offer, don't hesitate in sending it in. I'm sure it will be appreciated.

May I take this time to honor Mrs. Elizabeth Steiner, of Silver Spring, Maryland, for having so graciously accepted the office bestowed upon her as our President. She will have a big job in just living up to the fine example set by our immediate past President. I am sure she can and will reach forward to make and keep our organization a bigger and better booster for the NAA. Knowing that each member feels as I do, let us all be ready and willing at all times to assist and give our full cooperation toward making her term of office a pleasant one.

Nativity Scene Fetches \$81,200

LONDON — A Nativity scene by the French painter Nicolas Poussin was sold at auction for \$81,200.

The painting depicts the Holy Family in the stable with angels overhead and shepherds in the background. It was purchased by a London dealer. The auction was held at Sothebys. Poussin was born in Normandy in 1594 and died in Rome in 1665.

Egypt's Royal Jewels Will Sell At Auction

CAIRO—An announcement said recently that jewels valued at three million dollars once belonging to Egypt's royal family will be put up for auction.

The jewels were confiscated by the state when former King Farouk was deposed in 1952. They include diadems of the queens and Princesses of Egypt.

Convention Highlights

Mayor Addresses Convention

Mayor H. Roe Bartle of Kansas City twice appeared before the National Convention and both of the visits by this great leader and outstanding orator sounded a high note in the affairs of the three day event.

In his welcome to Kansas City on the first day of the convention, Mayor Bartle's theme was "Revitalize my America and, O Lord, begin with me." He encouraged close scrutiny of the character of those men who run for office in this country; urged a policy of calling to the attention of voters the abilities and accomplishments of "your" candidate instead of enlarging upon the faults and failures of the opposition; and he appealed to the honest man's sense of duty as he urged participation in public affairs.

In keeping with the profession of the conveners, Mayor Bartle asked Col. Guy Pettit of Iowa to auction off the "key to Kansas City" and explained that the proceeds would go to the Mayor's Christmas Tree Fund, a fund established in 1955 to help make happier the lives of many of Kansas City's older folks who have no family or friends. The gold key went to Jewett Fulkerson of Liberty, Mo., Chairman of the 1956 Convention, for \$100.

Mayor Bartle's description of the Christmas Tree Fund project so inspired the conveners that on Friday an additional \$535 was raised for the fund. Col. Louis L. Stambler of Hawaii offered at auction a silk, handmade Hawaiian shirt for which he had paid \$50, and stated that money received for the shirt would go to the mayor's project. The shirt was purchased by a "series" of 22 buyers whose bids totaled \$585 and was finally presented to Mayor Bartle as a gift, along with the money and an honorary membership in the National Auctioneers Association.

Members of the Association who contributed to this fund included Louis L. Stambler of Hawaii; Ralph Rosen, N.Y.; Harris Wilcox, N. Y.; W. J. Wendelin,

Texas; E. T. Sherlock, Kansas; Tad Sanders, Mo.; John Peterson, Ia.; Jack Gordon, Ill.; C. B. Smith, Mich.; Iowa Auctioneers Assn.; C. C. John, Mo.; Paul Calkins, N.Y.; A. C. Dunning, Ill.; Ray Hudson, Ill.; Frank Dierks, Nebr.; Russell Kruse, Ind.; Max Hood, N. Mex.; Walter Heise, Wis.; Don Lloyd, Wisc.; Herbert Van Pelt, N.J.; Judy Auction Co., Mo.; Indiana Auctioneers Assn.; and C. B. Drake, Ill.

Impromptu Speakers

Presiding Chairman, E. T. Sherlock, surprised quite a few of his colleagues at Thursday's afternoon meeting by calling on them for impromptu talks.

One of the scheduled speakers, H. W. Sigrist, immediate past president of the National Auctioneers Assn., urged that the members of the Association do all in their power to keep the profession honorable so that the word of the auctioneer will be considered true in every respect.

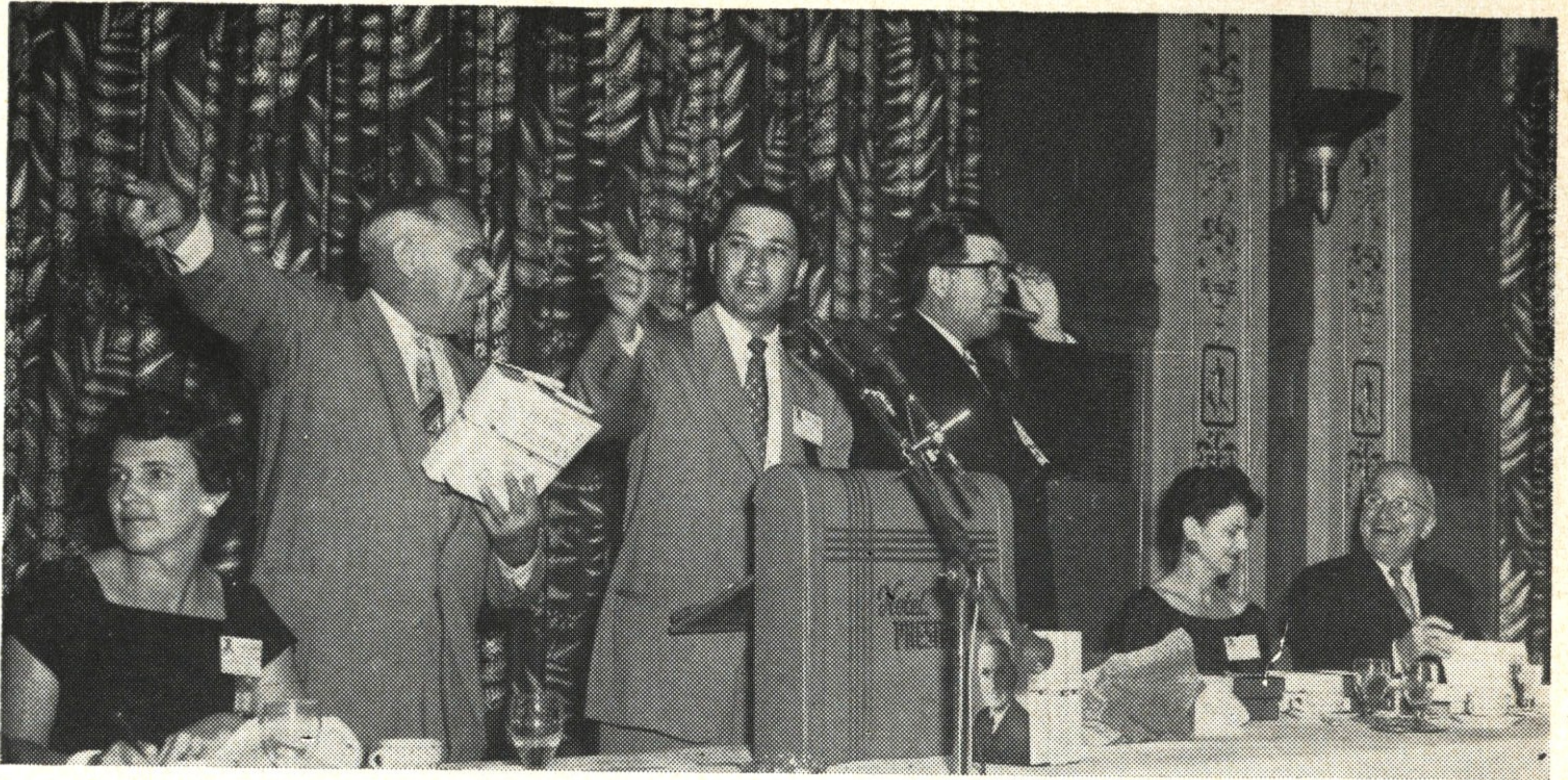
"When you and I as we pass by have contributed our bit, may we have so lived and so conducted ourselves and our business that we have not led any coming auctioneer astray."

An impromptu speaker, C. B. Smith of Michigan, reminded conveners of the progress of auctions by recalling that when he was a boy, his mother would not allow him to attend local auctions with his father because of the undesirable nature of such auctions.

C. E. Sandeffer of Topeka, Kansas, shed some new light on the problem of license laws for auctioneers by announcing that his associate, an attorney, is now preparing for publication a book containing the laws of every state in the United States and her territories concerning auctioneers. He stated that the book will contain nearly a thousand pages and will retail at around \$7.50.

President of the New York Auctioneers Assn., Harris Wilcox, summed up his message to the group with this poem:

If a man would make his record true,



Col. Ray Sims selling "Truman's Memoirs" at sky rocketing prices. Col. Drake and Col. Fulkerson assist while the Former President beams his approval.

Four things a man must learn to do:
First, to think without confusion
clearly,

To act with honest motives purely,
To love his fellowman sincerely,
And to trust in God and Heaven
securely.

Other impromptu speakers on Thursday's program included Mr. Stambler of Hawaii, Jack Gordon, Illinois, R. E. Featheringham, Ohio, Tom Berry, Pennsylvania, C. C. Bradford, Ohio, and Jim Martin, Nebraska.

Truman Memoirs Auctioned

Before the unbelieving eyes of former President of the United States, Harry S. Truman, ten volumes of his TRUMAN MEMOIRES went to bidders at the Saturday luncheon of the convention at a total of \$1275.00.

Mr. Truman appeared before the group on Saturday afternoon instead of Saturday evening as had been originally scheduled. His remarks, though not in the nature of a political speech, were timely in that they pointed up the grave responsibilities delegated to the President of the United States, not only while he is in office but after he has served his term of duty.

Mr. Truman would not accept any remuneration for his appearance before

the convention but he agreed that ten volumes of his MEMOIRS could be auctioned off at the luncheon and stated that the money would go into the Truman Library Fund. Consequently, an exciting auction took place, with Mrs. Leona Drake of the Indianapolis Auto Auction in Indiana, topping the sale at \$200. Other buyers included: Jewett M. Fulkerson, Liberty, Mo.; Ray Sims, Belton, Mo.; William F. McCracken, Kirkwood, Mo., J. Hughey Martin, Colchester, Ill., E. T. Nelson, Renville, Minnesota, J. A. Tompkins, Jr., Duncan, Okla., J. B. Hickerson, Wichita, Kansas, Sam Lyons, Saltsburg, Pa., and Eugene C. Waldrep, Birmingham, Ala.

At The Fulkerson Home

"Dancing Under the Stars" and other features of the chuck wagon barbecue at the Jewett Fulkerson home in Liberty, Mo., the first night of the Convention proved to be even more enjoyable than they were advertised to be. Some 326 auctioneers and their guests attended this event and even the moon cooperated to make the evening a full-of-fun occasion for everyone.

Highlights of the evening included a delicious meal, a fun auction, an inspiring talk by Col. John Rhodes, and dancing on an outdoor pavilion to the music of Dee Peterson's orchestra.

IN UNITY THERE IS STRENGTH

New Officers

After having served as First Vice-President of the National Auctioneers Association for the year 1955-56, E. T. Sherlock of Kansas stepped into the Presidential post, succeeding C. B. Drake of Illinois.

Other officers for the coming year include: Harris Wilcox, N.Y., 1st Vice-President; C. B. Smith, Mich., 2nd Vice-President; Bernard Hart, Ind., Secretary; H. Rasmussen, Nebr., Treasurer; Jim Kirkemide, Tom Berry, Henry Wilber, Hugh McGuire, and C. B. Drake will serve on the Board of Directors.

This entire slate was presented to the group on Saturday afternoon, July 21, of the Convention by the Nominating Committee, and their slate was unanimously accepted. Col. Stambler of Hawaii moved that the men nominated by the committee be approved and his motion was seconded by K. L. Espensen of Texas.

Resolutions

The following resolutions were presented to the association during the business meeting Saturday afternoon of the convention by Col. Jim Wilson, acting chairman of the Resolutions Committee:

1. Whereas the following members of this association have departed this life: Col. Harvey H. Tucker, Sioux City, Iowa; Col. Gus L. Day, Mendham, N. J.; Col. Howard Schnell, Dickinson, N. D.; Col. Ed Rogers, North Platte, Nebr.; Col. C. A. Grimes, Indianapolis, Ind; Col. Cy Sprunger, Kidron, Ohio, be it resolved that the convention take note of their passing and a note of sympathy be sent to the widows or family. MOTION CARRIED.

2. Whereas it has come to the attention of this committee that members belong to the National Association without membership in their state associations, be it resolved that where an organized state association exists, membership should be required in their state association before National membership is accepted. MOTION THAT IT BE TABLED — MOTION CARRIED. (It is to be tabled until the '57 Convention).

3. Whereas we have heard the de-

bate on license laws for auctioneers, be it resolved that the convention consider it a dead issue and that the corpse be given a decent burial and that the time that has been given in the past be given in the future to constructive, useful information. MOTION CARRIED.

4. Whereas this convention has been the guests of the Missouri Auctioneers Association, be it resolved that we extend our sincere thanks to this group and to their president, Col. Jewett M. Fulkerson. MOTION CARRIED.

To Michigan In 1957

Michigan has been chosen as the site for the 1957 National Convention after an invitation by C. B. Smith of that state. Mr. Smith requested that the city or place be left open for some further consideration but promised the group an "excellent site."

Pennsylvania, Colorado, and New York are bidding for the 1958 Convention and Col. Stambler of Hawaii asked the Association to consider Hawaii as a possibility for 1959.

Guy Pettit moved that the group accept the suggestion of the Site Committee, his motion was seconded by Col. Carr, and it carried unanimously by the group.

DRAWING THE LINE

A lady somewhat embarrassed by the unexpected gift of an alligator placed it in the bath tub before rushing out to an engagement. When she returned she found this note from her maid: "Sorry. Ise quit you-all. I doan work in a house where they's a alligator. I'd a-tole you but I didn't think the question would ever come up."

SERVICE

The proud owner of a new midget sports car stopped at a filling station in upstate New York. "I want a half pint of gasoline and a teaspoonful of oil, please," he said to the smirking attendant.

"Yes, sir," replied the attendant. "And would you like me to breathe into the tires?"

The License Law Debate

SUBJECT OF DEBATE: License Laws for Auctioneers.

RULES: 1. Each speaker will be allowed 15 minutes to speak and one of the three men speaking for the affirmative will be allowed 5 minutes for rebuttal, and one of the three men speaking for the negative will be allowed 5 minutes for rebuttal.

JUDGES:

Col. John Potts, of New Jersey.
Col. Fred Ramsey, of Tennessee.
Col. Darwin Johnson, of Missouri.

TIMEKEEPERS:

Col. W. J. Wendelin, of Texas.
Col. J. M. Darbyshire, of Ohio.

PARLIAMENTARIANS:

Col. Guy L. Pettit, of Iowa.
Col. Q. R. Chaffee, of Pennsylvania.

EDITOR'S NOTE: We are publishing herewith the debate in full in order that each auctioneer may carefully study the arguments presented by both sides and decide for himself the merits of License Laws for Auctioneers.

AFFIRMATIVE

Col. Frank A. Sloan, Minneapolis, Minn.

Mr. Chairman, officers, fellow auctioneers and friends, since by nature our personalities vary, and by heredity or acquisition some of us are passive and others demonstrative, it would not be unusual for the passive to become a little demonstrative if engaged in debate on a subject as highly controversial as auction legislation. I believe it was our own Col. R. C. Foland who said and I quote, "Auctioneering or auction selling is the white heat of salesmanship in action." So if I raise my voice or resort to a few physical gestures it is just the auctioneer in me busting out all over, and should not be interpreted as a display of anger, hate, malice, prejudice or dictatorship. I just get carried away and the mood takes over.

It has been said that argument exercises the tongue while discussion exercises the brain cells. As auctioneers in our profession we get plenty of tongue exercise without arguments, but the presentation submitted here to you as a group is for brain exercise and an expression on the different trends and

schools of thought regarding legislation and auction licenses as the different speakers see it. I say as we see it because we should not be naive enough to believe that in debating any issue there will be complete agreement on the subject where there are separate objectives or advantages to be gained by the affected. The consensus of opinion of the majority is what should determine the path to follow.

I believe we should have proper laws, legislation and licenses for the profession because it is the only practical organized way of enforcing and guaranteeing equitable rights and privileges. Further, it gives us the opportunity to make, amend or do away with any objectionable features of the law depending on the sacrifices, money and effort we are willing to put into it for the purpose of making possible the survival and the perpetuation of the community auctioneer, which comprises about 95% of the auction profession. This pattern of thought and its application is not new.

Legislation and licenses have been recognized by big business and labor for its security protective measures and



The Chuck Wagon Dinner served under a tent donated by Col. W. B. Rose of Richmond, Missouri. Four lines such as this one shown here served simultaneously, and in a very short time, nearly 350 persons here eating on the lawn at Fulkerson Place.

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its foundation embodies and includes the courts for protecting us in the matter of interpretation as to the intent of the law. We must also remember that those of us organized for a purpose only constitute a minority of the actual count of auctioneers throughout the width and breadth of the nation which puts us at somewhat of a disadvantage without law but at an advantage by being organized to enact legislation. The unorganized or the individual approach to this problem on a state level would make no more impression than an extra bottle of water over the Niagara Falls.

It is our prerogative to exercise the right to institute equitable and constitutional legislation for or against what we might believe. To deny this privilege would be the same as denying the right to vote. The power of legislation should not be sold short. It can be likened to a gun. It can protect to perpetuate or destroy and do away with. Surely if it is so, as Colonel Wilcox put it yesterday, that there are 35,000 laws made to enforce the Ten Commandments, the need for them must have been recognized. If you are given to believe that auction license laws are something new, permit me to inform you that I have traced it back for far more years than 95% of those here have been in the auction business. In expounding my viewpoint, I would like to point out that having no family of my own rules out any selfish angle.

Whatever I am advocating is for the profession as a whole, as I have no one to pass on or leave my business to. Only facts and statistics can be used as a springboard and basis from which to project a project of this nature. I am for constitutional legislation on a statewide and reciprocal basis and why not. In what other profession of selling are the mechanics any more complicated.

We are counselors, advisors, trustees of cash and personal property, possessing knowledge of liquidation and carrying it out in a confidential client relationship. We are definitely a spoke in the economic structure and the wheel of progress. We are not sideshow barkers or tourist guide auctioneers. We are a profession whose strength by importance, numbers and

brains are entitled to at least the same measure of legal protection afforded many other categories of trades and professions and it is not beyond the realm of possibility to get ourselves legislated into business rather than out.

Graduates or pioneers of most other professions and trades after spending their time or money or both, for an education or a diploma, are guaranteed certain rights and protective measures in their pursuit of happiness and a livelihood. Uniform legislation should be of special interest and should get the support and endorsement of every auction school in the country who today cannot say to their graduates without reservation "Today you are an auctioneer and the whole country is yours to practice in" because even with as little as we know of existing legislation, this much we do know — that there are restrictive areas.

Unfortunately, we the organized with our grass roots background are not taking advantage of our status and remain derelict in participating and working out a uniform plan to insure our perpetuation by legal legislation which is the only recognized way and the way of most professions when including what some people frown upon and that is gambling in its various forms. Yet even these people are licensed on a state and national basis and we sit by complacent and out of fear we remain handcuffed with status quo. Whether you be Republican or Democrat you must concede that the phrase of the late President Franklin D. Roosevelt was fortification to the weak, and the strong, when he said and I quote, "We have nothing to fear but fear itself."

