

# *the* AUCTIONEER



"Three cents — — — do I hear more? Who says four? Going — — —  
going — — — !"



**1960**

**National**

**Auctioneers**

**Convention**

**Louisville, Kentucky**

**Sheraton Hotel**

**July 14 - 15 - 16**

**Y'all Come**



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## On The Move

By COL. B. G. COATS

It is always encouraging to read articles in "THE AUCTIONEER" and the January number turned out some mighty splendid articles.

It makes no difference who contributes to the publication, it is the article and the meat therein that gives us much food for serious thinking. The President's article which appears every month is always read with great interest. In the January number he recites the activities of several state associations and of his visits thereto. That is as it should be. It makes for better relations. He is a nice fellow, good looking, a good leader and always ready to give unselfishly of his time and efforts in the interests of the N.A.A., and all state Associations. Under his leadership we are forging ahead and if you don't think we are just review the membership list since the last convention. Read again the splendid articles by Col. Fred W. Smiley, Col. W. P. Scully, Col. Orville R. Moore, Col. Pop Hess and by the way Col. Hess, I think to be 80 years young and give of your time and experience for the benefit of all the Auctioneers is indeed most most commendable. Please accept belated congratulations.

To comment on each of the above articles makes me feel like the mosquito that flew over the nudist camp, it didn't know where to start first. You read them and then express your opinions in writing. We will all be glad to hear from you. Wonder what has happened to the Editor. A message from him is always received with great pleasure as he is the only one in a position to give us the latest dope on our Association. He is a busy man but I hope when time permits he will be inspired to give us all hell for not supporting "THE AUCTIONEER" as we should. A good sound thrashing is what we need. I am reminded that we have officers and directors in our Association that we have not heard from. They are all splendid gentlemen a fine group but it just seems like they have to be told now and then that they are elected representatives of the member-

ship. None of them have any real, tangible, alibi for not letting the membership hear from them through the medium of "THE AUCTIONEER", unless it is that they rebuke themselves for an obligation undone among others put off as it always seems in the line of things human to fall down. How encouraging it would be to the entire membership to receive an issue of "THE AUCTIONEER" in the near future and read therein an article by every officer and director. We elected them to serve us and I can think of no better means of showing their appreciation than by their support of "THE AUCTIONEER".

I haven't said much but have enjoyed writing it and hope that as a result of my few lines that someone will become angry enough to give vent to their feelings in the next issue and I will rejoice in having accomplished something. I'll see y'all in Louisville.

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## New Promotion Plan For Auction Markets

KANSAS CITY, MO. — Following an earlier announcement, the National Association of Livestock Markets mailed during the first week in 1960, distinctive identification placards to all NATIONALLY CERTIFIED livestock auction markets throughout the country. This marked the first step in a nationwide promotion program in marketing services.

"Nationally Certified markets subscribe to the national association's purposes and objectives, adhere to a nationally adopted Code of Business Standards setting a high plane of market trade practices and services, and participate in a nationally administered market promotion and development program designed to further expand public market services in merchandising all classes of livestock," according to the statement of C. T. 'Tad' Sanders, executive head of the markets national trade association.



Described by auction marketmen as a new and aggressive approach in the public livestock markets industry through trade association action, the identification of **NATIONALLY CERTIFIED** markets is stated to be the opening gun in a unified drive to keep livestock market services in the forefront in merchandising livestock.

To further equip the **NATIONALLY CERTIFIED** markets in their respective trade areas, the independently established Livestock Market Foundation will supply them statistical information and productive results of business research in livestock marketing, facilities and services. Such information will be utilized to fully inform the livestock public on volume, prices, trends and those further matters that will serve as marketing guides in production and feeding.

J. T. Wooten, Rocky Mount, N. C., president of the markets' national trade association, recently predicted that the industry would reach a volume of 200 million head of livestock sold annually by 1970.

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## Indiana Feeder-Calf Sales Exceed 1958

Indiana feeder calves and feeder pigs sold for nearly \$7000 more in 1959 than a year earlier. Sales at 13 Indiana feeder-calf and 25 feeder-pig auctions this year totaled \$2,419,112, according to Russell Brower, Purdue University extension animal scientist.

Total cattle sales were \$1,857,321, compared to \$1,334,967 last year. Gross sales at the pig auctions were \$561,791, compared to \$388,188 in 1958.

Cattle sold totaled \$13,882 at an average weight of 500 pounds. The calves, including yearlings, brought an average price of \$26.75 per hundredweight, compared to \$27.58 last year.

A total of 44,611 pigs was sold. The pigs averaged 55 pounds and brought an average price of \$1.59, compared to \$20.11 at the 1958 sales.

Three hundred nineteen animals were sold at the first calf auction eight years ago. The pig auctions were started in 1954, when 1385 pigs were sold.

