

# *the* AUCTIONEER



VOL. XVI  
MARCH

No. 3  
1965



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**GOING!**

**GONE!!**



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is the  
**OFFICIAL PUBLICATION**  
of  
**NATIONAL**  
**AUCTIONEERS ASSOCIATION**

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Frankfort, Ind. 46041

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

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

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

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

**DISPLAY ADVERTISING RATES**

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

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Published the 1st of each month  
except August.



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# Let George Do It!

In our organization as in most organizations, we all tend to let "George" do it!

What a wonderful organization we could have if the day after receiving this issue of "The Auctioneer" every member went out and enrolled a new member for the NAA! We would have over 4,000 members!

What a wonderful issue of "The Auctioneer" we would have if everyone sat down and wrote an article concerning their business, their sale, their experiences. Don't think it wouldn't be interesting — I know I'm no different than other auctioneers and when it's possible, I go to every auction within 300 miles. I learn something at every convention; I learn something from every auction I attend; and it's impossible to associate with many auctioneers without learning some little something that would be of benefit.

I owe a debt of gratitude to a young auctioneer who showed me a little advertising gimmick that has helped me every week since.

Our entire method of operation has been gleaned a little here, a little there, from auctioneers who have discovered a better way to do something!

If every auctioneer would attend every convention, he would return home a better auctioneer with renewed ambition to be the best auctioneer possible, and would have gained some knowledge each year to help him attain that goal!

Let's make our plans for Spokane before it's too late and get that money put away for it — get those days marked off our calendar and be prepared to have a rich rewarding experience to enjoy the memory of for years and years!

The furthest west our convention has ever been is Denver — that's just the beginning of the West. From Denver on, it's more beautiful, more changing, more awesome, more evidence of the wisdom of our Creator and of our good fortune to be auctioneers in the land of opportunity and equality for everyone! Let's give our best to keep it that way for our future and our children's future.

John A. Overton, President

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## Al Dunning Honored

A. C. Dunning, prominent auctioneer of Elgin, Ill., and a member of the NAA Board of Directors, was honored by the Elgin Junior Chamber of Commerce on February 4, when he was named, "Boss of the Year."

This award is given annually by the

Jaycees for outstanding civic participation and contribution. We of the NAA are proud that this honor has been bestowed upon one of our long and active members. Congratulations, Al Dunning!

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We shall have no better conditions in the future if we are satisfied with all those which we have at present.

—Thomas Edison



## A Salute To The "Boosters"

How many noticed the Booster Page in the last issue of "The Auctioneer."

What started with two names in February, 1951, had grown to four well filled pages in 14 years. The February, 1965, issue of "The Auctioneer" used four complete pages to list the paid up contributors to the Booster Page and contained the longest list of names this page has ever had.

John Rhodes, who was editor of "The Auctioneer" back in 1951, enclosed a letter with that issue stating "The Auctioneer" was \$694.00 in the red with more bills to arrive. To raise extra funds, Editor Rhodes announced the creation of the Booster Page for the purpose of aiding in

elimination of the deficit. He asked for contributions of \$5.00 to keep each contributor's name on the Page for a year.

In spite of costs of production being more than double of that in 1951, \$5.00 still keeps your name on the Booster Page for one year. And while we don't have a deficit bank balance, the income has been invaluable over the years. Last year it produced approximately \$1500, more than all the display advertising combined, and enough to pay printing and postage on two complete issues of "The Auctioneer".

Who were those two names appeared in 1951? W. C. Heise, Oconto, Wisconsin, and Wendell Ritchie, Marathon, Iowa, two continuous supporters of the National Auctioneers Association and of "The Auctioneer".

Beginning this 15th year, we salute the "Boosters" of THE AUCTIONEER.

# Auctioneer Opportunities

The word opportunity means as Webster defines it, "one who takes advantage of circumstances to promote his own interest or a convenient time, or occasion." It was said recently by an Auctioneer that we today do not have the opportunities that Auctioneers did 10 years ago or even longer. Let's stop and discuss this a little.

Since the world was created there has always been opportunities for men with vision, enthusiasm and interest in what they were doing and what they could do for their fellow man. America was built free by such as these men. Our country has always smiled and rewarded men who were original in their thinking. The electric light, the automobile, telephone, radio, farm machines, and airplanes are products of original thoughts. Had they thought the same as we sometimes do today we would not have a lot of these things. I say this to illustrate a point. Sometimes we, as Auctioneers, are guilty of thinking the only things to sell are cattle, horses, and farm sales because those have been the most accepted by the public. I am convinced

that we have not begun to find the areas of possibility that lie ahead.

Some one remarked to a football coach one time that his team was lucky to win so many games. He replied that football was 99 percent being ready for the opportunities that came and 1 percent luck. Let us look at our business with the same attitude. Make those opportunities by being ready, planning and promoting areas that have not been thought of. Let's not try to build a car. There are a number of good car manufacturers. Let's try and build a future in a new field!

The worst thing that can happen to an artist of any kind is to copy someone else. The worst thing an auctioneer can do is copy another or be complacent enough to sit by and watch others move ahead and wonder why he is not getting any chances. My fellow Auctioneers, let us join together and look into the future toward automation, mechanization, atomic developments and industrial pursuits with original thinking and make those opportunities ours. You know these new areas are just as eager to be found as we are to find them.



# Merchandising Seen Pacing Cattle Industry's Growth

KANSAS CITY, Mo. — Development of the full scope and impact of cattle merchandising as opposed to collective bargaining or negotiated pricing will fully engulf the business in the decade ahead for fuller realization of the cattle industry's tremendous unfilled potential.

This was the considered prediction of W. H. Hodges, Louisiana market-man and president of the Certified Livestock Markets Association, in appraising the market future and potential at the outset of the year.

Addressing the 18th annual Southern Farm Forum in New Orleans, La., Hodges said that under concepts of merchandising developed over the past several years by market owners throughout the business trade association of over 800 trade name, CERTIFIED LIVESTOCK MARKETS, "merchandising means a shift in emphasis from a peak of highly developed production efficiency to greater realization of marketing opportunities and related services which have proven to enhance these opportunities."

In turning to modern merchandising methods, the act of marketing takes on a vastly greater perspective than merely selling or purchasing in a market, Hodges explained. Merchandising comprises a whole gamut of sales promotion techniques in a comprehensive endeavor, including market research, product selection and segregation, coordination of production and marketing, effective advertising, and a host of services whose potential has never fully applied to the cattle industry.

He saw the immediate issues of today to be those of proven effective competitive merchandising versus hopes of developing some kind of collective bargaining power in the market place. "I am mindful that our society functions in economic order by means of prices competitively determined," he said.

"These prices of products and services provide all persons a basis of action and offer strong incentive effort under individual freedom."

"My confidence rests in the cattle industry's merchandising potential to be fully realized in this structure of competitive price determination under the leadership and risks determined by its marketmen. This will prevail over any channels of collective contract bargaining or organizations devised which seek to apply such influences."

Turning to significant developments in the next decade, Hodges foresaw these as paramount to the cattle industry:

—Greater confidence and mutuality of interest among all elements — breeders, growers, feeders and marketmen—especially through their trade organizations.

—Alignment of the industry with the consuming public by full response to its public trust and responsibility.

—The expansion and development of market centers as key businesses for the stimulation of economic development of the trade areas served.

—The expansion of the cattle and beef trade world-wide through industry-wide support of the National Livestock & Meat Board.

—New communication services such as that afforded by the recently introduced LFM News, Inc. for dissemination of complete trade news and price quotations.

—Improved financing, credit services and payment procedures and their standardization.

—New dimensions in trading and market protective devices such as cattle and beef futures whose potential has not yet reached full realization.

"Our attention must be geared to how many pounds of beef can we merchandise per acre. Let us look to our future with imagination in our thinking, vitality in our approach, initiative and enter-



prise to successfully achieve a profit balance, all with confidence in our Creator," Hodges said in closing his address before the large assembly of industry leaders and educators.

## North Dakotans Plan Best Convention Yet

BY BOB PENFIELD

Plans are in the final stages for the best and most varied convention program ever compiled in the 14 years history of the N. D. Auctioneers Association.

The 3rd Annual Auctioneers' Seminar will be held in conjunction with the convention this year. This has been a very successful project of the association and it is hoped that it will boost attendance at the convention by holding the 2 events together this year. Dates are April 2-3-4.

Colonel E. J. McNamara of Lancaster, Wisconsin, has been secured as the Seminar instructor. The seminar will begin promptly at 9:00 a.m. on Saturday and continue all day. This should be of high interest to most of our boys, as farm sales comprise a good share of their income. "Selling farm auctions" will be the topic.

The Ladies Auxiliary has promised a well-planned program of entertainment throughout the 3 days. This will be the first year that they have taken part, as the Auxiliary was organized last year and so this convention will be a family event for everyone.

A large auction of all kinds of merchandise and services will be held on Friday, April 2nd, as the kick-off event of the convention. It will be held in the large mall inside the Northbrook Shopping Center. This is Bismarck's newest shopping center and one of the finest to be found anywhere.

Convention Headquarters is the Holiday Inn, and they are cooperating on the auction by underwriting some of the advertising expense.

The Board of Directors has braved blizzards three times to date to get to the meetings, much has been accomplished, and it looks like a Banner year for the Auctioneers in North Dakota in 1965.

## \$15,500 Stamp Sets Record At Auction

NEW ORLEANS — How would you like to have to travel 1,000 miles with a scrap of paper worth \$15,500?

That was stamp dealer Raymond Weill's problem after he paid what he says is the highest price on record—\$15,500—for a single U.S. postage stamp.

"I wouldn't trust myself to bring it home," said Weill, 51, of New Orleans.

"I had the auction firm send it airmail.

"Of course," he added, "we had it sent registered mail. And we insured it for its full value."

When it arrives, it will go into a bank vault.

The stamp, its face value is only 24 cents—is known to collectors as the famous Airmail Invert Error. It was one of the all-time prize finds.

In 1918, the U.S. Bureau of Engraving mistakenly printed one 100-stamp sheet with an airplane upside down.

Forty-six years ago when the late William T. Robey of Washington, D.C., bought the sheet, he paid \$24.

A cashier and stamp collector, Robey had originally turned down a poorly centered sheet of the stamp, which had just been issued. More were due in later the post office clerk said.

When Robey returned, a new supply had come in. The clerk pushed a sheet across the counter.

"My heart stood still," Robey said, recalling the incident. "It was the sheet of inverts. It was what you might call the thrill that comes once in a lifetime.

"Without any comment, I paid for the sheet and then asked the clerk if he had any more sheets."

There were no more with inverts. But it didn't really matter. Robey had only \$6 left.

Within a week, Robey sold the sheet for \$15,000.

The sheet has been broken up and sold piecemeal through the years.

But, Weill said, this was the first time a single invert brought more than what Robey got for the entire sheet of 100.





1965 Officers and Directors of the Ohio Auctioneers Association, front row, left to right: Gene Slagle, Marion; J. M. Darbyshire, Wilmington; Hobart Farthing, Findlay; L. Howard Jewell, Mt. Gilead; Herb Bambeck, Dover; Newt Dilgard, Ashland; Richard Pfarr, Marysville.

Back row, left to right: Ray Austin, Jefferson; Richard Babb, Wilmington; Hubert Amos, Scio; Harold Vaughn, Hamilton; Chet Guffey, Columbus; Emerson Marting, Washington C. H.; Walter Hartman, Camden; Ford Good, Seville.



## Ohio Auctioneers Hold Annual Meeting

BY NEWT DILGARD,  
Secretary-Treasurer

The regular annual meeting of the Ohio Association of Auctioneers was held at The Southern Hotel in Columbus, January 9th and 10th. The Saturday evening meeting was a social time with a fun auction attended by 95 auctioneers and their wives.

The business meeting was opened at 10:30 Sunday morning with President Bambeck in the chair. The secretary reported 301 members as of December 31 which included one life member. The names of 77 new members taken in during 1964 were read and the ones present were properly inducted. Included was one lady, Ann Michael of Canton.

Charles Carroll, Assistant Chief of the Division of Licensing, gave a report concerning the proposed changes in the license law. He also said that as of January 10th, there were 1546 auctioneers licensed and 105 apprentices. He stated that Michigan was going to try and get their law through this year, with reciprocity with Ohio. The same was said about Indiana.

Following the banquet served to 167 people, Robert Lucas gave a talk on "What about Tomorrow?"

Reconvening for the business session, the tellers announced the officers for 1965.. L. Howard Jewell of Mt. Gilead, President; Hobart Farthing of Findlay, Vice President; and Newt Dilgard of Ashland, Secretary-Treasurer.

Installation of officers followed and then a panel on properly advertising auctions. The meeting closed with President Jewell thanking them for their support and to strive for 400 members this year.

## Parke-Bernet Sales

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

March 6 — English Furniture and Decorations. Belonging to Mrs. Lottie Zork and other owners.

March 9 — Books on Angling, Western Americana. Property of Mrs. Henry A.

Portong and other owners.

March 12-13 — French Furniture and Decorative Objects. Property of Mrs. Edward F. Hutton and other owners.

March 18 — Modern Paintings, Drawings and Sculpture from various owners.

March 18 — Electronics and Electrical Items, Aluminum, Steel and Other Metals, Commercial and Aircraft Fittings and Hardware, Miscellaneous Hardware and Other Surplus Property. By Order of Grumman Aircraft Engineering Corporation.

March 20 — Georgian Furniture and Decorative Objects belonging to Mrs. Edward F. Hutton and other owners.