If we are to remain indecisive, we could be likened to the national sales manager of a large firm who could not take a vacation for fear the volume might fall off and even worse was the fear that it would not. Then how could he justify his exorbitant salary. It has been rumored that the only thing two auctioneers from different states can agree upon is what kind of legislation, if any at all, should exist in states other than their own. If there is any truth to this rumor, it is high time we eliminate this type of thinking and get

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our heads together. Who else but ourselves are better qualified to sponsor the type of laws we need and surely it would be best that we do rather than politicians of their own initiative or by request or prompting of outside groups of competitive merchandisers other than auctioneers who have done so to the detriment of the auctioneers. Today legislation exists in varied forms with no semblance of uniformity. Surely this is proof positive that the time has come to take the bull by the horns.

A quick run down survey has revealed to me that legislation as it exists today, in my opinion, is a result of some of the following reasons. Some with, some without justification. Some to definitely fence out fair or unfair competition. Some of it is put on the books by politicians motivated by other than principle. Some because the geographical position of the base of the auctioneer was such that he was fenced out of an adjacent area and he was instituting a bargaining agent in an attempt to work out an equitable reciprocity angle and justifiably so. Some because other forms of sales competition want us out of the way. Some have been a compromise with local legislative power. I mean that auctioneers were forced to accept some kind of regulation as a result of some unscrupulous auctioneers that were reported to better business bureaus and through the power of these bureaus and power of the press, politicians even though favorable to us were forced to work out some kind of legislation if the profession was to exist or else the only alternative was a positive no auction law.

Whatever the reason, licenses are and have been here longer than we think, with more good and bad to follow depending on our interest and individual beliefs. I contend that the sponsoring or the inheritance of any legislation whether it be an asset or a liability is our responsibility and the bitter goes with the sweet. It is one thing to be a dreaming idealist and another to be practical realist.

In too many cases our predecessors in the auction business have been used as scapegoats by some present day auctioneers whose local legislation favors

them and not outsiders. These particular auctioneers claim they never sponsored their present laws, yet they do nothing about trying to get them off the books because they work to their advantage. It goes without saying that these same auctioneers are the ones who have had themselves represented by legal council, or have appeared personally in legislative body meetings trying to invade other territories while either building their own fences higher or permitting them to remain status quo.

I would rather be legislated into business than out and legislation as it affects us is instituted at two different levels — state and political subdivisions of states. The March issue of "The Auctioneer" carried a reprint of the proposed New Jersey state law pertaining to auction licenses. In my opinion it is a masterpiece of equitable legislation needing but few minor changes if any. Being held constitutional, (and I am told it would) it would practically do away with rule by political subdivisions of state putting control in the hands of the state itself and its duly appointed commissioners. Article 1 declares that upon passage of the proposed law and from that date on, no political subdivision of the state could pass laws controlling auctioneers, and existing legislation in the subdivisions of the state would immediately be made null, void and wiped out.

Experience, my friends, is something we think we have until we get more. Then comes the stark realization of how little we had. When we arrive at any stage of life and conclude that we know it all, it is time to sing "Bury Me Out on the Prairie." For what else is there left to live for, a long sickness is a sure death.

A good many of you have or should have read the New Jersey proposal and plan of requirements and qualifications necessary for license. It provides therein the oldest basic principle of law that respects the experience and investments of all old-timers, exempting them from examination but not other requirements such as fees and bonds which I consider a privilege to pay if it cleans up the present and protects the future. The past is water over the dam. Let us

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benefit by it realistically and not by wishful thinking. Some say that it is a question of choice of one or no law at all and the other a properly drafted phrased and administered law. Of these two evils, if these are two evils, I still choose law and legislation.

Let's call a spade a spade and resolve to keep our minds open to conviction, eliminate personalities, hate, hearsay, malice, prejudice, organizational politics, and above all let's not make a package deal out of auction licenses to tie in with a subject as broad as our Code of Ethics which might permit one to stretch his imagination and use the code as ammunition to enact or prevent legislation. This only adds to organized confusion and gets you positively nowhere.

Lack of time has limited me to a thorough research and I have been unable to find compiled in package form the laws of all the 48 states on auction legislation as it exists on the books to date. Further, I cannot find in package form compiled, the laws governing all existing legislation in the political subdivisions of any one state. It is therefore my contention that no one state or city can be singled out as an example of good or bad legislation comparatively for who knows where better or worse exists until a complete survey is taken and this is a must or no plans of possible uniformity can be developed. When this information is secured we can decide what we don't want, other competitive groups of merchandisers (that is other than auctioneers) would like to relegate us into the same class as the 20/20 hindsighters — the I told you so's, the procrastinators, the vacillators, and the ones who cannot adapt themselves to the times but would like for the times to adapt themselves to them and we should take cognizance of this. The fact that it takes less time each day to fly the ocean and it takes much longer to drive to your office, is proof positive of the changing conditions.

Believing in what I say—in a similar presentation before the Minnesota State Auctioneers convention in Winona, June, 1956, there was introduced the motion for a committee and funds to survey the political subdivisions of the entire state of Minnesota as to what exists on the

books in the way of auction legislation and after our finds are compiled in book form, to be presented to the state membership for consideration and appraisal, the object in view being to sponsor an equitable state law licensing our profession. This motion was carried unanimously by a well-attended convention and before this convention is over I intend to again introduce a similar motion except that our National Association should survey the country on a 48-state level basis, compiling and making available to the membership their findings in book form. The mechanics of this survey and the procedures used to accomplish it would be very simple. It would cost much less on a national basis, than on a state-wide basis for only 48 contacts would have to be made either contacting state associations where they exist or direct to state capitols where state associations did not exist. State-wise it is a little more complicated because you have to include every incorporated village or area where the state law permits local government to govern our type of operation.

History has been known to repeat itself over and over whereas groups of apparently little insignificant individuals rise up in a lawful organized fashion with voices that reverberate and echo throughout the nation above the din of politics and discrimination removing barriers and replacing them or constructing them so as to prevent economic destruction, or impeding efforts believed to be equitable.

Man's importance in length of membership in national or state organization or his financial worth or his lack of knowledge in parliamentary procedure shall not be a measuring stick nor keep him from attempting to solve this situation by trial and error if necessary. Nor shall he be restrained because certain firms or individuals fail, or do not want to understand the harnessing of organized effort. The voice of the organized would not be a mere pious protestation, and our position could be enviable if and when a membership acceptable, legally perfected, drafted law could be enacted in each state containing Clause No. 18 of the proposed New Jersey law.

In conclusion may I add this will



There was a day when Cloyce C. Bradford of Ohio could take home the prize for being the youngest auctioneer present at the convention but this year Col. Fulkerson presented him with an award for being the first auctioneer to register.

never come about by itself but statewide it could if state organizations would get behind it. It is not beyond the realm of possibility. If from what I have outlined I have implied that these are legal opinions, or that I am a lawyer, I would like to correct that impression for these are my personal views, and as for being a lawyer the only bar I have ever stood before was in the tavern on the corner. Frankly even standing there is difficult for me after taking on a few for then I have to sit down, which is exactly what I am going to do right now. I thank you kindly for listening.

NEGATIVE

Col. Jack Gordon, Chicago, Ill.

How many of you here have sold at the stock show in Chicago? I think you can answer for Art Thompson who has already gone. How many times has he sold there? Let me tell you gentlemen something. If one of you has sold in the city of Chicago, you have violated the city ordinances of that city. You had no license to sell and had no right and you could have been stopped because the city of Chicago very specifically states that you must be a resident of

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the city for one year and you must get a license. Those of you who have sold more than one time or three times in a row are habitual criminals. When you violate the law three times, you really should go to jail for life.

Now as far as I am concerned, I am opposed to all license laws. I did not write the law for the city of Chicago. I opposed it every time it was raised there. But you can't fight city hall.

Anytime you have gotten a license from the city of Chicago, you have had to pay a considerable sum. In my opinion an auctioneer is a qualified salesman. Why should there be legislation against him for following his profession? There should not be, any more so than to a salesman who represents a steel company or any other company. He should have the privilege of traveling all over the country.

A great deal of trouble has brought these new laws about. Some auctioneers, because they lose a sale to another auctioneer from out of your town, run immediately to the license clerk and say "this man here is taking the bread out of my mouth. I pay taxes here, support the clubs, etc., and a total stranger comes in and takes a sale away from me."

If a man wants someone else to sell for him in Chicago, I offer my services and facilities to help him. This is the proper thing to do.

We can argue from now until doom's day. As far as National laws are concerned, that is a difficult job to do. We are not prepared financially to cope with this situation. Let's let the thing stand where it is. Don't start stirring up trouble by trying to get new legislation passed. The laws on the books right now are 90% unconstitutional and if you want to fight those laws, you can beat every one. There is no question about that at all. As I said a second ago, we cannot afford to do those things. We have to comply with the laws as they stand. Many times we cannot live up to the letter of the law to run an auction sale.

Let's have harmony insofar as these auction laws are concerned. Let's not start up any trouble. If someone else is wanting to sell a sale other than you,

as stated before by Art Thompson, that fellow is going to die a natural death. Competition is the life of business.

AFFIRMATIVE

Sam Lyons, Pennsylvania

I don't know why people should object to auction laws except that they might think they are designed for the express purpose of keeping some people out of certain territories. If you would read the Pennsylvania law, you would discover that the auction law provides that we would grant any auctioneer the right to sell in Pennsylvania as long as the state from which he comes will allow Pennsylvania auctioneers into that state. We wanted to elevate the profession to the place that the man coming into it would be qualified. It would not be just a matter of someone's getting up before an audience. The man who comes into Pennsylvania will be qualified. He must have two years experience with another auctioneer and a term at auction school.

We are acquainted with the undertaker and the doctor. How many of you would want the unqualified 'doctor' treating you? We know that a doctor is qualified or he cannot hang out a shingle. If medical laws were abolished, there are many who would be practicing medicine. If we went into a town and needed a doctor quickly, we would want to know that he was licensed. An undertaker used to have to also operate a furniture business to make ends meet because anyone could be an undertaker. Now he is protected because undertakers are required to have licenses.

At one time when the first super markets came out, the local grocery store tried to get a law to prohibit them. The local merchants had to wise up and do a better job of merchandising or they were out.

I would not enjoy this fellowship with auctioneers if I did not feel that the profession deserves to have some control over the type of men who try to enter the business. God started a nation without laws, and then had to send Moses up on the mountain to get laws.

We are all so afraid it is going to cost us something. There are always some people who cannot get the idea

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into their hearts that you cannot help others without helping yourself.

Why are there so few auctioneers who have offices staffed with a secretary, etc? Because our business cannot afford such because of the lack of legislation.

License laws would be a guarantee that auctioneers would be qualified. I am not interested in restrictive legislation, I am interested in protective and elevating legislation . . . the kind that will attract bigger and better men into the profession.

I want the kind of legislation that will give the satisfaction of knowing that it is a profession on a high level. Let's be progressive. Let's go forward with sane, sensible legislation that will not only protect but elevate the profession which we are so happy to be a part of.

NEGATIVE

Col. H. W. Sigrist, Indiana

It has been proposed that we have a uniform license law for auctioneers. This is about as possible as leveling off the Rocky Mountains with a spoon. That job could be done about as quickly as we could make a uniform license law in the 48 states and the territories that would be equitable and fair and just in Washington as well as Florida as well as Texas and Maine. Conditions are different in various parts of the country. The first speaker on the affirmative has spent a lot of time on this and has a wonderful manuscript. I couldn't catch him for dust. The second speaker on the affirmative, Mr. Lyons, made a half and half talk—half for the negative and half for the affirmative. You think that is a bit humorous. I may do the same thing.

Time was when an attorney only needed to go before an official, a judge, or a justice of the peace, and have two fellows swear that he had a good moral character and he could be a lawyer. Time was that if you had a little old satchel and filled it with aspirin you could call yourself a physician. You and I agree that we do not want that kind of doctor. Neither do we want that kind of a lawyer to defend us (especially when we are in the wrong). If the ques-

tion at issue was the qualifications of an auctioneer, I think I might be able to say something reasonably constructive on that point. I would go along with my friends on the affirmative in saying that I would favor a law whereby a man to become an auctioneer had to have certain training and ability before he could go out and handle the other fellow's money. If you are talking about a license law that will keep somebody from coming over into my town, I am not in favor of that. Let's let the best man win. We have not been given the same standards of education, brains, etc. Some of us cannot expect to do what somebody else can do.

In conclusion, if somebody knows more about pedigreed cattle than I do — if he knows more about handling a sale of furniture or any other product, I believe I should admit it. I should help him. If we cannot get along, God pity us because there is room in this big country for everybody who conducts himself as he should. There are mighty few starving to death in the auction business so I say, "Let the Best Man Win."

AFFIRMATIVE

Col. Homer Sparks, Pennsylvania

I want to ask you one question: Are we as a national organization in step with the modern times? If we are not, we are not going very far. My worthy opponents has come up here and said, "Let the best man win." I heartily endorse that. On what basis should he win? I say that he should win on a competitive basis. What is a competitive basis? When you send your boy to the auction school and spend your good money or you yourself go to an auction school and spend your own good money and come back, go out and book a sale and you do okay; then you come home that night, pick up the paper and read where so and so has booked a sale and you discover that he is no one but the guy who cried the pie social down at the local church. That is the extent of his education. Are you going to place your ability on the same level as the "pie social graduate?" That is not competition. That is a degradation of the profession. This pie social graduate can

go out and sell his services for a mere nothing. He preys on the widows and orphans and the people who can afford to pay for his ill gotten gain.

Anybody can become an auctioneer. If that is the kind of competition that we want, I am surprised. Let's get in step with the movement of time. Do you know that we are building America at the rate of 4,000,000 souls every year? We have got to demote these primitive customs. Let's elevate our sites and get in step with the modern times. When you start to clothe and feed that many babies every year, what does that mean?

We have got to make provision every year for a city 8 times the size of Kansas City. We have got to make laws that will keep us within bounds. It does not stop there. If you build you must preserve. As we go, we have to preserve what we build. If you think you can run an organization without law to control it, you are just like a ship without a sail or a shirt without a tail. You can see where you are going but you cannot see where you have been.

I have read in The Auctioneer the different comments that were made about the proposed law of the State of

New Jersey which our Pennsylvania law parallels. The thing that I can see from the commentators is that they don't understand it at all. When you do not understand, you fail. If you were to take time and give careful consideration and thought and pick this law apart, you would be in favor of it. I talked to auctioneers after the Pennsylvania law was defeated. They did not understand it.

Every auctioneer should be qualified. If he is qualified, then he should not fear his profession. Laws would benefit the instructors of the auction schools.

I hope I live to see the day when we can have a universal law that does away with vicinity laws. These are not fair.

We are not proposing a law to control what few rights you have. We are proposing a law to preserve them. If you preserve what you build, you will anchor our growth on a foundation that will last.

NEGATIVE

Col. C. B. Smith, Michigan

Well, you folks finally had to resort to listening to a pie social auctioneer.

IT PAYS TO ADVERTISE IN The Auctioneer

BECAUSE—

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

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

IN UNITY THERE IS STRENGTH

I was raised down in Kentucky, had to leave school when I was in the 6th grade and I did not get any education after that except what I got out in the country working in the field of whatever I chose. I am not going to compete with these orators. I am just going to try to give you a view of the pictures as I have seen them.

I do not think that any laws that we are going to write are going to make auctioneers out of anyone. No law that we write is going to change any city ordinance.

It was my privilege for six years to serve as Commissioner of Agriculture for the State of Michigan. Many laws came up. These were to supercede the laws on the books. I never in those six years saw any law passed that was not an addition. We had so many laws that even with a good attorney we were not always sure whether we were right or not.

I have worked with one of the breed associations for a good many years—the dairy breed. This breed has written a code of ethics. This has not changed the position of the association one bit. The people on the bench are going to write the laws. If you are not a good auctioneer, you are not going to be invited back. Only twice in my travels was I ever prohibited from selling a sale because of a local law. If you allow the people who are going to write the laws to write them you are going to have just such a situation as some of us have run into.

Our good opponents were talking about doctors and their licenses. Sure, we want a good doctor. They are dealing with human lives. If we are not good salesmen, there is no license law in the world that is going to help us. I have seen some barbers who had licenses that I wouldn't let cut my hair again. You would not want any kind of license that would prevent your local doctor from calling in a specialist from Rochester, Minnesota, if you needed one. That is what a lot of license laws in the auction profession are for—to prohibit auctioneers from traveling from one state to another to sell. If you are a good auctioneer, I don't think you have to worry about the competition. You are

going to lose some sales but the only people who can tell you whether you can be kept out are the people you work for. If they don't want you they will find a way without any laws to keep you out. Neither is there any license law in the world that will keep the crook out. They will be the first fellows to get the licenses and who is going to say who will be an auctioneer and who is not.

Your talk about your years of apprenticeship don't mean a thing if you don't have the qualities it takes to be a good auctioneer. You cannot legislate a good auctioneer.

The public is going to employ the man that they think can get the most money for them. I know that many of the auction laws that were started, especially in our state, were to keep people out—not to protect anyone except the merchants who brought the law about. It was my good fortune to find out about it the day it went to the committee and we got the teeth taken out of it.

You can talk all you want to about license laws for auctioneers. The people who have the millions to spend, who entertain the legislators and not you fellows, are going to make the laws. We do not need any more laws. If we could get about 9/10 of the laws taken off the books, things would be a lot better. We as auctioneers are not ready to have the politicians legislate us and that is exactly what they would do. The politicians write the laws — not the people.

REBUTTAL—AFFIRMATIVE Col. Frank Sloan

I have the highest respect for the three gentlemen who appeared before us. They are dealing strictly in conjecture and not in facts. They are reciting to you their life experiences. We have young men who will engage in competition on an entirely different basis than on the arrangements in which they have practiced.

Mr. Gordon asked the question—"Why do laws exist?" Not why—but they do. They are detrimental to our profession. Col. Sigrist, the constitutionality of the auction laws is no different from any other law.

IN UNITY THERE IS STRENGTH

From what I have heard, you people are not taking advantage of the biggest thing that exists in this organization. You are not reading your "Auctioneer." That is the Bible. That is the pillar. Thank God the editor has the courage and conviction to publish what we send him.

Smith admitted self incrimination. This proves it is the only legal or recognized way of amending such laws as you would like to have. The National Auctioneers Association will make these laws. When we permit ourselves to get to the place where we cannot control this, it will be too bad. I do not accept that we cannot until we try. I believe that a picture should be taken of every state's laws in the country—only then will we be able to recognize and determine what we don't want.

They said that we were presenting a plan to bar out other auctioneers. We are proposing a reciprocal law between states.

REBUTTAL — NEGATIVE

Col. Jack Gordon

My worthy opponent said that you do not read "The Auctioneer." I believe that might be true. If he read the issue of "The Auctioneer" that appeared in March, the article written by George

Michael, president of the New Hampshire Auctioneers Association, he would really have very little to talk about.

