

the AUCTIONEER



"I WAS ONLY BIDDING FOR THE FUN OF IT.
I DIDN'T MEAN TO BE HIGH BIDDER."

1960

National

Auctioneers

Convention

Louisville, Kentucky

Sheraton Hotel

July 14 - 15 - 16

Y'all Come

IN UNITY THERE IS STRENGTH

THE AUCTIONEER
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of
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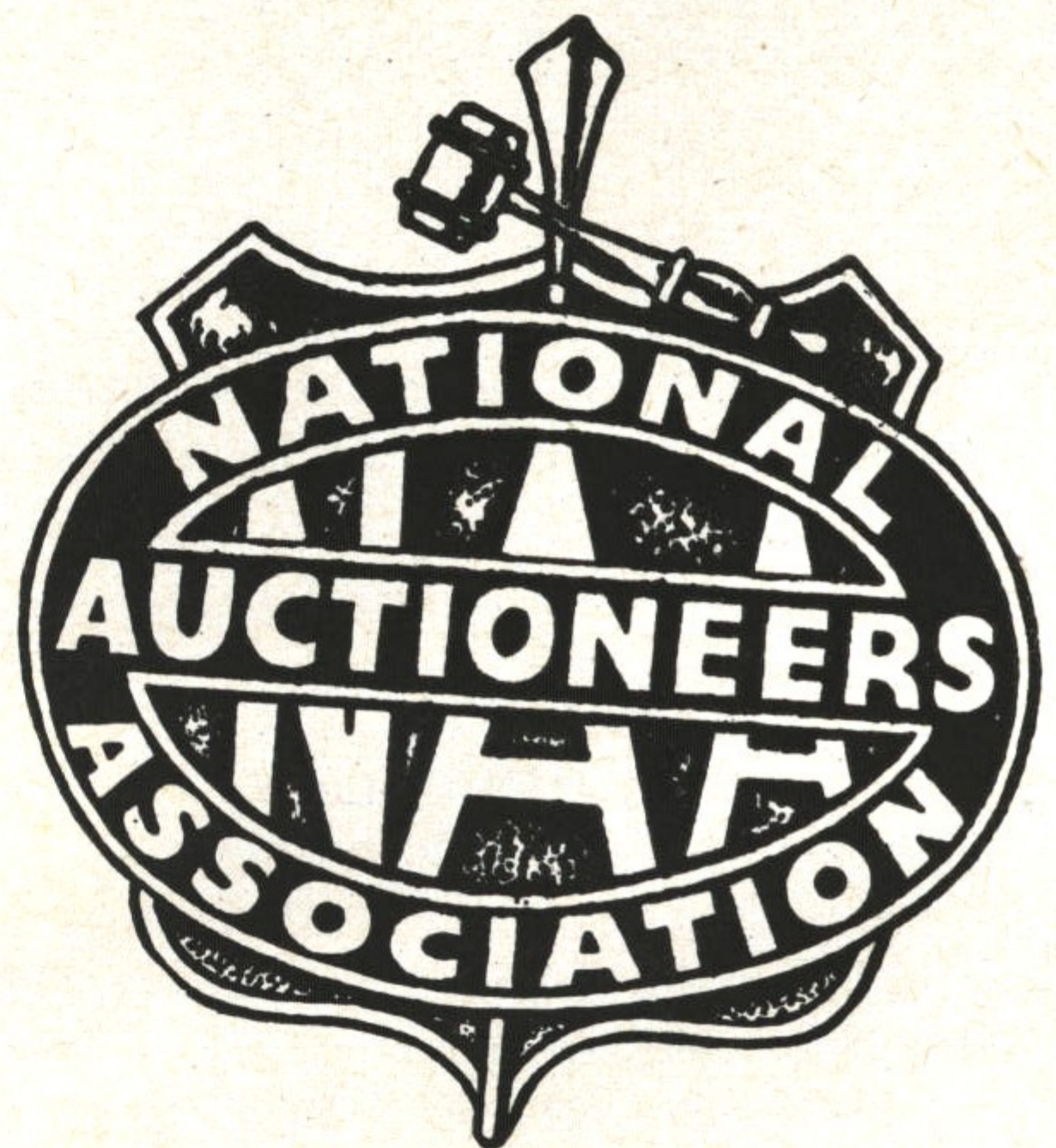
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803 S. Columbia St. Frankfort
Indiana

Auction Rings Getting Action on Feeders

Auction markets, admittedly an ever-increasing factor in the livestock industry, appear to be moving into a position of greater importance in the sale of stocker and feeder cattle. Producers of quality calves are looking to premium prices that feeder stock is bringing when merchandised through well-promoted, professionally staged auction sales. And they aren't losing sight of the other advantages:

1. Spreading out of the marketing period through a series of special feeder auctions.

2. Proper sorting and offering of the stock in uniform lots, assuring the top price.

3. More buyers attracted by the big volume of quality cattle.

4. Assurance that true values are being placed on the cattle through open competitive bidding.

5. Assurance that the cattle are being properly handled and weighed under uniform conditions.

More Buyers

"Prices we have received on our feeders sales have ranged from 2 cents to 5 cents per pound greater than by private treaty contract," says Charles G. Gavin, secretary of Union County Livestock Assn. at La Grande, Ore. "We find that we are able to attract buyers who we ordinarily wouldn't have present in the county, and the competition is much keener than it is with the contract or country selling method. Also, the producer feels that he gets the top value of his product's worth for that given day."

Producers in the La Grande area, sponsors of regular feeder sales, are enthusiastic over auction selling. They find that it affords each individual cattleman a chance to make comparison of his product with other producers and affords him an opportunity to see what steps he should take in up-grading his product. Also, in the association-sponsored sale, the cattle come direct from

producers and are not passed through one or two middlemen's hands and are thus healthier and cleaner for the person who purchases them. Buyers like this—and it's an important price factor.

And don't short-change the importance of proper facilities. Comfortable seating, good corrals and sorting pens, protection from the weather, food serving facilities and an efficient ring are all vital to a smooth running auction. And producers can find these at established auction yards.

Says Secretary Gavin:

"One of the biggest disadvantages to regular scheduled feeder sales is old man weather. He can make or break your sale."

Steady Increase

Feeder cattle auction sales have been progressing steadily in the Okanogan, Wash., area since 1947, when the first small auctions were conducted to make good calves available to youngsters for club projects. These early sales were sponsored by the Okanogan Cattlemen's Assn. and each consignor was limited to 20 head of top calves. Through the years these feeder auction sales have increased in popularity to such an extent that as many as 2,500 head are now put through the ring in a single event—and a series of sales are now staged through the fall marketing season.

The cattlemen's association has withdrawn from sponsorship of the sales and they are now being staged by the Okanogan Livestock Market, Inc., headed by Allen Stookey. For a number of years three special feeder auction sales were conducted; but four years ago the numbers had increased to such an extent that Stookey and his associates decided to designate every other week of the season as a feeder calf sale.

"We now start our feeders sales on the second Thursday in October," says Stookey, "and hold one every second week, giving us two in October, two in

IN UNITY THERE IS STRENGTH

November and one in December. We have been able to keep receipts to around 1,500-1,800 each sale, which works out very nicely.

Spreads Marketing

"When numbers get above this," Stookey continues, "We are unable to

handle the cattle properly both as to sorting and unloading. Also, it spreads out the marketing season very well so the producer can pick the date that suits him best and even sell at several sales through the fall season."

Promoting The Auction Business

In the Preamble of the National Auctioneers Code of Ethics it states that, "The Auction business is said to be the medium through which the life blood of the Nation attains greater momentum and brings to the Nation greater balance, prosperity and stability." It also states that the Auctioneer should ever hold aloft the dignity and importance to the nation of his profession. He should never lose sight of his personal and professional integrity, his great responsibility and his sense of patriotism.

In this busy age, in these days of scientific activity and discovery, in our conquest of space, we find ourselves restless and unsatisfied. I think, however, it is very important that we are not satisfied because in a fast changing era, the auction profession must keep abreast. I think every one in the auction profession agrees that many changes and improvement in the conduct of our business have been brought about during the past decade and many more will be brought about in the future.

Are we developing and managing the big new growth in business wisely and prudently? Are we seeking knowledge, where with to better prepare ourselves to meet the challenge of this increase in business?

The Auctioneer of today who aspires to become a success must recognize the value of knowledge, skills and professional training and competence in management.

The only limitations in the auction business today are those placed upon it by auctioneers, through their lack of experience, training or indifference.

It is my hope that the National Association will some day develop an educational program for its membership. Thereby furnishing information to Auctioneers interested in doing the best possible job of selling. There are schools of Auctioneering that are doing a good job of training Auctioneers, but we must also face the fact that the older men, or men who have been in the field for some time may be interested in a refresher course of training to acquaint themselves with changing conditions. Let us prepare ourselves and thereby do a better job of promoting the Auction business.

Ernest C. Freund

Sept. 15, 1959

IN UNITY THERE IS STRENGTH

Last fall the Okanogan Cattlemen's Assn. again decided to sponsor a special promotion, and due to well organized sales crews, 1,200 calves were sold in less than three hours.

The association put a minimum of 10 head per consignment. No lots of less than 10 head were offered, with any cattle sifted out being offered after all association cattle were sold.

Less Buyer Expense

"We feel there is a definite advantage to the producer to market his stocker and feeder cattle through some type of a special sale limited somewhere to this type of cattle, reports Stookey. "A large volume or selection of good quality feeder cattle or calves always attracts a larger number of buyers, with the added advantage of having them sorted into uniform lots both as to quality and weight. As an order buyer, I would much prefer to buy stocker and feeder cattle at this type of sale than to spend a lot of time and expense buying the same number of cattle in the country.

"My suggestion to producers contemplating this type of sale is to hold it at an established market that has enough yard facilities to properly unload, feed and sort the number of cattle that will be offered. Have experienced men sort the cattle properly; try to strike a happy medium on the weighing condition. Heavy fills can cost the producer money, and excess shrink makes sick cattle. Have enough trucks or cars available to move the cattle out after they are sold so that they get to the buyers' destination in good condition. Have enough cattle to attract buyers, which in this area would be a minimum of 400-500, preferably 800-1,500. I can only speak for this particular area with respect to using local markets versus farm or fair-ground sales, but a good local auction market is about the only place with capacity to handle a sale large enough to attract the buyers.

Big Volume

Typical of the stepped-up enthusiasm that both buyers and sellers have for the auction method of selling feeders and stockers is the Cornelius Livestock Co. sales at Phoenix, Ariz., where 150,000 cattle in this class are now marketed

yearly. The volume has increased every year since the company opened.

As regards special feeder sales, Bob Cornelius has this to say:

"In the fall of 1958 we sold a total of 12,128 cattle in three special feeder sales. In the spring of this year we also held three special sales and moved 13,404 head. Our customers who sell cattle through our auction ring were responsible for us holding these sales.