Animals at the auctions were sorted

as to quality, type and weight by Purdue animal scientists with the help of personnel from the Indiana Farm Bureau livestock department and producers' association.

The sales are sponsored by southern Indiana feeder-auction associations in cooperation with the Purdue agricultural extension service.

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## Indiana's First Area Meeting A Success

First of four area meetings sponsored by the Indiana Auctioneers Association was held at the Sportsman Restaurant in Monticello, the evening of January 12 with the results being most gratifying. Some 600 persons turned out for the family style dinner of fish and fried chicken and many of them were attending their first meeting of an auctioneers' group.

Roy Crume, Kokomo, President of the Indiana Auctioneers Association presided and Ernie Niemeyer, Crown Point, Vice President and NAA Director, made the arrangements and secured the program.

Hon. Phillip Willkie, Rushville, Ind., son of the late Wendell Willkie, was featured speaker. Others taking part in the program were Mr. Joy of the Packers and Stockyards Division, USDA, George Skinner, Secretary of the Indiana Auctioneers Association, and Bernard Hart, Secretary of the National Auctioneers Association. Many new members were added to the roles of both groups as a result of this meeting.

Next area meeting will be held at Fort Wayne with the auctioneers from the Northeast portion of the state invited to attend. Tentative date is February 8.

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Playing cards are said to have been invented in 1120 A.D. by Chinese emperor Leun-Ho as a diversion for his many wives. India, however, also lays claim to the invention of pasteboards. A Hindu legend states that cards were invented by a Maharajah's wife to cure him of pulling his beard.



# Bits of Thought on the License Law

By R. C. FOLAND, Real Estate Auctioneer and Realator

It is evident by reading the Auctioneer that many good things result to those who not only get the suggestions but practice them.

It is noted that the license law is being considered by various auctioneers. Personally I try to read all on both sides of the question and I think there are two sides.

The fact is I have made a deep study on the various license laws, not only for auctioneers, but real estate boards and others. Perhaps I am a crank, but it has been said that "blessed is the crank for it turneth something."

Personally I am deeply concerned in keeping abreast with the development of auctioneering. The more I read the proposed license laws, the more I am convinced that we need such laws as will be general and apply in every state. I belong to the local, state and national real estate boards and also to the local, state and national auctioneers associations. It has also been my practice to attend the conventions of both organizations. I have been carrying real estate membership cards in a number of states and have sold in ten different states. In my specialty of selling real estate by auction, I am deeply concerned regarding the passage of legislation requiring license.

If I recall correctly we had this subject up at one of the National Auctioneer Conventions and had it discussed pro and con before taking a vote for or against. The result was we voted against the license laws. I do not care to go on record as saying there is no good in any of them, but if we are not careful we are going to bog down with legislation which is against the best interest of auctioneers. A law once on the books is sometimes hard to get away from. I urge members of the auctioneers both state and national not to get too fast in the promotion of license laws. It is my belief we should not discuss this matter further, except to watch for the wrong kind of license to be lobbied through and made into laws, which will work to re-



tard the service auctioneers can render.

My judgment is that when some lawyer is surrounded by a few auctioneers who want to get a license law prepared to present to the legislators, it will likely be a lengthy document and perhaps no one on the committee would approve all of it personally. My brother, a lawyer, was our real estate advisor for many years. Like most lawyers, he was very technical and verbose in preparing the copy.

The executive secretary of one of the state associations told me personally, that those who wished to sponsor the law used about \$2000 worth of liquor as one of the major expenses. The law was passed by the legislature. After 3 years of putting this law into effect, this same person made a report of the violations and other data. He stated in this report that after 3 years there had been only 21 convictions. I wrote and thanked him for the marvelous report, but I stated that I was very proud to be affiliated with the realtors who, under a new law, were able to make such a record. It is my candid opinion that the few who were



violators could have been properly taken care of by the civil laws rather than by a license.

There are so many reasons which work a handicap to auctioneers. It is my opinion that it could be another step toward government rules. Some one has said that every time a law is passed or a ruling handed down, it just takes away some of the blessings of freedom which we boast so much of being our heritage.

In one state a license was prepared which was so complicated that it seemed to be unenforceable. One sentence was so long it contained 52 words. One of the committee boosting for this proposed law, informed me that he expected it represented the desire of 90% of the auctioneers in his state. I answered the gentleman, who is a good personal friend of mine and lived in the state involved, stating I doubted very much if 90% of the rank and file of the auctioneers would even read the document.

I wish to appeal to my fellow auctioneers throughout the nation to hold your enthusiasm until our national organization is strong enough to support a uniform law in language we can understand.

PS: Also kindly be informed that I am still against Sunday auctions.

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## Undeliverable Gift Packages Auctioned

ASBURY PARK — N. J. — What happens to Christmas gift packages the post office can't deliver or return because of faulty addresses?