They pretty much decided to approach the problem positively rather than negatively. In other words, rather than say "no" to competition, they asked the New Hampshire auctioneers to go out and prove themselves better. Anyone can hire anybody with no legislation.

RESULTS OF THE DEBATE:

The three judges voted for the Affirmative — 2 to 1.

The audience voted for the Negative — 100 to 49.

Col. Guy Pettit asked that the vote be cast only on the merits of the debate and not in expression of personal opinion about the issue at question.

Owner (to jockey)—"How did you win? The horse was lame!"

Jockey: "I kept whispering in his ear: 'Roses are red, violets are blue, horses that lose are made into glue'."

A man and woman were sitting side by side in a doctor's waiting room.

He turned and said: "I'm achin' from neuralgia."

"Hello," she replied, "I'm Bubbles from the candy store."

FOR GRAND ENTERTAINMENT

AND LAUGHS GALORE

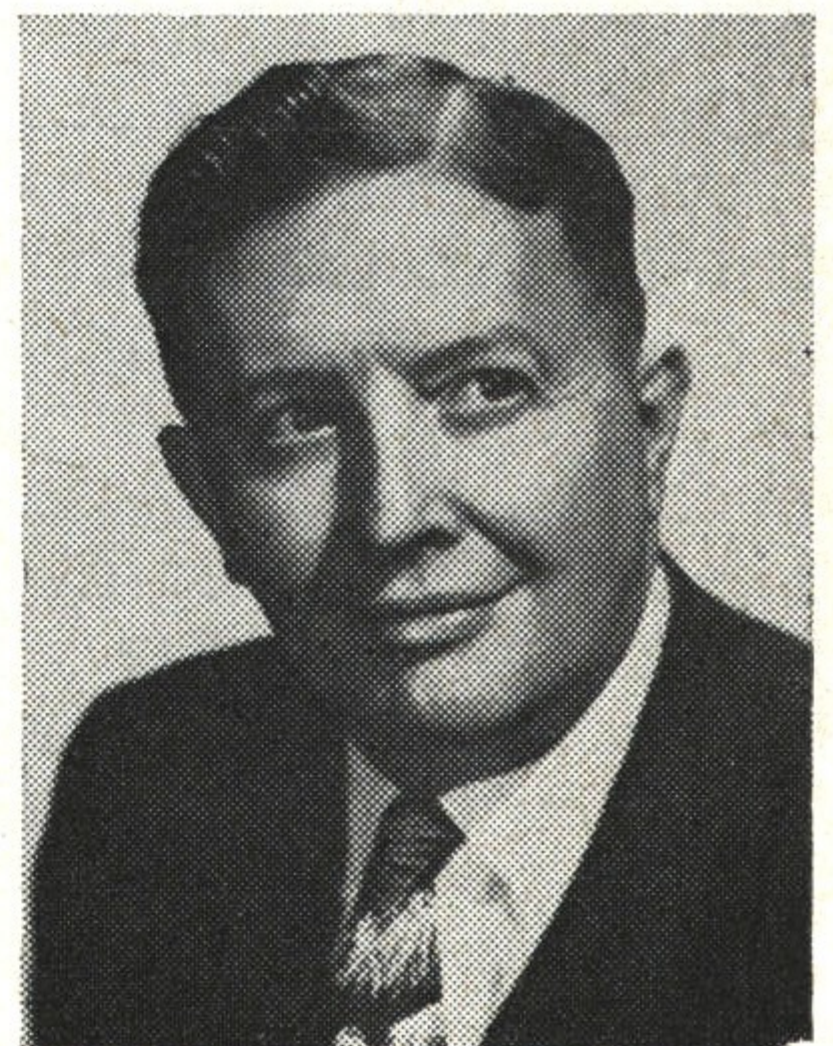
SEE AND HEAR

James K. Thompson

World's Greatest Card Expert
and . . . Humorist

ENGAGEMENTS FILLED INCLUDE:

National Auctioneers Association
Nebraska Auctioneers Association
Cincinnati Rotary Club
Greater Buffalo Advertising Club
Milwaukee Kiwanis Club and many others.



For open dates, fees and other details wire, write, or telephone

EASTERN

McGuire and Paxton
205 Claypool Hotel
Indianapolis, Indiana

WESTERN

Grossman Entertainment Service
Royal Building
Des Moines, Iowa

You Are Important

Taken from an Address by Col. John Rhodes at the 1956 National Convention

I can recall my first auctioneers convention at Asbury Park, N.J. We sat around three or four hours before we found anyone with a lapel button from the auctioneer's group. If you saw me standing with my mouth open this morning, I was marveling at the wonderful crowd that is attending this convention. It was unbelieving that the organization had made such strides in the last few years. It has been my misfortune to miss the last three conventions. I am heartened to find such an improvement in the crowd.

As I anticipated attending this year's meeting, I got to thinking about the type fellows who would be here. To meet some of you is a thrill to me. I look forward to seeing you. You have written your names indelibly on the hearts of all the people who have ever been interested in the profession.

There is another class of people who make up the auction profession in the majority. These people never get very far away from home. I felt since there are so many people who are in about that same category as myself that I would just talk tonight to the common fellow. The Lord must have loved the common man. He made so many of them.

An auctioneer ought to be one of the happiest people on the face of the earth. I believe if a law were passed that prevented auctioneers from making more than \$5 a day, not many of you would quit. You are auctioneers because you have chosen to be. Many of you were hooted at and laughed at by the people whom you told of your intention to become an auctioneer. There are a lot of people on the outside who look at an auction school and wonder what goes on on the inside. If more people realized how clean a business it is, they would have greater respect for it. The type of work we do is a challenge all the way through. We are living a life entirely different from all the rest of the people. We should be the happiest people on the face of the earth.

I am of the opinion that some of those big named auctioneers who are sleeping miles away from home many nights of the year would often like to trade places with the other auctioneer who is at home with his loved ones.

They mention jealousy. They say we cannot have a local organization or a state organization because we would be meeting with our competitors. We would be in a whale of a fix if we were the only auctioneer. We'd be worked to death.

As to the amount of money you make, your son would rather have you fix his motor bike than to hear you say you "made \$400 today." Pretty soon we wake up and our children are grown and married. They have to be intelligent, and if they are, they can make their own money. Kids are not interested in your money. They would rather have a little bit of you. Isn't it a shame if your wife has to tell the kids, "You can't see Daddy now but pretty soon he'll die rich." Nobody on earth can take your place in the minds of your children or your wife.

There is nobody in your community who can carry as much weight as you carry if you want to carry it. You can call everyone by his first name. They look at you as though you are somebody on a stick. And anyone who has courage and stamina enough to stand before a crowd as you have, has what it takes to be a leader. Your community needs just such a fellow as that. Your community is not what it should be if you are not taking the time to participate in its affairs. Likewise, your school is not what it could be without your interest.

Folks, when it is all said and done, we have to lay it down. The kind of a young man we are will determine what kind of an old man we will be. Let's have a really rounded out life. Let's take our places in our local communities, be pals with our kids, and give ourselves to the things that are really important in life.



After an absence of three years, Col. John Rhodes of Iowa, former Editor of 'The Auctioneer', returns to address the 1956 Convention under the stars at Fulkerson Place.

Heard At The Convention

We started back in 1946 in St. Louis. I went to see what men were doing about the profession of auctioneering. I think I realized that two men present were making a living out of the profession. These two were very talented auctioneers. So I continued to attend the convention to see how many more would come who were "professional" auctioneers. I call a man a professional auctioneer who has no other hobby.

Our organization has come a long way. It is indeed a pleasure to come to Kansas City like last night and go out to Jewett Fulkerson's place and to have such top flight auctioneers in our association as he is. It has taken some twelve years to get those men working with us. It seems as though when they come to one convention and work in it, they al-

ways come back. I am talking of such men as Chet Drake, Jack Gordon. Now we have top flight men in our organization from all over America.

This is a real step forward.

Col Walter Holford, III.

★ ★ ★

Regardless of how much money it costs to attend these conventions, I feel that we cannot afford to miss them. You receive a spark from these events that causes you to get out and get a few extra sales. I wish to encourage each and every one of you to always plan your sales so that they will not interfere with coming to the convention.

I was very favorably impressed last night by a statement made by Jim Anderson in speaking about the convention. Jim said, "I have never attend-

ed a convention before that was carried on 1/10 as well as this convention. It has been like a family reunion."

Col. Jim Tindall, Florida

★ ★ ★

The ones who really need the convention are not here. It is up to us to get them here in the future. We can do more through a strong auctioneers association than any other way.

A year ago we decided upon a resolution to appoint a committee of qualified men to draw up qualifications for a good auction school. Today we have several good auction schools. I believe it would be a good idea for a representative from the National Auctioneers Association to attend a session of each auction school, so that we can then publish a list of "approved" auction schools in the United States.

Col. Carman Potter, Ill.

★ ★ ★

There are several things that a person should do to become a dairy cattle auctioneer.

1. He must become trained to recognize "type".
2. He must keep up with the bloodlines, production, and pedigrees. He must know the cattle families.
3. He must know what the people expect out of certain animals.
4. He must keep up with the operations of the breed.
5. He must be able to adjust to the people when he goes into a new community.
6. He must be able to know when the bidder is through.

Col. Ray Elliott, Ind.

★ ★ ★

There are 2,322 existing operating livestock auction markets located in every state in the union. Last year they sold a volume of cattle and calves $\frac{1}{3}$ in excess of the terminal markets. ($\frac{1}{3}$ less hogs and sheep).

Reason: There is a decentralization of marketing the livestock because of a better recognition of the integrity of the auction profession.

Tad Sanders, Exec. Sec'y. American National Livestock Auction Assn., Inc.

You cannot scold people out of sin, or into Christianity.

HORSE PLAY

When you go to a business meeting you plan on nothing but business. But, every once in a while some little incident happens that is off the record such as this one.

You have heard of "puttin' in your two cents worth." At the 1956 convention Mrs. Bess Gordon went that one better—she put in her three cents worth. This happened during a breakfast meeting (hastily called) of the Auxiliary officers and directors.

Mrs. Gordon ate her breakfast before coming to the meeting. When the waiter arrived with the first tray of food our subject remarked, "I spent 97 cents plus tip out of my own pocket for my breakfast." After mentioning this fact several times she excused herself to make a phone call. The phone being out of hearing distance from the rest of the group, plans were made to take up a collection in order to reimburse her with the 97 cents. Seeing the offering being taken, she hurriedly completed her phone call, returned to the table and said, "Now girls, I want to put in my share," unsuspecting of the reason for the offering.

Reaching for her purse, Mrs. Gordon asked, "What is this collection for?"

"It's for you, we don't want you to feel so badly about the loss of a free meal," was the answer.

This was when the lady from Chicago proved she could handle the situation. "Please put in the minutes that I, Bess Gordon, donated \$1.00 to the Auxiliary," adding, "Provided I can find three cents," which she did.

The minutes read, "Mrs. Bess Gordon donated 3 cents of her own money plus the 97 cents given her through a collection taken up for her at the business meeting to repay her for the money she spent for her breakfast, making a total of \$1.00."

The Auxiliary says, "Thank You."

(Signed) the SNOOPER

DEFINITIONS

A pessimist is a woman driver who is sure she can't park her car in a tight place. An optimist is a man who thinks she won't try it.

Convention Comment

HOTEL PRESIDENT

Fourteenth and Baltimore Avenue
Kansas City, Missouri

July 26, 1956

Mr. Jewett M. Fulkerson
Fulkerson Place
Liberty, Missouri

Dear Mr. Fulkerson:

With the closing of the 1956 National Auctioneers Association Convention held here at the Hotel President, the mutual feeling of the Hotel Management and staff is perhaps best expressed by the old adage "All good things must come to an end."

We wish to take this opportunity to extend our sincere thanks and appreciation to you Mr. Fulkerson, to Colonel C. B. Drake and members of your organization, for meeting with us in 1956.

We will long remember the fine group of people who were our guests on this occasion. Our sincere hope is that your members enjoyed the accommodations here at the Hotel President, and feel that this has been your most successful convention.

It is our utmost desire to continue to merit your excellent patronage in the future, and we trust many occasions will arise whereby we can be of service to you and members of your Association.

Again thank you, and best wishes for the continued success of your Association.

Best personal regards,

Yours sincerely,

Harold Bosworth,
Catering Manager

HB/ss

* * *

CITY OF KANSAS CITY, MISSOURI

29th Floor, City Hall
Kansas City 6, Missouri

July 31, 1956

Colonel Jewett M. Fulkerson
Liberty
Missouri

My dear Colonel:

Grateful acknowledgement is herein made of your communication of July 23, 1956. Likewise I am acknowledging your

personal check in the sum of \$100.00 made payable to the Mayor's Christmas Tree Fund which is a tax deductible item and will be added to that important philanthropy.

I had a thrilling experience with you and your colleagues of the National Auctioneers Association in their national conclave. It was a delightful group of personalities and I appreciated greatly their wholesomeness.

If I was able to render any service to you and those related to the convention then I am well satisfied and fully repaid for the time and energy devoted to the group during their deliberations. I recognize fully that you were the human engineer behind the entire project which made possible this handsome gift for the Mayor's Christmas Tree Fund.

I do hope our pathways of life and living will cross often in the days to come. If I can be of service to you please have no hesitancy in commanding me. It would be a distinct pleasure and privilege to serve.

Faithfully your friend,
H. Roe Bartle
Mayor

HRB:wio

* * *

HARRY S. TRUMAN

Federal Reserve Bank Building
Kansas City 6, Missouri

July 27, 1956

Dear Mr. Fulkerson:

I can't tell you how completely overcome I was to witness that auction for the Library. It is one of the finest things that ever happened to me and I didn't expect it.

Sincerely yours,
(Harry Truman)

Mr. Jewett M. Fulkerson
Liberty
Missouri

* * *

McCONKEY ARTISTS CORPORATION

12th and Walnut Building
Kansas City 6, Missouri

July 23, 1956

Mr. & Mrs. Jewett Fulkerson

IN UNITY THERE IS STRENGTH

Fulkerson Place
Liberty, Missouri

Dear Mr. and Mrs. Fulkerson:

I would like to thank you very much for the excellent cooperation you gave me in arranging the entertainment for the convention. It was certainly a pleasure working with you and with everyone connected with it.

If you were pleased with the entertainment presented, I would appreciate hearing from you, as I have a file of complimentary letters which I use for future references and would like to add yours to this collection.

Thanking you and with kindest personal regards, I am

Sincerely,
McCONKEY ARTISTS CORP.
By: Dave Bender

DB/mfs

* * *

Dear Col. Hart:

My hearty and sincere congratulations to the Missouri Auctioneers Association and to the officers and directors of the National Auctioneers Association for the outstanding success of the truly educational and highly entertaining program provided all of us by the National Convention at Kansas City.

It has become traditional in our Association that each year the convention surpasses the preceding one, and this year's program topped them all. The entire membership present at Kansas City were **many times repaid**. Any auctioneer who did not attend this convention, **LOST!**

VERY SPECIAL MENTION should be made of the most generous hospitality of Col. and Mrs. Jewett Fulkerson of Liberty, Missouri, who royally entertained the entire convention at their beautiful country home on Thursday evening. **ALSO**, a bouquet of orchids to the Missouri Association for providing the splendid, high-class entertainment on Friday evening.

Again I say that those who missed the convention, **LOST**.

Sincerely yours,
Dan J. Fuller
Albion, Nebraska.

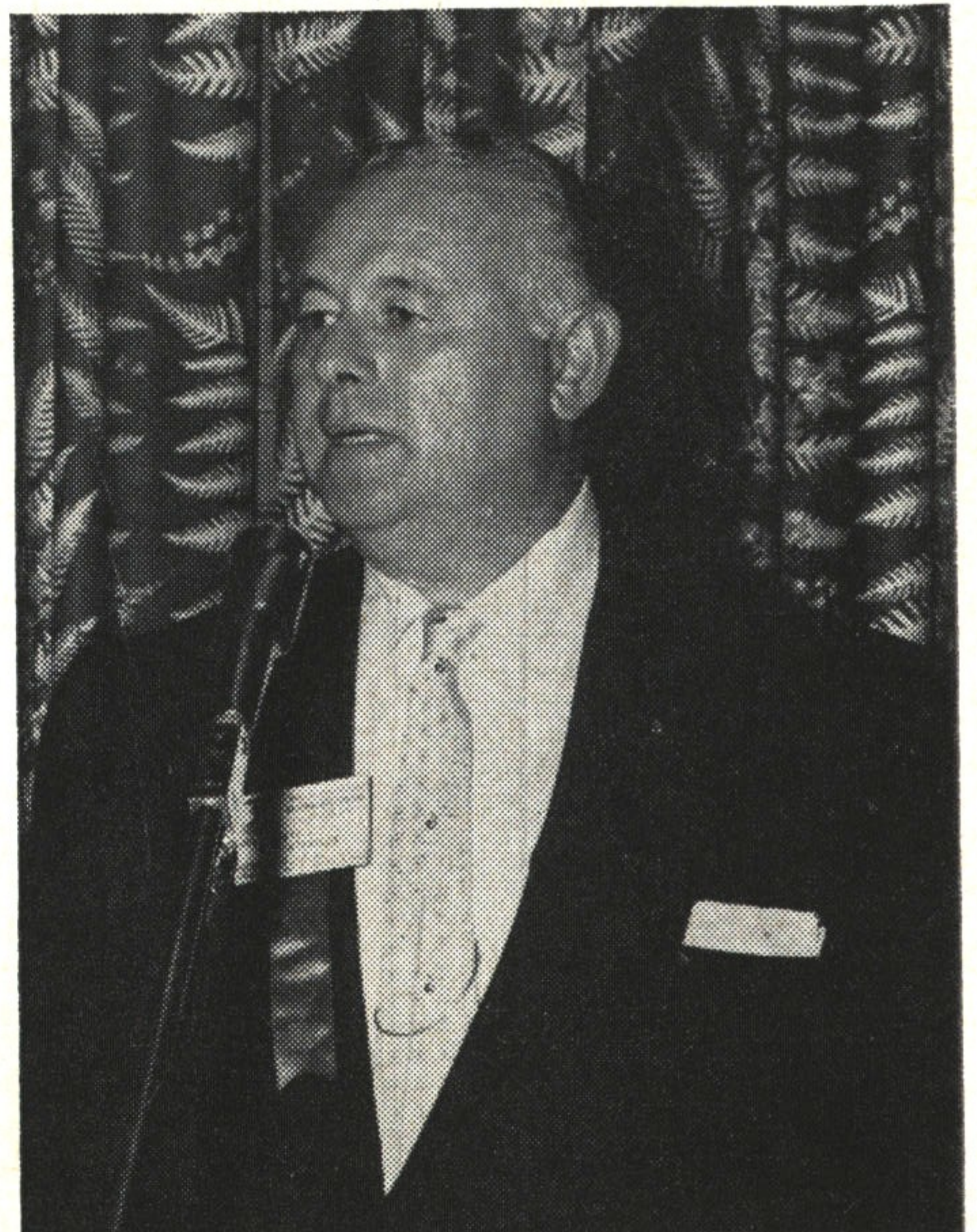
Dear Secretary Hart:

It gives me a great deal of pleasure to address this letter to you to relate my appreciation for the courtesies that were extended to me in attending your recently concluded convention here in Kansas City. I enjoyed the entire occasion very much.