"There are many steps necessary in order to have a successful sale of this type," continues Cornelius, "and a stranger to the business would fall on his face if he failed anywhere along the line. First, you must be certain that most of your advance consignors actually show up with their cattle — not just promises. Second, you must know through long experience how to reach the greatest number of buyers with your advance publicity—the advertising mediums that really reach the buyers."

Growth Foreseen

California Farm Bureau Marketing Assn. has answered the call of producers for special stocker and feeder sales with such events held on Thursdays at the Visalia yards during the peak market period. General Manager H. C. Jackson foresees steady growth of these sales "as a valuable market system."

The same optimism is shared by the Idaho Cattlemen's Assn., which this year has scheduled a series of feeder and calf sales running from Sept. 8 through Nov. 10 at Lewiston and Cottonwood.

A final word of advice from those who have sponsored and successfully staged stocker and feeder sales:

Encourage every producer consigning to your sale to follow through on his cattle—see where they go and see that the buyer is happy with them. See that his cattle are the kind that give satisfaction. That's the best way to assure repeat buyers.

"We enjoyed the convention (Denver) very much and appreciate all the hard work the officers and committee did to make it such a successful event."

—Mary J. Cole, Mt. Morris, Mich.

"Auction License Laws Not Always An Aid? It Ain't Neccessarily So"

By COL. FRANK A. SLOAN

The September issue of the Auctioneer carried an article with the heading, "Auction License Laws Not Always Aid." This article could just as well have been headed, "Auction Licenses Are Not Always A Detriment." It all depends on whether you are an opponent or a proponent of state license and auction laws.

Our English language as you and I read, talk and write it every day also lends itself to interpretation, for example, one of the electric power companies advertised, "Why kill your wife with housework, let electricity do it." Some people could have this to mean that one should electrocute their wives.

The sooner we reject the Chamberlain umbrella approach which resulted in World War 2 or the ostrich approach of burying our head in the sand believing everything will blow over and detection will be avoided, the sooner then will we look at this entirety in a realistic fashion.

I sincerely agree with the editor that the columns of the Auctioneer should not be used as a battlefield of personalities. However, many of us proponents of state license auction laws learn from the survey figures that nearly one-half of our states license their auctioneers on a reciprocal state basis and I question whether there is a state in the union in which some of the political subdivisions of the state are free of licenses even though the State itself issues no licenses, and insisting on the enforcement of these laws by Auctioneers is not without precedent for of recent dates the police department of a western city was stopped by their local auctioneers, and justifiably so, when the police attempted a sale of their own with an unlicensed auctioneer and this information was printed in the columns of the Auctioneer a few months ago. Many state auctioneer associations are in the process of preparing license legislation for enactment on a state wide

reciprocal basis which proves out that we are not all in accord or agreement with the opponents.

Introduction of sound, new, bold, ideas should not be stifled because certain individuals or groups do not recognize their ultimate importance or because they do not lie in clear purview of the opposition.

I am against any policy that eliminates discussion or printed presentation because the subject is highly controversial or provocative and I am not alone in my thinking. To quote William O. Douglas, Associate Justice of the Supreme Court, would in effect express my opinion and I quote:

"A function of free speech under our system of government is to invite dispute. It may indeed best serve its high purpose when it induces a condition of unrest, creates dissatisfaction with conditions as they are, or even stirs people to anger. Speech is often provocative and challenging. It may strike at prejudices and preconceptions and have profound unsettling effects as it presses for acceptance of an idea." End of quote.

Let us not be naive enough to accept the contents of the letter used in the article titled "Auction Licenses Not Always An Aid" and published in the September issue of the Auctioneer as all truth and factual, there's more to it than what meets the eye. The resident state of the auctioneer is not on a reciprocal basis with the state in question and believe me it's far more than a mere technicality. The city of the state in which the letter writer resides discriminates by charging \$250.00 per year for resident auctioneers and \$500.00 for non-resident auctioneers, and there are many other reasons based on our state law that makes this individual ineligible to hold one of our state auction licenses. We might also add that there are many states who are reciprocal with ours and

whose residents can and do obtain our state licenses.

One need no more than to study or re-read his letter which in itself is self-incriminating, derogatory, libelous and in poor taste. The letter writer sets himself up as a jury of one to pre-determine the qualifications of all our area auctioneers as to ability to conduct machinery sales. How far can one stretch his ego?

In conclusion may I add, that those of us who believe in the principles we fight for will not be deterred from our objectives by such advanced arguments as were contained in the September issue of the Auctioneer, because we are realists who elect to adapt ourselves to the times rather than wishfully hoping that the times will adapt itself to us.

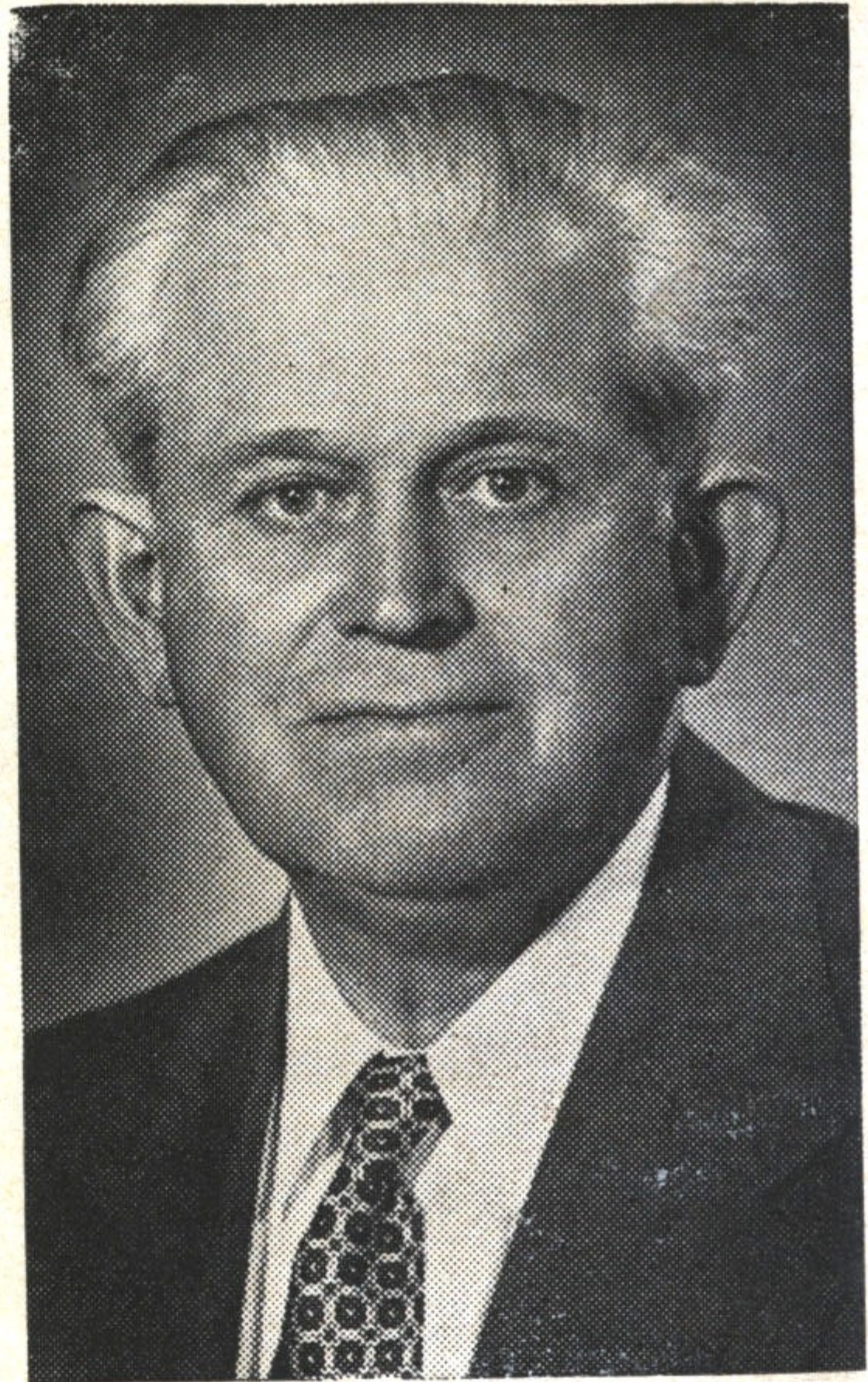
Foland Celebrates 50th Auction Year

Fifty years in the Real Estate Auction business was celebrated by Col. R. C. Foland, Noblesville, Ind., on September 17. The celebration was held in the dining hall on the 4-H fairgrounds in Noblesville, with a full house of friends partaking of a roast beef supper.

Col. Foland had purchased the champion 4-H steer in his home county a month earlier in preparation for the event, paying 75 cents per pound for the animal. With his three daughters supervising, all those attending were treated to a wonderful meal.

Following the dinner a series of speakers were introduced by Col. Robert A. Foland, son of the honored guest and active member of the R. C. Foland Auction Company. Short talks were given by friends, neighbors and business associates of Mr. Foland, including the Vice-President of the Indiana Real Estate Board and the Secretary of the National Auctioneers Association. Local speakers included the Mayor, two auctioneers, a next door neighbor and another veteran in the real estate field.

In fifty years of selling real estate at auction Mr. Foland has not only proven to many that it can be done but he has rendered a great service to the auction



profession. His many articles in "The Auctioneer" have given guidance and advice to others following in the same profession and his generous and cooperative attitude at all times with fellow real estate brokers and auctioneers alike has endeared him to those with whom he has worked.

Col. Foland has long been a great booster for organization of auctioneers. It was through his efforts that the Indiana Auctioneers Association was established. He has been responsible for many members in both his State and National Association. He has also been active in his local, state and national Board of Realtors and has held many offices in both the real estate and auctioneers organizations.

Two firm-jawed young husbands were boasting to each other about who wore the pants in their families.

"Take last night, for example," one of them said. "I found out there wasn't any hot water, and, man, did I hit the ceiling, I got hot water, boy, and I got it mighty quick."

He paused a moment, and then added thoughtfully. "I really hate to wash dishes in cold water, don't you?"

Bidding Goes at Lively Pace In Auction of Convent Articles

INDEPENDENCE, Missouri — Sentimentalists, antique dealers and antique lovers and others just interested in old things kept bidding at the auction staged at the 81 year-old St. Mary's Catholic convent, which is to be razed, at a lively pace throughout the day recently.

In the sale crowds were many persons anxious for something from the old convent because they or their parents, or even grandparents, had been pupils there. And the Sisters, two of the senior nuns in particular, Sister Mary Joseph and Sister Mary Evangelista, are pleased that these articles from the pioneer household will be presented in homes in the Independence area.

One article of historic interest, a walnut table with handcarved drawer pulls, which is conference-room size, is to become the property of the Jackson County Historical Society and will be used in the old Jackson County Jail being restored as a museum. In the bidding, the table, hand made by Father Tom Fitzgerald, the parish priest from 1875 to 1910, went to Mrs. Albert M. Ott, Jr., for \$92.50, the highest price paid for any article.