Daniel D. Palumbo, Asbury Park superintendent of mails, says dead letters and packages in Asbury Park are to be sent to the Philadelphia post office after being held here for seven days.

Then the Philadelphia postoffice says it holds and auction once a year to dispose of the articles in these misaddressed parcels. This year's auction will be in March.

No really unusual gifts were deadended in Philadelphia this year, a spokesman said. Just the usual assorted lot — a few baby chicks, a television set or so, much silverware, and clothing.

The chicks are kept for 60 hours, then

sold to the earliest possible buyer. Hard gifts are kept until the auction.

Dead letters, on the other hand, are destroyed.

Mr. Palumbo said the city processed mail faster than it has in the past, never falling behind during the entire Christmas period, which broke records for the amount of mail handled.

"Oddly enough," he added, "we had less Christmas assistants this year than last."

The superintendent credited newspapers, radio and TV for making the public more aware of sending properly addressed mail earlier.

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## Slave Auction Held In Colorado School

H. F. Hamblem, a professional auctioneer, offered "slaves" to the highest bidders in an annual charity auction at Evans High School in Evans, Colorado. Slave Day was started in Evans six years ago when the students decided that they could raise more money for their Junior Red Cross Club by "selling" 25 or 30 students who volunteer their services than by holding a bake sale.

When the auction opens in the school gymnasium the most lively bidding usually takes place when rivals compete for the purchase of a favorite boy or girl friend, when a girl who is known as a good cook goes on the block, or when a strong boy can be bought for the purpose of carrying school books home.

Last year, bidders became so enthusiastic that a \$5.00 limit was placed on the sale of any slave. Teachers are among the bidders as they compete for the services of boys and girls to grade papers and baby-sit. In some cases youngsters pool their money to buy the services of an expert young cook. One boy paid \$4.00 for a girl to make fudge and then help him with his homework.

This year's auctioneer, Mr. Hamblen, donated his services to the spirited charity auction.

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It's unfair to form an opinion of a man and then never change it—for men do change.



# Licenses For Everyone

Submitted by Ken Travis,  
Lansing, Mich.

With licenses being the topic of discussion among many of our auctioneers we thought the following article which appeared in a recent issue of the WALL STREET JOURNAL to be most appropriate. The writer has endeavored to treat each side with equal respect - and there are two sides. Following is the reprint:

## Dance Teachers, Frog Dealers, Others Seek Licensing by States

**Critics Say Aim Often Is to  
Curb Competition; Indiana  
Bars Subversive Wrestlers**  
By Robert Keatley

Staff Reporter of The Wall Street  
Journal

SAN FRANCISCO—If you want to run a billiard parlor in New York City, you must be a U. S. citizen. And if you like to wrestle professionally in Indiana, you'll have to swear you aren't also interested in overthrowing the U.S. Government.

These are only two examples of a great and growing complex of licensing restrictions that surround many U. S. occupations. What's more representatives of still other occupational groups are pleading with state legislatures to set up machinery to license participants in their varied trades.

Some occupational groups that recently have **applied for licensing in one state or another include auctioneers, dancing masters, motor vehicle keepers** (parking lot attendants), **hypertrichologists** (leg hair removers), **horseshoers and frog dealers.**

Occupational groups usually contend that they're interested only in protecting the public by setting high standards to bar unskilled or **other-kise unfit practitioners.** But a growing number of critics contend the groups are **chiefly concerned with keeping**

**out competitors, keeping their wages or prices high, and attaining "professional" status.**

### A Critic's View

"Most new groups who want licensing are, first, seeking social prestige, and second, trying to cut down their competition," declares Vincent Dalsimer, who heads California's **De-cational Standards**, the agency which has at least nominal control over 28 of the state's 34 licensing boards; each board handles one or more occupations.

The fact that most boards are made up of members of the regulated occupational group **draws some fire.** Critics claim it results in the public welfare at times running a distant second to board members' interests. Complains one state report on the subject: **"The regulated and the regulators are often indistinguishable."** Walter Gellhorn, professor of law at Columbia University, notes: "Too often the ins have devoted themselves to earnestly keeping out the outs."

A Colorado state government official offers an example: "We've only got 56 certified shorthand reporters in the state," he says. "They're working overtime because of our busy court dockets, and the only reason there aren't more of them is due to the unreasonably high standards they themselves have set." He adds: **"It's a very lucrative business."**

California's legislature has received many applications for new or more rigid licensing in recent sessions. But since 1953, a committee under Sen. Luther Gibson has vetoed nearly all such requests. **"Applicants now have to show a clear public need for this licensing," he declares.** "In most cases they have a selfish desire to have a board of their own under which to operate. There's just too much licensing—its purpose should be to protect the public, not the license holder."