March 26-27 — French and English Furniture and Decorations. Property of Fenton B. Turck and other owners.

March 31 — Diamond and other Precious Stone Jewelry. From various private sources.

## Heart Attack Fatal For Col. J. L. Judy

J. L. Judy, 46, Mission, Kansas, a nationally known auctioneer, died at his home, January 10, following a heart attack.

Mr. Judy was born at Rockville, Mo., and was associated with his father, the late O. L. Judy, in the auction business at Nevada, Mo. for many years. He and his family had moved across the line to Kansas, four years ago.

He was serving as President of the Judy Auction Company at the time of his death and was a member of the National Auctioneers Association, the Kansas Auctioneers Association and the American Legion. He was an Air Force Captain and a B-25 pilot during World War II.

Survivors include his wife, Mrs. Virginia Judy, one daughter at home, his mother, Mrs. Mildred Judy, who lives at Nevada, Mo., and two sisters.

Due to the fact that the Judy Auction Co. has a going sales organization and Mr. Judy's wife and mother both having been active in the business, it has been their decision to continue in the business.

If a man empties his purse into his head, no man can take it from him.

—Benjamin Franklin



## What About A State Auctioneers' Contest?

To provide greater interest at their conventions, members of the Iowa Auctioneers Association are planning an auctioneers' contest. Clint Peterson, Webster City, and George Yancey, Ottumwa, have been named to a committee to present plans for a "Champion Auctioneer" contest.

Tentative proposal is to have all auctioneers who wish to compete have a recording made of their chant and then sent to the Secretary's office. Records would then be cataloged and identified by number.

A panel of judges made up of non-members of the auction profession such as speech and diction analysts, auction operators or auction sale customers would be asked to select the top five from the recordings.

These five men would then appear for the "finals" at the State Convention at which time they would be judged by appearance, personality, delivery, etc. and the Champion would be selected.

Those on the committee are requesting ideas and suggestions from members of the NAA. They hope to make this the beginning of what could eventually lead to a World's Champion Auctioneer, to be selected at the National Convention, each year.

Write your comments and suggestions to:

Col. George Yancey, 634 Wildwood, Ottumwa, Iowa, or Col. Clint Peterson, P.O. Box 276, Webster City, Iowa.

## Ray Schnell Named "Man Of The Year"

Ray Schnell, Dickinson, N.D., rancher, auctioneer and Certified Livestock Market operator, has been named Man of the Year in Livestock by the Record Stockman.

That publication's annual award was presented to Schnell Jan. 20 at the National Western Stock Show. The honor is another of many for the 71-year-old North Dakotan.

The Record Stockman cited his "many

years of leadership in state and national organizations; his dedicated work toward the improvement and the marketing of livestock, his interest in keeping his family interested and working together through cooperative efforts; his continued desire for self improvement; his earnestness in providing opportunity for young people to raise better livestock; his interest in promoting the sport of rodeo on a local level; and his devoted leadership in church, community and civic affairs.

He is the 22nd individual to receive the award.

Schnell and his sons operate Certified Markets at Dickinson, Miles City, Mont., and Lemmon, S. D. He and his wife have 10 living children.

## Highway Department Surplus At Auction

The auction profession gained new prestige in South Dakota in 1964, when, for the first time, the Highway Dept. sold their surplus items at public auction.

252 vehicles and pieces of equipment, ranging from the Governor's car, to Highway Patrol cars, trucks, pickups, caterpillars, motor graders, heavy equipment and on down to light equipment, was converted to cash by auction.

In three separate auctions at Rapid City, Huron, and Sioux Falls, buyers paid a total of \$131,387.00 for the offering, which in previous years has been sold by sealed bid. Sales were described by Highway personnel director Ken Balgeman, as "highly successful." Net returns were considered much larger by the auction method of selling as sale prices of equipment doubled appraised valuation, and the auction method was found to be more efficient.

The auctions were conducted by Freddie McFarland, Sturgis; Vernell Johnson, Hartford; and Billy Barnes, Ft. Pierre, all NAA members and also all charter members of the South Dakota Auctioneers Association.



## Wisconsin Meeting

Officers of the Association of Wisconsin Auctioneers have announced dates of their 1965 Convention to be June 9-10. The Hotel Whiting at Stevens Point has been selected for the site.

This is one of the few State Conventions held in mid-week rather than on a week-end and their attendance has been very good. This year's dates fall on Wednesday and Thursday. For many years they have used Wednesday as their regular meeting day.

## Ohio Auxiliary In Its 20th Meeting

By VIRGINIA DILGARD, Secretary

There were 56 women present on January 10, 1965, when the President, Mrs. Madonna Hall opened the twentieth meeting of the Ladies Auxiliary of the Ohio Auctioneers Association. President Hall gave a warm welcome to all the ladies and the meeting was called to order. The minutes were read and approved. A treasurer's report was given with a balance of \$134.94 to date.

The nominating committee presented the following slate of officers for 1965: President, Donna Peddicord; Vice President, Willadean Babb; Secretary-Treasurer, Virginia Dilgard; Assistant Secretary-Treasurer, Hester Dilgard; Chaplain, Emily Slagle; Directors—Nina Farthing, Jane Vaughn, Madonna Hall.

The group voted to accept this slate of officers.

Gretchen Featheringham gave a report on last years National Convention that was held in Iowa.

The new slate of officers was installed, followed by the installation of nine new members.

We then adjourned to have lunch with our husbands. At 1:00 p.m. we reassembled for our afternoon meeting. Our new President, Mrs. Donna Peddicord, presided. Committees for the June meeting were appointed as follows: Program — Adeline Good, Nina Farthing, and Eileen Standen; Saturday night — Carol Bambeck and Marjorie Roush.

The meeting was then turned over to our guest for the afternoon, Miss Duel of

the Columbia Fuel Gas Company, who not only entertained us but also educated us in the uses of natural gas in our daily lives. She did it with the use of hats like those of the "Mad Hatters" in Alice in Wonderland. We enjoyed this young lady very much. After her presentation we adjourned and started on our homeward way with plans of meeting again in June.

### IN MEMORY OF TOM BERRY

We little knew when we 'woke that morn  
The sorrow the day would bring,  
For the call was sudden, the shock  
severe,

To part with one we loved so dear.

Sometimes its hard to understand  
Why some things have to be  
But in His wisdom, God has planned  
Beyond our powers to see.

God gave us strength to fight it  
And courage to bear the blow  
But what it cost to lose you  
No one will ever know.

Please God, forgive the silent tears,  
The constant wish that he were here.  
Many have lost, yes, we know,  
But he was ours and we loved him so.  
Wife and Family

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. Walter S. Britten,  
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#### 2nd Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

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Mrs. Clint Peterson, Webster City,  
Iowa

Mrs. Ruth Marks, Abingdon, Illinois

Mrs. Charles Ray Hudson,  
Morrisonville, Illinois

Mrs. Robert Penfield, Bowman, N.D.





# Some Suggestions To Freshmen Auctioneers

By COL. POP HESS

The writer is always happy to write the month of March column, as it gives me the feeling spring is just around the corner. However, this year, here in Ohio, not too bad a winter and that spring corner could have a long curve to travel before it is really spring weather in action. But to meet the 15th of the month deadline, this writing is in the middle of February, when here in Ohio, we have much of our coldest snowy weather. So far not too bad.

I am happy to state that I came through my 85th Birthday Anniversary in good shape. It was a beautiful day here in Ohio on February 6th. I had my Pigs Feet and Sauerkraut as ordered. I want to thank all who went to the trouble to mail cards and send wires on the event. I was amused by the one card received from my old side kick, now retired competitor, who loves to rib me just as much as I love to rib him. He had read my February column and noted on the Pigs Feet menu I was asking for on February 6th, and here is his quote, "Hello you old goat, nothing pleases me more than to see a proud onery old time competitor like you to have to get down and eat so low down on the Hog, for a Birthday dinner, it must be a very humble feeling, etc." So here is my answer back to him. Thanks much for the low down on the Hog, it always must humble you to have to endure the biggest luxury you can afford at any time, Ox-Tail Soup. While it is not so low down on the Steer, it does hang over the most undesirable end of the Cow. This is for comfortable thinking while sipping. "And the feud goes on."

Was happy to note the NAA is still over two thousand in membership as of January 1st. Our Ohio membership is down three points under Illinois and we Ohioans are out shaking the bushes to get back in the front seat.

This is the first winter in my time of living that I do not have to do any work if I don't feel like it. I spend much of my time at my home working office desk, supervising my Farm and Livestock Sales Program, Radio WRFD, yet have such good boys on the job at the station office doing all the heavy work. Each afternoon I spend much time watching Mom Hess's favorite TV shows. Many are interesting, but oh the commercials. There is one half hour show she follows Monday through Friday which is a very interesting affair. However out of the thirty minutes run time you get ten minutes on the Story with twenty minutes of interruptions on soap and suds. Surprised on what a dirty world we must live in. However, if it was not for the soap then there would be no show.

Since January 1st through my mail I find many letters from men of all ages who are now listed as Auctioneers. Of course, the bulk of them are from young men who are just out of Auction School and are now finding that getting sales to conduct is not quite like they had hoped. This is nothing unusual as about every Auctioneer, busy or unemployed, has had the same kind of trouble. During this duration of becoming a busy Auctioneer they are often forced to have a good side line job that will not interfere too much with their setting dates for sales and for being able to be on the job sale days. If the individual is aspiring for General Farm and Livestock Sales, his best line of work is as Farmer or Farm Worker, or as a salesman for Farm Equipment or sale of items Farmers and Livestock men buy. This keeps one close to the man whom you might serve as an Auctioneer and your appearance and approach to them will carry its weight.

Also, many Auctioneers have closed this gap by being associated with a good



Realtor whose specialty is selling Farms and General Insurance that will interest Farm Folk.

The Commercial Auctioneer can make the gap by getting a contact with a firm that in a large way handles such sales that can use a representative in their area. Many of these firms allow a commission on sales you get for them, and through it be much in sight when these auctions are conducted and in time can become established in this line of business, as an Auctioneer.

If you live in a city where household goods are numerous at auction, many an auctioneer has started with connections with the leading auction company that follows this line. Others have set out to handle sales by contract and when you can get a few sales over and if you have what it takes it will not be too long before your sales will increase.

In the Livestock Commercial Sales of course it is the weekly livestock sales yard where sales are held each week, and to be a good Auctioneer in this field,

most of them sell by the per-pound basis. Auctioneers who follow this field soon become fully tied to such sales and have a market for each day of the week. You become fully posted on daily market prices and learn how to know the buyers who buy in large quantities, their likes and their dislikes.

Many still ask which is the best Auction School to attend. We now have many such schools here in the United States. The answer for this question is this, it only takes a 5c stamp to write the listed schools that you will find in this publication and many Farm and Trade Journals. The schools will answer your letters and your many questions and from this you can draw your own conclusions as to the one you prefer. I personally know many of the instructors in about all of the schools and they know what it really takes to make you an Auctioneer.

Today, the Auction field is becoming more specialized. Unless you have a proven desire to specialize in any one of the fields, then try it as a General Auction-



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eer. Build your business on this line and within five to ten years you will discover what you can best take on as a Special Field of exclusive sales.

Don't be disappointed or scared out by seeing many who have attended an Auction school and then have not been active in the Auction field. It could be that they were not wired for that profession. I personally knew a man who would sell anything running loose to prove to himself that he could be an Auctioneer (but he always did this selling when no one was around but himself and the item selling.) After years of rehearsing and when he finally got his first auction sale with real bidders and real things to sell for real money, he was a FAILURE. He found getting just imaginary bids on imaginary money was his victory. To do it in real stuff he was a failure. The Auction Schools of today can cure that disease. Yet I have known other young men that did just the same as the man referred to and made good. It is all in the correct wiring one may have in his system to be an Auctioneer in demand.

Some time back I made some such remark about not being properly wired to be an Auctioneer and I got a card from a chap asking me to mail him the name and address of the firm who could rewire him so he would be an auctioneer. So far no comment.

It has been reported the old saying that Auctioneers are born and not made is a farce. I had one Auction school tell me that they can make an Auctioneer out of any person if they can have the student ten days to two weeks. My comment on that statement — it needs rewiring.

In checking through one of our Ohio County papers I took note of the fact that Ohio now has a FEMALE Auctioneer. She is located in Logan County. The sale bill lists the auctioneer as Mrs. Carol Jane Bourne, Auctioneer. While this is not news in some of our states in the United States, it is news here in Ohio. I take it she has been accepted by the State of Ohio as a licensed auctioneer, as no other auctioneer is listed on the sale advertised in the Newspaper of Logan County.

Here in Ohio, from January 1st to date of this writing, we have had some bad winter weather. However the large percentage of weather days has been on the

mild side, with many days in the spring column. However, we can have some real winter before the Wild Geese return from the South.

The general line of Farm and Livestock Sales have been numerous. From January 1st to date, prices are good, buyers are plentiful, with plenty of cash or credit. 1965 has the appearance of being a good business year. Money and credit is much in evidence in all phases of industry.

Many suggestions on our own poverty and our great society, for and against, and it takes all kinds of suggestions and actions to make a country great. We have always had rich and poor, employed and unemployed, and not much chance to change this condition. WORLD PEACE is the most important to all and it is the prayers of the multitudes that can bring this about.

The front door of the writer at 440 West William Street, Delaware, Ohio, is always open to all at all times. Will be happy to have your letter or visit at any time.