Mrs. Ott has agreed to let the Historical Society buy the table.

Sentimental Reasons

Other persons who brought numerous articles from the old household for purely sentimental reasons were the nieces and a nephew of Sister Mary Joseph, Matt Bowen, and his sisters, the Misses Celia and Mary Bowen and Mrs. Lawrence Stadler of Kansas City. They acquired a china cabinet, pictures, desks, music cabinets, candle-sticks, and other articles.

An antique walnut chest, the oldest article in the convent, was purchased by Mrs. Paul Daniels, who had been a student there.

Mrs. Harry F. Allen, 609 S. Main, who was a student there more than 50

years ago, prizes a single prayer stall from the old chapel, as well as pictures, a book case and chairs. Her children and grandchildren were also students there. Mrs. Dan Galvin also bought one of the old prayer stalls and Mrs. John C. Truman some of the old chapel pews.

Mrs. Anna Troupe and Miss Marie Lentz, who went to school there and who were nieces of the late Sister Mary Claire, got vases and other tokens.

Remembers Incident

Robert Ward satisfied a desire to have one of the old hand bells and he recalled the day he put a play snake around the handle to frighten a Sister. J. E. Osborn bought a handpainted punch bowl set for his wife who was a student there.

Mrs. Robert Green bought a little single desk which the Sisters had used in the refectory for many years, and a cherry table. She and her father and aunt were all students at the school. The John Highbergers, Mrs. Kelly Ragan and Mr. and Mrs. Jack Liddle were others who bought cherished pieces.

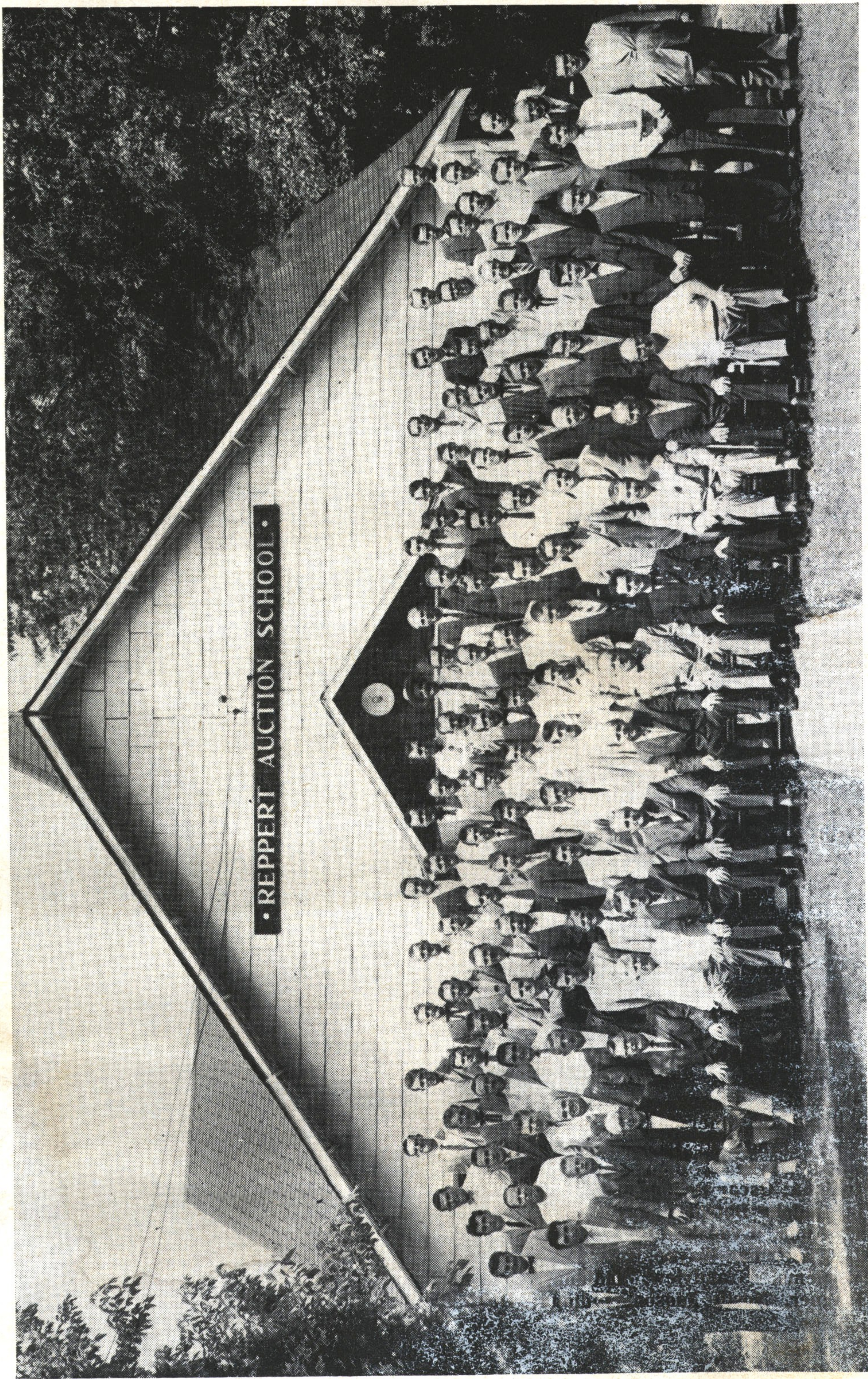
Today, the Sisters are busy checking off the lists as buyers load up articles purchased in the sale which began at 11 a.m. and continued until 5 p.m.

Guy Jageman, NAA member, was the auctioneer.

The 14 Sister residents will go to St. Agnes Convent in Kansas City on June 4 to remain until the new convent is completed late in the year.

Goya Brings \$7,840

LONDON — A first edition copy of Goya's "Los Caprichos," eighty etchings depicting human folly, was sold at auction here for £2,800 (\$7,840). The etchings by the eighteenth century Spanish master were among 271 lots of engravings, etchings and prints sold at Southeby's the auctioneers, for £30,360 (\$85,008).



• REPPERT AUCTION SCHOOL •

Reppert School of Auctioneering

CLASS OF JULY 27 TO
AUGUST 14, 1959

Top row: H. G. Turner, Henderson, Texas; Kermit Johnson, Lynn, Indiana; O. M. "Ree" Faust, Louisville, Kentucky; Paul E. Plessinger, Franklin, O.; Edward M. Coleman, Frankfort, Kentucky; Preston Mills, Calgary, Alberta Canada; Victor N. Crawford, Unionville, Missouri; Jimmie Welch, Homer, New York; Thomas Dee Bauermeister, Osian, Indiana; Charles C. Wiseman, Boones Mill, Virginia; Amon Prater, Claypool, Indiana; John Ed Smith, Burkesville, Kentucky; Thomas A. Vernon, Henderson, Texas; Alfred Sawyer, Elizabeth City, North Carolina; Daniel Lee Anglin, Hamilton, Ohio; Lloyd L. Kuck, New Knoxville, Ohio.

Fourth row: Zopher Blodgett, Jr., of Lima, Ohio; Carl E. Zimmerman, St. Johns, Ohio; Ronald C. Harrison, East Stroudsburg, Pennsylvania; Ralph V. Kerley, Ardmore, Oklahoma; Fred H. Jeffers, LaCrosse, Indiana; Roger Wilson, London, Ohio; Richard Hamilton, Rossville, Indiana; Harold A. Fauver, Adrian, Michigan; Stephen A. Bowman, Sidney, Ohio; Wayne Greenwood, Jr., Cortland, Ohio; George H. Wilson, Jr., Chester Heights, Pennsylvania; Harold Dean Bruce, Jr., Greer, South Carolina; Ronald Frey, Archbold, Ohio; Jay P. Spencer, Monroeton, Pennsylvania; William B. Yarbor, Evansville, Indiana; Clarence Guillozet, Versailles, Ohio; Carl Edd McCarter, Sevierville, Tennessee.

Third row: Douglas D. Davis, St. Paul, Indiana; James F. Dees, Finley, Tennessee; Raymond W. Slane, Van Wert, Ohio; Lowell C. Jensen, Neligh, Nebraska; Dan J. Doody, Glendive, Montana; O. A. Dunlap, Summittville, Indiana; Michael J. Strong, Henderson, Texas; William A. Emerson, Canadaigua, New York; James C. Cook, Glendive, Montana; Wayne L. Bloomer, Indianapolis, Indiana; Oscar DeJong, Kent City, Michigan; John Detwiler, Tiffin, Ohio; Leslie E. Nunn, Evansville, Indiana; Richard L. Cline, Ft. Wayne, Indiana; Van D. Woolems, Grandview, Indiana; Henry Wagner, North Judson, Indiana; Dean

C. Smith, Marietta, Ohio; Earl A. Edwards, Paducah, Kentucky.

Second row:: Charles Haskel Lea, Steelville, Missouri; R. W. Padolik, Urbana, Ohio; Thomas Goughnour, Conenough, Pennsylvania; Ernest Workman, Rock Island, Illinois; Sanford Charles Goughnour, Mineral Point, Pennsylvania; Robert R. McCormack, Bowling Green, Kentucky; Fred Roland Musser, Ft. Wayne, Indiana; Richard E. Harlan, Mt. Hermon, Kentucky; John L. Kline, Dover, Pennsylvania; John D. Sieberns, Markle, Indiana; Clarence Simmons, Dunmore, West Virginia; Norman Magoto, Versailles, Ohio; Eugene S. Smith, Chicago, Illinois; Roy L. Fore, Jr., Denham Springs, Louisiana; Lawrence E. Bailey, Shade, Ohio; Farrell D. Lindsey, Muncie, Indiana; Donald H. Mudd, Owensboro, Kentucky; Joe Billy Jones, Glasgow, Kentucky; Harlan Staats, Parkersburg, West Virginia.

First row: Ralph Leonard Sayler, St. Petersburg, Florida; Ronald G. Weddle, Cincinnati, Ohio; Timothy Thomas Yoder, Archbold, Ohio; Fred Jeffrey, Clinton, Kentucky; James Presher, Sayre, Pennsylvania; William C. Simpson, Detroit, Michigan; Thurston C. Simpson, Mr. Clemens, Michigan; Joe E. Brown, Geneva, Indiana; Don Fitzgerald, Ellington, Missouri; Wayne Shultz, Williamsburg, Pennsylvania; Fredrick DeJong, Kent City, Michigan; Joseph J. Maas, Rochester, Minnesota; Damon L. Massie, Canton, Ohio; Thomas H. Dent, Woodstock, Ontario, Canada; C. E. Hagan, Rockport, Indiana; Bert Kenneth Richmond, Moundsville, West Virginia; W. D. Burd, Toronto, Ontario, Canada; Frank E. Hildreth, Lenoir City, Tennessee; James I. Floyd, Troy, Alabama; Norman Keith Brown, Terre Haute, Ind.