I was particularly impressed with the manner in which the convention was planned and conducted. The details were smoothly handled in every respect.

As I have told your recently-elected President, I hope that you will feel free to feel in respect to our Association, that it stands ready and willing to cooperate with your Association in all those matters of mutual interest as they arise.

Sincerely yours,
C. T. 'Tad' Sanders
Executive Secretary
American National Livestock Auction Association



Col. Louis L. Stambler, Honolulu, Territory of Hawaii, first Hawaiian Auctioneer to become an NAA member, first to attend an NAA Convention, was also the auctioneer traveling the longest distance to attend the National Convention.

How Profiteth It Me?

By COL. HARRIS WILCOX,

Bergen, N. Y., 1st Vice-President, National Auctioneers Association

To those of us who have tried to sell memberships in our State or National Auctioneers Association, we often hear the question "What Will It Get Me?" As I was enjoying the various highlights of this year's Kansas City Convention, this question echoed in my ears. I am convinced that no auctioneer could attend this year's convention without going home a better man and a better auctioneer. The fellowship of fellow auctioneers, the educational speeches and the social events all added up to a wonderfully inspiring experience.



The thought occurred to me that I wished every active auctioneer in America could contribute to and receive the stimulation of this convention.

The auction business is a great profession. Its opportunities are unlimited. It is my conviction that through the

power of organization, the profession can be elevated to a point where the auction method will play an ever greater part in our American way of life.

The auction business has been good to many of us. I believe we have an obligation to it. The inspiration of the convention and its effect on young men in the business warrant our presence and loyal support to the organization.

Many of us were born with selling in our system. It is a gift from God. We did not acquire, although we may have developed it. We should be good stewards of our talents. I am afraid too many of us think only of ourselves and not nearly enough of the service our profession can render our fellow men. Surely only through working and giving to our organization, can we reap the great benefits which are to be derived from its fellowship. It is a great fact of life that only through giving, do we receive and we can't really give anything away.

WHO AM I

I am more deadly than bullets!

I am the acknowledged worst enemy of my cooperative!

I lurk in unseen corners and do my work confidently!

You are warned against me, but I heed no gentle reminder.

I am the most destructive force at work today in killing my organization!

I am the personification of pessimism!

My specialty is destruction — not construction!

I am the member whose slogan is:

"WHAT DO I GET OUT OF THE ASSOCIATION?"

THINGS WE NEED

The things we need are very simple things;

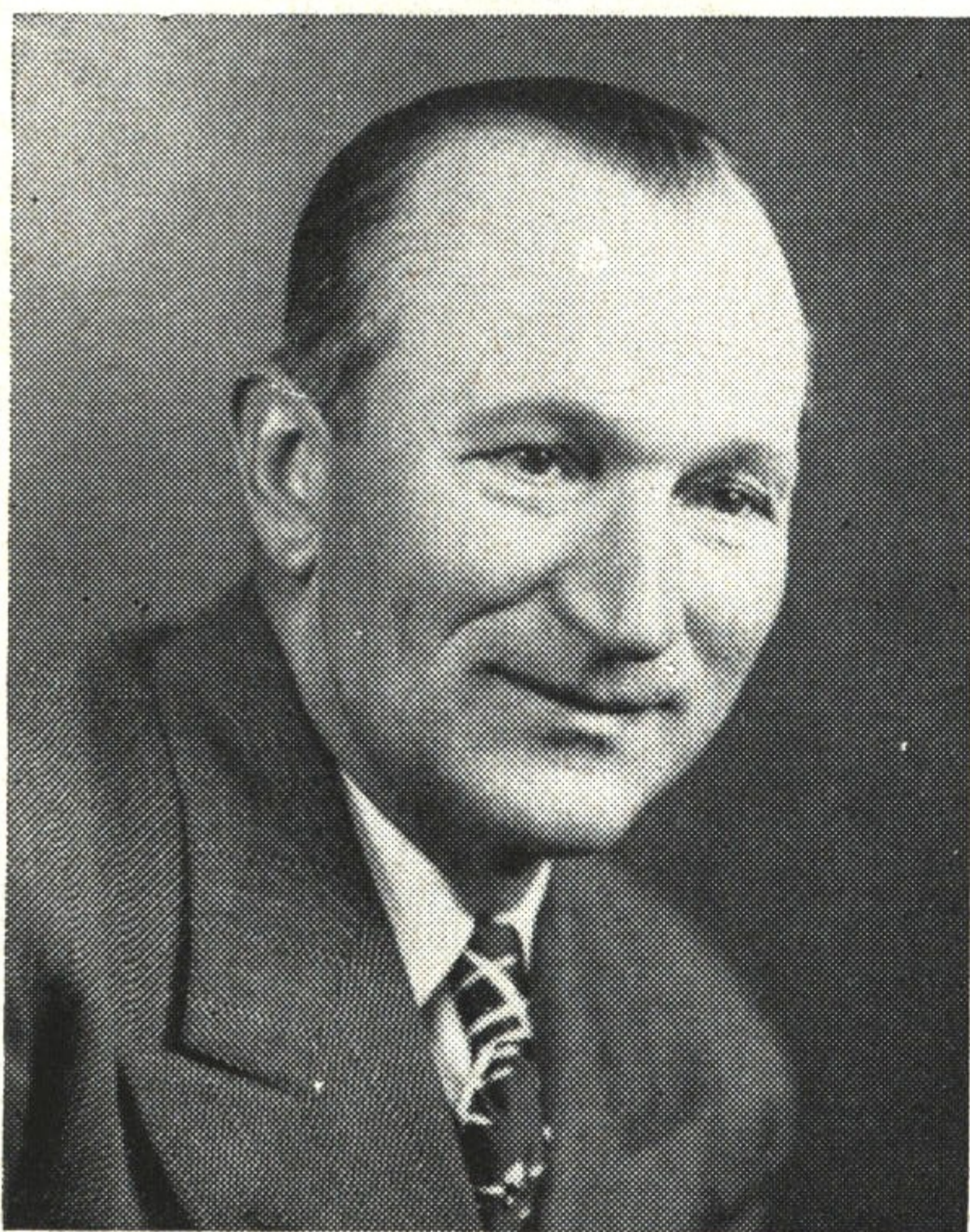
Respect for human life and honest labor,

A proffered hand—no prompting from the wings,

A better casting in the role of neighbor.

Col. S. C. Sprunger Takes Own Life

Briefly we would like to remark about the passing of one of Ohio's most prominent and well-liked auctioneers. "Cy" Sprunger was found on Friday morning July 13, at 11:55 in a secluded spot, where he had taken his life with a .38 caliber revolver.



Col. Sprunger was best known for his auction sales at Kidron, Ohio, which he started in 1925 with the purchase of an auction block for \$5. This grew into the Kidron Auction Sales which now serves as a model for similar projects.

He was born June 17, 1898. His formal education included training at Bluffton College, correspondence course from The American Auction College at Davenport, Iowa, and in 1929, graduated from Reppert School of Auctioneering.

He was a member of the Salem Mennonite Church, Cedar Lodge F. and A.M. of Orville and Nazir Grotto of Canton.

Col. Sprunger served as president of the Auction Sales Association, Inc., from 1939 to 1945, and as secretary of the Auctioneers Association of Ohio from 1942 to 1945. He was also an active member of the National Auctioneers Association.

Surviving are his wife, two sons, John

Earl of the U. S. Coast Guard, and Walter Frederick at home; a daughter Donna Belle at home; four brothers, Harvey, Clyde, William and Earl; and three sisters, Mrs. Robert U. Leichty, Mrs. Bruce Weaver and Mrs. Ross Wyre.

Peter Short Dies

ARCHBOLD, O.—Peter J. Short, 74, lifelong resident of the Archbold area and one of the best-known auctioneers in northwestern Ohio, died July 6 in Detwiler Memorial Hospital, Wauseon, where he had been a patient five days.

Mr. Short, who was born on a farm near here, had been an auctioneer and real estate broker since 1908. He also operated several farms.

Hoffman Wins Case

The results of the trial of Harry L. Hoffman, trading as Hoffman Galleries, versus the State of Virginia and the City of Norfolk resulted in a decision in favor of the plaintiff, Col. Hoffman.

This case has been brought to the attention of all auctioneers through various issues of "The Auctioneer" as well as personal letters to many of the auctioneers in the State of Virginia. An unfavorable verdict would have seriously jeopardized the auction method of selling, not only in Virginia, but all over America. However, with the judge deciding in favor of Col. Hoffman, it has established a precedent which will be of untold value during the next few years.

Basis of the legal action was the fact that the City of Norfolk was forcing Col. Hoffman to pay a tax of \$100 per day over and above all other City and State license levies. In other words, the State was issuing a license permitting one to sell at auction and the City was taking this right away from him.

We have continually warned auctioneers through the pages of this publication that if they sit by and do nothing their rights will be

gradually taken from them. The Hardware Dealers Association, supported by the jewelers, sponsored legislation in many states the past two years that was detrimental to auctioneers. Wherever auctioneers asked for their rights to be observed the legislation either died in committee hearings or was amended favorably to the auctioneer. In other places the laws are on the books and will remain so until some auctioneer goes to the trouble and expense of proving them to be class legislation.

Col. Harry L. Hoffman certainly deserves the thanks and congratulations of every auctioneer in the country for insisting on his just rights as an auctioneer. Even though he won his case, it was expensive in both time and money. Why don't you write him. His address is 324 W. Olney Rd., Norfolk, Va.

New Feeder Cattle Sales At Chicago

Four big events featuring feeder cattle from the western states are scheduled at the Chicago Stock Yards during September and October this year.

Sponsors of the 3 auction sales, and one combined show and sale, announce that this enlarged program is designed to provide a series of practical sales outlets for feeder cattle producers and also a dependable source of supply for cornbelt and eastern cattle feeders.

The sales are set for Sept. 13, Sept. 27, and Oct. 11. Officials of the Chicago Stock Yards point out that they are specially planned for feeder cattle raisers who do not wish to take part in show competition.

The 12th annual Chicago Feeder Cattle Show and Sale will be held Oct. 25 and 26. This show-window event of the feeder cattle trade is the country's largest.

**YOU MISS
SO MUCH**

*When You Are
on the Outside*

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

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.



They filled the Ballroom of Hotel President, Saturday noon at the Luncheon sponsored by the Auto Auction Owners and the Auction School Owners. Honorable Harry S. Truman was guest speaker

We Can If We Will

By COL. C. E. SANDEFFER
Secretary, Kansas Auctioneers Association

As Col. Coats suggested (or demanded), I have placed my "Pants on a chair", and will try to contribute a little to the publication.

First, I want to compliment the National Officers and the Auctioneers of Missouri on the program and meetings at the Convention in Kansas City. It was as good as any, better than most, conventions we have had. I heard many compliments on the Convention. It will be hard to top it this next year.

Next year in Michigan, we should have twice as many in attendance and we can if we all do our part, by getting at least one new member for the National Auctioneers Association, and if everyone will keep their promise, that they made at the last convention, WE CAN DO IT.

I feel that the State Associations can do much to help this program along, by working on the idea of getting more members in their own association, and then get the State members to join the National.

Here in Kansas we have what we think a part answer to this idea, it has worked almost 100% for us.

Our regular State membership fee is \$10.00 per year, including a year subscription to the "Auctioneer", then if they join the National, it is \$5.00 more per year, making a combination membership of State and National for only \$15.00. We think this idea gives the members more for their money and keeps the interest up in the profession.

We feel that by building up the State Association we can get more interest in the National Association, and some day in the near future we can have all Auctioneers in the State belong to our State Association and National Association.

When professional men see what an association can do for them you will have no trouble in getting their membership, so you have to have something to give them for the money they spend. I think we have it here in Kansas, by

giving both memberships, plus cooperation and closer association of all members.

Now the subject of laws and licenses have come up in several meetings and conventions, this is my idea of how it should be taken care of.

Each state should take care of its problems, at this time, as The National Association is not large enough in membership, to give any help on this subject. The National should be at least three times as large in membership as it is now, to even start to help in any law or license question.

But each state, by enlarging the membership and getting state members to join the national, this can be worked out in the future. No state has the same problem on this question.

We also need more states to organize, then when all the states get an organization, the national will get larger.

As a suggestion, each state should authorize its secretary to get in contact with all the auctioneers in their state, tell them the advantages of joining the association, State and National, and invite them to meetings so they can see and hear what is going on in the association. This is the way we did it here in Kansas and are still doing it. We get a few new members each time we send out a piece of mail to new prospects. Also, talk to your fellow auctioneers and find out why they will or won't. Also, if the state next to you does not have an association, get several auctioneers of the state together and help them get started. It will help your state in the long run.

The reason I have gone into this idea so much as I have is that I know and think most of you know that state and national associations are still in the state of babyhood. THE TIME HAS COME TO GROW UP. Look at the other professional associations and see what they have done for each profession they represent. We can be as strong as any and stronger

than most if we get out and work.

The whole idea is to set this association up as our Government is set up. The problems of each local district is different from state problems and the national problems but they can be worked out if we set up in a way that will benefit all concerned.

Now I know you have an idea on this subject, so let us hear from you. Write your reply to this publication. The editor will be glad to print any or all replies to this article. I would like to get a debate started on this question through this publication. I don't know if this will be approved by the editor and the officers but it would be the best way to get all your comments on this question.

Safety First

Traffic Cop: "Lady, don't you know this is a safety zone?"

Woman Driver: "Of course I know That's why I drove in here."

California Group Installs Officers

M. W. Zimmerman was elected president of the Southern California Auctioneers Association, Inc. at a recent meeting. He and other new officers were installed at a banquet and dance July 14.

Other officers include Wally Sackin, vice-president; Maurice Schwartz, secretary; Joe H. Abrams, treasurer; Marvin Serin, sergeant-at-arms, and Sid Ostrow, A. N. Abell, Mannie Feigenbaum, Jordan Grinker, Nathan Latman, D. B. Lewis and Bob Sartain, trustees.

Satisfactory Money

A firm advertising their product, once stated: "Money returned if not satisfactory."

Someone applied for the return of his money, and the reply he received was: "Your money is quite satisfactory and therefore we decline to return it."



Col. U. S. Clay, Shelbyville, Indiana, attends his first Auctioneers Convention and is honored by being the oldest auctioneer in attendance. This is living proof that a man never becomes too old to become a part of this grand organization.

Livestock Auction Markets Launch Plans Of Greater Marketing Service

American National Livestock Auction Association members adjourned their first annual convention last month in Denver following their organization from the merger of the two existing national associations of livestock auction markets in April.

Don Collins, president of the American National Cattlemen's Association, and Ed Karlen, vice-president of the National Beef Council, were featured speakers on livestock matters.

With a willingness to assume an expanding responsibility to the livestock public as the largest form of marketing service, composed of 2,322 auction markets selling 33 per cent more cattle and calves last year than the terminal markets, the auction markets resolved to actively support all producer directed product promotion programs. In a highlighting resolution, they unanimously adopted a two-part resolution pledging themselves to collect producer funds from proceeds of sale under producer adopted plans of merchandising and promotion and to fully support the efforts of the livestock producers to remove present obstacles and objections to such plans raised by the packers and Stockyards Division of the Department of Agriculture. This support will be rendered in scheduled Congressional committee hearings looking into the application and administration of the Packers and Stockyards Act.

A current survey of the auction markets now underway reveals in the preliminary stages that the livestock auction markets came into existence following adoption of the Packers and Stockyards Act in 1921. The rules and regulations promulgated under the Act are working to the detriment of the livestock producers in many instances at the livestock auction markets because of their method of market service operations.

The new officers of the association elected are: E. W. Alberding, Kiowa, Kans., president; Forest Noel, Lewis-

town, Mont., vice-president; and Cecil Ward, Gainesville, Texas, secretary-treasurer. C. T. "Tad" Sanders, Kansas City, Mo., was retained as the executive officer for its offices recently established in Kansas City.

As a result of a year's study by a special committee under the chairmanship of C. O. Emrich, Norfolk, Nebr., a code of business standards for livestock auction markets was adopted. For the first time, an auction market and its operation are properly defined and a code of business operations set forth.

A far reaching step was the establishment of a livestock market council of ten outstanding livestock auction market owners with the following purpose and authority.

(1) To handle all legislative matters concerning the livestock auction markets and the livestock public.

(2) To assist member markets in individual meritorious cases arising concerning the operations of such markets under state and federal laws.

(3) To enforce the provisions of the code of business standards adopted by the association.

The association adopted a resolution that any governmental rules and regulations adopted, either state or nationally, be in keeping with its code of standards and incorporate the same degree of financial responsibility and business integrity.

The adoption of a constitution and by-laws concluded the merger agreement between the old American Livestock Auction Association and the National Livestock Auction Association that brought the American National Livestock Auction Association into existence. Under it, 14 membership districts are created with a director-at-large from each district and a director from each state. Provision is made for both individual and state associations of auction markets membership.

Auctioneers Specializing In The Sale Of Antiques

Submitted by Col. B. G. Coats

Some weeks ago, when an acquaintance who follows the random notes of this department with touching confidence wrote and asked me what reliable New York shops carry the best examples of antique china, I was brought up short with the humiliating realization that I simply didn't know.

Not being one to bog down permanently in this sort of embarrassment, I have devoted considerable energy to the job of informing myself about the sources of antique porcelain and faience here in town, and in the course of my researches I have had myself a perfectly fascinating time. Suspecting that there are other people with an interest in old porcelain and earthenware who may find themselves in the same fix I was in when I started out, I shall list a few of the outstanding shops where rare and beautiful specimens are to be encountered, and I hope it is clear that I am making no pretense of cataloguing them all.

The acquisition of first-rate antiques being a bit of good fortune that is almost inevitably dependent upon somebody else's misfortune, it is easy to understand how, with adversity particularly rampant in so many parts of the world these past few decades, superb collections of porcelain—like superb collections of lots of other art objects—have recently been built up in this country. The very fact of their superbness, however, makes it reckless for the impressionable layman to attempt even the most cursory evaluation of these treasures, so I shall merely try to convey an idea of where what is, and leave the intricacies of the subject, which are far over my head, to more dedicated students.

Since the famous factory that was founded at Meissen in 1710 is the granddaddy of all true porcelain in Europe, it would seem reasonable to begin this roundup with a look at the collection

of antique Meissen — often imprecisely called Dresden — for which the Art Exchange, 908 Third Avenue (55th), is well known among collectors. I must say to my shame that although I had passed this place hundreds of times, I had always taken it for just another large and rather cluttered Third Avenue antique shop, and was unprepared for the impressive quantity of really fine old porcelain to be found there. Much of the shop's Meissen dates from the factory's brilliant rococo period around 1750, when Watteau figures, wild birds, and romantic landscapes decorated vases, centerpieces, and other large ornamental objects, and table services were decorated with more restrained and delicate flower patterns.