\* \* \*

FLASH: Col. Don Bradley of Ohio, one of our NAA members, has had much trouble for some years. Don has had a growing bay window. He came to the point where, in order to get a belt to hold up his trousers, one long enough, he had to have one made on special order.

Recently he was humiliated by having his pants fall to his feet in front of a large mixed audience at a very prominent auction he was conducting. He was rushed to the nearest hospital, where following a successful operation, is now back in circulation looking much improved. Now he finds he is still in trouble as he can't find a belt short enough to look neat without having one made special order.

Don says that it is remarkable what medical science can do now a days. For years Col. Bradley has been one of Ohio's busiest auctioneers and is now going strong as per usual.

---

Wife: I've got good news for you, dear.

Husband: What is it?

Wife: You haven't been paying those auto insurance premiums for nothing.



## Officers Re-elected At Colorado Meeting

BY REUBEN J. STROH

Members of the Colorado Auctioneers Association met at the Capri Motor Hotel dining room, in Denver, on January 30, for their annual banquet and election of officers. After the program, the election of officers was held with the following results: Col. Fred Ramaker of Denver, and Col. Troil Welton of Wray, were re-elected President and Vice President, respectively. Col. Ed Gibson of Denver was elected Secretary-Treasurer.

President Ramaker presented Col. Lyle Woodward with a plaque for dedicated service to the Colorado Auctioneers Association. Woodward is one of the charter members of the Colorado Association.

President Ramaker mentioned that the summer meeting is tentatively set for

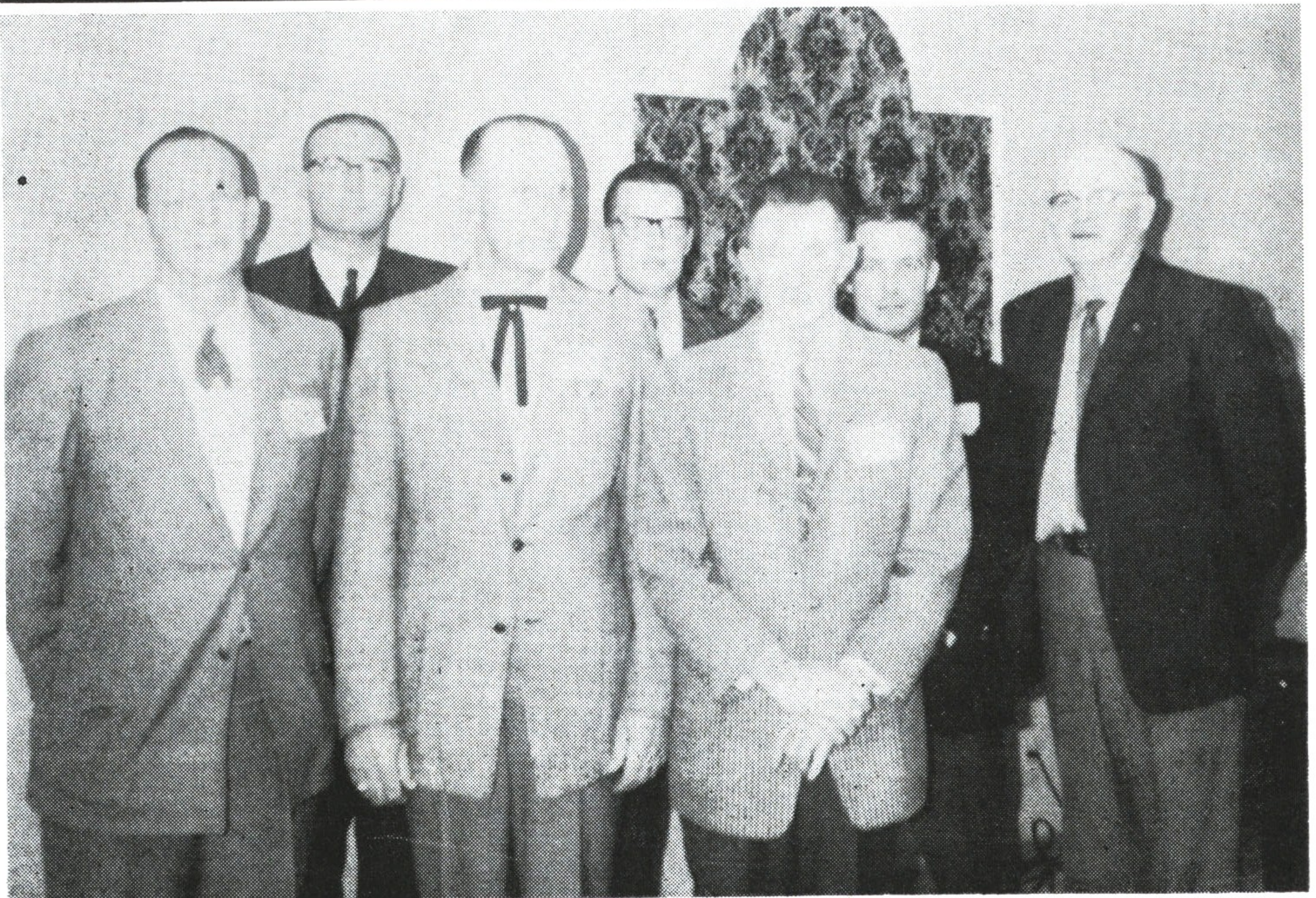
July 10, with further notice to be by mail.

Group singing was led by Harvey Baldwin, of Denver, with his guitar; and Mrs. Jo Bonser of Loveland, entertained with some songs and yodeling.

The Ladies Auxiliary held their election of Officers with Mrs. Aloise Ramaker and Mrs. Nettiemay Welton re-elected President and Vice President, respectively, and Mrs. Mary Margaret Harrington was elected Secretary-Treasurer.

## \$116,600 For Bull In Scotland Auction

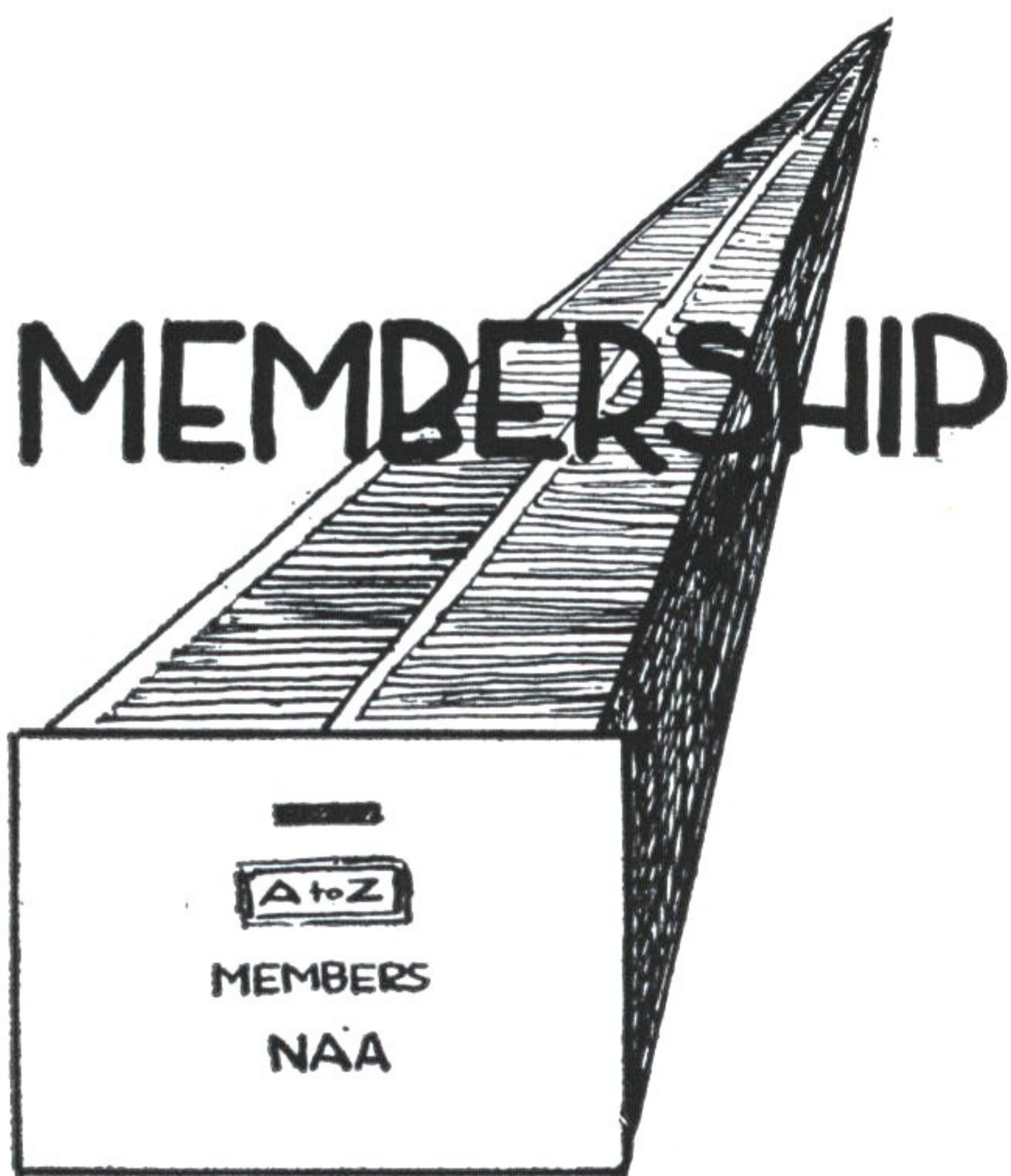
PERTH, Scotland, — Jack Dick of Black Watch Farms, N. Y., paid \$116,600 for the supreme champion bull at the annual Perth Aberdeen Angus show and sale. Dick bought the 12-month-old animal, shown by Elizabeth Honeyman of Scotland, after a bidding duel with Tom Adams of San Antonio, Tex.



Above are Officers and Directors of the Colorado Auctioneers Association who were present when the picture was taken. Left to right: Troil Welton; J. Lee Sears; Fred Ramaker; Charles Cumberlin; Ed Gibson; Gail D. Kats; F. Harvey Baldwin.

Directors not shown are: Lyle Woodward, Bill Hauschildt and Si Lockhart.





***Memberships Processed  
January 16 thru February 15***

Ray Hudson, Illinois  
 Mary J. Cole, Michigan  
 Vernon I. Cole, Michigan  
 Jacob C. Finer, New York  
 Hobart W. Farthing, Ohio  
 Dale A. Miller, Arizona  
 Frank J. Barron, California  
 Jerry Sothern, Florida  
 Robert Wesely, Idaho  
 William E. Hanzel, Illinois  
 Gywin E. Sponsler, Illinois  
 E. Dewey Anderson, Indiana  
 C. A. Cofer, Kansas  
 Joseph Finn, Massachusetts  
 Andy Little, Missouri  
 Milton M. Koptula, New Jersey  
 Charles Vosburgh, New York  
 Mearl Maidment, Ohio  
 Charles Hunter, Ohio  
 Harry H. Hawk, Ohio  
 \*J. A. Marlowe, Sr., Ohio  
 Clyde Jones, Oklahoma  
 J. Newt Billings, Tennessee  
 \*Levi W. Self, Texas  
 Grover Howell, Texas  
 Kenneth Bozeman, Texas  
 \*Cordell E. Johnson, Texas  
 Leon Gornto, Virginia  
 Bob Berger, Washington  
 John H. Dieken, Illinois  
 Everett Killian, Illinois  
 \*James E. Swicegood, North Carolina  
 Jim Trunk, Illinois

Noble Stokes, Jr., Indiana  
 Carl A. Tangner, Jr., Oklahoma  
 James A. Faucett, New Jersey  
 Ed Beecher, Iowa  
 John Wigemyr, Alberta  
 Reuben J. Stroh, Colorado  
 \*Joe Yearous, Colorado  
 A. Gribbins, Jr., Kentucky  
 Abe Levin, Massachusetts  
 Edward Krock, Massachusetts  
 Frank W. Arnold, New York  
 John Di Bello, New York  
 \*Jim Wentz, North Dakota  
 Jack Hall, Michigan  
 W. T. Wagner, New Mexico  
 Jackie Ball, North Carolina  
 K. L. Espensen, Texas  
 \*Bill Miller, Indiana  
 Carl Ronnow, Illinois  
 Elmer Burnham, Washington  
 Clarence Prange, Iowa  
 Harold H. Van Syoc, Iowa  
 Earl Theis, Iowa  
 Richard M. Sears, Iowa  
 Robert J. Mallinger, Iowa  
 Bill D. Gold, Iowa  
 Clair M. Mason, Iowa  
 M. E. Hilpipre, Iowa  
 Arbe F. Bareis, Iowa  
 L. F. Wessel, Iowa  
 William T. Huisman, Iowa  
 Marvin Rogness, Iowa  
 Clarence O. Meyer, Iowa  
 Wayne Stewart, Iowa  
 \*Richard A. Hagist, Iowa  
 \*Ralph McCoy, Kentucky  
 Clarence E. Latham, Ohio  
 \*T. J. Jubenville, British Columbia  
 C. R. Tomlinson, Texas  
 Jim Parks, Texas  
 Maurice Britten, Texas  
 Gene Harris, Texas  
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 Samuel W. Savedow, Florida  
 Earl Hardeman, Wyoming  
 Richard A. Mead, New York  
 Don M. Johnson, California  
 Ben M. Rodman, New York  
 \*Jack McKee, Tennessee  
 Turner Kees, North Carolina  
 Paul Pastore, Illinois