Bottom row: INSTRUCTORS — Cols. Pettit, Bloomfield, Iowa; Wright, Mt. Gilead, Ohio; Sigrist, Ft. Wayne, Indiana; Elliott, Portland, Indiana; Pollock, Defiance, Ohio. Dr. Roland Reppert, President. Cols. Chaffee, Towanda, Pennsylvania; Wilson, Marion, Ohio; Slagle, Marion, Ohio; Darnell, Cynthia, Kentucky; Carlson, Triumph, Minn.

Love is highly valued in courtship and becomes even more costly in a courtroom.

Why Are Antiques Valuable?

By FRANK TRIPP

A fellow waiting for a haircut wanted to know how long it would take a 1949 Chevy to become a valuable antique. He had just bought one for \$75, with ultimate profit in mind.

I told him how rapidly I made it and he seemed encouraged—until I lamented that my market value had shrunk to nil in the process. On that note the debate started.

Is it age or scarcity that makes antiques valuable? The consensus was that scarcity is the bigger factor, and they sort of used me as a reverse example. Well, I asked for it.

Things are more valuable when they are scarce and more people want them. There's no scarcity of old codgers, and nobody wants them. By devious and embarrassing elimination, they edged the axiom back to automobiles and concluded that by the time the '49 Chevy is antique by age, there'll be so many others that they'll be a dime a dozen.

Storing today's car for 40 years may be a slow way to make a buck and no guarantee of old age security. But even should the automobile by then be as obsolete as a sound dollar, like as not the '49 Chevy will still be good for the down-payment on a 1999 model space ship—as a second best, just for weekend slumming on Pluto.

So many folks never really get any car paid for that the family bus is like a kid's jack-knife; little more than a swapping asset for a different one.

Way back at the top of the list there was a shrewd old Gotrocks or a plunging Fewrocks, keeping up with the Joneses, who got first value and shouldered the largest depreciation.

After that the flaming streamlined beauty shuttles among hucksters and bargain-seekers, on its way to the junkyard—plastered with more mortgages and liens than paint; never to have the dignity, affection or value of the few Bearcats, Stanley Steamers and Model Ts, the museum pieces of today.

Once the family car had much the status of Old Dobbin, who wouldn't have

been swapped for Whirlaway or Man o' War. People loved their cars.

I'd pay ten times its \$850 delivered price for our second car, a little four-cylinder open job, the first gas-driven Studebaker model. It succeeded our first, a Model T. Of scores of makes and models we since have harbored, we loved that little Stude most.

For nearly 50 years we have swapped our way up the horsepower ladder and down the belly-slammer slide. In a David Harum market, that "wished the old nag on a sucker, before she sprung a spavin."

Why this enduring affection for humblest of them all? 'Cause she was the one we sweat blood to buy, went hungry to keep; the first to tote us on those gruelling two-week "tours" that we wouldn't take today in a solid gold Cadillac. Them was thrill days.

To us she was our first horseless carriage. We always figured the Model T a sort of "miscarriage." We only owned it two weeks when the "hoss-swappin' bug got us, and kept us broke for years—but gee how happy.

Just like the millions who are swapping their way through life, reaching for the brass ring. And enjoying the merry-go-round immensely.

Where but in America?

CITY \$14,000 AHEAD FROM AUCTION SALE

SAGINAW, Mich.—A total of \$13,819.75 was added to the city's coffers when the City Motor Equipment Division and Police Department conducted an auction of used and abandoned vehicles and miscellaneous items.

The city sold 19 passenger cars, 14 trucks and one motorcycle for a total price of \$12,665. The Police Department auction brought in \$1,154.75.

Golf is what letter carrying, ditch digging, and carpet beating would be if all three tasks were to be done in one afternoon.



New Officers of the New York Ladies Auxiliary, from left to right: Mrs. Telford Chambers, Mrs. John DiBello; Mrs. Richard Tydings; Mrs. David Tracy; Mrs. Irwin Murray; Mrs. Arnold Ford; and Mrs. Norman Prior.

New York Ladies In Annual Meeting

Members of the Ladies Auxiliary to the New York State Auctioneers Association held their Annual Meeting at the Hotel Syracuse in Syracuse, on September 13. A very active session was held and two new members were welcomed into the group.

Elected as President was Mrs. Arnold Ford, Constableville. Other officers named were Mrs. Telford Chambers, Walton, Vice President; Mrs. David Tracy, Pavilion, Secretary-Treasurer; Mrs. Richard Tydings, Greene, Historian and Parliamentarian; and Mrs. Irwin Murray, Mrs. Norman Price and Mrs. John DiBello were named to the Board of Directors.

Following the adjournment, the members enjoyed a tour of the new WSYR radio and television studios.

"I enjoy the best magazine that is published, **"THE AUCTIONEER."**—Ken Travis, Lansing, Mich.

Thank You!

Dear Ladies of the Auxiliary:

The largest and most enthusiastic gathering of the ladies was present at the National Convention of the N.A.A. and all participated in the program of the Auxiliary. Interest in the Auxiliary seems to increase with each passing year.

We shall long remember our visit to Denver. Again I want to thank all the ladies of Colorado for the splendid program planned for our enjoyment.

As your past president, I wish to thank my officers and directors, also those ladies who were so helpful during the convention.

Thank you so much for the lovely butter dish, you are remembered each time it is used.

Best wishes to Mrs. Featheringham and all the new officers and directors.

Sincerely,
Edith A. Smith

The first and worst of all frauds is to cheat one's self.—Philip J. Bailey.

Livestock Dealers Form Association

KANSAS CITY, MO.—The first national trade association of independent livestock dealers and order buyers has been organized, and it has opened a business office here in the V.F.W. Bldg., as of Sept. 1, 1959.

C. F. Augustine, Augustine Livestock Commission Co., Lamar, Colo., was named to the presidency of the new National Livestock Dealers Association composed of livestock dealers and order buyers from throughout the United States who are in interstate commerce in their business operations.

Other officers include M. L. Angevine, Geneseo Cattle Co., Geneseo, Ill., vice-president, and George Bruington, Monmouth, Ill., secretary-treasurer. C. T. 'Tad' Sanders, Kansas City, Mo., was named executive counsel. He will be administrative officer in charge of the Kansas City office.

Five regional directors, with the elected officers to make up the governing board of directors, were named at the organizational meeting. They are: L. R. Rector, Billings, Mont., North-West; Cleo Norwood, Amarillo, Texas, South-West; Russell Ellsaesser, Sublette, Kans., Central; C. W. Monier, Montgomery, Ill., North-East; and Howell E. Smith, Wichita Falls, Texas, South-East.

According to the Constitution and By-Laws adopted by the group, its purposes and objectives are to "unify the independent livestock dealer business organizations into an effective business trade association to act in relation to common matters concerning such businesses."

Augustine stated the first steps would be "to set about clarifying the business basis and functions of dealers in livestock marketing, establish and administer a national code of business standards, and to function as a representative and responsible organization in all government relations."

All livestock dealers in interstate commerce are now in the process of registering and filing bonds under the provisions of the 1958 amendment to the Packers and Stockyards Act and new

regulations that became effective May 25, 1959.

The first annual convention of the Association will be held next year in June at a site to be selected, according to Augustine.

All independent dealers throughout the nation are invited to participate in the new trade group, according to a statement from the newly elected board of directors.

New York Firm Has Large Volume Year

NEW YORK CITY — The Plaza Art Galleries, Inc., of 406 East 79th Street, New York City, now entering its 44th year in the auction field, is pleased to present to the public its year end report.

During the fiscal year ending June 30th, 1959, the Galleries conducted 81 sales, realizing a total of \$2,192,660.00, being an increase of \$158,734.00 over the previous year.

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

Mr. William H. O'Reilly, President of the Plaza Art Galleries, Inc., was gratified with the results for the past year, and in particular with the individual high prices received. Due to the vast publicity of these record prices received at auction, the public are becoming more cognizant of the opportunity to participate in and bid on the articles offered. Consequently the sales are being better attended by people who never realized the advantage of buying at auction.

Mr. O'Reilly firmly believes that the American market is the only market in the world for the liquidation of estates and collections. He further believes that it is a most advantageous time for the consignor, particularly he who has stored fine articles because of smaller living quarters, to dispose of the same by way of auction. He is anticipating another good year with prices at a high level.

The total amount realized for 4 sales conducted for the Provident Loan Society was \$337,515.00.

Hard Work, Clear Head

Essentials Of Success

BY COL. POP HESS



Well boys, it is October, or will be when you read this column. Today is September 14 and here in Ohio we have been having some real hot weather, in fact more than hot and had it remained that way up to the time of this writing it could have been no column as I was busy fanning a red hot face. But the weatherman saw my predicament and turned on some cool air these past few days so now I can pour out a few lines for your indulgence—good or bad, we won't know until I have put the words together.

First I want to mention that the disk jockey here at Radio WRFD who I have been coaching has now received my blessings and will become an auctioneer. What he needs now is some outside experience then a term at some good Auction School and I am quite sure he will have no trouble in getting a well earned sheepskin. His time with us here will run out by the time you get this issue and I had stated that he would establish a home location in the State of Wisconsin as he likes it there. However, a radio station up in Duluth, Minn., has offered him a good connection with them and he has decided to take that job, rolling the disks, with about two week-days off and during that time he will keep up his home work in preparing to some day hang out his shingle as an auctioneer. So you boys up in Wisconsin can sleep sound nights as he may not invade your state for some months yet. He may decide to stay in his home state of Minnesota, but I am convinced from what he has come up with on the recordings we have made and a few auctions among ourselves and staff here at WRFD that he is quite sharp for a beginner. Being a disk jockey and not

having a live audience before him is no hindrance as I recall one of the good auctioneers in Indiana, the late Roy Johnson of Decatur, at one time was a telegraph operator without a live audience in front of him in that work but he sure kept an audience much alive when he did come out as an auctioneer.

Here in Ohio our auctioneers in all types of sales are well booked and our Farm Sale program at WRFD is running about 15 sales daily in our announcements. That is plenty for a daily run and we have them from about every section and corner of Ohio. Prices at all auctions have been extra good. Many of our auctioneers have been selling farms at auction with good results.

The bankers and men who know and deal in money say we are having tight money right now but as far as we can see in the auction ring money is not very tight. Often we notice it takes a little more persuasion to get the money loose from the pocket, however, the money eventually comes out in the right figures.

Auctioneers should never get it into their heads that selling is a pushover. This is not the case but I think many a man tried to become an auctioneer thinking all he had to do was get up on a stump and start bellowing, the heads would nod and a killing was to be made in commissions. It just doesn't come that way. Just recently one of our good dairy cattle operators who holds a sale once a month, sometimes oftener, held a sale of 100 head of fresh cows. One of his auctioneers lives close to me and the banker who clerks the sales is my neighbor so I go along to keep them straight and take in the sales. This particular night around 11:45 P.M.