No important collection of Meissen would, of course, be complete without the celebrated Meissen figurines, which have served as models for factories all over Europe, and while the exhibit of these beguiling objects at the Art Exchange is small, it is extremely good. It includes mythological and allegorical subjects, along with the more usual sentimental groups. There are also a number of figures from the factory at Höchst, which turned out work very similar in quality to that of Meissen, and a few from Nymphenburg. In addition to all this, there are numerous examples of Vienna porcelain, including excellent examples from the first half of the nineteenth century, when Vienna porcelain was distinguished for its splendid colors and exquisite gilding.

The Art Exchange also has a display of what everyone used to call just Lowestoft but is now generally known as Oriental Lowestoft and will doubtless be generally known someday as Chinese Export porcelain, which is the name the experts—hoping to nail the myth that the stuff was ever made in Suffolk—have sensibly agreed on for it. (Actually,

of course, it was produced in China for the Western trade, and considerable confusion has arisen because there is also a Lowestoft that was made in Lowestoft, but that is something else again, and not often seen nowadays).

While the collection at the Art Exchange doesn't compare in size or grandeur with several other collections of this eminent porcelain, certain pieces in the shop's possession are too interesting to pass over. Among them are some examples of the so-called Jesuit porcelain, a term that is correctly applied to a style of religious decoration inspired in the first half of the eighteenth century by European missionaries but is now used loosely for any Export porcelain of the period that is done in the black-and-white design known as grisaille. This category takes in a number of mythological subjects, some of which are mischievously erotic, and the good missionaries would probably turn over in their graves if they knew that their name had got mixed up with such secular jokes. Along with a number of genuine grisaille Jesuit pieces, the Art Exchange has a few earlier examples (one is of the Ascension), done in iron-red or blue, that are quite rare. There are also some entrancing plates that belong technically to the Export group but seem comparatively little touched by European taste.

Leaving the connoisseur to take care of himself for a while, I now bring to the attention of the disultory shopper, more concerned with picking up a decorative bit of old china than with enlarging a collection, the Art Exchange's display of odd pieces of eighteenth- and nineteenth-century tableware, for although they are of no great value, they should have a great appeal to the householder interested in such things. Among these pleasing trifles are a good number of enchanting gravy boats of early-nineteenth-century English make — Wedgwood, Worcester, and Derby — at prices beginning at \$16; numerous French and English soup tureens of the same period, some of which cost as little as \$60; and an endless array of small dishes that once formed part of what must have been imposing services. Besides things of this sort, the shop has on hand nearly a

thousand pieces of the Meissen Onion pattern, dating not from the factory's illustrious period but from some eighty-odd years ago.

For a collection of Oriental Lowestoft that is dazzling in its proportions and impeccable in its authenticity, only relatively inexperienced china fanciers need to be directed to the gallery, at 22 East 60th Street, of J. A. Lloyd Hyde, who is the author of an authoritative work on this ware and has furnished many of the finest examples of it in the Henry Francis du Pont Winterthur Museum, at Winterthur, Delaware.

His collection includes countless examples of the many and varied forms of Chinese Export porcelain, some with decorations taken from French engravings that were sent to China to be copied, others commemorating historic events, and — most numerous of all — the armorial wares, decorated with family coats of arms and crests, the insignia of patriotic societies, and so on. (Hyde has a plate of service used at Mount Vernon, with the insignia of the Society of the Cincinnati in the center). As if having been erroneously labelled "Lowestoft" for many years hadn't created enough misunderstanding in regard to this Chinese porcelain, the mixup is increased by its being referred to in old works on the subject as "India china," not because it was made in India but because it was handled through the Dutch, British, and Portuguese East India Companies. Although the Hyde porcelains are, for the most part, destined for serious collections, there are some delightful small pieces that are well within the means of anybody who appreciates them. Among such relatively modest items are some charming teapots, a large quantity of spoon trays, and a few teapot stands (both the trays and the stands make decorative ashtrays), each group starting at \$35.

Before visiting the valuable display of French faience and soft-paste porcelain at The Questers, 453 East 57th Street, anyone who isn't well up on such things should by all means have a look at the examples in the R. Thornton Wilson collection of European ceramics at the Metropolitan Museum,

which contains specimens from the same general period and from the same illustrious factories that are represented in the Fifty-seventh Street showrooms. As a matter of fact, a few of the Wilson pieces were acquired at The Questers. Perhaps I had better warn you that a good many of the rarer objects d'art belonging to the firm are at this moment on loan at the Detroit Institute of Arts, where they will remain until June 1st, but there is still enough on hand to satisfy any but the most voracious collector. The large number of eighteenth-century French factories in which faience was made, and the frequency with which potters moved from one factory to another, plus the constant output of skillful fakes, make the whole field of antique French earthenware one that the inexperienced had better walk in mighty cautiously—or, safer yet, not venture into at all. The high spots in The Questers' collection, it seems to me, are some early faience made in Marseille, some Sceaux plates with the much-sought-after yellow border, some of the early blue ware of Strasbourg, a good deal of the polychrome work of that factory, and some elegant examples from the factories of Rouen, Moustiers, and Nevers. The soft-paste porcelain is—as far as buying it is concerned—mostly of interest to collectors, although a few of the lovely objects are moderately enough priced to tempt anyone who merely wants nice things. So are occasional small pieces in the faience collection.

Leaving the rarefied atmosphere of The Questers, the casual shopper may be somewhat relieved to find at Elinor Merrell, 18 East 69th Street, odds and ends of early-nineteenth-century French earthenware and porcelain that have a certain decorative charm but lay no claim to being of great value. A set of white plates made in Creil around 1800 and decorated with black transfer pictures of the monuments de Paris will almost certainly prove as irresistible to the Francophile as to the home decorator; another set, from the same factory, celebrates the California gold rush in a series of picturesque, if rather heavily humorous, scenes. Plates made at Choisy at a slightly earlier period

are decorated with portraits of historical Frenchmen—Louis XIV, Louis XVI, the Duc d'Enghien, et al.—and one very engaging Choisy set shows, in the pretty costumes of 1830, a series of Parisian ouvrières, among them la limonadière, la repasseuse, and la marchande de chapeaux. Prices for the various plates run from \$20 to \$30 each. The shop also has a large assortment of those jardinières and mantel ornaments that were turned out in quantities in France during the first quarter of the nineteenth century without any identifying factory mark. Some of them are heavily decorated in gold, with bands of colorful flowers; others are done in more restrained white and gold; and some are ornamented with romantic scenes. Both the jardinières and the mantel ornaments start at \$85 a pair.

If the beginner student of antique china is already bewildered by the wide compass of Oriental and Continental ceramics, an introduction to the ware known as English delft will certainly do nothing to lessen his perplexity. A great many learned words have been written to explain why this English earthenware, which was first made in the Lambeth district of London in the sixteenth century, and later on in Bristol and Liverpool, should be named for a Dutch town that began producing the same sort of ware some fifty years later, but that's another problem I will leave to the scholars.

There is no doubt, though, that the exhibit of this much discussed ware at D. M. & P. Manheim, 46 East 57th Street, furnishes a good introduction to the shop's famous collection of English pottery and china. Among the characteristic delft designs on view are large chargers, rather crudely decorated in blue and white, and sometimes in polychrome; covered posset pots with long spouts; apothecary jars; and a large assortment of rectangular containers with holes in the top for the stems of flowers (they are known variously as flower bricks and crocus pots), which were probably also used to hold quill pens.

Although the folksy and sometimes faulty designs of the English delft may attract only specialists in the field, the



NAA President, Col. C. B. Drake, sells the Chuck Wagon. The purchaser was Col. John Peterson of Iowa.

shop's porcelain and eighteenth-century English earthenware have no such limited appeal, and anybody with a liking for these things is apt to swoon with delight at the display. It is especially rich in early Worcester (highly decorated cups and saucers, platters, and so on), in complete Worcester dessert services made at the beginning of the nineteenth century, and in Chelsea and Bow figurines and boxes in the shapes of various fruits and vegetables. I was also taken with some playfully conceived small Staffordshire animals made by the noted eighteenth-century potter Thomas Whieldon, and a captivating early-eighteenth-century mantel ornament—a reclining female figure done in yellow Swansea pottery.

Right across Fifty-seventh Street, at No. 57, James A. Lewis & Son offers equally beautifully and equally valuable specimens of eighteenth- and early-nineteenth-century porcelain. Among the rarities here is a set of forty-six seals, of the type known as Chelsea toys—barely an inch high and depicting boys and girls, parakeets, animals, and so on,

marvellously modelled and painted, and dating from between 1755 and 1775. There is also a quantity of Chelsea tableware of the early covered Sprimont period; a number of very pretty early Derby and Chelsea figures; and pieces from a tea set in soft-paste porcelain—the only examples of the English Lowestoftware I have ever seen.

Holstein Classic Sale Successful

The Lucinda Land Classic Holstein sale, held May 11th at Mount Joy, Pa., was very successful with 47 head going through the ring for a total of \$28,790 or an average of over \$612. Prices were steady with a high of \$1400 and 6 head selling over the \$1000 mark.

The sale was managed by Keystone Holstein Sales, Inc., Mount Joy, under the direction of Clarence Lyons, who personally selected all the cattle. Auctioneers for the day were Carl Diller, Refton, Pa., Harris Wilcox, Bergen, N.Y., and J. O. Fenstermaker, Homerville, Ohio.

BOOSTERS FOR "THE AUCTIONEER"

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

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Col. H. C. "Red" Jesse—Morristown
Col. E. H. Lawson, Kingsport

TEXAS

Col. Don Estes—San Angelo
Col. Clive Anderson—Nashville

WEST VIRGINIA

Col. H. C. Staats—Charleston

WISCONSIN

Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh

WYOMING

Col. Wm. M. Leibee—Buffalo
Col. Dale Shelton, Jr.—Sheridan

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

Higher Prices At Box Socials, Too

FORT HAUCHUCA, Ariz.—A good time was had by all at the Huachuca Vista Lioness' Box Social held at Tony's Steak House. The judges, Don Yates, Russ Beck and Sen. A. R. Spikes, had quite a time selecting the prize boxes as all were beautifully decorated.

Prizes were awarded to Mrs. A. R. Spikes, most beautiful box; Mrs. Charles Walp, largest; and Mrs. David Sulger for both the most original and the box bringing the highest bid.

Col. William S. (Bill) Jameson, member of the National Auctioneers Association, served as auctioneer. The boxes averaged final bids of approximately \$8.00 each. Decorations of the restaurant were done in blue and gold (club colors) and fresh flowers.

The money will be added to the Lioness Fund for civic improvements. The Club extends special thanks to Tony Kruszyna for his generosity in donating the use of his restaurant and the coffee.

Committee for the event were

Mesdames Furman Allen, chairman, Ted Bilowich, Gerald Storms, Bert Forsythe, David Nieuwenhuis, Ky Richards, Wau-neita Furbush, Mark Kalastro and Len-nard Jensen. Mr. and Mrs. Charles Walp led the group in community singing.

Business Sense, Nabs Opportunity

HOLLYWOOD—Ice cream vendor Mark (Lucky) Marlatt popped into an auction of the furnishings of the old Hollywood Hotel, paid \$12 for two chairs Rudolph Valentino once sat in, and then asked the auctioneer:

"Okay if I sell a little ice cream?"

Within a few minutes, Marlatt was doing a thriving business in the lobby of the hotel which will soon be torn down. "I'll have those chairs paid for in no time," he said and, as it turned out, he was right.

Teacher: "Name five things that contain milk."

Johnnie: "Butter, cheese, ice cream and mother."

Outlook Good In Ohio--

Tribute To Cy Sprunger

By COL. POP HESS



Again it is my pleasure to start on another eleven months run in this publication, "The Auctioneer". Now out from under the Convention of 1956, the events of which are listed in this issue, we are looking into the work that is ahead until next Convention time.

As it looks here in Ohio, and no doubt runs true throughout the States, we have a very busy auction sale season ahead. In reporting our Ohio conditions — in Livestock and General Farming, we will come thru about as usual. We have had much rain this spring and summer. Farmers have had a hard time getting their mid-summer harvest in. Corn and soy beans look good, pastures have been abundant, and livestock is in good condition. County fairs are in full swing and will be from the middle of July to the middle of October.

I see our Ohio farmer and livestock producer and feeder holding his own regardless of politics which say he is wiped out. It can be truly said he is looking ahead for a better year and progress. After all, as the farmer and livestock man goes, so goes the nation.

Over 50% of our active auctioneers throughout the land make their money each year from the farmer and livestock producer and feeder. There is no question in my mind but what they will again be the star customers this coming sale season. From my records here the sales will be very numerous. It is the auction way that buys and pays with a profit in most sales held. Without special trained and equipped auctioneers, these clients would be more handicapped.

Getting back to Ohio, we auctioneers and farmers, livestock men in general, received quite a shock, when over the

wires of news tapes and papers came the word that one of Ohio's most outstanding auctioneers and operator of one of Ohio's Pioneer Weekly Livestock Auction Plants, had passed away. The date was July 12th—the Auctioneer Col S. C. "Cy" Sprunger of Kidron, Ohio. Cy Sprunger, from boyhood-up, had been very active in planning and carrying on what he believed in — an Auction Market for the farmer and livestock men. This he established in a Wayne County village near his boyhood home.

Here in a village without a railroad or a numbered main highway for the past thirty-five years, he operated this weekly Thursday Auction. From sun-up until sun-down the little town of Kidron, Ohio, turned from a side of the road small village to a livestock center. The population for the day would jump from 200 to often 2000 people. Thru the establishment of "The Kidron Auction", this village came into light by getting a Post Office. It brought business concerns to the town. Also, one of Ohio's good restaurants.

However, when the sun comes up on Friday morning, Kidron is a very quiet and peaceful little village, with the natives, good folks who love their community and their neighbors. Here, near this village of Kidron, Cy Sprunger is laid to rest. His monument "The Kidron Auction" still stands and is operated now as "The Kidron Auction", "The Estate of S. C. Sprunger." This livestock auction market has become one of Wayne County's landmarks and will carry on.

Cy Sprunger was a very active member of the Independent Livestock Marketing Associations. He was one of their Charter Members and following his

IN UNITY THERE IS STRENGTH

passing, their secretary, R. Q. Smith, on July 16th, mailed out a letter which follows:

"May this be a brief tribute to the life and services of S. C. (Cy) Sprunger of Kidron. Cy was a farmer, an owner and operator of one of Ohio's most successful and outstanding livestock auctions, an excellent auctioneer, a breeder of purebred livestock, and associated with several business interests. He led a life of service and held to ideals and principles of extremely high standards in public and personal affairs. His auction has received more public and personal commendation than most any of the 2350 livestock auctions across the nation.

Cy did much for his people and for his community. He was an open above board, straight forward business man. He gave much time in assisting young men to become auctioneers. He had a fine attitude and a personal nature of warm, sincere consideration of his fellow-man. He did much in a quiet way for the livestock industry of Ohio and the nation. He adhered to the highest Code of Ethics in business transactions. His leadership in auction circles was honored and respected. The Kidron Auction was a member of the

Independent Livestock Marketing Association. Cy served with high esteem as toastmaster at the recent annual banquet of ILMA.

Recently, Cy became depressed and his mind led him to the opposite thinking of his life, his deeds and his service to so many. He slipped away to his favorite tract of woodland in Coshocton County and there ended his earthly life. We have extended sympathies of ILMA and for the members, to the family. We have offered every possible assistance in the operation of the Auction Market which will be continued and conducted by the family. The funeral was private. We have lost an ardent, capable leader, a true friend and a doer of good things. Cy's life was helpful to many people and to many of our farm and livestock interests."

VOICE FROM HOME

A young American girl traveling in Europe found herself in Germany, unable to speak a word of their language and feeling rather lost and unhappy. As she crossed a street she sneezed and the policeman said, "Gesundheit!" The girl turned, threw her arms about his neck and cried happily, "Oh, you can speak English!"



Eating under the stars at Fulkerson Place. Note Col. Darbyshire's striped coat.



Ladies played an important role in this year's convention, more of them attending than ever before. This group was photographed in the Aztec Room of the Hotel President.

A Code Of Fair Practices

Unfortunately, improved breeding stock in the swine industry cannot be bought and sold like Certified seed—97% germination and 60 lbs. to the bushel. Fortunately, however, over the years certain practices have been found to be equitable and fair to both buyer and seller. These practices afford a firm foundation on which the buyer may purchase with confidence, and the seller can build a reputation for fair dealing.

It is the purpose of "The Code of Fair Practices" outlined below to provide the buyer with a better understanding of what he has a right to expect, and to provide the seller with similar guide posts on the extent of his responsibility in a transaction. In setting forth this code, the Association of Swine Records assumes no responsibility for its enforcement. However we do feel that if they are uniformly used by all pure bred swine breeders, they will prove to be a very real benefit to the industry and to both buyers and sellers.

In developing this code, it is recognized that when pure bred swine are offered for sale as breeding stock, the buyer has a legitimate right to expect the animal to be a breeder. At the same time it is further recognized that care and treatment of the animal subsequent to the date of sale may, after a reasonable length of time, affect the animal's reproductive ability; and therefore, any guarantee must be confined to a reasonable limit of time.

A. GENERAL PROVISIONS

1. **Health.** Unless otherwise definitely stated in writing, it is assumed in all transactions that the animals have been vaccinated against hog cholera by one of the methods approved by the Chief of the Bureau of Animal Industry for inter-state shipment; and therefore can be considered permanently or semi-permanently immuned. It is recommended that the method of vaccination be plainly stated.

1-a. If mutually agreed upon prior to the sale that animals are bought subject to a negative test for Brucellosis, a certificate of such test shall be furnished at the seller's expense.

2. **Registration.** In all purebred transactions, the certificate of registration is an integral part of the transaction, and shall be delivered to the purchaser, properly transferred on the Association records at the seller's expense, unless the right to such Certificate is specifically waived by the purchaser in writing.

3. **Marketing Alternative.** In all adjustments the seller, to avoid unnecessary expense may direct the open marketing of any animal he accepts as being a non-breeder, and accept the sale price as shown by the commission firm's sales ticket and the return of the Certificate of Registry, instead of the return of the animal in question.

4. **Transportation.** When an adjustment involves the return of an animal to the seller, such animals shall be returned at the buyer's expense in a healthy condition.* Replacement animals shall be delivered at the seller's expense.

5. **Maintenance.** No charges for feed or maintenance shall be made by either buyer or seller.

B. ANIMALS UNDER 5 MONTHS OF AGE

Because subsequent feed and care can so greatly affect the future usefulness for breeding purposes of animals under 5 months of age at time of sale, the seller cannot be reasonably expected to make any adjustments.