Fred H. Rosner, Virginia  
 Freddie Chandler, Iowa  
 Bob Sherwood, Iowa  
 Norvin Olson, Iowa  
 M. M. Peterson, Iowa  
 \*Ray Vellinga, Iowa  
 James J. McGuire, Iowa  
 Pat Forristal, Iowa  
 Milo L. Hill, Michigan  
 Sandy Sanstead, Wyoming  
 \*Art W. Boroughs, Michigan  
 Guy Jageman, Missouri  
 Elbert L. Allyn, Indiana  
 Harold K. Hirschberg, New York  
 E. V. Wing, California  
 J. E. Sutphin, Virginia  
 Harry D. Francis, Virginia  
 Emil J. Lauter, Illinois  
 John D. King, North Carolina  
 \*Ernest F. Damron, West Virginia  
 Bernard J. Wehinger, California  
 Howard W. Vos, Iowa  
 B. W. Kimbrell, Iowa  
 Marvin Van Syoc, Iowa  
 Lyle Erickson, Iowa  
 Kenneth Erickson, Iowa  
 Riley T. Jefferson, Delaware  
 \*William J. Josko, Connecticut  
 Leslie L. Lucas, Georgia  
 Jim Messersmith, Idaho  
 \*John Wert, Idaho  
 Hank Brahm, Indiana  
 \*Robert K. Hall, Arizona  
 Harold Pick, Illinois  
 Elmer Cordsmeyer, Jr., Missouri  
 Lawrence Vogel, Indiana  
 \*Wendell H. Tate, California  
 Anthony F. Zifcak, Rhode Island  
 S. Braden King, Maryland  
 Harry A. Chrisco, Illinois  
 H. C. Staats, West Virginia  
 Wilbur T. Clair, Indiana  
 Billy J. Crigler, Missouri  
 Byron E. Mangan, Colorado  
 Troil Welton, Colorado  
 Charles E. Cumberlin, Colorado  
 John Stulp, Colorado  
 F. Harvey Baldwin, Colorado  
 Fred J. Ramaker, Colorado  
 \*Thomas R. Westrope, Colorado  
 Melvin L. Reichert, Colorado  
 Gail D. Kats, Colorado  
 Lyle D. Woodward, Colorado  
 Harold R. Lloyd, Colorado  
 Robert M. Benish, Colorado  
 Ed Gibson, Colorado  
 W. R. Bonser, Colorado

J. Lee Sears, Colorado  
 John P. Chumbley, Colorado  
 \*Harold W. Haynes, Colorado  
 E. R. Austin, Colorado  
 Si Lockhart, Colorado  
 Howard M. Shults, Colorado  
 Bert Trane, Minnesota  
 \*Eloise Kneisel, Wisconsin  
 \*Floyd H. Slagle, Kansas  
 Charles L. Alber, Arizona  
 Wayne A. Coffey, Illinois  
 Anthony J. DiBenio, New York  
 \*Ralph VanderVlucht, Ohio  
 \*M. S. Pennington, Alabama  
 \*Richard Silvers, Ohio  
 Charles P. Dunning, Illinois  
 G. Edgar Adams, New Jersey  
 Milo Fodness, Minnesota  
 \*Dean Waterman, Illinois  
 R. E. Knotts, Ohio  
 L. R. Winternitz, Illinois  
 \*Marshall Hartman, Oklahoma  
 C. H. Riley, Nebraska

## Yorkshire Records In National Sale

Three new records were set at the recent 1965 Yorkshire Type Conference at Arkansas City, Kan. Ten superior placing boars averaged \$1,044.

A new high for a Yorkshire boar was paid by Reno Thomas, Brooks End Farm, Beavertown, Penn., when he bid in the reserve grand champion boar at \$2,800. This son of Bingo was shown by Donald Michael and Sons of Farmersville, Ohio.

The champion Pair of Littermate Giltts exhibited by Oklahoma State University, Stillwater, Okla., and sired by Model 142 were also bought by Reno Thomas, Brooks End Farm for \$800 each. This is a new record for all breeds.

The Grand Champion Boar, also a son of Model 142 and shown by Oklahoma State University, was purchased by C. J. Cooper and Sons of Hartley, Iowa for \$2,100.

The Grand Champion Gilt shown by Donald Michael and Sons, Farmersville, Ohio, went to the herd of Park Thomas, Par Kay Farms, Beavertown, Penn., at \$950. She was a daughter of Bingo.



## Death Takes "Ole Man of the Mountain"

Roy Franklin Crosser, affectionately known by his friends, customers, and fellow auctioneers as the "Ole Man of the



Mountain", died unexpectedly at his home near St. Mary's, W. Va., December 4. He was born at Jackson, Ohio, January 14, 1894, and was 70 years old at the time of his death.

Crosser's trade-mark was his flowing white beard which he grew for the St. Marys Centennial in 1949. He had operated a pottery and gift shop near his home since 1940. In the early 1950's he graduated from the Reppert School of Auctioneering and he had held a Life Membership in the National Auctioneers Association since 1953.

Survivors, include his widow, three sons, one step-son, two step-daughters, two brothers, a sister, 21 grandchildren and five great grandchildren.

## W. Virginians Elect

CHARLESTON, W. Va. — John W. Coffman of the South Branch Stockyards,

Moorefield, W. Va., was elected president of the West Virginia Livestock Markets Association at a meeting here early in January.

Other officers named were Edward E. Peters Jr., of the Terra Alta, W. Va., Stockyard, vice president, and R. L. McCulty, Spencer, W. Va., secretary-treasurer.

Ben Noel represented the Certified Livestock Markets Association at the meeting and Gus Douglass, West Virginia Commissioner of Agriculture, was also present.

## Kentuckians Eighth Annual Convention

By E. I. "Buddy" THOMPSON

The Kentucky Auctioneers Association held its 8th Annual Convention at the Brown Hotel at Louisville, on the 7th and 8th of February.

At the election of officers, Col. Adrian Atherton, Hodgenville, was elected President to succeed Col. Cliff Ledford of Lancaster, E. I. "Buddy" Thompson of Lexington, was elected Vice President.

The Association voted to hire a Secretary and Treasurer and Mrs. Adrian Atherton was selected. Col. Cliff Ledford, the Immediate Past President, was placed on the board of Directors and Col. Rex Proffitt was elected to the Board of Directors to succeed Col. Johnnie Taylor whose term expired and Col. Lexie Wyatt was elected to succeed W. H. "Doc" Owens whose term expired.

Col. Johnnie Taylor was appointed by the new President to head a committee to investigate the possibility of a chartered plane or train excursion to the National Auctioneers Association Convention in Spokane, Washington. Col. Taylor was instructed to contact the members of the Ohio and Indiana Associations to see if an excursion could be planned from these three states.

All members and their wives enjoyed a successful and constructive convention that included a Banquet on Sunday night with Mr. Joe C. Creason, Courier Journal columnist, as the principal speaker.

On Monday, the program included Col.



W. H. "Doc" Owens giving an address on "Who's Who in Kentucky", aided by the map of the state. Col. Owens showed the number of registered auctioneers in each county and the number of members and he encouraged the members of the Association to make every effort in the coming year to increase our membership substantially.

Col. Adrian Atherton stated in his acceptance speech that he intended to carry on the good work of the Association, to make every effort to increase the membership and the services of the Association to the Auctioneers of Kentucky.

## Parke-Bernet Commissions Reduced

First tangible dividends from the affiliation of Sotheby's and Parke-Bernet came today in the form of an announcement made by Louis J. Marion, President of Parke-Bernet, of lower commission rates to sellers of paintings and the introduction of two modifications to the rules of sale.

According to Mr. Marion, the affiliation of the two houses has led to a higher standard of efficiency. This together with internal changes in New York and London has made it possible to reduce the commission charged at Parke-Bernet on paintings, drawings and sculpture to 12½ per cent for lots which are sold for more than \$5,000 and to 15 per cent for lots which are sold for \$5,000 or less. Consignors will however be required to pay the costs of illustrations in color and of such special advertising as Parke-Bernet and the seller agree will be to the advantage of a given sale.

Mr. Marion described the modifications in the Parke-Bernet conditions of sale as being essentially as follows: If, within 21 days after the sale of any Impressionist, Post-Impressionist or modern paintings and sculpture, it is determined that there is a valid doubt as to authenticity or attribution, the property may be returned to the Galleries and the sale rescinded. Also, unless otherwise specified in the catalogue, printed books determined after the sale to be incomplete may be returned to the Galleries within 14 days after the auction,

and the sale rescinded.

Mr. Marion commented, "The substantial reduction in commission rates will result in an increase in the number of paintings which cross the Atlantic from Europe for sale in New York, a development long desired by American collectors and dealers. The changes in conditions of sale conform to Sotheby's practice in London, and are designed to show our clients that they may have confidence that every effort is made to ensure that items of doubtful authenticity are not included in our sales."

## Cooperation Leads To More Business

Cooperation among auctioneers can lead to more business for everyone. The attitude of wanting all the sales and hoping your competitor gets few or none is not only unhealthy to the auctioneer but the entire method of auction selling suffers too.

A recent letter from NAA member, Bernard P. Day, President of the Joseph P. Day, Corporation, New York City, and a copy of a letter to Mr. Day from another NAA member illustrates that all can profit through proper cooperation. The letter we are speaking about follows:

**Dear Colonel Day:**

Dean Covington, our attorney and your friend, keeps us informed on the sales you are conducting. We have always admired you and your father in the auction business and consider it the cleanest competition anyone could have. I want to take this opportunity in thanking you for the lead that you sent us last year in Tennessee. We had a very successful sale and if we can return the favor to you, we certainly intend to.

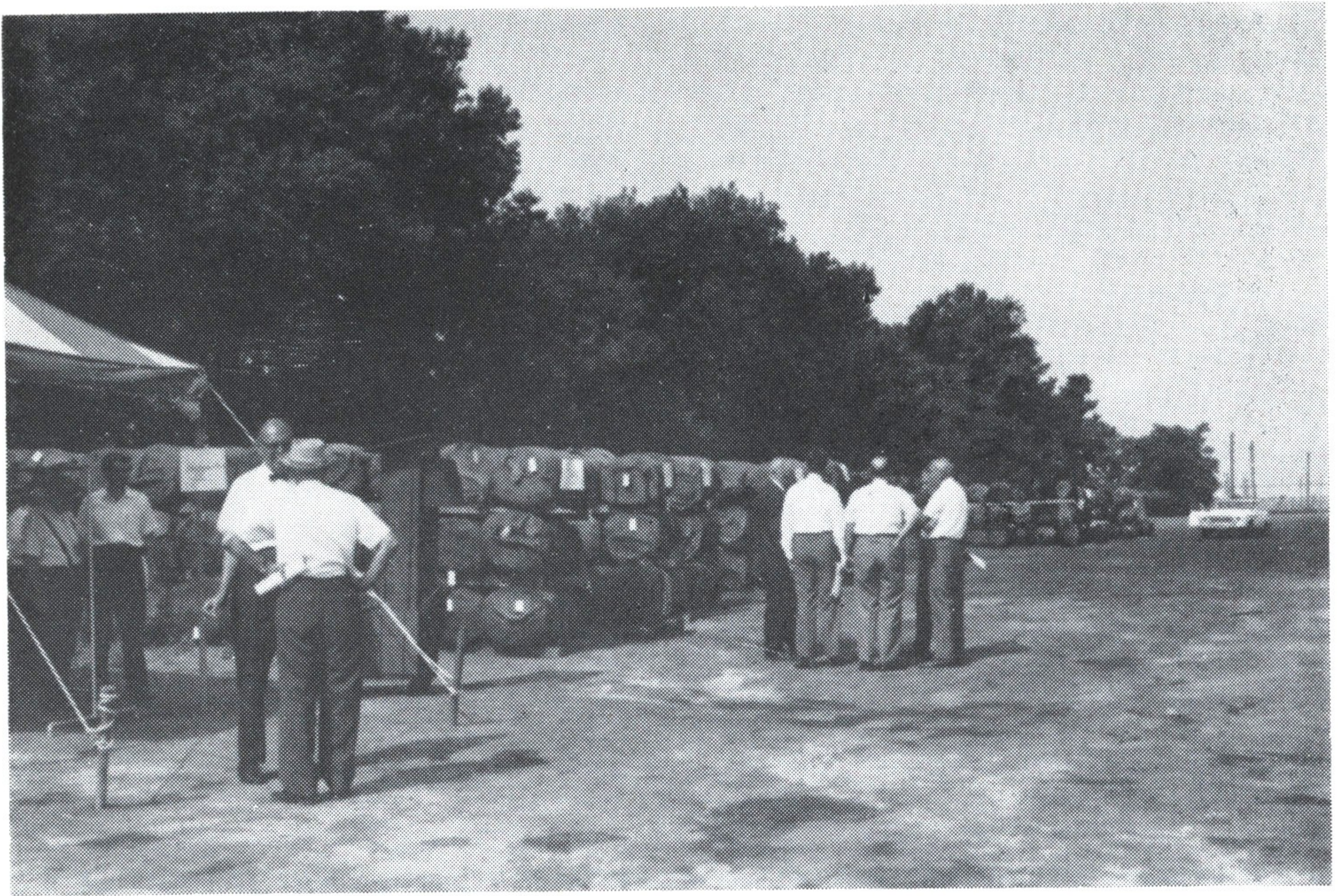
Wishing you all the best of luck for 1965.