## A Word in Defense

However, officials in many states are quick to note such boards aren't always singlemindedly devoted to keeping everyone else out. Dr. Edwin B. McPheron, director of Indiana University's Governmental Research Bureau, says. "Most of the boards honestly want to raise standards in their fields, even if many do limit entrants unnecessarily. And William L. Fredrick, head of the New York office of the Council of State Governments, asserts. "In the basic professions, medicine, dentistry, law and some others, there's no question but what strict regulation is necessary to protect the public."

There seems little doubt licensing and the number of people regulated are increasing. The Council, a research agency supported by all the states, in a 1952 study said about 75 occupations were licensed in at least one state and that around 1,200 licensing laws were on the books. Mr. Frederick adds, "The number of licensing statutes has increased sharply since then." Mr. Dalsimer's office estimates there were more than 500,000 licenses in effect in California in 1959, ranging from 11 for guide dog trainers to about 96,000 for nurses.

Many new laws are being pushed through state legislatures. Massachusetts started licensing real estate brokers and salesmen in 1957 and electrologists (hair removers) last year, making a total of 21 vocations regulated. Tree surgeons and well diggers have made it in Illinois, bringing the number there to 26. And some groups, already licensed, are seeking to tighten their requirements.

## Painting Found In Polish Pig Pen

WARSAW — A painting tentatively ascribed to Peter Paul Rubens, Chinese 16th century vases and Gobelin tapestries were found in a farmer's pig sty at Arnowski Gory, the Polish Press Agency said.

## Livestock Dealers Name Committee

KANSAS CITY, MO. — C. F. Augustine, Lamar, Colo., president of the National Livestock Dealers Association, has announced appointment of three functioning committees for 1960, according to information received from the Association's offices in Kansas City.

Chairman of the Finance Committee is George Bruington, Monmouth, Ill., nationally elected secretary-treasurer. Appointed to the committee with him are: J. C. Petersen, Spencer, Iowa; Oliver McDade, Clayton, N. Mex.; Glenn D. Britton, Ogden, Utah; and R. K. Starks, Mendota, Ill.

The Government Relations Committee will be headed by Howell E. Smith, Wichita Falls, Tex. Remaining members are: Henry C. Jones, Eden, Idaho; L. J. Brennan, Princeton, Ill.; Kenneth Anderson, Emporia, Kans.; and Lee F. Carrell, Dalhart, Tex.

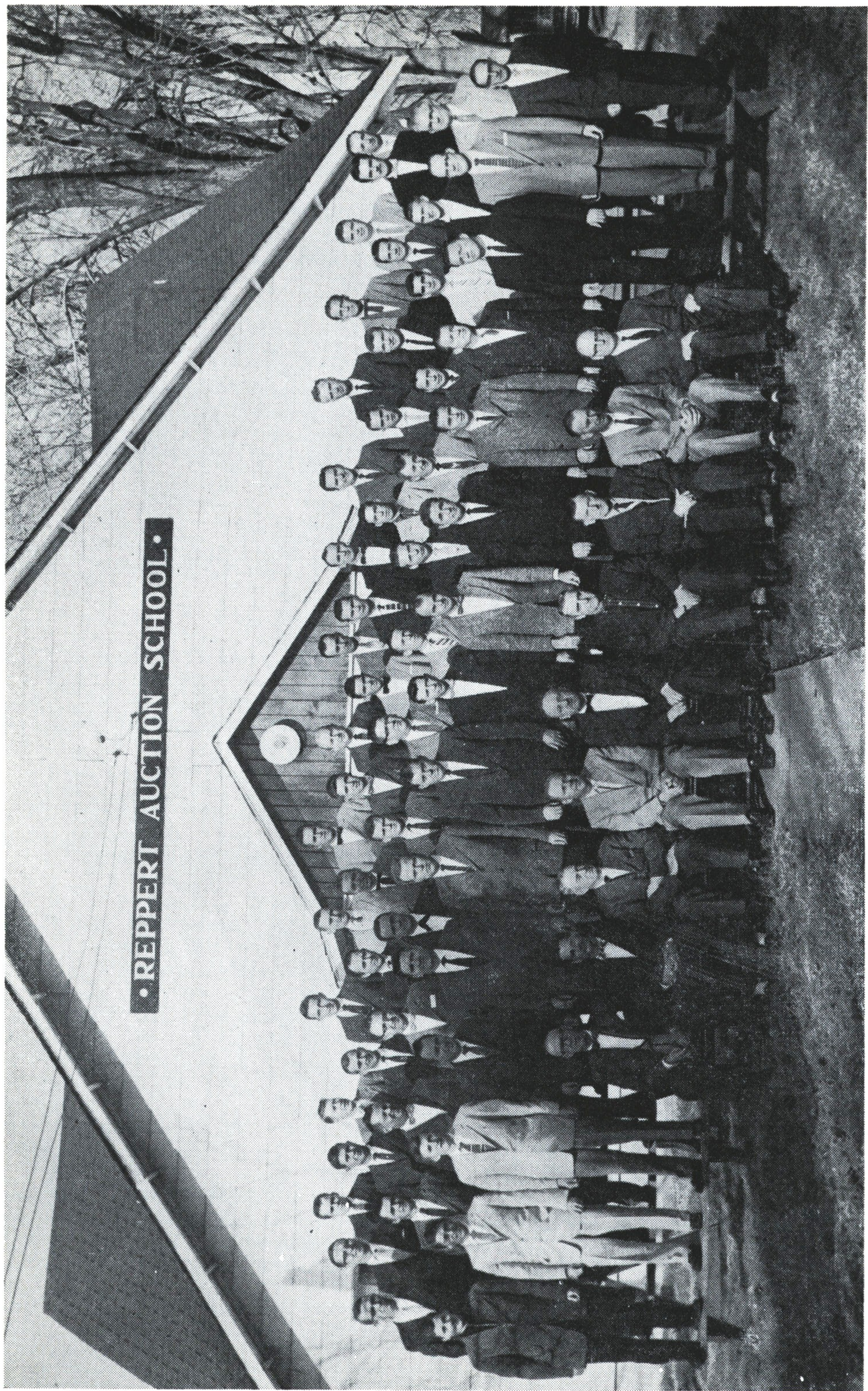
Chairman of the Committee on Business Standards, responsible for formulating a code of livestock dealer business standards for adoption throughout the industry, is M. L. Angevine, Geneseo, Ill.; national vice president. Other members of his committee are: Jack Kenyon, Maple Park, Ill.; Homer Savage, Hominy, Okla.; Foster Pickett, Amarillo, Tex.; and J. R. McCoy, Tucumcari, N. Mex.