C. GUARANTEE OF BOARS

1. All boars over 5 months of age are guaranteed breeders, except when let run with the sow herd.

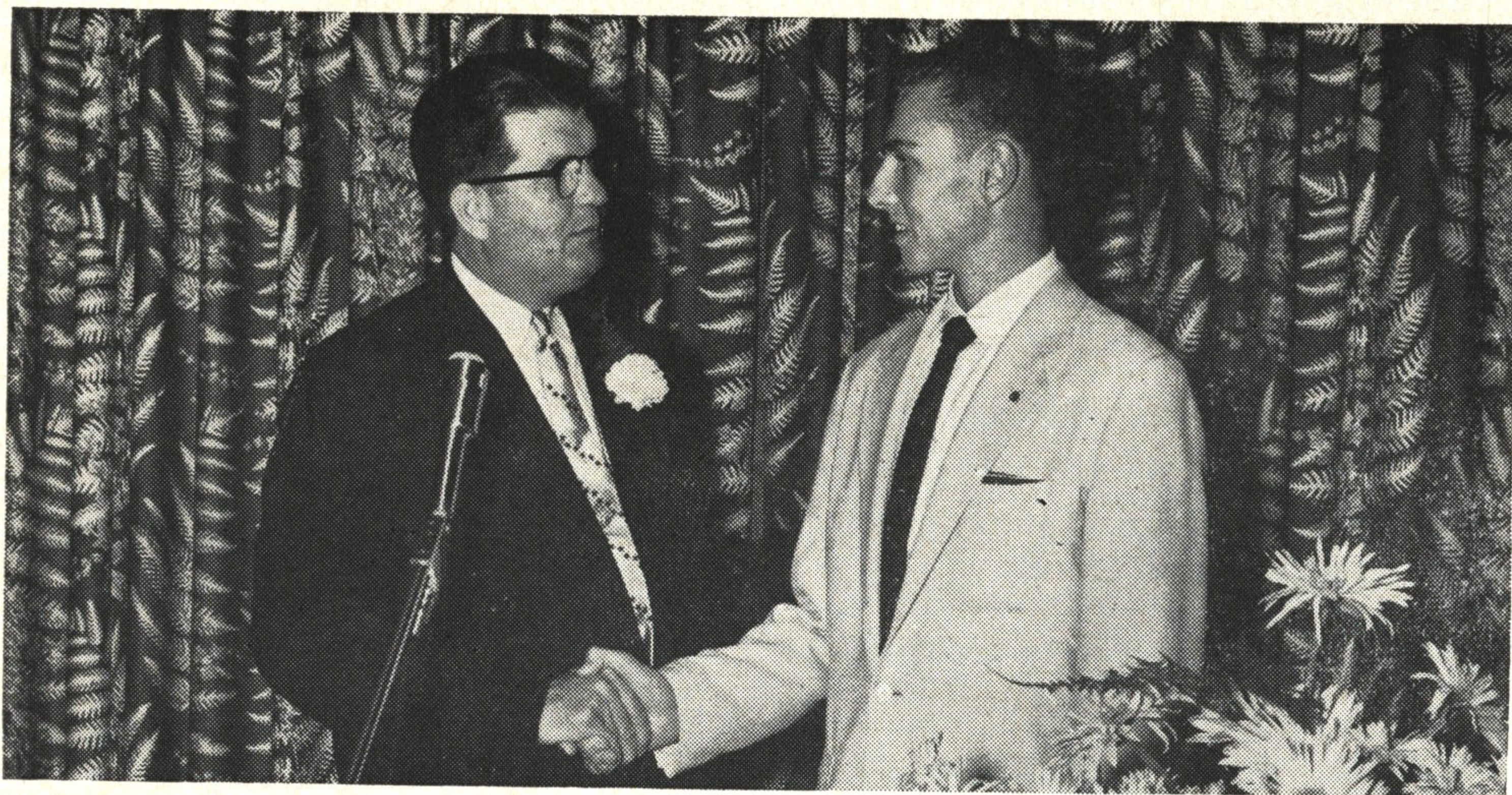
2. All requests for adjustments must be made within 60 days after date of delivery to the buyer.

3. Should any boar prove to be a non-breeder the seller shall make a replacement satisfactory to the buyer, or refund the purchase price, upon the return of the boar in healthy condition* and satisfactory state of flesh.

4. The seller has the right to reserve a trial period of as much as 30 days before making final adjustment on any boar which fails to serve or settle sows.

D. GUARANTEE ON OPEN SOWS AND GILTS

1. All open sows 5 months of age or



Col. Clive Anderson Jr., Nashville, Tennessee, receives the prize and congratulations from Col. Fulkerson on being the youngest auctioneer present at the convention.

over at time of sale are guaranteed to be open and breeders.

2. Should a sow or gilt bought as open prove to be with pig at the time she was sold, she shall be returned to the seller at the seller's expense and the purchase price shall be refunded.

3. Should an open sow or gilt fail to come in heat, or fail to settle upon the second breeding service, the seller shall make a replacement satisfactory to the buyer, or refund the purchase price, upon return of the animal in a healthy condition* and satisfactory state of flesh.

4. The seller reserves the right to defer final adjustment for 30 days on any sow or gilt which fails to settle, pending evidence that she is not with pig. Should she prove to be with pig, she shall be returned to the buyer at the buyer's expense.

5. All claims for adjustments under this section shall be made within 3 calendar months of the date of sale.

E. GUARANTEE ON BRED SOWS

1. All bred sows are guaranteed to be with pig to the indicated boar and date of service. All farrowing dates shall be calculated at 115 days, but it is understood by both buyer and seller that a sow may farrow normally as much as 8 days before or 8 days after that 115 day period.

2. No guarantee is made as to the

number and quality of pigs a bred sow will farrow or raise.

3. If a sow does not farrow within these specified limits, and has not farrowed abnormally due to injury or disease; the buyer is entitled to a refund of $\frac{1}{2}$ the difference between the purchase price and the market value of the sow as of the date of sale. Or,—

4. The buyer may at his discretion accept a replacement sow satisfactory to himself, upon the return of the animal in question in a healthy condition*, or with the consent of the seller she may be rebred to any of the seller's herd sires.

5. In cases where an adjustment is made as provided in section 3; then the guarantees for open sows and gilts shall prevail, should she subsequently prove to be a non-breeder in the purchaser's hands.

6. In any bred sow adjustment, the seller reserves the right to take back the original sow and refund the entire purchase price.

7. All claims for adjustments on bred sows must be made within 123 days of the indicated date of service.

* **Healthy Condition.** When a breeding animal is sold subject to a negative test for Brucellosis, no adjustment can be claimed unless it is still negative to that test.

Auction Lot Off To Good Start

FORT HUACHUCA, Ariz.—The Vista Auction Lot held their first auction on the lot next to Danny's Richfield Service Thursday evening, July 5th. The auction was termed a great success and the sale will continue to be held Thursday evenings of each week.

Many articles of furniture, jewelry, knick-knacks, etc., were carted off by the winning bidders and in general the comments were highly satisfactory.

Successful Sale For Utah Jersey Club

The annual Utah State Jersey Club Sale was held in Kaysville, Utah recently, which is considered probably one of the most successful Jersey sales in

states sales history. The sale average was \$377.50 per head which is a new record high average for state Jersey sales.

The consignment consisted of 25 head of cows and heifers consigned by J. C. Piper and Sons of Jerseyville, Illinois and 10 head of local consignments from state breeders.

The top price of \$750 was paid by Smoot Bros. Jersey Farm of Centerville, Utah for an excellent cow. Top price was duplicated when Stewart Jersey Farm of Eden, Utah paid \$750 for a first calf heifer, daughter of Brampton's World Record.

Auctioneer for the sale was Col. Dean H. Parker of Ogden, Utah, member of NAA.

"Boy, have I got a dumb ice man! The other morning my wife and I overslept and was awakened by the ice man coming into the bedroom looking for the ice box."

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

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

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

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Bits Of Thought

By R. C. Foland, Real Estate Auctioneer, Noblesville, Ind.

No Sunday Selling

It occurs to me, that the matter of conducting Auctions on Sunday should be given some careful and serious thought.

Of course to be in tune with many other lines of business, perhaps we auctioneers are led to believe that Sunday selling is excusable. Sometimes I am almost persuaded that every thing is coming to be "wide open" on Sunday, with the possible exception of the churches, most of which are only open perhaps a couple of hours on Sunday morning.

If we are admonished to "remember the Sabbath Day to keep it Holy," should we not give heed to this admonition? From almost any angle from which we may observe Sunday business, it becomes a detriment and should we say, a great evil.

For your meditation, the following are a few suggestions for believing Auctions should not be held on Sunday:

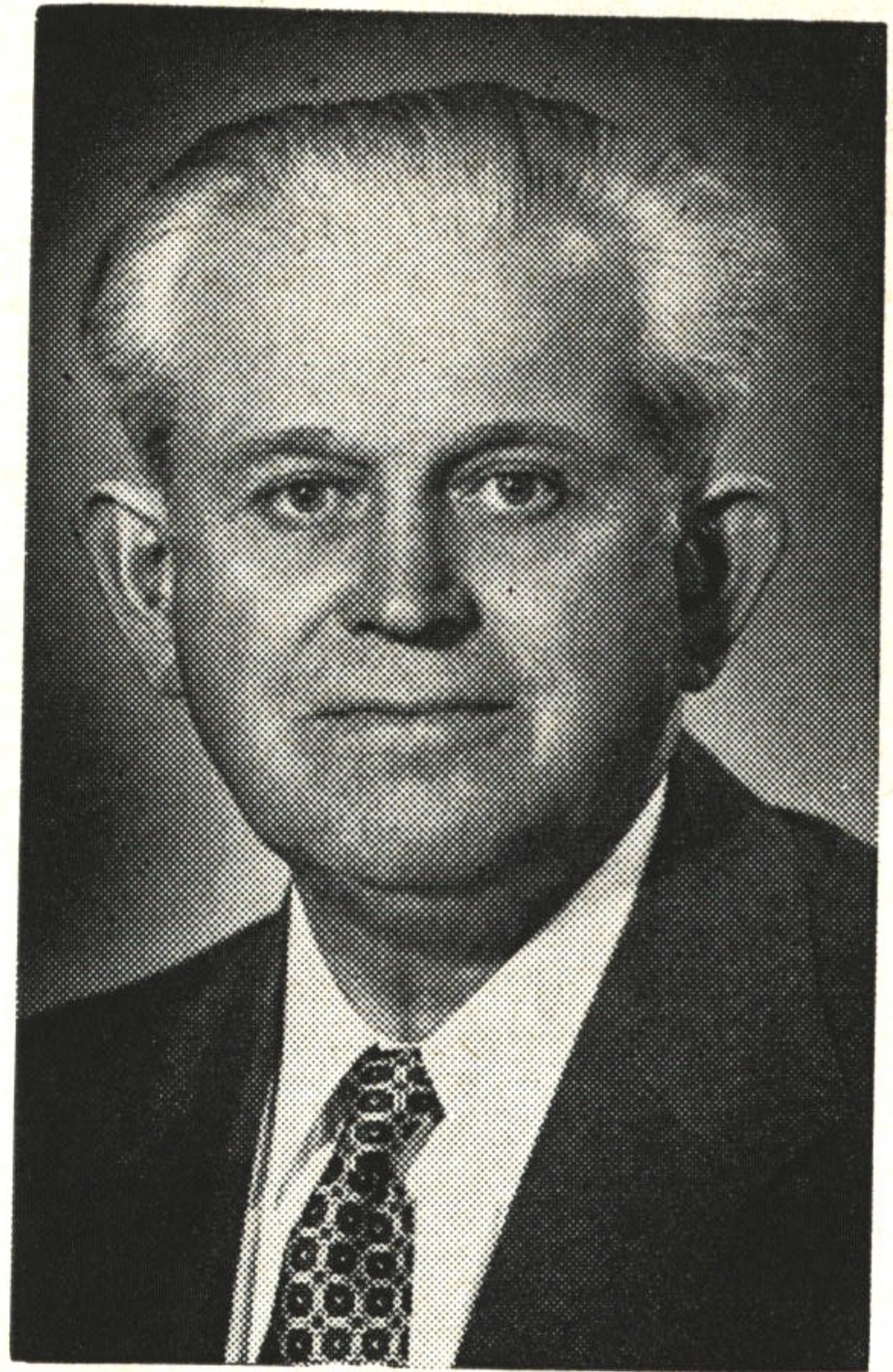
First. Many believe it is a sin to desecrate the Sabbath. They could be right. Who would dare say that we are committing sin if we do not desecrate the Sabbath? Some one said, "When in doubt, don't." If you feel an urge to do a good deed on the Sabbath day, would it be to conduct a public sale?

Second. Is it not a Christian act to observe the Sabbath? Is holding Auction sales a good plan of observance?

Third. For our physical well being, I believe it is better to use Sunday as a day for relaxation and rest. Is holding an Auction a good way to do this?

Fourth. Is it not likewise better for the mental nature of people to observe the Sabbath day in quietness and meditation?

Fifth. Certainly we all agree that it is better for the Spiritual aspect of man to take a day off each week for worship.



Col. R. C. Foland

Sixth. Would it not be a good example for the Auctioneers to set, in having no Sunday selling? Perhaps it should be in our "Code of Ethics." What a thrill Auctioneers could get, if it could be said "Auctioneers are opposed to Sunday business."

Seventh. Is it not our Patriotic duty, claiming to be a Christian nation, to keep Sabbath as a Holy day?

Eighth. If the home is the most important unit of civilization, is it not well to use one day each week to get better acquainted with our families and discuss things which build for citizenship and character? Will the chant of an Auctioneer, at a public sale, have a tendency to bring this about?

Ninth. Is it any excuse for Auctioneers to say "others are doing it, why not us?"

Tenth. "An on the seventh day He rested."

I would like to hear from those who believe it is right and proper to hold

auctions on Sunday. Perhaps some Auctioneer who makes such sales will write an article for this publication defending his position.

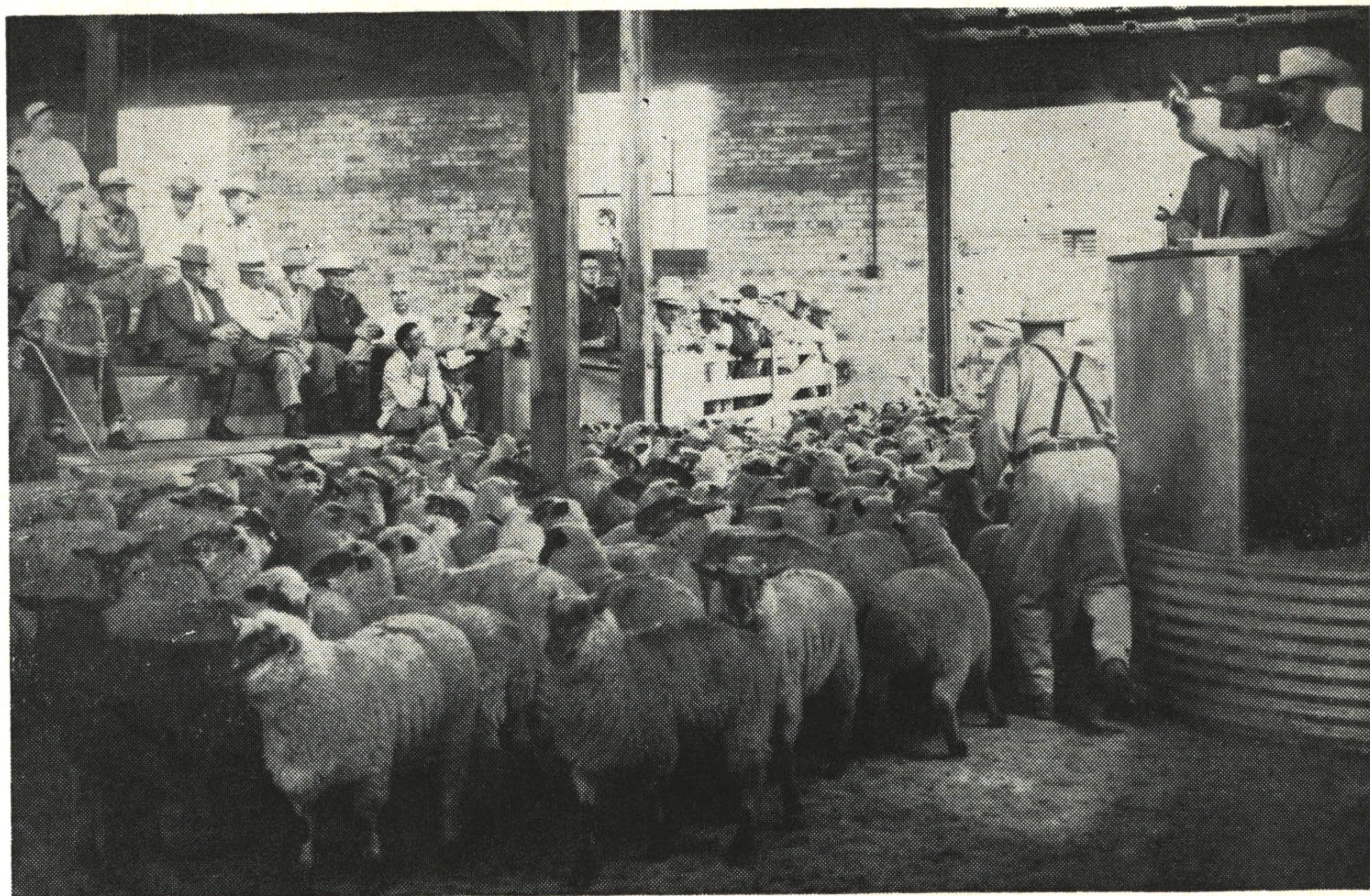
"Come let us reason together."

Income Tax Yields Billions Since 1913

More than \$560,000,000,000 has been paid into the federal Treasury Department by taxpayers since the income tax first became legal in 1913.

The income tax law was a minor revenue measure in the beginning. It was aimed chiefly at the rich. Compared with present rates, it did not amount to much. A single person had a \$3,000 exemption and married person \$4,000.

Today, the Internal Revenue Service collects taxes from virtually every person with income. The rates on individuals are much higher. They range from 20 to 91 per cent of taxpayers' earnings after exemptions and deductions. In 1913, the average rate was one per cent.



Terminal Market Sheep Auction

The first sheep Auction ever to appear on one of the nations terminal markets had its beginning on the 16th of June in Ogden, Utah. The first sale had a consignment of 2800 head of lambs and attracted growers and buyers from all the Intermountain and western states. From that day the average has ranged around 3000 head of lambs per day and approximately 50 to 75 buyers represent-

ed every day. Sale operates 4 to 5 days per week.

John Clay & Co., Auction operators, say that it is one of the greatest aids to sheep marketing business in history and that they have yet to have a dissatisfied customer.

The animals move through the ring in a very rapid succession and are sold as fast as they can be moved through. They sell in lots of from 1 to 500 head at a time.

Auctioneers for the sale are Col. Dean H. Parker (Member of NAA) and Jimmie Manning.

Many Auctioneers Express Interest In Organization

Activity among auctioneers is now at an all time high with regards to organizing and becoming members of organizations interested in the welfare of the auctioneer. We are receiving letters today from auctioneers who scoffed at our organization only a few months ago. Now they are eager and anxious to align themselves with their State and National Auctioneers Associations.