Yours truly,  
J. L. TODD  
AUCTION COMPANY  
Rome, Georgia  
s/ J. L. Todd

The foregoing letter is an illustration of the working conditions among some of the "giants" of the auction profession. We believe it is a policy all should follow.



## 200 Acres Of Burlap Sold At Auction



Two hundred acres of burlap adds to the unusual items sold at auction and further emphasizing the fact everything and anything is sold at auction. Pictured, is a part of the burlap and the auction crowd.

The freighter, "Steel Fabricator," load-

ed in India, caught fire at Norfolk, Va. Col. David H. Gladstone, NAA member of Norfolk, conducted the auction for the insurance firms carrying the cargo risk. The 200 acre field was used for drying and reconditioning the burlap prior to the auction.

---

## Excursion to Spokane

Since the announcement of the 1965 National Auctioneers Convention at Spokane, Washington, there has been a good deal of interest in group or excursion trips to the Convention City and return.

We hope that at least a part of these develop as we feel it would add to the fellowship and enjoyment if a group could travel on the same train. However, this has its problems due to the fact that an excursion trip must depart at a definite time and return at a definite time with the same scheduled stops.

The trip from the Midwest to Spokane offers many possibilities. Union Pacific,

Great Northern and Northern Pacific railroads all have luxury passenger trains from Chicago to Spokane, the former via Omaha and the latter two via Minneapolis-St. Paul. Union Pacific also has another train that operates via St. Louis-Kansas City.

Possibilities include stops at Glacier National Park, Yellowstone National Park as well as a return through the Canadian Rockies. The latter would add to the time involved which also adds to the problem of excursion tours.

If those interested in such a plan would contact the office of the National Secretary in regard to their wishes perhaps we can have some sort of a plan to offer in next month's issue of "The Auctioneer".



## Large Fur Auction

KALKASKA, Mich. — About 150 trappers sold more than 5,320 pelts of muskrat, mink, raccoon, fox, deer and weasel pelts here at the annual fall fur auction of the Michigan Trappers Association.

It was the largest fur auction ever held in Michigan, according to William McLachan, regional chief of the association. The trappers and Kalkaska Chamber of Commerce have decided to hold the auction in Kalkaska from now on.

*Si Williams*

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WALLA WALLA, WASHINGTON

Jan. 16, 1965

Mr. Bernard Hart, Secretary  
National Auctioneers Association  
803 S. Columbia Street  
Frankfort, Ind.

Friend Bernie:

This letter is being sent as a triple 'thank-you' -

Thank you ever so much for attending our Washington State Auctioneers Association annual meeting in Yakima . . . your presence and address was the keynote.

Thank you for your splendid support in bringing the 1965 National Convention to our great Evergreen State, to Spokane as a beautiful host-city and particularly to the Davenport Hotel, truly one of America's finest.

Thank you and your Officers for honoring Jim Messersmith as you 1965 Convention Chairman . . . you have honored all of us in the Northwest by his selection. He is a young and aggressive leader in his field.

Admittedly, we are proud to host the 1965 Convention but please assure all your members we are only one of several Western and Northwestern associations, all equally pleased to have you come 'West'.

I have already visited with associate auctioneers in Montana, Oregon, Idaho and California, as well as Washington, and have a splendid preview of attendance.

We promise you our very best effort.

Warm personal regards,

Sincerely,

A handwritten signature in dark ink, appearing to read "Si Williams".

Si Williams, President  
Washington State  
Auctioneers Association

cc Jim Messersmith  
Bob Berger, Sec.-Treas.  
W.S.A.A. Pasco, Wn.



## Herman Ramaker Dies On February 10

Word reached the offices of THE AUCTIONEER at press-time that Col. Herman Ramaker, Downs, Kansas, had been fatally stricken the morning of February 10.

Col. Ramaker was a veteran auctioneer in the North Central Kansas area, being active in the livestock auction market business as well as in all other types of auctions.

At the time of his death, Col. Ramaker was serving as Vice President of the Kansas Auctioneers Association, a group in which he had participated actively for many years. He was also a member of the National Auctioneers Association. A brother, Fred Ramaker, was recently re-elected to his second term as President of the Colorado Auctioneers Association.

## Four Largest Auction Markets Designated

KANSAS CITY, Mo. — Four CERTIFIED LIVESTOCK MARKETS from three states led in the volume of competitive livestock market sales by auction from more than 800 trade name markets in the nation in 1964.

Norfolk Livestock Sales Co., Norfolk, Nebraska sold 379,679 hogs, 248,173 cattle, 8,102 sheep and 1,556 horses for a total market volume of \$52,433,948 to lead all such markets in the number of hogs and total dollar volume of business.

Amarillo Livestock Auction Co., Amarillo, Texas and McKinley-Winter Livestock Commission Co., Dodge City, Kansas led in the volume of cattle sales with the Amarillo market selling 365,085 cattle for \$37,002,113, and the Dodge City market selling 345,144 cattle for \$45,814,514. The larger number of fed cattle sold by McKinley-Winter accounted for the larger dollar volume over Amarillo, which sold nearly 20,000 more head of cattle.

Producers Livestock Auction Co., San Angelo, Texas was the leading sheep

and goat market selling 618,796 head. It also sold 130,317 cattle, 6,163 hogs and 83 horses for a combined livestock total of 755,359 head which made up a \$17,675,985 volume of sales.

The figures were released by the Certified Livestock Markets Association, business trade organization, from its offices in Kansas City.

With livestock price levels substantially lower in 1964 than in 1963, Norfolk Livestock Sales Co. increased its saleable receipts of both cattle and hogs by over 50,000 head to reflect a \$2¼ million volume increase. Producers Livestock Auction Co. likewise increased the volume of sheep and cattle sales over 1963 by \$100,000. Feed conditions accounted for approximately a 10% decrease at the Amarillo and Dodge City markets.

## South Dakotans Set Convention Dates

South Dakota auctioneers have set the dates of their Third Annual Convention as June 12-13. The Chuck Wagon Cafe in Fort Pierre, will be the site.

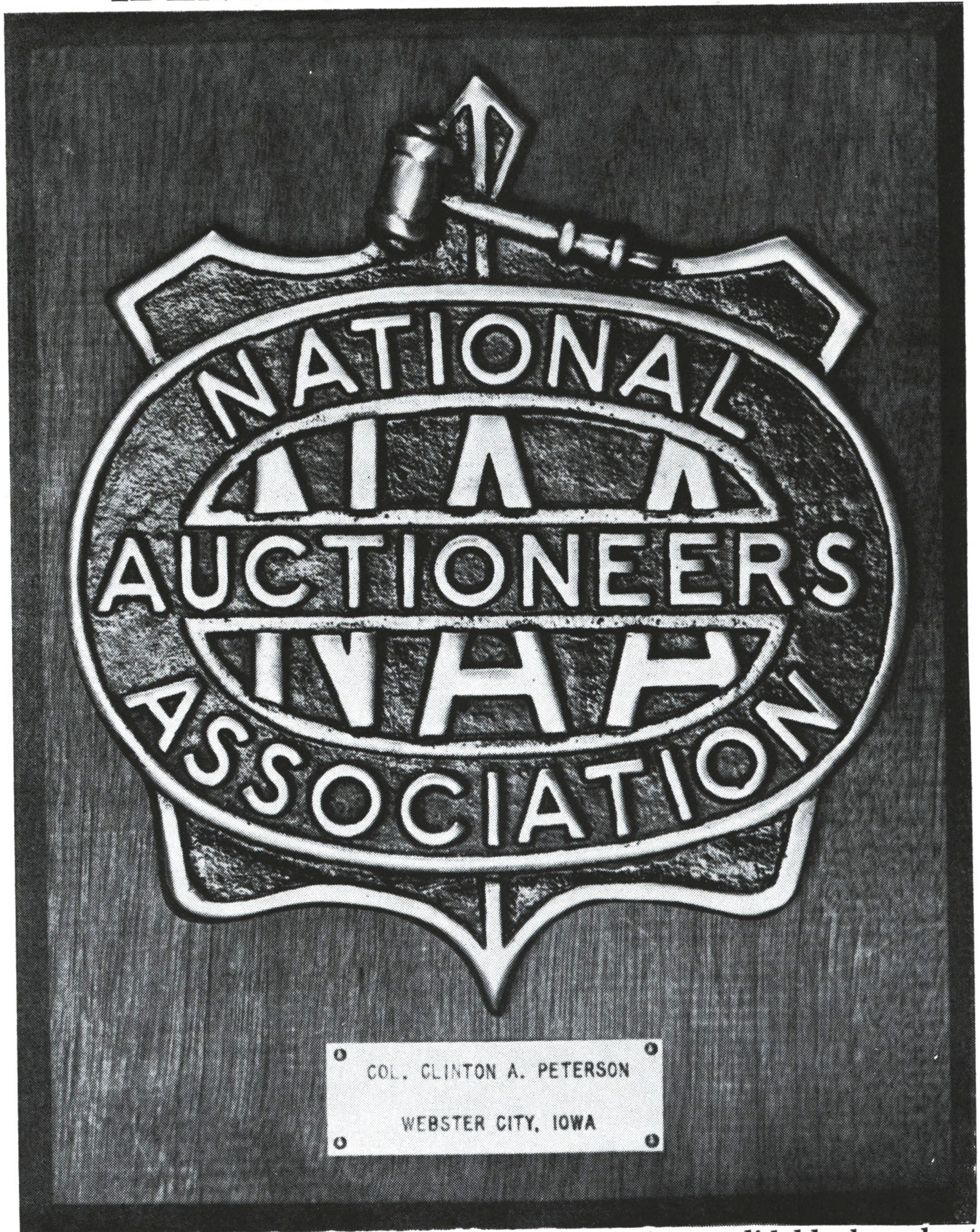
A full program is being planned starting with an "Early Bird" party on the evening of June 11, a program and business session on June 12, and a Barbeque, tour through the Power House at the huge Oahe Dam and boat rides on Oahe Lake will be the menu for Sunday, June 13.

The South Dakota Auctioneers Association is one of the newer state associations, yet, probably has a greater percentage of the state's auctioneers on its membership roster than any other similar organization.





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# News From The Dakotas

By BOB PENFIELD

Most of the news this winter in the Western Dakotas has been snow and I think every large newspaper has covered that very well.

Jim Wentz of Omaha has moved to Bowman, North Dakota, and is presently employed by the Penfield Auction Service.

Recent graduates in our area include Bob Osendorf of Rhame, N.D. and Donald Reiger of Plevna, Montana. Congratulations and Best of Luck, boys!

The N.D. Auctioneers Associations has set April 2nd, 3rd and 4th as the dates for their 1965 Annual Convention. The Holiday Inn at Bismarck will be convention Headquarters.

South Dakota will hold their convention the 2nd weekend in June again this year. Fort Pierre will host the convention. They always go all out down there and have a good convention.

Opening day at the North Dakota convention this year will feature a large Merchandise Auction at the Northbrook Shopping Center, Bismarck's newest. Consignments will be on hand from many Bismarck merchants.

Bob Steffes, Arthur, N. D., has recently gone to work at the Fargo Terminal Stockyards to assist Fred Chandler of Chariton, Iowa, as market auctioneer in their recently built auction facilities there.

Col. E. J. McNamara, 1964 National Convention Speaker, has been secured by the N. D. association to conduct a "Farm Sale" seminar in conjunction with the 1965 convention. Saturday April 3rd is Seminar day, beginning at 9:00 a.m.

Farm auctions in the area went real well last fall and early into the winter before the bad weather hit us. It started

to snow Nov. 13th, (Fri.) and we haven't seen the ground since.

Interest is high concerning the convention in Spokane. Looks like we'll have a good turnout of Dakota Auctioneers.

Colonel Frank Fitzgerald of Bismarck, has recently sold his interests in the Missouri Slope Livestock Auction and retired as the President of the Corporation. He still helps sell the regular sales and has lots of real estate and farm auctions.

The newly formed N. D. Ladies Auxiliary is handling all the entertainment for the 1965 convention and it sounds like it will be very interesting to all in attendance.

Many of the auctioneers in our area took in the National Western at Denver, where the daily auctions of all kinds of stock set several new records.

## Krock Is Elected President Of Firm

NEW YORK — Victor Muscat was elected chairman and chief executive officer of American Steel and Pump Corp., a Youngstown, Ohio, steel concern 57 per cent owned by B.S.F. Co.

Edward Krock of Worcester, Mass., a member of the NAA, was named president of American Steel and Robert L. Huffines Jr., was named chairman of its executive and finance committees.

B.S.F., a New York investment company controlled by diversified Defiance Industries, Inc., bought its interest in American Steel in November 1963.

Muscat is president of Defiance and chairman of B.S.F. Huffines is chairman of Defiance and president of B.S.F. All three men are officers or directors of several other companies controlled through Defiance and B.S.F., including Fifth Avenue Coach Lines, Inc., and Baltimore Paint and Chemical Corp.



## Slagle Firm Sells Farm For \$56,500

\$56,500 was paid for a 102.45 acre farm near Marion, Ohio, at auction on December 5. This was the Thomas Comstock farm and the buyer was Joe Lawrence, a prominent Marion County Dairyman. The auction was conducted by Col. Gene Slagle, of Marion.

The farm, located on U.S. Highway 30S, 2½ miles east of Marion, was offered in two tracts or parcels and then by combination of the two parcels. First offered was the 64.45 acre tract containing the farmstead. High bid was \$40,000. The remaining 38 acres reached a high of \$16,000. When the two parcels were offered as a unit, Mr. Lawrence submitted his bid of \$56,500 and was declared the buyer.