The National Livestock Dealers Association was formed August 30, 1959 and functions as the business trade association of the nation's livestock dealers and order buyers. The Association has been active in representing the dealers in trade practice matters with the U. S. Department of Agriculture in respect to administration of the Packers and Stockyards Act. The group has registered strong opposition to any proposed regulations of the USDA outlawing time-honored customs in relation to weight factors in livestock purchase and sale transactions.

Perique tobacco is grown only in Louisiana. This strong, spicy leaf is used to flavor lighter tobaccos in mixtures prepared for pipe smokers.



• REPPERT AUCTION SCHOOL •





## Reppert School of Auctioneering

CLASS OF NOVEMBER 30, 1959 TO  
DECEMBER 18, 1959

**TOP ROW:** James J. Tallman, Nicholson, Pennsylvania; Gordon L. Ribey, Underwood, Ontario, Canada; Kent R. Ferrell, Jr., Aberdeen, Maryland; Douglas E. Boehms, Columbia, Tennessee; John R. Bryan, Meadowview, Virginia; Paul F. Hannagan, Champaign, Illinois; Doyt Adams, Rockford, Ohio; Donald J. Atkins, Marlette, Michigan; Paul Strieter, Evansville, Indiana; W. Frank Dillard, St. Joseph, Missouri; Chas. F. Emerson, Tabb, Virginia; Arnold H. Barron, Dexter, Kansas; George L. Shewey, Jr., Bland, Virginia.

**THIRD ROW:** Ralph H. Harlamert, Coldwater, Ohio; John E. Bacon, Jeanerette, Louisiana; Kieran Lee Pfeifer, Maryville, Missouri; Kolman F. Matusiczky, Port Clinton, Ohio; Ronald L. Carder, Grafton, West Virginia; Dean E. Hamilton, Bellville, Ohio; Larry Reeves, Dexter, Kansas; James E. Loetz, North Webster, Indiana; James R. Lile, West Liberty, Ohio; Kenneth L. Owens, Greensburg, Indiana; Roger L. Dreyer, Fenton, Iowa; W. Morton Napier, Anchorage, Kentucky; John L. Snyder, Tiffin, Ohio.

**SECOND ROW:** Bud Ferguson, Morris, Illinois; Bobby B. Greene, Arabi, Georgia; David E. Blankenship, Wilmot, Ohio; Toxey T. Fortinberry, Water Valley, Mississippi; Charles E. Shaver, Wichita, Kansas; Eldon A. Case, Wichita, Kansas; Dwight H. Burnett, St. Louis, Missouri; Floyd Boyer, Jr., Sparta, North Carolina; Jerry E. Jones, Camden, Tennessee; Stafford O. Shewey, Bland, Virginia; Richard J. Charlins, Neptune, New Jersey; Carl A. Cook, Leesville, South Carolina; Lester L. Painter, Decatur, Indiana; J. Carl Taylor, Dale, Indiana.

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## Colorado Group Has Inspired Meeting

It was a group of inspired auctioneers and their wives that gathered at the Shirley-Savoy Hotel in Denver for the Annual Meeting and election of officers of the Colorado Auctioneers Association the evening of January 9. While the attendance was not large it was the largest that had ever attended a Colorado State meeting and interest and enthusiasm was the highest this writer has ever witnessed.