IN UNITY THERE IS STRENGTH

the clerk's sheets showed that 99 cows had been cashed in so I walked from the settlement office to the sale pavilion to see the 100th cow sell and here is what I saw. The large sale arena where they have seats for nearly 500 people was filled at 10:00 P.M. but now the crowd had dwindled down to just two lone bidders and the only two spectators on the seats. But the sale operator and his helpers were working as usual, three auctioneers hammering at two bidders just as hard as if it were the first cow in the ring and it took those boys a good 15 minutes to hit the score and say, "Sold!" As the clock struck midnight 100 head had totaled right at \$45,000 and the last cow did not cut the average. Homeward bound were three dog-tired auctioneers (it was a hot night, about 94 degrees) well knowing morning would soon be here and each had a big sale the day they woke up, more heat to fight and more bidders to sell to and this goes on day in and day out, week after week. It is the life of the auctioneer who knows it is not a pushover but a push to get a good job done.

Often one hears the remark it is an easy life to be an auctioneer, big money every day and no hard work. Just who thought this up never was nor never will be an auctioneer very long.

Recently, a young man who has been selling for several years came to me a little down in spirits. It was wearying him to keep a tight schedule. Here is what I found out from him. He was living many sales behind him, if this or that was right, as well as all the sales ahead of him in regard to how he would handle them. He was crossing bridges not yet built as well as bridges washed away behind him. After a long visit I gave him one of my homemade pills that worked for me and served to keep me above water at all times. Here it is: The sale you had yesterday is over. Good or bad you did what your judgment thought was best. It is over and there is nothing you can do about it now. The sale you have today, put your best into it but kiss it goodnight when it is over. Get a good night's sleep and start living the next day's sale when you get on the ground and see what is facing you for the day. It was those kind of

pills I used for many of my 50 years of service and now more than 60 years since I sold my first sale I can eat three meals a day without getting a bellyache, sleep sound all night and feel much alive..

Mistakes or misjudgments in all the sales I may have fumbled but I still have the high respect of all my clientele and their relatives throughout the land without too many sour notes hooted at me nor do I recall of very many reprimands received when on active duty. Doctors have buried many of their mistakes in a lifetime, lawyers have lost cases they should have won, auctioneers have all made mistakes but in the final line-up the average as a rule hits a good 95% and that is a good average for any professional business.

So you, Mr. Auctioneer, young or old, live and work your sale the day it is held, kiss it good morning, hit the ball, when through kiss it goodbye. Of course in well managed real estate auctions advance work and closing work is done by the crew of your auction firm. What I am trying to bring out is that the day of the actual auction when you perform the official "What am I bid?" and "Sold!" is the day the gavel in hand is in action. It takes quick thinking, horse sense and good judgment the

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day you convert thousands of dollars in property value into American dollars that should show the same return or better in value. This is the day you want all wheels well oiled and rolling true. Best results cannot come from an auctioneer stewing up the old broth of what happened in past sales and what might happen in those ahead.

Yes, a day's sale followed by idle hours sleeping and relaxing will make you an auctioneer who is up and ready to go. Day sales and nights in a Nite Club will not be good for any auctioneer who sells the man's hard earned property the following day. So gauge your habits, do your night clubbing when sales are slack. Of course I am a firm believer that the best beverage for all auctioneers is clean water. The foul air you pump into your system daily will cut all the rust the water may or may not cause. Above all, keep your thinking machinery clear.

Sure, auctioneers should have some good times but pick the time to have such when you are not under obligation to convert the hard work of some good person into dollars (hard cash) in the matter of a few hours time. Good clear water, solid food, fed into the body of the average auctioneer will do much to keep him an auctioneer in demand. All the other side issues we enjoy should be kept under control or we slip.

Parke - Bernet Opens 1959-60 Season

French and English furniture and decorations from the estates of the late Leonie Guggenheim (New York), and Henry Graves, Jr., and from other owners were sold at public auction at the Parke-Bernet Galleries, Inc., 980 Madison Avenue (New York) on Friday and Saturday, September 25 and 26 at 1:45 p. m., following public exhibition from Saturday, September 19.

The first sale of the 1959-60 season offered a selection of Georgian and Louis XV-XVI furniture, in period and style pieces. French examples featured a Louis XV tulipwood and walnut marquetry poudreuse; serpentine — and break-

front acajou commodes, some mounted in bronze dore; a Louis XV inlaid acajou and tulipwood bureau plat, mounted in bronze dore, and consoles, dining and occasional tables, seat and case furniture, and numerous chandeliers and lighting fixtures. English examples included a set of twelve Hepplewhite carved mahogany dining chairs, settees and armchairs; a Queen Anne desk, tables, mirrors and cabinets.

Among the decorations are a pair of Dresden swans, mounted in bronze dore as candelabra; tea and coffee services and other silver and silver-plated ware; Chinese semi-precious mineral carvings, lamps and porcelains; and a number of decorative paintings and fine color prints. There were also semi-antique and other fine Oriental rugs, and hand-tufted and domestic carpets.

Time is the inevitable executioner; a thief who sneaks away with our youth.

—David Condon

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New High Reached In Texas Auction

DALLAS, Tex. — The Dallas County Commissioners Court has accepted an offer of \$275,000.00 made by General American Oil Co. of Texas on a two acre tract of county-owned land on Central Expressway in Dallas, Texas.

The offer was made in the form of a high bid at a public auction conducted by Wayne Cook Associates, Inc. of Dallas for the county of Dallas on August 25, 1959 in the Commissioners Court Room located in the Records Building in Dallas, Texas.

The land is located on Milton Street

at North Central Expressway across the street from the Meadows Building, headquarters of General American Oil Co. of Texas. It had been variously estimated to have a value of \$200,000 to \$250,000.

Up until recently, the land has been occupied by the Metropolitan District Construction office of the Texas State Highway Department who were leasing it from the county of Dallas.

According to Wayne Cook who conducted the auction, the purchase price represented the highest total yield ever received in a real estate auction in the North Texas area.

General American Oil Co. has made no announcement regarding its plans for the property.

The Welcome Mat Is Out

SHERATON-SEELBACH HOTEL

4th and Walnut Streets
LOUISVILLE, KENTUCKY

August 19, 1959

Mr. Orville Moore
Convention Chairman
National Auctioneers Association
Anchorage, Kentucky

Dear Orville:

It was a real pleasure having lunch with you the other day and my congratulations as being convention chairman for your association. As we discussed, the following will serve as confirmation of the facilities we are holding for your 1960 convention.

For arrival July 13th and 14th, 1960, 500 air-conditioned guest rooms, 300 here at the Sheraton and the additional 200 at the Sheraton-Watterson, just across the street. Of course you are familiar with this location and its only about 200 feet from door to door. The Sheraton-Watterson, our sister hotel, is newly decorated as is the Sheraton.

As we discussed, there will be no charge for meeting rooms nor the P A System and there will be a complimentary suite for your Executive Secretary and for your President of the National Auctioneers Association.

Also, all of our rooms are 100% air conditioned, have T.V., radio and washcloths in every room, even two types of pillows, both soft and hard, for your members additional comfort. Just those

Giant Auction To Be Conducted Via TV

Two million dollars' worth of government surplus goods, ranging from women's scarves to snow plow blades, diesel engines and wrecking balls, will be auctioned off Oct. 7 over a six-city closed circuit television hookup.

The viewing area in New York will be in Manhattan Center, at 211 W. 34th St. Other cities will be Boston, Philadelphia, Columbus, Ohio, Chicago and St. Louis. Prospective buyers must register in advance to be admitted to the viewing areas.

This is how it will work, under the

plan as announced by Tele-Prompter Corp., which is supervising the eight-hour operation.

The items for sale at the Philadelphia Naval Shipyard, the Air Force Depot at Shelby, Ohio and the Army Engineer Depot at Granite City, Ill. — will be flashed on 26-by-36 foot screens in each of the six viewing cities.

Each buyer will have a small placard carrying his own number, and whenever he wants to make a bid he will raise his placard. Once he is recognized by the auctioneer, he will make his bid over a two-way audio circuit.

It is well to think well: it is divine to act well.—Horace Mann.

many extras that make your stay away from home just like home.

Inasmuch as July is the off-season in Louisville, we are most pleased to offer your National Auctioneers Association the 25% "off-season rate." Of course we will furnish you in any quantity desired, to mail to your members, return reservation post-cards and they will be imprinted with "The National Auctioneers Convention, July 14 through the 16, 1960, giving it an official appearance.

In regards to your convention function rooms requirements, on July 13, we have three meeting rooms set aside that will accommodate 30 persons each. Your registration can take place in our lobby or in a private function room. I bring this private function room in because many organizations are now desiring to hold registration in them so that members can have a meeting place to relax and await their other friends in the association.

July 14, 1960, 8:00 a.m. till 5:00 p.m. our Grand Ballroom for your general session, Plantation Room for the Ladies session. We have tentatively held the Oak Room should you desire to have a luncheon.

July 15th and 16th the same arrangements will apply, with the exception of your Banquet which will be held in the Grand Ballroom.

Should you find requirements for additional function space, other than that outlined above, due to perhaps your program arrangements, be sure to call me so that I might set them aside.

We are all looking forward to serving you and your National Auctioneers Association. Assuring you our complete cooperation, I am,

Cordially yours,
Bill Howard,
Sales Manager

Prospects Good For Another Record Year

Memberships, new and renewal, continue to arrive in the executive offices at a very fast pace. All indications point to another record year in the growth of the NAA. Memberships were received during the period from August 16 through September 15 from nearly every state as well as Canada. Following is a listing with the asterisk indicating renewal:

R. F. Hamilton, Indiana
 *M. R. Dugan, Missouri
 *Ray Houle, New Hampshire
 Thomas B. Baker, Jr., Tennessee
 *T. C. Jensen, Nebraska
 Gary K. Purdy, Michigan
 Van D. Woolems, Indiana
 Johnny Woods, Illinois
 *Leonard Yoap, Wisconsin
 Anna M. Bailey, Kansas
 Vic C. Schoenberger, Kansas
 *Albert L. Rankin, Ohio
 Walter L. Bales, Indiana
 *Grant R. Phillips, Nebraska
 *George J. Wittstadt, Maryland
 Jimmie Welch, New York
 Stephen Bowman, Ohio
 *R. W. Henderson, Jr., Arkansas
 Pearson Knolle, Texas
 *R. C. Foland, Indiana
 *Robert J. Butcher, West Virginia
 *Robert B. Johnson, Indiana
 *Betty J. Johnson, Indiana
 *Morris F. Fannon, Virginia
 Peter M. Feinberg, Massachusetts
 *Willis O. Hanson, South Dakota
 *Harry W. Kerns, Ohio
 *Wilbur T. Clair, Indiana
 *Herman V. Ream, Indiana
 *John L. Freidersdorf, Indiana
 Z. E. Blodgett, Jr., Ohio
 *Harold Asbury, Indiana
 *Gale D. Copeland, Tennessee
 *Edward P. Gillespie, New Jersey
 Robert L. Snyder, New York
 *M. F. Boner, Missouri
 *George J. Nichols, New York
 *C. Morrell Brown, Pennsylvania
 *William S. Day, New Jersey
 *M. C. Maranell, Minnesota
 *F. T. Mathews, North Carolina
 *Kenneth Davis, Arkansas
 *Arthur G. Porter, Minnesota