In reporting the sale, Col. Slagle says the selling price was one of the tops for farm land in the Marion area, for agricultural purposes. Mr. Comstock, the seller, had paid \$45,000 for the farm two years ago. There were five contending bidders when the farm was offered at auction.

Col. Slagle, whose firm is known as Gene Slagle, Inc., reports this to be one

of some 100 real estate auctions his firm has sold during the past few years. Usual real estate commission is charged on these auctions with sales people sharing in the commission, depending upon who lists the property and whether or not their customer buys it. Slagle adds this may be a new concept to some auctioneers but the practice is certainly sound.

## Eighty-Five Lots Top Million Dollar Mark

Pasadena, Calif. — Eighty-five residential lots were sold for a total of \$1,107,100 by the South Pasadena Community Redevelopment Agency in an auction last month marking the first anniversary of the sales.

The auction brought total sales in five auctions to date to nearly \$5¾ million.

About 350 bidders participated. The minimum bid was for \$6,900, but the lot finally sold for \$9,900. Highest bid on an individual lot was \$29,000.

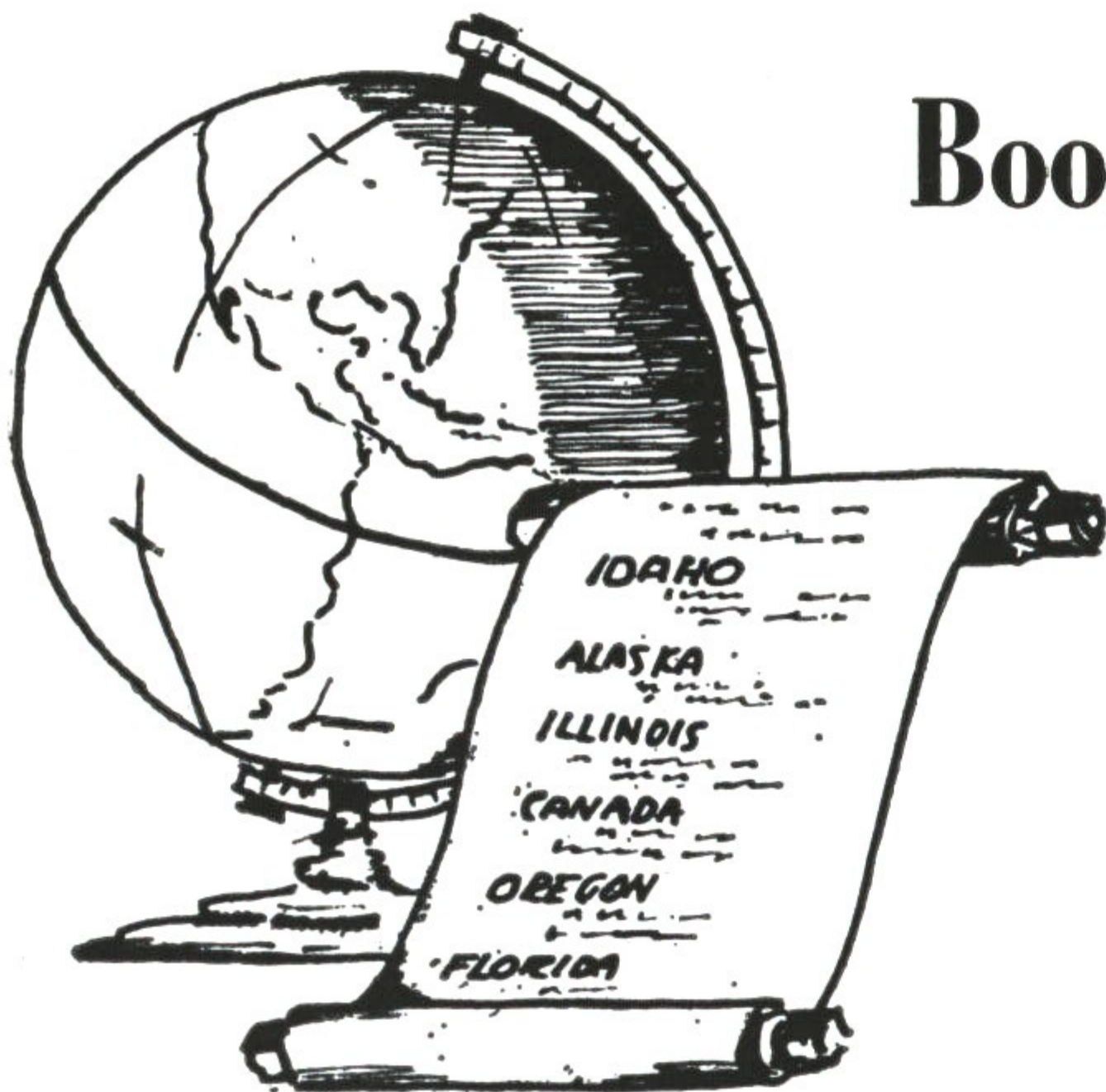
For the first time some lots were sold in parcels, with one block of six lots going for \$95,400.

Marsh Dozar, a Los Angeles NAA member, was in charge of the auction.



A large crowd turned out for the auction of the Comstock Farm near Marion, Ohio, as auctioneer Gene Slagle of Marion sold it for \$56,500.





## 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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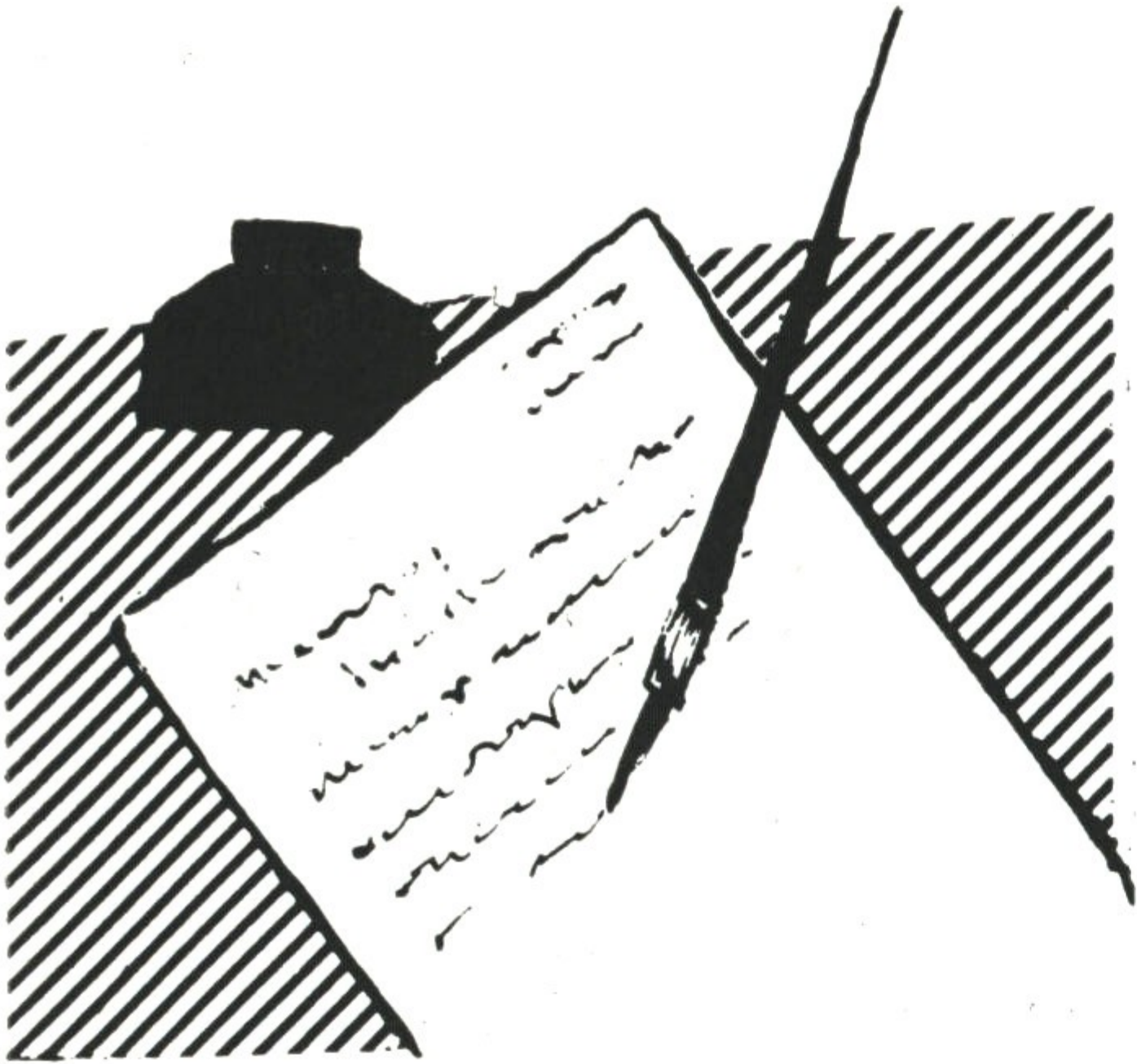
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## ELSEWHERE

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



# THE MEMBERS SAY . . .



Friend Bernie:

Please find check for \$5.00, my help for the Booster page for this year. Both Mrs. Clay and myself do look for and enjoy "The Auctioneer" and read it from front to back every month. Again let me send my thanks to all the boys for their letters of encouragement and kind remarks; and thoughts of something I had made in "The Auctioneer" makes one realize just who and where it is read. So glad I've been able to drop something that has been thought of as worthwhile. Just last week a letter from Col. C. H. Wolgemuth of Manheim, Pa., was greatly appreciated for no one that has not been suddenly cut down, can have much idea of what and how much good it does to hear from them. Just wish all could hear of the many happenings in most all auctioneer's lives. I've had great pleasure in reliving the many great days I've spent and the many fine, true friends gained.

The Colonel, starting his life work as an auctioneer, was very interesting to me. I feel if more of us would give our ups and downs that all would greatly benefit hearing of them. I've always been a firm believer of the need for us all to try our best for we never know just what boy or young people have us selected as their pattern and hope. How well I can recall a few men that I hoped to be like and I can now recall that I reached that mark in my life. So I've always said we should try our best for we never knew just who might have us as their mark.

Just last week there was a young man, thirty-five years old, came to Mrs. Clay to have his taxes made out and whom I knew in the Waldron neighborhood as a school boy. Along with his other brother he came into my room and had his five year old boy — said he wanted him to see and meet me as I had been his idol since his early school days when I was Trustee of Liberty township. He leaned down over my bed and kissed my forehead and remarked to his young son "I hope you remember and look to Mr. Clay's life as your standard as he has been mine all these years". Just think what that and all these wonderful letters mean to an old shut-in of nearly six years (was five years last June 1 since I've been out of the house but five times.)

I've been trying to get my old sale bills and dates separated — got them in the 10 year class, 1900 to 1910, and so on down. Hope to get them in albums so they can be seen as even to me they are quite curious to look over and read, 9074 in all and 59 years to a day. The first one I have is for Oct. 2, 1901, the last one is Oct. 2, 1960. So glad that I had kept them although of course they do not mean so much to anyone else.

Always one thought — give all you had to every sale you were asked to make. Treat all alike — carry no bids on anyone — help the young beginning auctioneer all you can. As I have said before, if he can do a better job, he should have the job. Watch that you treat your bidders right — for them you must have.

Oliver S. Clay,  
Shelbyville, Indiana

\* \* \* \* \*

To All Who Read, Our Trade Book.

Here's to another good year! Ours at the "Main Auction" in Boise, Idaho, has been great. Our competition has been wonderful — in fact, Col. LeRoy Pearman (the owner of another Sale) has helped sell our sale several times this year when one of the other men has been sick or couldn't be here. This harmony among competitors should spread all over. I know this has happened other times and other places but we want you to know it happened in Idaho.



I hope everyone coming to the Convention at Spokane will take the drive South from northern Idaho to Boise. We think there is a greater variety of scenery and a better display of natural resources on this road than any other. It would be educational for everyone.

I hope everyone passes their "Auctioneer" around for others to read. After all it's not full of top secrets and may help to educate the people of the success of the auction way of selling. We believe in it but let's help others understand.

Here's thanks to those who are already sharing it.

Yours sincerely,  
Col. Robert L. Wesely  
Boise, Idaho

\* \* \* \* \*

Dear Sirs:

Enclosed you will find a check in the amount of \$2.50. It is for a lapel button.

I also should add that I certainly do enjoy the magazine. I know that what I read in it is actual experience and not imagination. That is the kind of reading that interests me most.

We had a Christmas Sale here for raising funds and the idea was taken from "The Auctioneer". The sale raised \$1,250.00, and will be annual event from now on.

Thanking you I remain:

Yours truly,  
Dwayne Moses  
Ralls, Texas

\* \* \* \* \*

Dear Bernie:

Future looks bright — another lucky day, February 2, has just passed. I will conduct the annual Farm Sale, Saturday, April 10, 1965, 2 miles north and east of Trussville, on uncle's farm.

Two spotted Poland China gilts will be six months old at that time, open, will be sold! They are registered in my name. The best blood lines in Alabama. A collection of a lifetime of farm and other tools, all wood clothespins, a wood rolling pin, a welcome farewell, some rare pictures, and lamps — to mention only a few.

A tract of woodland will be sold at the close.

Then I am booked for two sales a week until October 1, 1965.