Following an evening banquet, principal speakers included Bernard Hart, Secretary of the National Auctioneers Association, and E. T. Sherlock, past President of the National group.

Howard Roland, Grand Junction, was elected to the office of President for the year 1960. F. Harvey Baldwin, Denver, was elected Vice President; Lyle Woodward, Denver, Secretary; and H. W. "Bill" Hauschildt, Denver, Treasurer. The latter two were re-elected having held the same posts last year while Baldwin was the retiring president.

Directors elected included: Howard Shults, Grand Junction, and J. Lee Sears, Fort Lupton, three year terms; A. D. Miller, Denver, and C. W. Rosvall, Denver, for two year terms; Damon Koch, Haxtun and John McLaughlin, Strasburg, one year terms.



# Many Members Recorded

## As New Year Begins

Here in the executive offices of the National Auctioneers Association we have been busy receiving and recording membership renewals which have been sent in during the last month. We welcome all the renewals and enjoy seeing the messages from old friends. We are pleased to see that a number of reinstatements of memberships are among the renewals. It is a pleasure, too, to add new members to the lists. Many new members are recent graduates from Auction Schools and we are happy to see that they include membership in the National Auctioneers Association as a requisite for starting out as professional auctioneers.

The following have paid their membership dues from December 16 through January 15. Those who are renewal members are indicated by an asterisk.

\*Robert Stout, Indiana  
 Carl Garner, Kentucky  
 Dick Charlins, New Jersey  
 \*Vincent A. Stenger, Ohio  
 John H. Balback, Illinois  
 \*Lou H. Skokut, Pennsylvania  
 \*Fred W. Smiley, Michigan  
 Donald D. Young, Pennsylvania  
 \*Jack Bunnell, Pennsylvania  
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 \*Brady Wooley, Arkansas  
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 Stewart Bowker, Kansas  
 Weldon Curry, Texas  
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 Keith Walker, Oregon  
 James H. Gibson, California  
 \*R. E. Guiss, Ohio  
 \*Everett L. Dennis, Colorado  
 Herschel H. Buckley, Nebraska  
 R. E. Voorheis, Missouri  
 \*Earl R. Smith, Utah  
 \*George E. Collins, Georgia  
 \*Ed Gibson, Colorado  
 \*Virgil Kimble, Colorado

\*William Kent, New York  
 James F. Esch, Wisconsin  
 \*M. J. Schoch, Illinois  
 Hugh R. Stewart, Ontario  
 \*George Vander Meulen, Michigan  
 \*Lou Winters, Ohio  
 \*Ken Barnicle, Missouri  
 \*Dean Parker, Utah  
 \*M. M. DeVore, Iowa  
 \*Wayne R. Posten, Pennsylvania  
 \*O. J. Mader, Wyoming  
 \*Claus V. Beck, Minnesota  
 \*C. E. Reed, Colorado  
 \*Erwin F. Smith, Nebraska  
 \*Ralph W. Horst, Pennsylvania  
 Paul V. Strieter, Indiana  
 \*Dick Robinson, Kansas  
 \*R. Charles Backus, New York  
 \*Arthur R. Borton, Ohio  
 \*Kenyon B. Brown, Pennsylvania  
 Ben M. Rodman, New York  
 Lester Schloatman, Wyoming  
 \*M. M. Mobley, Illinois  
 \*Walter S. Britten, Texas  
 \*Howard Benker, Indiana  
 \*Clare H. Brown, New York  
 \*John A. Case, Indiana  
 \*Howard Shults, Colorado  
 \*Natte E. Austin, Colorado  
 M. A. Ward, Colorado  
 \*Walter J. Thompson, Pennsylvania  
 \*Cy Ferguson, Ohio  
 \*Leonard H. Austerman, Illinois  
 \*Harry A. Chrisco, Illinois  
 \*A. J. Billig, Maryland  
 \*Robert Henry Campbell, Maryland  
 \*Thomas A. Scarane, Florida  
 \*James B. Bailey, Jr., Virginia  
 James V. Lewis, West Virginia  
 \*O. B. Harris, West Virginia  
 \*Alvin Kohner, Minnesota  
 \*Joe Herard, Iowa  
 \*Hugh J. Gorman, Illinois  
 \*Perry E. Graham, Jr., Missouri  
 \*Elias Frey, Ohio  
 \*Frank A. VanVeghel, Wisconsin  
 \*Peter J. VanVeghel, Wisconsin  
 \*W. L. Carter, Virginia  
 \*Earl Ray, Indiana  
 \*C. H. Forthofer, Ohio