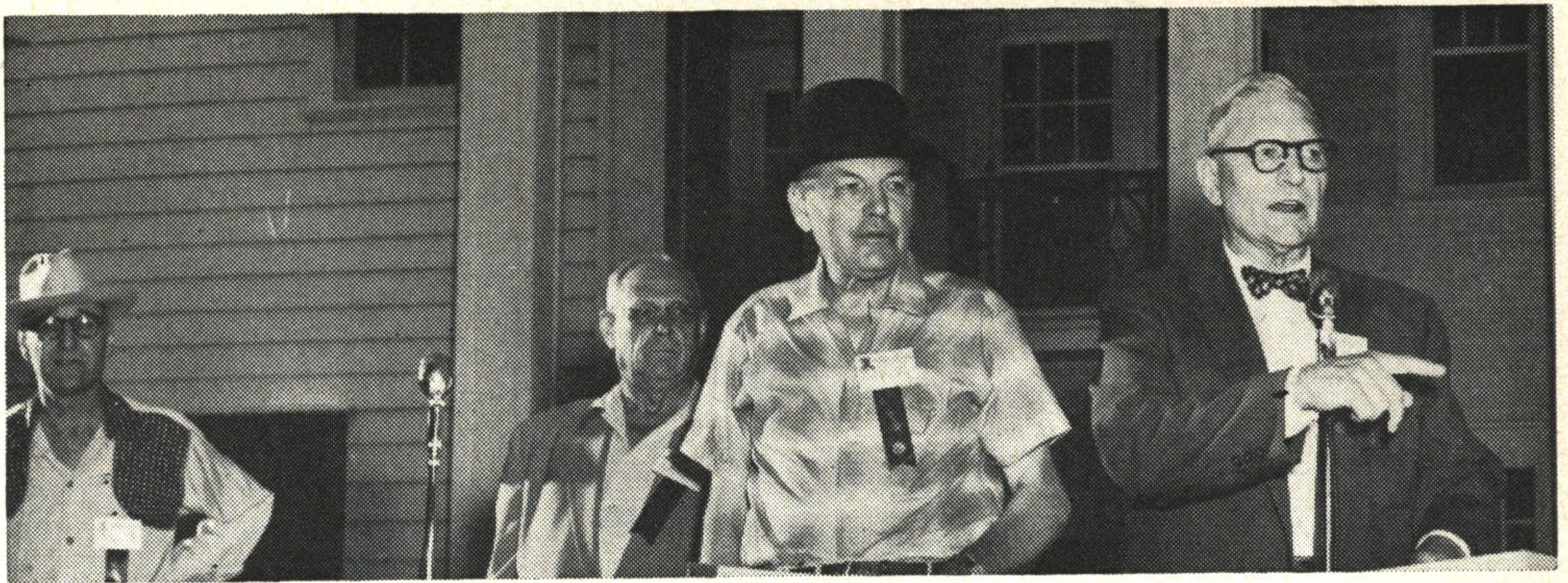
This issue of "The Auctioneer" is an important mile-post in the progress of organization. Our recent convention, which is reported in this issue, brought to light the many advantages of auctioneers working as a unit. As further emphasis on this subject we are listing those auctioneers who renewed their memberships or became members of the NAA for the first time during the period from June 16 through August 15.

* The asterisk denotes renewal.

- *Col. George A. Mann, Missouri
- Col. George O. Tinsley, Jr., Virginia
- *Col. Wendell Leonard, Indiana
- *Col. Laird N. Glover, Indiana
- *Col. V. D. Long, Pennsylvania
- *Col. R. M. Stewart, Pennsylvania
- *Col. Fred Quick, Illinois
- *Col. William M. Leibee, Wyoming
- *Col. Carl W. Setterberg, Iowa
- *Col. Dittmann Mitchell, Arkansas
- Col. Bill Tackett, Arkansas
- Col. I. Taylor, Pennsylvania
- Col. Fritz Quast, New Mexico
- Col. Frank Gracyalney, New York
- *Col. Robert B. Johnson, Indiana
- *Col. Betty J. Johnson, Indiana
- *Col. H. B. Fox, Nebraska
- *Col. Ernest F. Roloff, Nebraska
- *Col. James Stickle, New Jersey
- Col. Charles F. Knapp, Illinois
- Col. C. A. Brink, Kansas
- Col. O. L. Judy, Missouri
- Col. J. L. Judy, Missouri
- *Col. Russell A. Tinsman, New Jersey
- Col. Kenneth R. Atkinson, Oklahoma
- *Col. Everett C. Clinton, Idaho
- *Col. R. E. Fortna, Colorado

- *Col. C. C. Bradford, Ohio
- *Col. George K. Burrows, Pennsylvania
- Col. W. J. Wendelin, Texas, Life
- *Col. L. M. Schoeder, Wisconsin
- *Col. John A. Peterson, Iowa, Life
- *Col. Henry F. Wilber, Michigan, Life
- *Col. Wendell R. Ritchie, Iowa
- *Col. Garth Wilber, Michigan, Life
- *Col. John R. Potts, New Jersey
- *Col. R. W. Doman, Wisconsin
- *Col. Jim Buckley, Indiana
- Col. O. S. Clay, Indiana
- *Col. H. W. Sigrist, Indiana
- *Col. Lawrence Dykes, Illinois
- *Col. Charles Kinsey, Michigan
- *Col. A. L. Tremblay, Massachusetts
- *Col. Virgil Scarbrough, Illinois
- *Col. A. R. Billiter, Illinois
- *Col. Charles B. Wade, Illinois
- *Col. A. C. Dunning, Illinois
- *Col. James A. Tompkins, Jr., Oklahoma
- *Col. Eugene C. Waldrep, Alabama
- *Col. Paul Calkins, New York
- *Col. C. B. Smith, Michigan
- *Col. Marshall Bilyen, Indiana
- *Col. Dean Cates, Missouri
- *Col. W. P. "Bud" Drake, Illinois
- *Col. Ernest Freund, Wisconsin
- *Col. John M. Glassman, Michigan
- *Col. Harry Glascock, Missouri
- *Col. M. R. Dugan, Missouri
- *Col. John Overton, New Mexico
- *Col. Arnold Kohlmetz, Wisconsin
- *Col. Wayne R. Posten, Pennsylvania
- *Col. Albert L. Rankin, Ohio
- *Col. William O. Coats, Michigan
- Col. Clive Anderson, Tennessee
- *Col. Jim Walker, Nebraska
- *Col. Roland Reppert, Indiana
- *Col. Floyd L. Hopkins, Ohio
- *Col. J. M. Darbyshire, Ohio, Life
- *Col. R. C. Foland, Indiana
- *Col. Tom D. Berry, Pennsylvania
- *Col. R. A. "Dick" Mader, Wyoming
- *Col. Warren Collins, Iowa
- *Col. Jewett Fulkerson, Missouri
- *Col. Hugh McGuire, Iowa
- *Col. James McGuire, Iowa

IN UNITY THERE IS STRENGTH



Col. Art Thompson of Nebraska, returns from his retirement long enough to sell a few Stetson Hats during the Fun Auction. Others looking on are Col. Guy Jageman, Col. C. B. Drake and Col. C. C. John wearing the Derby Hat.

- *Col. Al Boss, Iowa
- *Col. John S. Kasten, Illinois
- Col. Leland Dudley, Iowa
- *Col. Art Carroll, Indiana
- Col. John Crawford, Missouri
- Col. Donald Mox, Ohio
- *Col. Homer Pollock, Ohio
- *Col. Damon Koch, Colorado
- Col. Robert Stamp, Ohio
- Col. Jay Barnes, Ohio
- *Col. W. B. Rose, Missouri
- Col. Lawrence Ireland, Missouri
- Col. Wesley Hays, Missouri
- Col. Ted Augustine, Kansas
- *Col. Donald Smock, Indiana
- *Col. George Skinner, Indiana
- Col. Cecil F. Shopen, Missouri
- Col. Harold W. Smith, Missouri
- Col. Lloyd Laughery, Iowa
- *Col. Russell E. Kehr, Pennsylvania
- *Col. Roy Gottshall, Pennsylvania
- Col. Millard Long, New Mexico
- Col. Albert A. Kodner, Illinois
- *Col. T. D. Preece, Nebraska
- Col. John D. Wood, Missouri
- Col. Matthew Geddes, New Jersey
- *Col. E. R. Burgess, California
- Col. Bill Wilson, Indiana
- Col. James I. Lowe, Iowa
- *Col. Carson E. Hansen, Kansas
- Col. Ivan Long, Kansas
- Col. Eugene Cole, Kansas
- Col. Wylie S. Rittenhouse, Pennsylvania
- Col. J. A. Garnett, Alabama
- Col. Robert R. Franklin, Missouri
- Col. W. B. Williams, Iowa
- Col. Ray Miskimon, Illinois
- Col. Wayne Van Wyk, Iowa
- Col. Park E. Bingley, Iowa
- Col. Richard L. Adams, Missouri
- Col. James Wiley, Missouri
- Col. Darwin C. Johnson, Missouri
- *Col. Joe L. Horn, Missouri
- Col. J. L. Hardesty, Colorado
- *Col. Don Hutchinson, Vermont
- *Col. L. M. Pederson, California
- *Col. Dewey H. Abney, Indiana
- *Col. Pete Schwartz, Nebraska
- *Col. Jim Hush, Kansas
- *Col. Harry W. Kerns, Ohio
- *Col. Maurice Mandel, Pennsylvania
- *Col. Freddie Chandler, Iowa
- *Col. Donald D. Day, Ohio
- *Col. Harvey Boyer, Indiana
- *Col. Tim Anspach, New York
- *Col. David H. Tracy, New York
- *Col. Frank O. Seymour, New York
- *Col. Harold Asbury, Indiana
- *Col. Herman V. Ream, Indiana
- *Col. John L. Friedersdorf, Indiana
- *Col. R. E. Parke, Pennsylvania
- *Col. Marvin F. Boner, Missouri
- *Col. Charles R. Williams, Oklahoma
- *Col. William S. Day, New Jersey
- *Col. A. L. Horn, Nebraska
- *Col. M. L. Kallor, New York
- *Col. R. E. Jackson, Illinois
- *Col. Roy I. Ebersole, Pennsylvania
- *Col. Fulton Beasley, Tennessee
- Col. Earl S. Bliss, Illinois
- *Col. Cotton Laycock, Hawaii
- *Col. W. H. Hale, W. Virginia
- *Col. F. E. Bloomer, Iowa
- *Col. F. T. Mathews, No. Carolina

*Col. Adrain M. Rhyne, Michigan
 *Col. May E. Reno, Iowa
 *Col. E. A. Boyer, Pennsylvania
 *Col. R. F. de Greeff, Missouri
 *Col. Charles W. Taylor, Nebraska
 *Col. John R. Martin, Nebraska
 *Col. W. O. Christy, Oklahoma
 *Col. W. A. Dolch, Texas
 *Col. Richard E. Hayes, Indiana
 *Col. Harry Van Buskirk, Ohio
 *Col. Dean H. Parker, Utah
 *Col. S. Johnny Gray, Pennsylvania
 *Col. Adolph Zicht, Nebraska
 *Col. Hugh Campbell, Missouri
 *Col. Cecil J. Langdon, Indiana
 *Col. C. H. Shaw, Maine
 *Col. R. K. Pattin, Ohio
 Col. Thomas Matthews, Maryland
 Col. Wayne Stewart, Iowa
 Col. Ray Baker, Texas
 Col. Charles Drybrand, Nebraska
 *Col. J. F. Sanman, Indiana
 *Col. Dick Lenox, So. Carolina
 *Col. Norman Levy, Michigan
 *Col. John L. Freund, Wisconsin
 Col. Harold E. Hartman, Pennsylvania
 *Col. Glen Robertson, Nebraska
 *Col. George A. Martin, Maine
 *Col. Elwood Collier, Illinois
 *Col. Lloyd J. Eaton, Michigan
 *Col. Stanley C. Haworth, Virginia
 Col. Joe Costello, Jr., Illinois
 Col. Orville R. Moore, Kentucky
 Col. Robert A. Clark, Kansas

Interest in Sheep Seen At Sale

Interest in sheep raising seems good in the southern Illinois area, says R. J. Webb, superintendent of the Dixon Springs, Experiment Station. The station's annual purebred sheep sale was held in July, and 48 yearling sheep were sold to 26 buyers from Illinois, Indiana, and Kentucky.

Bidding was brisk, the average sale price was \$71.46. Rams of the Suffolk, Hampshire, and Targhee breeds were offered, and Hampshire and Suffolk ewes.

Here is the average price break-down by breed and sex: Suffolk rams, \$87.25; Hampshire rams, \$69.23; Targhee rams, \$56.07; Suffolk ewes, \$57; Hampshire ewes, \$35.83.

Jack Lewis, assistant superintendent of the station, said that this was one of their better sales. It moved good rams that will provide the buyers with a well-meated lamb crop next year, providing they are used on good milking, properly managed ewes.

THE BIG LITTLE PONY

The little Shetland pony now definitely is "big time." Missouri's pony farms are enjoying an amazing prosperity.

A good type, grade Shetland mare is worth from \$300 to \$500, a purebred mare in foal often tops \$1,000 and really good stallions sell for several thousand dollars.

And the little animals require little care and eat even less. Actually, they eat about as much hay and grass as a sheep—you can carry four or five ponies for one beef cow.

Why then, isn't everyone with a few acres of grass raising ponies and how long can such a good deal last?

Pony breeders admit they have been expecting the bubble to burst for several years but the demand for breeding animals continues unabated. Breeders who got into the business several years ago are really cashing in.

Of course it is not as easy as it sounds, cautions Jim Roberts, editor of the American Pony Journal. These good prices are being paid only for the good animals with fine conformation. The "kid pony" still is a cheaper item. But breeders have developed Shetlands that look fine. To get rid of the familiar big middles and chunky appearance requires skill and know-how. You do it partly by restricting feed, even going so far as to wrap their necks tightly, Mr. Roberts says. Of course, selective breeding has done a lot, too.—Missouri Ruralist.

COME BACK TOMORROW

A visitor asked the sword swallower to demonstrate his art. He picked up some pins and needles and swallowed them.

"But," protested the visitor, "Those aren't swords . . ."

"I know," was the reply, "but I'm on a diet today."

Art Galleries Sales Approach \$2,000,000

NEW YORK, N.Y. — The Plaza Art Galleries, Inc., now going into its 41st year of uninterrupted auction business, reports that during its fiscal year which ended on June 30th, 1956, conducted 74 sales, which realized a total of \$1,862,550.

Many fine estates and collections were liquidated during this period, including 4 sales of jewelry, silver and furs for the Provident Loan Society.

High prices once again prevailed for fine antiques and decorative accessories, as was proven in such outstanding sales as the estates of Helen Fahnstock Hubbard, Countess de Kotzebue, Helen Needham, Mrs. Frances Alda, Lillie M. G. Berwind, Edith S. Barbee, the Metropolitan Museum of Art, Mary Osgood Field Hoving, etc.

Following are some of the high prices realized:

Louis XV Acajou and Kingwood Serpentine Front Commode.	
French 18th Century	\$3,200.00
Louis XVI Kingwood and Tulip- wood Inlaid Marquetry Secre- taire, French, 18th Century ..	2,200.00
Queen Anne Walnut and Parcel Gilt Slant Front Secretary, English, 18th Century	2,075.00
Queen Anne Carved Walnut Desk Chair, English, 18th Century..	915.00
Pr. Louis XVI Inlaid Acajou Petite Commodore Mounted in Bronse Dore. Signed Montigny, M. E. French, 18th Century	5,200.00
Louis XVI Inlaid Acajou and Rosewood Bureau A Cylindre. French, 18th Century	970.00
Acajou and Tulipwood Commode Cabinet, French, 18th Century	825.00
Louis XV Inlaid Tulipwood and Kingwood Bombe Commode, French, 18th Century	800.00
Louis XVI Style Bronze Dore Vitrine	650.00
Small Chippondale Carved Ser- pentine Rectangular Table, English, 18th Century	500.00
Queen Anne Carved Walnut Grand- mothers Clock. English, 18th Century	490.00

Oil Painting—"The Market Cart"
by Thomas Gainsborough

R. A. 10,500.00

Oil Painting—"Anne Countess of
Clare" by George Romney... 4,500.00

Oil Painting — "Major General
Alexander Beatson"
by John Hoppner R.A. 2,100.00

American Mahogany Shelf Clock.
Eglomise deal inscribed Aaron
Willard, Boston

Early 19th Century 800.00

Nationwide Picks Electronic Brain

First mechanical mastermind in the auto insurance industry with an electronic brain and transceivers started pulsating at Nationwide Insurance, Columbus, Ohio, this summer. When it gets going full tilt, the Nationwide brain will easily handle the firm's entire auto insurance billing projects of some 2¼ million policies. It works like this: A transceiver in one city translates information on cards into electrical impulses on long-distance lines. Another transceiver in the distant city translates the impulses back into coded cards, and these go to the brain. A few seconds later the brain's answers flash back on the transceiver to the first city.

1795 Real Estate Deal Still Pays

Hartford, Conn. — Connecticut still is raking in more than 100 thousand dollars a year from a real estate deal it transacted 160 years ago.

In 1795 Connecticut sold its "western reserve" lands—now a sizeable portion of the state of Ohio — for about two million dollars, and put the money in a special fund with a stipulation that the interest be used for educational purposes.

Interest from the fund amounted to \$111,287.38, the most in any year since 1938, State Treasurer John Ottaviano reported.

The state makes mortgage loans to its citizens from the fund.

A Tribute To An Auctioneer

There is one brave man who inherits the Earth
And he's the auctioneer with a voice of great girth
Who cries out the praises of objects so fine
Or maybe he's selling "stuff" like yours or mine.

Our earthly belongings may be poor or dear
But all must seem dear to the poor auctioneer.
For his Duty on earth is to sell merchandise
That no one could use even in Paradise.

The weather may be e'er so hot as an oven
But he must find buyers for a sled or old dobbin.
The cold winter winds through his sheepskin may blow
Then bids must be high on some man's old row-hoe.

His boots may be standing in mire to his knees
But he must be jolly with his toes 'bout to freeze.
His wife may have warned him of oncoming trouble
But all through the day he must be gay as a bubble.

Who'll give me five or a little bit more,
When this horse is worth so much more on the floor.
Now five—and now ten—now can't you just see?
She'll hitch so much longer than your Ford—you'll see.

Then who could prepare a fine dish from his cars
But here's a good steak, for your next trip to Mars.
Then see for yourself if this buggy so near
Isn't finer than any new "Chevvies" 'round here.

He'll feature how tender's that beef on the hoof
When his own fare's a hot dog under narry a roof;
While drumming up sales for the week just to follow
With a drizzling rain and a smell from the wallow.

"He makes easy dough," they all say about him,
'Twas a fine day they said this, and bidder's ships had come in.
And so goes the day, whether hot or 'darned' cold
And both we and he are growing quite old.

If he's good, he'll get bids on a last summer's bird nest,
If he's bad, he won't live to endure the Great Test.
But he'll give you a "Howdy"—the Colonel's 'hello'—
E'er his voice is not clear and his heart's full of woe.

And in later years when he's got to go
He'll not have a chance 'cause he can't make 'em know
Up there, where we all hope to gather when done;
So he'll just have a good time till his end has done come.

And he'll worry about all of your troubles and mine,
And hope you keep bidding - - - it's the end of the rhyme.

Written in honor of my friend, Col. Lewis Marks, Abingdon, Ill.