Helen and our daughter, Helen, will

serve the best coffee at 10c a cup.

Yours fraternally,  
William M. Preston  
Trussville, Alabama

\* \* \* \* \*

Dear Bernie:

We have been doing very well with Irvin Bowman and myself handling the auctions. However, business has been on the increase and we have added Keith Burns of New Madison, Ohio, to our firm.

This addition should also further increase our business in Mr. Burns' area.

Mr. Burns has had deep desire to enter the auction business for some time. He has one auction under his belt and will assist in the closing out of a large restaurant equipment sale on Washington's birthday.

Let us say that Keith is now launched. Let us welcome him to the "Great Society".

Please send us an application for membership in the NAA for Keith.

Very truly yours,  
Ken White  
Greenville, Ohio

\* \* \* \* \*

Dear Bernie:

Enclosed find check to cover my listing on the booster page of the Auctioneer.

I read with interest the article about the Milwaukee Stockyards Sales in the last issue of "The Auctioneer." It was my privilege to be the Auctioneer at the first feeder auction ever held at the Milwaukee Stockyards last October.

I must say that the Division Manager, Mr. Jim Smith, did an outstanding job of revitalizing the yards since he has taken over. It was my first experience in such merchandising at a Livestock Auction. A new sale ring was built at the yards and painted white throughout. Green shavings were used in the auction ring and this really made things look good. All the yard help were dressed in white coveralls and for a period before the sale began the Yard musicians presented Western style music. It all made for a good show and sale.

I returned for another sale in November and the same details were followed and I understand this will be regular procedure in all future sales.

The present schedule for 1965 sales call for six feeder sales to be held during the



year with more if the demand and supply of feeders permit. I have been engaged to handle these sales also, the first two being in April and balance in the fall.

During 1964 our local feeder association held five sales at Belmont, where we sold 5,121 feeders for a total of \$642,943. These sales have really expanded since starting here a few years ago and all indications are they will increase more.

Sincerely,  
Joe Donahoe  
Darlington, Wis.

---

## Music Library Sold To Meredith Willson

LOS ANGELES — Composer Meredith Willson was the high bidder as the county auctioned off the music library old-time vaudeville hoofer Stanley Ring built.

Ring's was recognized as one of the nation's most comprehensive collections of popular sheet music, some dating back to the 1830s.

Ring, whose real name was Sidney Teichsler, died Aug. 20 at 64, leaving no known heirs and no will.

The county public administrator, Baldo M. Kristovich, auctioned off the collection, awarding them to Willson, composer of "The Music Man" and other hits, on his bid of \$6,100.

Willson said he would give them to a university.

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## Auction Raises Cash For Crash Orphans

Role of the auctioneer is always unpredictable. A feature article in the Minneapolis Sunday Tribune, last month, tells of a tragedy in which five Fargo, N. D., children were orphaned when their parents were killed in an auto accident on Christmas Day.

An auction was held of the family's personal effects with the proceeds to be added to a fund that had already been established for the children. Needless to say, the auction attracted more than the usual interest that accompanies a household auction and prices paid were above the general market value.

## California Member Stricken Fatally

Leonard E. Burleson, Huntington Beach, Calif., suffered a fatal heart attack, December 8. Mr. Burleson owned and operated Leonard's Auction in Paramount, Calif., for the past five years and conducted many auctions throughout the state.

He was a member of the National Auctioneers Association and a Booster of "The Auctioneer," a member of the Masonic Lodge, Elks and other organizations.

Survivors include his wife, three daughters, three sons, one sister, three brothers and twelve grandchildren.

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## Ohio City To Drop License Regulation

BY NEWT DILGARD

Auctioneers operating in Elyria, Ohio, will continue to be governed by State regulations and will not have to worry about city licenses or fees.

This was the unanimous decision of City Council's Health and Sanitation committee. The group met with four auctioneers to discuss their feelings concerning local control of auctioneers.

The auctioneers, Don Standen, North Ridgeville; W. Allen Sooy, Elyria; Jim Wagner, Lorain, and Bill Lee, Elyria, pointed out state controls governing auctions are adequate and any municipal controls would be discriminatory.

They felt local controls would be discriminatory since other professions licensed by the State, such as barbers, beauticians, etc., do not have to have city permits.

Charles Carroll, Assistant Chief, Department of Licensing, represented the Department of Commerce at the meeting at the request of the auctioneers. It was largely upon his statement that "State laws governing Auctioneering are strong enough" that the committee decided to forget about local legislation.

The State law says a violation to the statute calls for \$100.00 to \$1,000.00 fine and/or 90 days in jail. The committee decided to keep the Ohio law until a viol-



ation is made. Until such time, no local ordinance will be put into effect. The committee will recommend that the Council repeal it's ordinance and go directly under the Ohio Bill.

## Auction Of Art Nears Million Mark

PALM BEACH, Fla. — Some of the world's best known impressionist paintings were sold at auction with a New York attorney spending \$908,000 for an undisclosed client.

Top price of \$250,000 was brought by Van Gogh's "The Sower." It was bid by the attorney, Roger B. Oresman, who said he had been authorized to spend \$1 million by his client.

Oresman also bid \$190,000 for Monet's "Juan-les-Pins," and \$150,000 for Renoir's "Enfant en Bleu."

About 900 patrons attended the auction, handled by Milton Freshman, president of Trosby Art Galleries.

The collection belonged to Morris W. Haft of New York and Palm Beach, who said he no longer had a house large enough to display the paintings properly.

## JFK Letter Brings \$2,700 At Auction

NEW YORK — A personal letter written by John F. Kennedy when he was 15 years old sold for \$2,700 at an auction here.

A 1963 letter by former Soviet Premier Nikita Khrushchev brought \$1,675. It was written to the president of Bolivia and stressed the importance of peaceful co-existence.

Sixteen items in the sale bearing the autograph of the late President Kennedy sold for a total of \$9,045.

A total of 212 famous signatures were sold at the auction for \$55,827.50.

Kennedy's boyhood letter was written to a close friend while he was a student at Choate School in Connecticut.

At today's prices, it look like the nickle has gone the way of the other buffaloes.

## Fun Auction A Part Of Ohio Convention

On Saturday evening, January 9th, at the Ohio Auctioneers convention a "Fun Auction" was held for entertainment and also to increase the funds in the treasury. It was an enjoyable evening for the Auctioneers and their wives. Each member was asked to donate two articles to be sold, one antique and anything else they could think of, and believe me, they thought up some pretty good ones that brought a lot of laughs as well as cash.

There were antique butter molds, old kerosene lamps, dishes, a McGuffey reader, old iron bank and quite a lot of articles in the antique line. The other articles included: electric clocks, toy dogs, kitchen sets, men's bikini's, and several "Pigs In A Poke".

Each auctioneer was asked to sell the articles that he had donated. Everyone enjoyed the variety of styles and mannerisms as each presented his own type of humor which created a lot of laughs and merriment for all. The crowd was like a typical sale, quite noisy at times as the bidding became quite competitive and the prices soared. Mr. Darbyshire bought a beat up old teapot for \$21.00 and when he opened the lid he pulled out a \$20 bill which he gave the clerk, then put the teapot up for sale again. I have a suspicion he knew what he was bidding on as the next bidder on the teapot was not as lucky.

The president, Mr. Herb Bambeck and Haro'd Vaughn, acted as masters of ceremonies. Mrs. Gene Slagle was the clerk with Jim Patterson, Walter Hartman and Van Smith helping out as cashiers and spotting the bidders. It was a good way to make a little money and also a fine idea for a good time as no one enjoys an auction more than an Auctioneer.

After the auction a buffet style lunch was enjoyed by the members and their wives.

Mrs. Walter Hartman, Members of the "Ladies Auxiliary", Camden, Ohio.

Note: I had some colored slides but they were not clear enough to process for THE AUCTIONEER.





MISSOURI AUCTION SCHOOL BANQUET  
KANSAS CITY, MO.  
DECEMBER, 1964



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

President: Buddy Shoffner, Newport  
Secretary: Milo Beck, 110 W. Walnut, Rogers

## Colorado Auctioneers Association

President: Fred J. Ramaker,  
1724 S. Emerson St., Denver  
Secretary: Ed Gibson, 7947 Quivas Way,  
Denver

## Idaho Auctioneers Association

President: Jim Messersmith, Rt. 2, Jerome  
Secretary: Paul L. Owens, 6316 Tahoe, Boise

## Illinois State Auctioneers Association

President: Wm. L. Gaule, Box 174  
Chatham  
Secretary: Edward E. Bilbruck,  
38 S. Dearborn St., Chicago

## Indiana Auctioneers Association

President: Maynard "Miz" Lehman,  
406 Center St., Berne  
Secretary: Dean Kruse,  
211 N. Cedar St., Auburn

## Iowa State Auctioneers Association

President: Howard B. Johnson, 737 Oak St.,  
Story City  
Secretary: Lennis W. Bloomquist,  
RFD 2, Pocahontas

## Kansas Auctioneers Association

President: Fred E. Sherlock, 521 S. Denison,  
St. Francis  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

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Square, Hodgenville  
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President: Gardner R. Morrill, Harrison  
Secretary: Wayne B. Dow, 14 Southern Ave.,  
Augusta

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President: A. J. Billig,  
16 E. Fayette, Baltimore 2  
Secretary: Bill Fox,  
American Bldg., Baltimore 2

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President: Phil Goldstein,  
132 Russett Rd., Boston 32  
Secretary: John Hilditch, Box 52, Southville

## Minnesota State Auctioneers Association

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Secretary: Alvin Payne, De Graff

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702 E. Grand River, Williamston  
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2795 Zumbahl Rd., St. Charles

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Secretary: W. J. Hagen,  
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78 Wakefield St., Rochester

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Hightstown  
Secretary: Ralph S. Day,  
183 Broad Ave., Leonia

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## North Dakota Auctioneers Association

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1813—Ave. D. East, Bismarck

## Ohio Auctioneers Association

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Mt. Gilead  
Secretary: Newton E. Dilgard, Room 9,  
Farmers Bank Bldg., Ashland

## Oklahoma State Auctioneers Association

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Secretary: Harold Keller, 268 Marietta Ave.,  
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Rt. 4, Jonesboro

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President: Art Doede, Rosholt  
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Omro



# THE LIGHTER SIDE . . .

## FOUND OUT TOO LATE?

The pastor was rejoicing with a little old lady over one of her elderly relatives who had finally joined the church after a lifetime of riotous living.

When she wondered if the oldster's carryings-on would be forgiven, the pastor assured her: "Yes, indeed. The greater the sinner, the greater the saint."

"Oh," she mused wistfully, "I wish I had learned that 40 years ago."

## CAN'T ABOLISH THEM ALL

Regardless of what the Supreme Court says, there will be prayers in our schools as long as there are exams.

## SELF PRESERVATION

The man who was suing over an automobile accident was on the stand: The defendant's counsel took over. "Did you, or did you not," he asked the plaintiff, "at the time of the accident when asked if you were hurt, reply that you weren't?" "Well," said the plaintiff, "it was like this. I was going along the road with my old horse and wagon, and along comes this motorist and knocks us into the ditch. You never saw such a mess in your life. There I was flat on my back with my legs in the air. And there was my horse with his legs up in the air, and there was my wagon with its wheels in the air. This motorist stops his car, gets out and looks at us. He sees my horse has a broken leg. He goes back to his car gets a pistol, and shoots him, then he comes up to me and says—"Now what about you? Are you hurt?"

## MISTAKEN IDENTITY

The wife unwrapped a beautiful skunk coat which her husband had put beneath the Christmas tree. She loved it, but then a thought struck her.

"I don't see how such a nice coat could come from such a foul-smelling beast," she mused.

Her husband bristled. "I don't ask for thanks," he said. "But I do demand respect!"

## FREEDOM

Let us give thanks that we live in a free country where a man can say what he thinks, if he isn't afraid of his wife, his neighbors or his boss and if he's sure it won't hurt his business.

## YES!!

The school teacher, saw a student raise his hand and say: "Can I go to the lavatory?"

"Did you say 'can'?" the grammar-conscious teacher asked.

"No ma'am," said the boy. "I said 'lavatory.'"

## STRONG HINT

A man took four friends to visit a farm he owned. The visitors entered the tenant farmer's house and were a little embarrassed when they discovered he had only two chairs. They stood around awkwardly and finally the owner said, "I don't believe you have enough chairs around here."

The old farmer took a dip of snuff, muttered, "I've got plenty of chairs—just too darn much company."

## JUDGE WITH A SENSE OF HUMOR

At a dairy show, when a popular livestock judge called for the heifer class, some of the fun-loving breeders led in a half a dozen shapely young ladies. The judge was taken aback for a moment, then laughed and bellowed to the "herdsmen:"

"All right, boys, get with it. You know I can't judge 'em with the blankets on!"

## DREAMER

Romantic youth: "When we are married, darling, the dark clouds will roll away and the blue sky . . ."

Practical girl: "Just put the ring on my finger and forget about the weather report . . ."

## JUST WANTS THE FACTS, MA'M

Teacher: "How old would a person be who was born in 1920?"

Smart kid: "Man or woman?"



## LITTLE MORE AIR, MAYBE?

An old cowhand hadn't been feeling very well. The first chance he had, he went to town for a physical check-up.

After it was over, the doctor said: "You have a little lung trouble. Could you arrange to sleep out-doors?"

"Wa-a-al," drawled the cowhand. "I been sleepin' under the chuckwagon all summer, but I reckon I could kick a couple of spokes out of the wheels if it would help!"