*John E. Bailey, Ohio
 *Donald D. Day, Ohio
 *T. B. Palmer, Virginia
 *John S. Kasten, Illinois
 *Charles F. Knapp, Illinois
 *M. M. Gordon, Illinois
 *Harold D. Parker, Indiana
 *Nick Beute, Michigan
 *Richard A. Mader, Wyoming
 *Everett E. Corn, Indiana
 *Harold Hilliard, Illinois
 *Frank Gracyalney, New York
 *R. K. Pattin, Ohio
 *Ralph K. Burkett, Pennsylvania
 *Arnold Johanson, New York
 Charles R. Mason, Jr., Kentucky
 *Richard G. Bagley, Ohio
 Luther Ossenbrink, Illinois
 *Freddie Chandler, Iowa
 *Elwood G. Heller, New Jersey
 *Robert LeRoy, Pennsylvania
 *Delbert Graft, Indiana
 *John Reimold, Pennsylvania
 *Lloyd Laughery, Iowa
 *Harry J. Hoynacki, New York
 *Willis G. Keesling, Kansas
 *H. Orville Davis, Massachusetts
 *Albert Desvoyaux, Massachusetts
 William A. Emerson, New York
 *Jewett M. Fulkerson, Missouri
 *Dick Herm, Illinois
 *Earl S. Bliss, Illinois
 *Stanley C. Haworth, Virginia
 *Richard Mather, Connecticut
 *Frank Onischuk, Massachusetts
 Ronnie E. Goade, Oklahoma
 *James F. Rife, Illinois
 *W. O. Christy, Oklahoma
 *C. O. Hancock, Massachusetts
 *Herman D. Strakis, Indiana
 *Howard Raser, Montana
 *Wayne Stewart, Iowa
 *J. A. Garnett, Alabama
 *Tom Caldwell, California
 *Pete Schwartz, Nebraska
 *Lyle D. Thornton, Michigan
 *Woodrow Roth, Pennsylvania
 *Fred Jaeger, New Jersey
 *J. F. Sanmann, Indiana
 *C. S. Schwartz, New York
 James Kelly, Ohio
 *J. L. Judy, Missouri
 *Paul E. Baker, Georgia
 *Charles Tharp, Nebraska
 *Kenneth R. Atkinson, Oklahoma
 *Chester Hisel, Missouri (Life)

IN UNITY THERE IS STRENGTH

- *Johnny J. George, Georgia
- *Charles G. Semple, Ohio
- *Ralph D. Zimmerman, Maryland
- *Joseph Thatcher, New Jersey
- *Paige Richardson, Maryland
- *H. M. Maddox, Jr., Indiana
- *R. C. Westbrook, Wyoming
- *R. W. Riggs, Pennsylvania
- W. D. Shore, Ontario
- *Earl G. Wells, Quebec
- *Herb Bambeck, Ohio
- *Vernon McCracken, Missouri
- *G. T. Gilbert, North Carolina
- *William O. Coats, Michigan
- Bernard N. Vrbas, Nebraska
- *I. Shoolman, New York
- *E. Pat Patterson, Indiana
- *Robert M. Shaylor, Pennsylvania
- *I. Taylor, Pennsylvania
- *Robert E. Musser, Wyoming
- *Tom P. Whittaker, Vermont
- *George E. Borum, Illinois
- *Gene A. Saine, North Carolina
- *Donald Mox, Ohio
- *Van Smith, Ohio
- *Donald Kent, New York
- *William R. Guthrie, Pennsylvania
- *Wilson E. Wood, West Virginia
- *Mike Wilson, Kansas
- *George Chiarelli, Ohio
- *Roy A. Sanch, Michigan

Michigan Group Has Successful Auction

Michigan Auctioneers Association, District No. 4, advertised and conducted an auction of consigned merchandise at 8505 Dixie Highway, Clarkston, Mich., on August 12. Nine hours were required to sell the huge consignment, the auction commencing at 1:00 P.M. and running until 10:00 P.M. Thirty-one auctioneers of the 36 attending took part in the sale with the wives helping as collectors and cashiers. Estimated attendance was 1000 persons.

The officers and committee members were so well pleased with the results of the venture that it is possible it will become a regular project for the group. An event such as this had never before been attempted in the State of Michigan.

District meetings are held every second month with the next one scheduled for October 12 at 8505 Dixie Highway, Clarkston, Mich. Mary J. Cole, 9212 N. Dort Highway, Mt. Morris, is Secretary-Treasurer of District No. 4.

No man can live happily who regards himself alone, who turns everything to his own advantage. Thou must live for another, if thou wishest to live for thyself.—Seneca.

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COLORADO

Col. Herman W. Hauschildt—Denver

Col. Si Lockhart—Steamboat Springs

Col. Lyle D. Woodward—Denver

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Col. Howard G. Hovey—Scotia
Col. Donald W. Maloney—Syracuse
Col. William A. Maloney—Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Kenneth M. Rice—Hamburg
Col. Ralph Rosen—Buffalo
Col. Ben Schwadron—Queens Village
Col. David H. Tracy, Pavilion
Col. Richard C. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson—High Point
Col. Coyte D. Carpenter—Claremont
Col. Ben G. Hoffmeyer—Charlotte
Col. Turner Kees—Hickory
Col. F. A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. Daniel M. Owens—Greenville
Col. Mark T. Penny—Charlotte
Col. Gene A. Saine—Hickory
Col. Kenneth W. Teague—Burlington

OHIO

Col. Donald L. Bates (Effron Corp.)—
Cincinnati
Col. Wilmer L. Clay—Van Wert
Darbyshire & Associates, Inc.
Wilmington
Col. Don E. Fisher—Delaware
Col. C. H. Forthofer—Avon
Col. R. E. Guiss—Akron
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. Jim Patterson—Bainbridge
Col. "C" Garth Semple—Milford
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. Joe Burgert—Ponca City
Col. W. O. Christie—Oklahoma City

OREGON

Col. S. J. Frey—Sweet Home
Col. Virgil R. Madsen—Halsey

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Ralph D. Burkett—Ford City
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Col. P. A. Engelmeier—Pittsburgh
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Clarence P. Maier—Lansdale
Col. Sam Lyons—Indiana
Col. Hubert S. Post—Washington
Col. Wayne R. Posten—E. Stroudsburg
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. John A. Vacca—Westerly

TENNESSEE

Col. L. B. Fuqua—Nashville
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
C. B. McCarter Auction Co.—Sevierville

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Col. W. J. Wendelin—Henderson
Col. Earl S. White—Bryan

VIRGINIA

Col. Morris F. Fannon—Pennington Gap
Col. David H. Gladstone—Norfolk
Col. B. Sam Osborne—Radford
Col. Richard C. Wright—Bridgewater

WASHINGTON

Col. Robert F. Losey, Sr.—Renton

WEST VIRGINIA

Hale's Auction Sales—Williamson
Col. Zack Pence—Dunbar

WISCONSIN

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

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

Joint Meeting of Livestock Groups

KANSAS CITY, MO. — For the first time, the 32-member Board of Directors of the National Livestock & Meat Board will hold their calendar year-end meeting as guests of the livestock auction market industry.

The Board will meet at Norfolk, Nebr., on Tuesday, Nov. 17, 1959, for a business meeting on that date.

The National Association of Livestock Auction Markets, business trade association of the nation's more than 2300 public livestock markets selling by auction will be joined by one of its pioneer affiliated state association, the Nebraska Livestock Auction Association, in acting as industry organization hosts to the Board.

Norfolk Livestock Sales Co., Norfolk, recognized as the largest auction market, and recently the subject of a featured article in a leading national farm magazine, will join with the two associations in welcoming the Board and entertaining all directors attending the meeting.

Preceding the meeting, a reception and buffet supper is planned for Monday evening, Nov. 16. Civic officials of Norfolk will join then in welcoming the directors to the Norfolk meeting. Tuesday morning the directors will tour outstanding feeding operations in the trade area

and observe the Norfolk market's large hog sale. A noon luncheon will precede the afternoon business sessions. A Tuesday night banquet reviewing and depicting present operations of the Board in meat research, education and information will conclude the meeting.

C. O. Emrich, partner-owner of the Norfolk market, is a member of the board of directors, representing his industry along with other leaders from throughout segments of the livestock and meat, combined industries.

Officers and "nationally certified" market owners from throughout the National and Nebraska associations will attend.

Public Auction At Wichita Stockyards

Another terminal market has joined the swing to the auction method of selling livestock.

Wichita livestock marketing interests inaugurated a double-barreled service for their patrons August 27 when stocker and feeder cattle were sold either at private treaty or auction the same day at Wichita Union Stock Yards.

The new type sales program, which will be held each Thursday, was inaugurated in order to provide patrons of the Wichita market the most complete service possible, according to an announcement by Wesley Sowers, presi-

dent of the Wichita Chamber of Commerce.

Cattle may be shown and offered for sale in the commission firm alleys from 9 a. m. through noon. All cattle not sold by private treaty during the morning period, may be consigned through the auction ring, which will open at noon.

Only regular commissions and yardage will be charged. All cattle must be consigned through a commission firm, which will sell at private treaty or at auction at the seller's option.

Farm Brings Record Price At Auction

Madison, Tenn. — A lakeside farm became the highest priced farm ever sold at auction in Wilson county when it brought \$81,700 in a sale held recently, according to the agents, M. M. Prowell and Fred Ramsay, NAA member.

The farm, containing 190 acres, with

much of it on the lake front, was sold in 16 tracts, at an average price of \$430 per acre.

The land was the J. B. Tubb estate, and is an area fast developing as a resort area, real estate men point out. A large number of new subdivisions have been developed during the past few months in the general area, and quite a number of new homes, as well as camp sites have been built.

The Old Hickory lake area was one of the most popular resort spots in the state during last year and also this, state officials pointed out recently, with thousands of visitors from all sections of the country using the lake facilities.

A truly great man doesn't become one by design—it's the result of service he's performed.

It may be true that George Washington never told a lie. But there were no income taxes then.



Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana



GRADUATES OF THE MISSOURI AUCTION SCHOOL, CLASS OF AUGUST, 1959

TOP ROW, from left: Col. Harry Glascock, Instructor; R. J. Smith, Texas; Robert G. Knight, Georgia; Richard O. Dahlstein, Missouri; Michael V. Frain, Missouri; Frank E. McPherson, Illinois; Larry E. Shadwick, Missouri; Vic C. Schoenberger, Kansas; Wayne Gouvion, Texas; W. D. "Buddy" Banner, Missouri; Billy Blaylock, Ohio; Pearson Knolle, Texas; Louie E. Moore, South Carolina; Bruce W. Powell, Ohio.