# IN UNITY THERE IS STRENGTH

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\*Lyle Burr, Kansas  
Larry LaGrasse, Kansas  
L. D. Millum, California  
\*Alvin Freemont, Florida  
\*Art W. Thompson, Nebraska  
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\*R. O. Root, Jr., Virginia  
\*Roger Bennett, Ohio  
\*James L. Keith, Iowa  
\*B. A. Reemtsma, Iowa  
\*Virgil Means, Colorado  
\*John McLaughlin, Colorado  
\*C. W. Rosvall, Colorado  
\*F. Harvey Baldwin, Colorado  
\*Howard Roland, Colorado  
\*Curtis Lashbrook, Colorado  
\*J. Lee Sears, Colorado  
\*Lawrence C. Vogel  
Keith Berkshire, Indiana  
Herbert L. Hardy, Indiana  
\*Carl E. Hefner, Indiana  
\*Lester Martin, Indiana  
\*Loyal K. Smeltzer, Indiana  
Robert L. Harrison, Indiana  
Max W. Loucks, Indiana  
Louis J. Guidotti, Ohio  
\*Abe Levin, Massachusetts  
\*Clarence Foss, New York  
A. F. Rodekohr, Nebraska  
\*Gywin E. Sponsler, Illinois  
\*Jack McVicker, Kansas  
\*Charles Ackerman, Michigan  
\*Howard B. Overmeyer, Ohio  
\*Hylon C. Coates, New Jersey

\*Herbert Van Pelt, New Jersey  
\*Orison R. Siebert, Illinois  
\*A. L. King Solomon, Florida  
\*Charles D. Garrison, New York  
\*Louis M. Hymers, New Jersey  
\*Arthur West, Pennsylvania  
\*E. M. Rickey, Ohio  
\*Vernon I. Cole, Michigan  
\*Mary Cole, Michigan  
\*Milo Fodness, Minnesota  
\*Norman W. Hart, Pennsylvania  
\*C. C. John, Missouri  
\*Don Lloyd, Wisconsin  
\*Carleton E. Meinders, Iowa  
\*E. V. Wing, California  
\*Donald R. Sears, Iowa  
\*Paul Z. Martin, Pennsylvania  
\*James Ristimake, Pennsylvania  
\*John E. Graham, Pennsylvania  
\*R. M. Stewart, Pennsylvania  
\*Ernest O. Maine, Rhode Island  
\*Rolland Featheringham, Ohio  
\*Phil Goldstein, Massachusetts  
\*J. B. Hickerson, Kansas  
\*J. Hughey Martin, Illinois  
\*Irving B. Rosen, Texas  
\*Harry Berg, North Dakota  
\*Joseph M. Goldberg, Illinois  
\*Arthur Gordon, Illinois  
\*Ralph Rosen, New York  
\*Orville Sherlock, Washington  
\*James P. Ross, Missouri  
\*Ray H. Feragen, Montana  
\*Milton M. Koptula, New Jersey  
\*Ray Sims, Missouri  
\*Everett C. Killian, Illinois  
\*Stanley H. Rosen, Georgia  
\*George Roman, Ohio  
\*Clem Long, Ohio  
\*Morton M. Goldberg, Louisiana  
\*Clinton A. Peterson, Iowa  
\*Tom McCord, Alabama  
\*Simon D. Cannon, Texas  
\*Harold Spoor, New York  
\*Cliff Probst, Louisiana  
\*Melvin E. Liechty, Indiana  
\*Willard Olson, Wisconsin  
\*G. R. Green, Minnesota  
\*Norman Thorp, Ohio  
\*Dale D. Nichols, Indiana  
\*Elmer M. Severson, North Dakota  
\*Ramayne Sherman, Indiana

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Some people have two views of a secret—either it's not worth keeping or too good to keep.





Col. and Mrs. Watson Van Sciver, of Burlington, celebrated their 49th Wedding Anniversary with their daughter, Miss Van Sciver at right at the New Jersey State Society of Auctioneers Christmas party at Somerville. The child at the far right is unidentified. Col. Van Sciver is an active member of the Society. His attendance at meetings has been almost perfect. He attended the N.A.A. Convention at Denver, July 1959 as the official delegate of NJSSA. Col. Van Sciver is a Charter Member of the Association, a Past President, and presently is a director of the class of 1962. He has been Chairman of the Nominating Committee for 1958 and 1959.

## Abandoned Ship Sold At Detroit Auction

DETROIT — The ocean freighter *Theodoros A*, which was abandoned by its owners after it was seized here by its creditors was sold at auction for \$21,500.

Purchasers Jack P. Lyons and Thomas M. Lane, partners in the National Sand and Gravel Co. of Lorain, Ohio, said they planned to use the ship in their business.

The sale still must be approved by U. S. District Judge Arthur F. Lederle, who will decide how to distribute the

money among creditors whose claims total more than \$100,000.