## STICKING TO FACTS

An auctioneer on the witness stand unblushingly told the attorney, who had asked a question, that he considered himself the finest auctioneer in the world.

"Why did you say that?" one of his friends asked later.

"Had to, old boy. I was under oath. Couldn't commit perjury."

## A BASIC REASON

"If wishes came true, what'd you wish fer, Elmer?"

"Gosh, Millie, gee-whiz, I'm plumb skeered t' tell yuh."

"Oh, go ahead, Elmer, take a chanct. Whutcha think I brang up this wishin' game fer?"

## PRINTING HAZARD DEPT.

The editor of a country weekly, in trying to explain a typographical error, made bad matters worse, as you shall see.

"In the Brown-Smith wedding write-up last week," the editor explained, "we said 'The bridesmaids' noses were pink' while we meant to say 'The bridesmaids' roses were punk'."

## LAST WORD

The late Lord Birkett enjoyed telling funny stories about the legal profession. One was about a famous barrister who was addressed by a drunk on a bus.

"You lawyers think you know everything," said the man, "but you didn't know my wife was your washerwoman, did you?"

The barrister was silent.

"And I'll tell you another thing you don't know," the man went on. "I've got one of your shirts on!"

## CLEVER QUOTES

"A television set is an electronic device which, broken, stimulates conversation."

Nowadays they call a man an extremist just because he is able to make both ends meet.

Cosmetics are a woman's way of keeping a man from reading between the lines.

Most of today's kids don't smart in the right places!

A high ideal, like a light, can be dimmed so gradually it's hard to detect the change — until it's all gone.

A man matures as he learns what other people know and learns to laugh at himself.

It's easy to find your station in life—sooner or later someone will tell you where to get off.

Life is like an emery wheel — it either grinds you down or polishes you up.

Mother used to set her pies out to cool, but now her daughter takes them out of the freezer to thaw.

Success is a ladder which cannot be climbed with your hands in your pockets!

A golfer has one advantage over a fisherman — he doesn't have to show anything to prove it.

If at first you don't succeed, that makes you just about average.

The secret of life is not to do what one likes, but to try to like what one has to do.

A coward is a man who lets his fears control him.

Horse sense is what keeps the horses from placing bets on people.

Money talks, but about all it ever says is 'Good-bye'.



Knowledge comes from analysis—taking things apart. But wisdom comes from putting things together.

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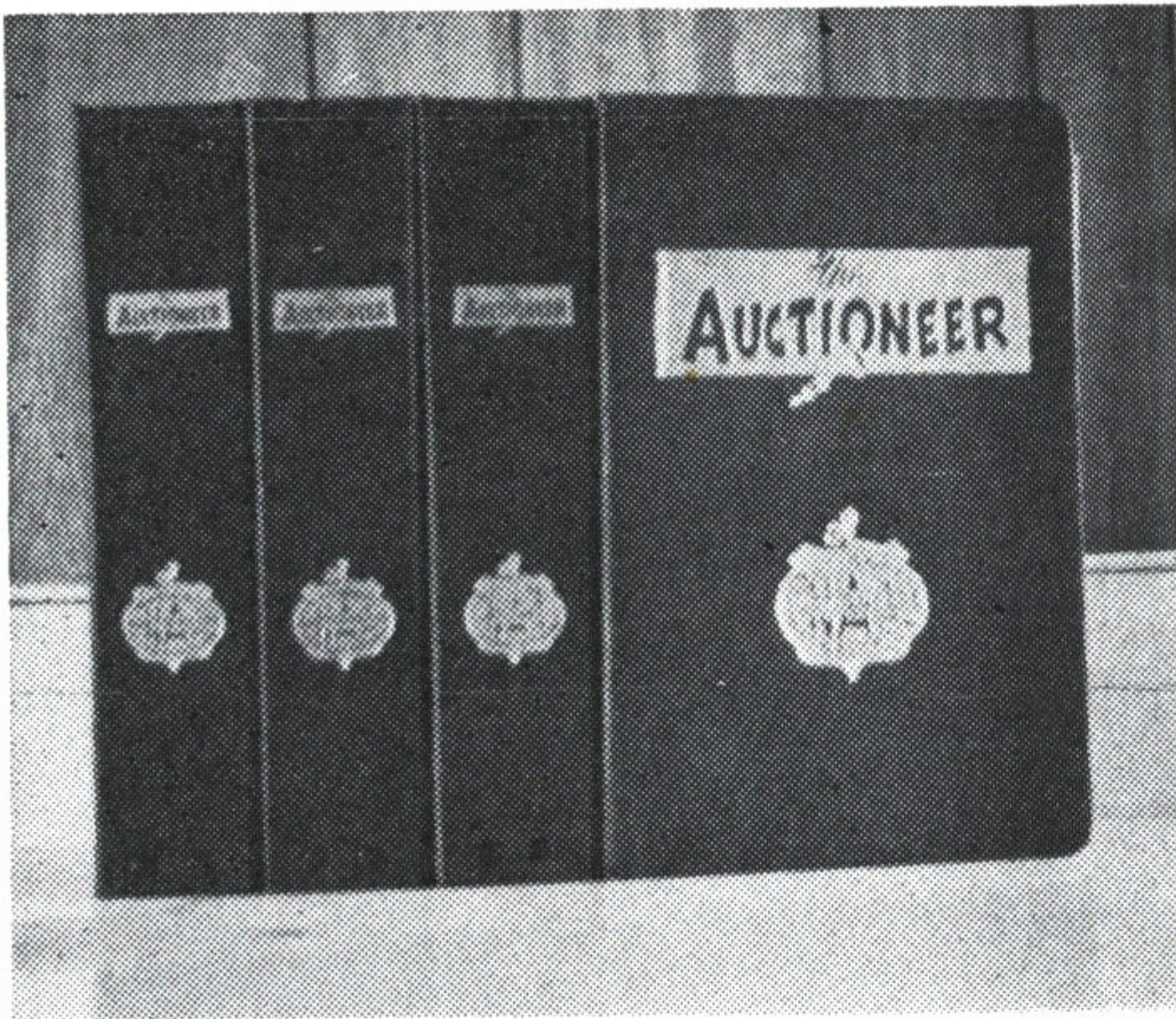
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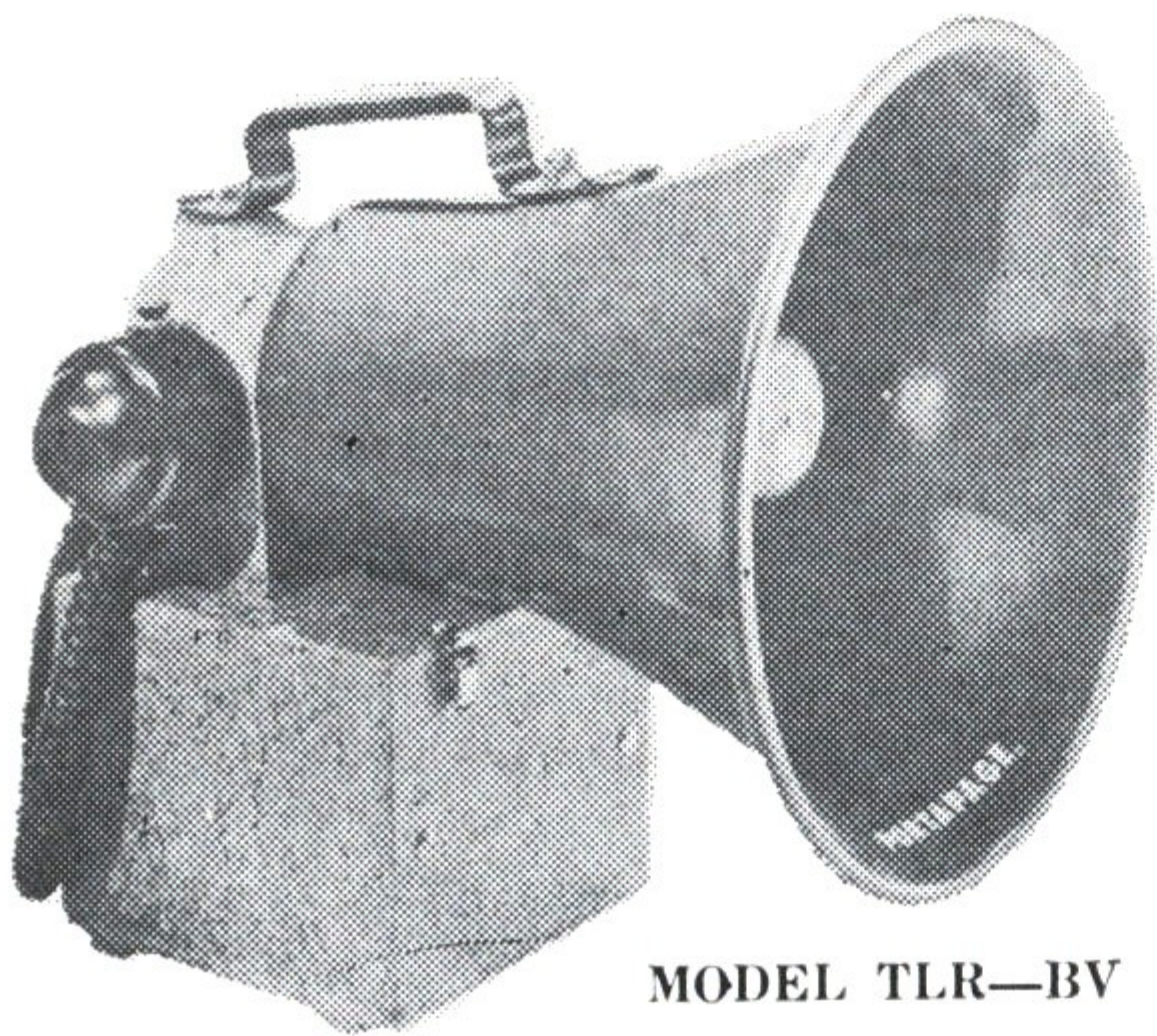
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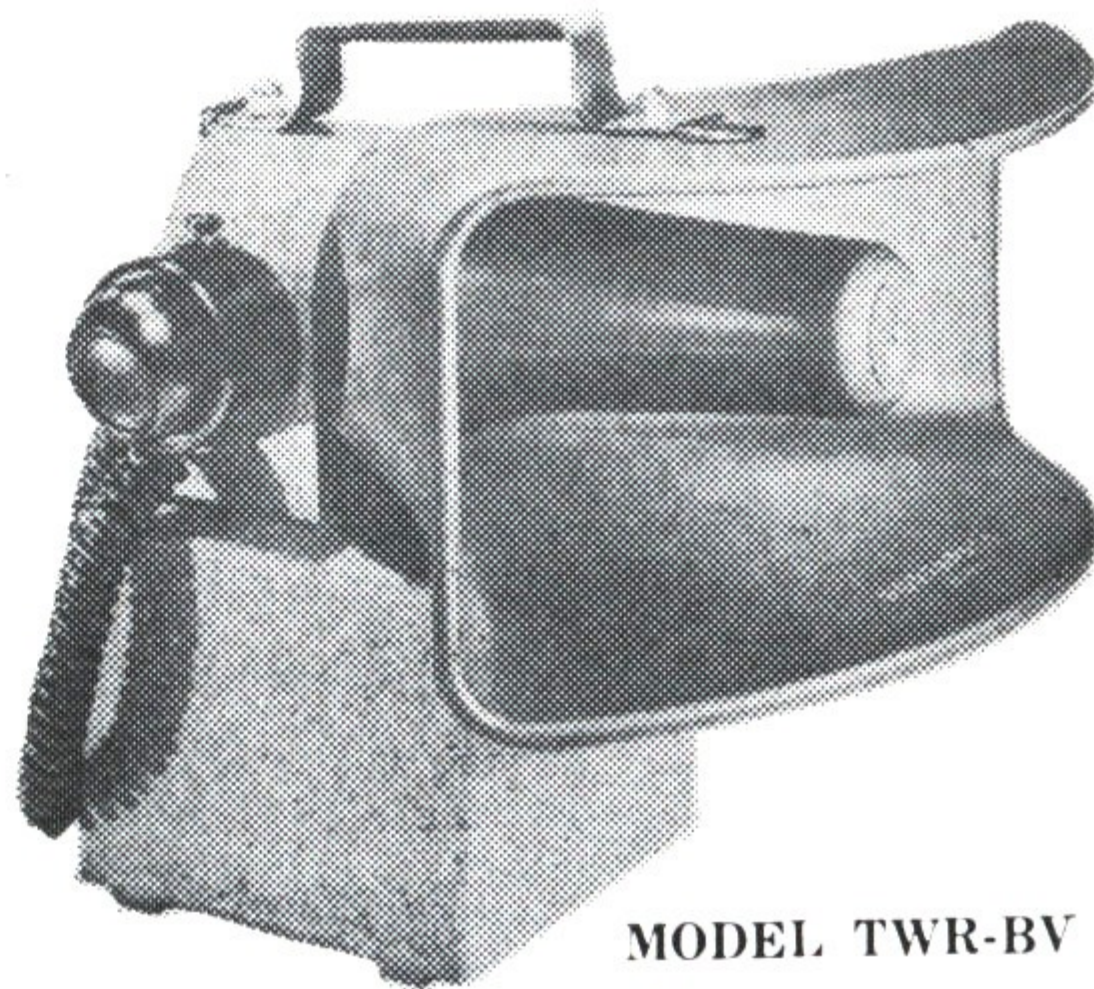
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