By Mary Jane Unger (August, 1954)

Bids, Hams Fly To Restore Famed Belle Meade Stable

(Reprinted from The Nashville Tennessean)

The chant of the auctioneer, the smell of hot Tennessee ham, and brisk bidding by approximately 100 women and a few men blended together at Belle Meade mansion.

"I've got five dollars — five — that's more than I had. Who'll make it six? Six? Let's do it the hard way. Five and a half? Thank you Ma'am," sang out Bill Core, who rotated auctioneering duties with Jim McCord, state commissioner of conservation.

Proceeds from the auction will go toward restoration of the stables behind the

mansion. While not in tumble-down condition, the frame building is in bad disrepair.

The auction brought in approximately \$2,000, sponsors said.

All items auctioned off were donated by members of the Association for the Preservation of Tennessee Antiquities. The donations ranged from old English prints and Spode china to modern wicker chairs and silver serving pieces. All available items were auctioned yesterday.

I've got \$55, let's make it \$60 and go



These gentlemen appear in a happy frame of mind just before commencing the task of separating men and money. From left to right they are Col. Dwight Ballinger, Jonesboro, Ind., Forrest Fenn, field representative for the Hereford Journal, B. O. Gammon, Secretary Emeritus of the American Polled Hereford Association, and Col. Bernard Hart, Frankfort, Ind. Photo by Ross Elijah and made on a Michigan farm.

IN UNITY THERE IS STRENGTH

home . . . \$58? I've got \$58. Come on, ladies, it's worth a lot more than this. Who'll bid \$60? I've got \$60. Are you done? That's \$60 going once, going twice, going three times. Sold!" shouted Gore, as he sold a silvery tall lamp.

Flowery hats bobbed, and gloved hands went up as the prospective buyers put in their bids, Spirited, but brief, contests were noted for such articles as mahogany trays, bedsteads, gilded picture frames, and crystal compotes.

APTA members, who have guided restoration of the historic mansion, were busy yesterday cataloguing items, keeping record of sales, and selling hot sandwiches and chess pie.

The Belle Meade stables, which once held world-renowned steeds, is the last major building on the grounds which has not been restored to its original condition.

A SMILE OR TWO

A farmer bought a parrot for £3 at an auction sale. When the sale was over he asked the auctioneer: "Does this bird talk intelligently?"

"You ought to know," said the auctioneer. "He's the only one that was bidding against you!"

FURNITURE PERIOD

A very chic young lady walked into the furniture store and sought out one of its decorators. She wanted advice on how to augment her present furnishings.

"What," asked the decorator, "is the motif — Modern, Oriental, Provincial, Early American?"

"Well," was the frank reply, "we were married only recently. So the style of our furniture is sort of Early Matrimony — some of his mother's and some of my mother's."

SELF-SERVICE

"Should I take junior to the zoo tomorrow?"

"Heck, no! If the zoo wants him, let 'em come and get him."

A driver was having double trouble. Both his wife and her mother were advising him from the back seat.

"Look here," he finally shouted at his wife, "who's driving this car—you or your mother?"

"To what period does modern art belong?"

"To no period—it's a question mark."

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Minnesota Auctioneers Hold Annual Convention

WINONA, Minn. — Paul Hull, Austin, chairman of this year's convention, was elected president of the Minnesota State Auctioneers Association.

Hull succeeds Fred Radde, Watertown, who has served the auctioneers during the past year, their seventh. Other officers elected were: Floyd Munsel, Franklin, vice president, succeeding Orvill Schroeder, Caledonia. Ernest Nelson, Renville, was renamed secretary-treasurer.

Named directors were: Leonard Windorf, Owatonna; Myron Nelson, Fairfax, and Claus Beck, East Grand Forks.

Awards were presented to the oldest auctioneer, the youngest auctioneer and the auctioneer traveling the farthest. Beck won both the oldest and distance awards. Youngest was Manfield Olson, Mabel.

A charity auction at the old central fire station was conducted by the auctioneers. Sponsored by the local Elks lodge, proceeds went to a fund for a new hospital.

Reciprocity Discussed

Discussed in the morning session was reciprocity, the acceptance of any licensed auctioneer in any city in the state. It was noted that some city and village ordinances now prohibit outside auctioneers. Reciprocity as envisioned by the association would also operate between states.

Also discussed at length was the use of sealed bids on condemned property. It was expressed by the auctioneers that if an auction were held the state could get more money back out of the property than it does on sealed bids.

Frank Sloan, Minneapolis, emphasized that the State Legislature should recognize auctioneers as professional men and not just a bunch of "circus barkers" up on a stage. "We are a profession, and should be allowed just laws governing and protecting us accordingly," he said.

Redwood Falls was selected for the 1957 state convention.

Entertainment Presented

Ernest Nelson, Renville, secretary of the association, introduced Professor Merrill and his musical hall tree. A fun auction followed.

President of the association, Fred Radde, Watertown, reported that the afternoon session at the Hotel Winona was the best the association has had in the seven years it has been organized. Arthur Porter, St. Louis Park, read a letter from Gov. Freeman at the meeting.

The group again decided to offer association services gratis to the Junior Livestock Show. The association will let the group in charge of the show call on any auctioneer it wants.

Vanderbilt Sells 33 Race Horses For \$563,700

NEW YORK—The Alfred G. Vanderbilt stable, which led the nation in purses won three years ago was reduced to nine race horses following a disposal sale that netted the New York sportsman almost a half-million dollars.

Burdened by the pressure of private business, Vanderbilt sold 33 thoroughbreds at public auction at Belmont Park for \$563,700, excluding expenses. The highest price was \$100,000, paid by Whitney Stone of New York for the stakes-winning filly, Sometime Thing.

AMEN!

The five-year-old daughter in the minister's family had been, as she thought, unjustly disciplined. When it came bedtime she knelt as usual for prayer at her mother's knee. Earnestly she prayed: "O Lord, please make all the bad people good; and, Lord, if it's possible, please make all good people nice."

Auction Markets Urge Modern Laws Before Senate Committee

KANSAS CITY, Mo.—E. W. Alberding, Kiowa, Kan., president of the American National Livestock Auction Association, expressed satisfaction over the recent hearings before the Senate Committee on Agriculture inquiring into the application and administration of the Packers & Stockyards act in respect to livestock auction markets. The hearings were recently concluded in Washington, D. C., following an invitation by Chairman of the Committee, Senator Allen J. Ellender, Louisiana, to the auction markets to appear and testify in respect to S.2309. The invitation to appear was at the request of the auction markets pending for some time.

“The Senate c o m m i t t e e hearings focused attention of the livestock public to the fact that the Packers & Stockyards act has not been applied uniformly in the 35 years of its existence,” Alberding said. “It has been applied to only 285 livestock auction markets out of 2,322. We feel that the able testimony presented to the committee will go a long way toward enactment of laws in the public interest that properly recognize the large and important livestock marketing industry as it actually exists today, not as it existed 35 years ago at the time the Packers & Stockyards act was enacted to correct then existing abuses as the few public or terminal stockyards located at large meat packing centers.”

Thirteen auction market owners from different sections of the country, together with C. T. (Tad) Sanders, executive secretary of the association and Secretary-Counsel of the Livestock Market Council, testified at the hearing.

The Senate bill as the basis of the hearings was S.2309 providing for the exemption of livestock auction markets from the provisions of the Packers & Stockyards act.

In the initial statement made before the committee by Sanders, the position

of the livestock auction markets was made clear that they did not seek to escape responsibility under law in their operations.

In specific recommendation to the committee Sanders’ statement, joined in by the other livestock auction market operators present recommended the adoption of a law or laws governing livestock auction market operations that would incorporate the following:

- “1. Licensing requirements based on financial stability and business integrity.
2. Recognition of the basic fact that sound markets are built on a certain basic minimum of volume of livestock to insure competitive purchasing power and thereby a basic market for livestock.
3. Adoption of standardized uniform schedules of charges for services rendered at reasonable rates for such services.
4. Recognition of the public, or dual agency nature of the business — to insure fair and just operations for the consignor, the buyer and the public.
5. Administration of any such law by an appointed or elected board of men familiar with the livestock business and special phases of it, without reluctance to depend upon ordinary statutory law for dispensing justice to violators of that law.”

The statement further pointed out that any such law must guard against the following:

- “1. Jurisdiction based on an “island” of federal jurisdiction where conflicts arise between the application of state and federal law.
2. The direction and remote control of the services rendered by regulatory authority in such a manner as to defeat the best interests of the users of the market service offered.



Retiring Auxiliary President, Mrs. Darbyshire of Ohio, receives the traditional corsage from the new President, Mrs. Steiner of Maryland

3. Favoritism or prejudice toward any variation of livestock marketing service within the definition covered by the law.
4. Dictatorial administration of the law.
5. Non-uniform application and administration of the law."

The dean of the livestock auction market operators appearing and testifying was Roy Tucker, York, Neb., who has owned and operated the York Livestock Commission as an auction market continuously since 1931. He recommended an entirely new law based on the auction markets' adopted Code of Business Standards and supervised by a board representing the various branches of the livestock producers.

The auction markets intend to present to Congress a proper federal law gov-

erning livestock auction markets handling livestock in interstate commerce, and likewise recommend a uniform state licensing law for adoption by the legislatures of the cattle states, Sanders stated.

Congress increased the current fiscal year appropriation for the Packers & Stockyards Division of the Department of Agriculture by \$100,000 for the purpose of bringing additional markets under the act.

"Additional appropriations is not the answer," Sanders stated. "There must be a more realistic law and a more uniform application and administration of the law so enacted. The best interests of the livestock producers demand an entire new look at marketing laws in relation to livestock auction markets now used so extensively," he added.

THE LIGHTER SIDE . . .

NEEDLE'S EYE

Large Lady: "Little boy, can you tell me if I can get to the park through this gate?"

Little Boy: "I guess so, lady. A load of hay just went through."

COULD BE

If you're calm and collected when everyone else is losing his head—maybe you just don't understand the situation.

IMPROVEMENT

Boss (to stenographer): "Congratulations, Miss Jones—this is the earliest you've been late!"

DIFFERENT

"Why is it you go steady with her?"

"Well, because she's different from other girls."

"How's that?"

"She'll go with me."

IMPATIENT

Nurse: "Who are they operating on today?"

Interne: "A fellow who had a golf ball knocked down his throat at the links."

Nurse: "And who is the man waiting so nervously in the hall? A relative?"

Interne: "No, that's the golfer. He's waiting for his ball."

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Burke: About 30 per cent for shelter, 30 per cent for clothing, 40 per cent for food and 20 per cent for amusement.

Murphy: But that adds up to 120 per cent.

Burke: That's right!

FISHY

Wife: "How many fish did you catch Saturday, Harry?"

Husband: "Six, darling, all beauties."

Wife: "I thought so. That fish shop made a mistake again. They charged us for eight."

Said the dog when he sat on the sandpaper: "Rrrrr-ruff!"

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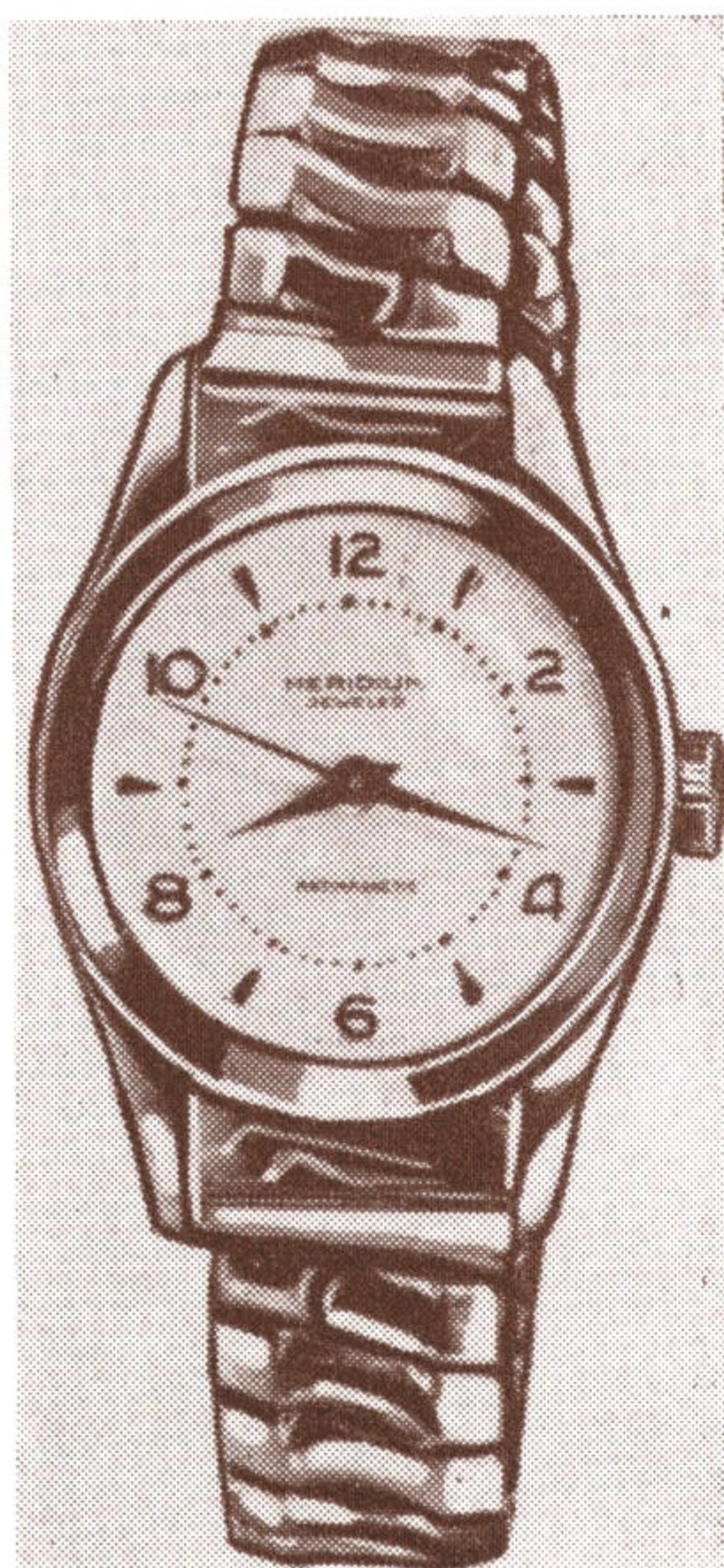
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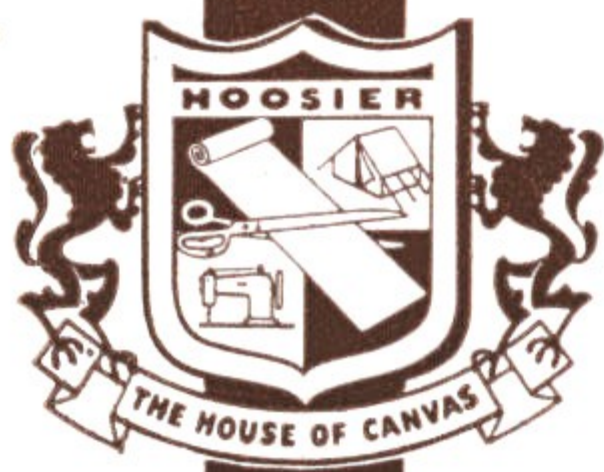
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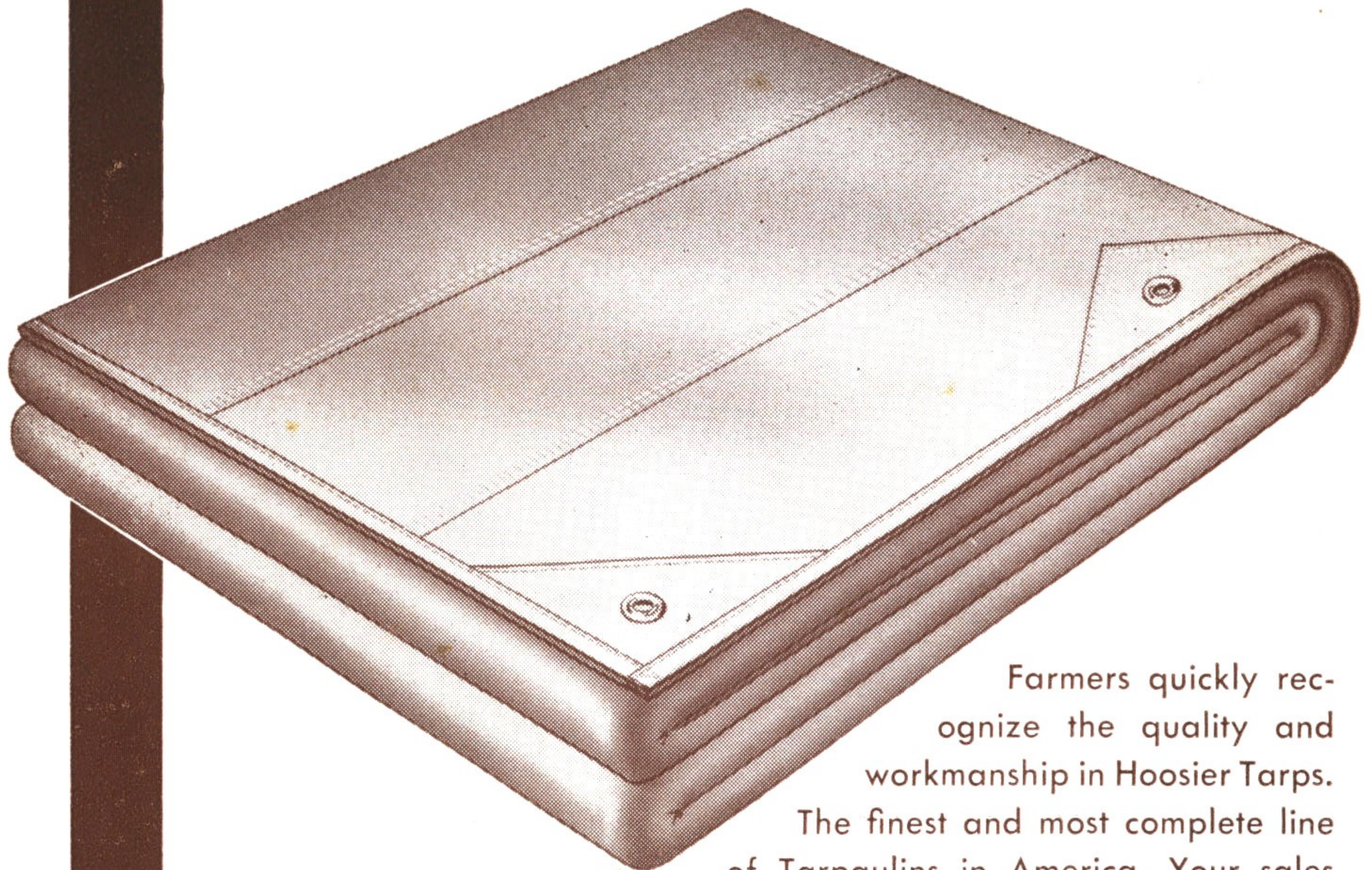
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