CENTER ROW: Pete Younger, Missouri; Dan Peters, Kansas; John Alder, Jr., Kansas; Walton P. Taylor III, Maryland; Charles R. Mason, Kentucky; Theodore Rhodes, Indiana; Robert L. Snyder, New York; Richard Kiko, Ohio; Paul Thomas, Tennessee; J. C. Dowell, Jr., Missouri; Danny Pounds, New Mexico.

BOTTOM ROW: Anna M. Bailey, Kansas; Bob DeWhirst, Missouri; John E. Drake, Iowa; William E. Greenan, Illinois; Glenwood P. Nicholson, Virginia; Col. C. C. John, President; Col. Boyd Michael, Instructor; John H. Spahn, Minnesota; Gary Purdy, Michigan; Ralph J. Gates, Missouri; Jackie Naylor, Missouri.

Auto Dealer Finds Auctions Good Way to Liquidate

Reprinted from AUTOMOTIVE NEWS
By John K. Teahen, Jr.
Staff Writer

DETROIT—An auto dealer, quite naturally, doesn't like to think about going out of business. But many a retailer occasionally must survey the premises and wonder, "What would I do with all this stuff if I were to close the doors?"

The factory or other dealers often will take over the outgoing dealer's stock of new cars and parts, and used cars can be disposed of at auto auctions. But how about tools, shop equipment and office furnishings?

The public auction has helped many retiring dealers meet this problem. It has three distinct advantages—the dealer has his money (cash) 24 hours after the sale ends, everything is sold at one time and everything is removed within 24 hours.

Such an auction was staged recently at W. T. Wilson Sales & Service (Studebaker) here. A former Oldsmobile dealer, Wilson switched to Edsel when that line was born and transferred to Studebaker last October.

Proceeds of the Wilson sale were not announced, but dealers attending the auction commented that "this stuff is bringing good prices."

The auction, conducted by Norman Levy Associates, Inc., was scheduled for 11 a.m., but buyers began arriving long before that to look over the items up for sale and to decide which ones they would like to bid on.

In all, 162 would-be buyers registered and total attendance, including the curious, was about 300. About 40 or 50 new-car dealers from Detroit, outstate Michigan and Ohio were on hand, plus many service-station owners and independent garagemen.

Successful bids ranged from 50 cents for a fluorescent light and fixture to \$625 for a front-end-alignment machine. A paint booth brought \$475 and a Van Norman brake drum lathe and accessories was knocked down for \$470.

Other big ticket items included \$425 for a 7½-ton Frigidaire air conditioner in the showroom, \$325 for a five-horsepower Quincy air compressor, \$300 for a Sun distributor tester and \$220 for a John Bean Visubalancer.

One buyer picked up 22 boxes of shotgun shells at \$1.95 per box, while another carted off five bags of sawdust for \$1.50. A third bidder became the owner of six trash cans for \$2 apiece.

No automobiles were auctioned.

Norman Levy Jr., of the auction firm, said his company staged auctions for about 35 Detroit-area dealerships last year and has handled about 95 percent of such events in the area during the last five years.

The auctioneer, he said, works on a commission basis (about 10 percent) plus expenses like advertising and labor. The Levy organization has handled machinery and equipment auctions for several industrial concerns.

Levy said one secret of a successful auction is knowing how to ticket the items and where to place them—that is, knowing whether similar items should be offered individually or as a group and determining the sequence in which the lots should be sold.

The auctioneer also must know what a specific piece of equipment is worth so he can get a representative price for it.

That last bit of advice is especially important, because the auctioneer is dealing with experts.

At the Wilson sale, a Detroit dealer eyed three hydraulic jacks and remarked to an acquaintance: "Those two 8,000-pounders ought to bring about \$90 each, but the other one is an old model; it's not worth more than \$15."

The auctioneer began his chant. He sold the first jack for \$90, the second for \$85 and the third for \$15.

Vermeil Collection Displayed To Public

NEW YORK CITY—From September 9th to September 30th Tiffany & Co. opened to the public an exhibition of an historic collection of "vermeil" (sterling silver-gilt).

Through the courtesy of Mrs. Dwight D. Eisenhower, Tiffany's showed this collection recently willed to the White House for use in official entertaining by the late Mrs. Margaret Thompson Biddle. Mrs. Biddle was internationally known for her elegant dinner parties in Paris — with her entire table service made in golden vermeil.

This is the first time the public was privileged to see this collection, which included English tableware of the 19th and early 20th Centuries, as well as 18th and 19th Century punch sets, tureens, service plates, boxes, candlesticks and figurines — all made by famous English and French silversmiths. A special note of interest—the White House collection includes punch cups, goblets, finger bowls and plates made by Tiffany's over fifty years ago. The interesting selection of items includes everything from delicate grape-shears to an inkwell set in the shape of fruits, and from an ornate tea caddy to a hot hors d'oeuvres server with sculptured dog finials.

One of the most famous and important pieces of antique silver in the world was included in the exhibit—a covered footed tureen with an artichoke finial, the gift of Louis XV to the Prussian Ambassador to the Royal Court. It is a doubly interesting piece because of the fact that very little French vermeil of this period remains in existence.

Tiffany & Co. revived the fashion of the vermeil finish on sterling silver and introduced it to America in June of 1956. This created important news in the silver industry with the result that the "golden look" has become a major decorating factor in table settings.

Vermeil was first made in 16th Century France, Germany and England. It was a process of firing gold on and into sterling silver via mercury — which resulted in a lovely, golden finish. The

vermeil process is a longer, more complicated one than that of plating. Furthermore, the vermeil finish is a lifelong one which resists tarnish.

Vermeil's greatest vogue was during the era of the 18th Century French courts and the Napoleonic Empire, when everything from the fabulous royal wedding gifts to ladies' dressing table sets were made in silver-gilt. Then the process was forbidden by law in France because the mercury caused blindness among the workers. Tiffany replaces the dangerous mercury process with the electrolytic process.

Although gentle modern cleansers are recommended to polish vermeil, the 18th and 19th Century French utilized their own favorite method: champagne,

Sooner State Loses Noted Outlaw's Home

The rip-roaring, hard-riding, fast-shooting days of yesteryears has recently been brought to the minds of many Old Timers by the news that the Frank James house, north of Fletcher, Oklahoma, will be moved to a frontier museum in Dodge City, Kansas.

Frank James, brother of Jesse and the less ruthless of the two, built the house in 1907. Oldsters there remember him as an old man quietly working in his garden and orchard, seeking only tranquility for his last days, and seldom speaking of the past.

James and his lovely and cultured wife, Ann, returned to Missouri shortly before his death in 1915. At that time she was besieged by publishers and movie producers but in her serene and courteous way, she firmly refused them all.

Ann was the daughter of a wealthy planter and was described in the newspapers of her day as "A belle, slim and graceful, who caused tremors in the hearts of men at whom she smiled." Many years later one of her closest friends in Oklahoma said of her "She was a great lady, the most beautiful and cultured woman I have ever known."

Ann was born and reared in a home of refinement and luxury and received

advantages of education and pleasure that were afforded the young ladies of her station in life. Only the wildest imagination could have pictured her ever living in robbers roosts or hiding in dark caves as the wife of a hunted fugitive from justice.

Yet, in the year of 1875 she eloped with a notorious outlaw. Unbelievably strange it seemed all through the years and her unvarying answer when questioned by friends was "I loved him."

There were varied opinions concerning Jesse James. To some he was a robber and murderer — to others he was a hero and idealist, but all agreed he was impulsive and reckless. Only in the love of their family, music and plays were the two brothers alike.

Frank was quiet and studious. He educated himself under difficult circumstances and mainly by extensive reading. In many of his letters he quoted poetry and Shakespeare showing appropriate appreciation and deep feeling. Why would this type of man take the dark, rough trail he chose? Though Frank and Jesse differed in personality they were very close and Frank's wife and others who knew him well, believed he became an outlaw to try to protect the brother he loved.

Ann paid a terrible price for the love of Frank James but if she ever regretted the choice she had made, no one knew it. When he died her words were "No better husband ever lived."

The legend of the James Brothers though clouded by death and dishonor includes one of the great love stories of all time.

Painting Found Fake After 100 Years

VATICAN CITY—A painting that was supposed to be a Spanish masterpiece has been removed from the Vatican's famed museum as a fake. It had hung in the museum for more than 100 years.

"The Mystic Marriage Of St. Catherine" was attributed by art experts over the years to the 17th Century Spanish painter Bartolome Esteban Murillo. It is listed in most books on 17th Century art.

Prof. Deoclecio Redlig de Campos, the Vatican's leading art expert, said yesterday that the painting had been removed from the museum because "beyond any doubt it was a counterfeit."

The picture was presented to Pope Pius IX by Queen Christine of Spain in 1850. Until its recent removal it had hung almost continuously in a special section of the Vatican Museum reserved for 17th Century masterpieces. It left the Vatican only a few occasions to be displayed in other parts of Italy and Europe.

The painting depicts the Virgin Mary holding the infant Jesus, who is handing a gold ring to St. Catherine.

A similar but unfinished painting by Murillo is kept in the Capuchin Church of Cadiz, Spain. Murillo fell from a scaffolding while painting it in Seville and suffered injuries from which he died two years later in 1862.

Museum Looted Of Antique Treasures

CAIRO—Investigators have discovered that the Cairo Museum has been systematically looted of antique treasures. The remaining treasures of ancient Egypt have been sealed, and a check is being made to determine how much was stolen.

The robberies came to light when a touring Russian professor noticed that one of King Tut-Ankh-Amen's scepters was missing from its display case. The Russian counted only 10; the sign said 11.

All points of exit from Egypt have been alerted against attempts to smuggle the sceptre or any other relics out of the country.

The Cairo press reported that 25,000 antiques are missing from the museum.

A fellow won't find it necessary always to be stepping on other people's toes if he stays up on his own.

The highest reward for man's toil is not what he gets for it, but what he becomes by it.



Officers of the New York State Auctioneers Association, from left to right: Harris Wilcox, Director; Harold Spoor, Director; Donald Maloney, Secretary-Treasurer; Tim Anspach, Vice President; David Tracy, President; and seated, Richard Tydings, Director. Picture taken following Annual Meeting and election of officers, Sept. 13.

NALAM Directors From 42 States

KANSAS CITY, Mo. — Completion of certification of the 1959-1960 Board of Directors of the National Association of Livestock Auction Markets reveals representation of the auction markets from 42 states and 14 continental regional districts, according to information released by the trade association's offices in Kansas City.

"Nationally certified" public markets, selling by auction, and participating in the national trade association, representative of the 2300 market industry, elect directors by state. Fourteen regional directors from an equal number of state districts constitute the Executive Committee as elected from such regions.

Delaware is the latest state to certify its director, A. B. Carroll, Dover. Only states not represented are Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

The Board is the governing body of the marketmen's trade organization, which has emphasized its national code of business standards governing market operations and services. The Association's Market Council administers the code and has established a continuing trade practices conference procedure with the USDA's Livestock Division to clarify interpretations of the Packers and Stockyards Act in its application and administration in relation to the auction markets.

J. T. Wooten, Rocky Mount, N. C., is national president. Other nationally elected officers are Cecil Ward, Gainesville, Tex., vice president; Raymond Schnell, Dickinson, N. D., treasurer; and Cecil Emrich, Norfolk, Nebr., secretary. C. T. 'Tad' Sanders is executive officer at association offices in Kansas City.

A board meeting is planned to be held in Norfolk, Nebr., at a mid-November date to be fixed later. The National Live Stock and Meat Board directors will meet at the same time.

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Harvey Baldwin,
8797 W. Colfax, Denver
Secretary: Lyle D. Woodard, 2942 S.
Cherry Way, Denver

Illinois State Auctioneers Association

President: Wayne A. Coffey, Kansas
Secretary: Charles F. Knapp,
Cissna Park

Indiana Auctioneers Association

President: Herman Strakis, 3333 W.
Troy, Indianapolis 41
Secretary: George W. Skinner, 6171 N.
Meridian St., Indianapolis

Iowa State Auctioneers Association

President: Warren Collins, Jesup
Secretary: B. J. Berry, 3104 Avenue M
Fort Madison

Kansas Auctioneers Association

President: Gene Watson, 2001 N.
Jackson, Hutchinson
Secretary: C. E. Sandeffer,
1401 Lane, Topeka

Kentucky Auctioneers Association

President: W. P. Scully, 436 Ridgeway
Rd., Lexington
Secretary: Elaine K. Meyer, 1918 Mell-
wood Ave., Louisville 6

Auctioneers Association of Maryland

President: Michael Fox, American
Bldg., Baltimore
Secretary: Jack F. Billig, 16 E.
Fayette St., Baltimore 2

Michigan Auctioneers Association

President: Fred W. Smiley, 720
Wisner St., Saginaw
Secretary: Raymond Utter,
2156 Denwood St. SW,
Grand Rapids

Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin
Secretary: Frank A. Sloan, 1711 Olson
Highway, Minneapolis 5

Missouri State Auctioneers Association

President: Jim M. Merrigan, 630
Prather Ave., Maryville
Secretary: H. Willard Arnaman,
Box 123, Unionville

Nebraska Auctioneers Association

President: W. V. Emrich,
Rt. 3, Norfolk
Secretary: Donald D. Zicht, 506 Roland
St., Norfolk

New Hampshire Auctioneers Association

President: Ray Houle,
Intervale

Secretary: George E. Michael,

78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

President: James W. Smith
Box 472, Camden

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

New York State Auctioneers Association

President: David H. Tracy, Pavilion
Secretary: Donald W. Maloney, 518 Un-
iversity Bldg., Syracuse 2

North Dakota Auctioneers Association

President Harry Berg, Bismarck
Secretary: I. E. Reitan, Petersburg

Ohio Association of Auctioneers

President: James C. Patterson
Bainbridge

Secretary: Don E. Fisher, 73 N.
Sandusky St., Delaware

Oklahoma State Auctioneers Association

President: Joe Burgert,
210 N. Osage, Ponca City
Secretary: Betty Atkinson, 201 Colcord
Bldg., Oklahoma City

Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St.,
Indiana
Secretary: R. M. Stewart, Box 37,
Armagh

South Carolina Auctioneers Association

President: C. E. Cunningham
P. O. Box 749, Greenwood
Secretary: Boyd Hicks, Greenwood

Tennessee Auctioneers Association

President: Clyde White, P.O. Box 313,
Murfreesboro
Secretary: Jim Stevens, 1315 Gallatin
Rd., Nashville

Texas Auctioneers Association

President: W. J. Wendelin, 324 N.
Van Buren, Henderson
Secretary: J. O. Lawlis, 827 LeGreen
St., Houston

Virginia Auctioneers Association

President: Morris F. Fannon
Pennington Gap
Secretary: Earl Bland, R.R. 2, Roanoke

Association of Wisconsin Auctioneers

President: Joseph W. Donahoe, 706
Harriet St., Darlington
Secretary: Ernest C. Freund, 17 Sixth
St., Fond du Lac

THE LIGHTER SIDE . . .

HE'LL DO

Navy Examiner: "If you were in charge of a ship in the middle of the ocean, and you saw a herd of buffalo bearing down on your ship, what would you do?"

Student: "I'd start a landslide and bury them."

Examiner: "But where would you get all the dirt for a landslide?"

Student: "Same place you got your buffalo."

TWO OF A KIND

A June bride was given this advice and warning by her grandmother: "Child," she said, "I hope your marriage life is going to be easier than mine. All my wedded days I've carried two burdens—Pa and the fire. Every time I've turned to look at one, the other has gone out."

TACTFUL OPINION

Called as a character witness in a larceny case, the man under oath did not want to harm his friend, the defendant—but neither did he want to perjure himself. So when he was asked: "Do you think this man could be a thief?" he replied:

"I wouldn't say he was an out-and-out thief, but if I were a chicken and I saw him loafing around—I'd sure roost high."

TALE OF A TALKING PIG

There's a story about the Manitoba farmer who had a talking pig. The farmer was one of those taciturn men who kept his own council and nobody would have even known about the remarkable animal if a visitor hadn't discovered the fact. When he did, he shot a stream of questions at the farmer. "How long have you had this pig?" The farmer answered "two years." The visitor's eyes popped. "How long has the pig been talking?" The farmer answered "two years." "Great Heavens, man!" the visitor exclaimed, "Why have you never told anyone about this?" The farmer sighed and answered, "Well, I thought he'd outgrow it."

TO THE RESCUE

A little boy and his five year old sister were very fond of a certain television program.

One afternoon shortly before this program was to start, the lad swallowed a dime. His mother, aghast, was getting ready to drive him to the doctor when his sister said: "Mommy, please don't make him miss the show; I'll give you one of MY dimes."

NOT A MISPRINT, EITHER

A-1 toolmakers, experienced jig and fixture inspectors. Age limit, 45 to 98 years. — Want ad in the Detroit News.

INSTRUCTION INCOMPLETE

A social worker finds that swimming pools cut down juvenile delinquency. How long you hold the delinquent under is not specified.

AIN'T IT SO?

The powder that goes off with a bang sometimes is less dangerous than the powder that goes on with a puff.

WHO STARTED IT?

Joshua was the father of daylight saving as a means of winning a war.

STRANGE AS IT SEEMS

Surprisingly, raw liquor requires further processing before its use in explosives.

TOO CUTE

Then there was the hospital which put the beautiful blonde in a room by herself. She was too cute for wards.

ISN'T IT SO?

Stupid Steve says: "Too many of us are like wheelbarrows: useful only when pushed and easily upset."

IT'S NOT CROWDED ANYWAY

In all this street widening program, no one has yet tried to widen the straight and narrow path.

IN UNITY THERE IS STRENGTH

THE VISITING CAT

The visiting cat comes around real late
And sings his love song by the back
yard gate.

I get the broom and he gives a hiss,
Then a screech from his lungs as I
throw—and I miss.

With a cat's meow and a gleaming eye
He goes over the fence without a good-
bye.

For his lady love he surely is smitten.
But what worries me is Oh! dear,
more kittens.

AND HE SEES TRIPLE

A pair of performers from a circus
sideshow were discussing their fellow
freaks. When they got around to a
certain stellar attraction they raked
him thoroughly over the coals. "I never
have liked him," said one, "and what's
more have you ever noticed that there's
something just a little bit peculiar about
him?"

"I certainly have," responded the
friend. "Two of his eyes are all right,
but the middle one is cockeyed."

NIGHT MARES

A man who loved to play golf married
a woman who loved to go to auction
sales. Both talked in their sleep.

One night the husband hollered:
"Fore!"

The wife immediately shouted: "Four
twenty-five!"

TOO CLOSE

The stranger brought his car to a halt,
and addressed the tall, rawboned cow-
boy leaning against the corral: "Does
Big Joe live near here?" he asked.

"Nope," replied the cowpoke.

"Well," inquired the man, "where can
I find his neighbor, Long Sam?"

"I'm Long Sam," drawled the cowboy.

"But," protested the stranger, "they
told me that Big Joe lived within gun-
shot of you!"

"That's right," came the reply, "he
did."

YES!

Woman's complete emancipation will
never come until some genius has per-
fected a home that can be run by a
steering-wheel, clutch, and a brake.

NATIVE CUSTOM

In Africa, some of the native tribes
practice the strange custom of beating
the ground with clubs, and uttering wild,
blood-curdling yells. Anthropologists call
this a form of primitive self-expression.
In America, we call it golf.

NOT BOTTLED

An American tourist walked into an
Italian restaurant. "Waiter," he said,
"bring me a bottle of this Benozza
Vercilli listed on the menu."

"Sorry, sir," said the waiter, "but
that's the proprietor."

NOT FITTIN'

A posse had just captured a hoss thief
and were preparing to string him up.
One member of the crowd spoke up,
"May I say a prayer for this man?"

The deputy in charge of the posse
protested vigorously. "Are you trying
to sneak this varmint into Heaven when
he ain't even fit to live in Texas?"

PROOF OF THE PUDDING

Complaining wife: "My clothes are so
shabby that if anyone came to the door
they'd think I was the cook."

Hubby: "Not if they stayed for din-
ner."

PROGRESS

A woman was telling about the tran-
quilizing drug her doctor had prescribed.
"I take one pill a day," she said. "It
soothes me, chases the jitters away,
improves my appetite and makes me
really feel like living."

The man shook his head in wonder,
then turned to another guest and shout-
ed: "Hey fellow, guess what they have
on the market now? Instant martinis."

TOO MANY

One of the main troubles with the
world is that there are too many fellows
always ready to reach for the stool when
there is a piano to be moved.

THERE ARE SOME LIKE THAT

An advertiser is asking everybody,
"What would be the first thing you'd
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After a market has been “posted,” the selling agency registers with the U. S. Secretary of Agriculture and files its schedule of rates and charges for selling and other marketing services.

Art Market Rising

The art market keeps climbing. At Southeby's in London, the scramble was for 29 French impressionist and post-impressionist works put up for auction by American Collector Walter P. Chrysler Jr. Paul Cezanne's portrait of his wife went for \$112,000; Georges Braque's cubist **Woman with Bandolin** brought \$100,800, more than double the previous top price for a Braque canvas; a pair of Renoir portraits (**Ambroise Vollard as a Toreador** and **Misia Sert**) sold for \$61,600 and \$44,800. Total sale: \$614,256, which Chrysler will give to his Chrysler Art Museum in Provincetown, Mass., opened last year to show part of his massive (some 4,000 works valued at between \$12 million to \$15 million) collection.

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