The ship was built in 1918 at Oakland, Calif. When it was seized Nov. 8 it was flying the Panama flag and manned by a Greek crew. Its cargo of Canadian grain was unloaded and shipped to its destination in Venezuela. Owners never showed up to claim the ship and Federal Court officials were unable to locate them.

The ship is 319 feet long, 46 feet wide and 26 feet deep. Eighteen crewmen have been sent back to their homeland, but its three chief officers were permitted to remain here to represent crewman's claims for \$50,000 in wages.



# THE LADIES AUXILIARY



Dear Ladies of the Auxiliary:

Best wishes to all of you and yours for 1960!

The new year brings several changes in our business, most of which are good.

The one exception is the illness of Clint Searles, Harris' office manager and auctioneer. He was stricken with a coronary the Saturday after Christmas. He has been quite ill, but both his doctor and his family feel now that he is improving nicely. He is in the Genesee Memorial Hospital, Batavia, N. Y. Clint and Doris attended the Buffalo and Denver Conventions.

As of January 1, Harris has a new auctioneer working with him. His name is Russ Hurlbert, and he resides at Bliss, N. Y. with his wife and children. Russ is a very fine young man and a good auctioneer. We are looking forward to our association with him.

One of our enterprizes over the past years has been Craiglen Farm. To those of you who know how interested Harris has been in his Holstein herd, it may surprise you to hear that he is selling the herd, farm and tools. He has felt for some time that it was quite a responsibility in addition to his auction and real estate business. Our friend, C. B. Smith, is going to help sell the cattle on February 18, and the machinery will be sold the following day. (We are retaining one small farm.)

As you see, we are keeping busy, but not too busy to see any of you if you should visit western New York. We would love to see you!

Sincerely,  
Wanda Wilcox

## Colorado Ladies Elect Officers

By MRS. F. L. HUBBARD

It's new NEW in COLORADO!!

Welcome to a new year, 1960!

Congratulations to our new officers!

A toast to many new acquaintances and friendships this new year with the Colorado Ladies Auxiliary!



The first meeting of the Colorado Auxiliary was held in conjunction with the men's Association at a dinner held at the Shirley Savoy Hotel in Denver, January 9, 1960. We enjoyed a lovely dinner and time of fellowship. We were greatly honored by a talk from our friend and guest, Mr. Bernard Hart; who, came all the way from Frankfort, Indiana to be with us. Also on hand were Mr. and Mrs. E. T. Sherlock of St. Francis, Kansas.

You Coloradans who were unable to attend, please plan to be on hand at our next meeting the second Saturday in April. We will convene in Grand Junction, Colorado. You will be notified by mail, please join us!

The business meeting of the Auxiliary was held following the dinner, and the newly elected officers are:

President: Mrs. Edna Hauschildt

Vice Pres: Mrs. Artie Baldwin

Secretary: Mrs. Priscilla Kimble

Treasurer: Mrs. Ila Ward

## Ohio Auxiliary Meeting Held

By PAULINE FISHER

The tenth meeting of the Ladies Auxiliary of the Ohio Auctioneers' Association was held on Sunday January 10th at the Southern Hotel in Columbus, Ohio. Coffee and rolls were served as the men and women arrived and during registration. There were 24 ladies in attendance from all over the state.

After a get acquainted period in which we learned a great deal about each other, our president Mrs. Adeline Good opened the business meeting with secretary and treasurer reports.

The president then informed the members of the death of Mrs. June Konisky who was our president until her death in September. A devotions message was read in memory of her by the Chaplain Mrs. James Patterson. Mrs. Gertrude Darbyshire was elected to



## THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

### President

Mrs. R. E. Featheringham,  
Ashville, Ohio

### 1st Vice President

Mrs. Owen Hall, Celina, Ohio

### 2nd Vice President

Mrs. Tom Berry, West Newton, Pa.

### Secretary-Treasurer

Mrs. Ernest C. Freund,  
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### Historian and Parliamentarian

Mrs. Howard Shults,  
Grand Junction, Colo.

### DIRECTORS:

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Harris Wilcox, Bergen, N. Y.

Mrs. Albert Rankin, Alger, Ohio

Mrs. Ken Burrows,  
New Wilmington, Pa.

Mrs. B. G. Coats, Long Branch, N.J.

Mrs. Tim Anspach, Albany, N.Y.

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. Al Boss, Carroll, Iowa

Mrs. Don Werner, Thedford, Nebr.

serve as vice president to fill the vacant office.

The ladies all joined their husbands in the ballroom and while we were being served, Mrs. Featheringham, her daughter and a friend furnished us with flute and piano music.

After a delicious banquet the group was privileged to hear William Saxbe, former Attorney general who gave a very interesting talk which we all enjoyed.

After the ladies returned to their room we were honored to have Mrs. Gretchen Featheringham, President of the National Auctioneers' Association Auxiliary tell us a little of what takes place at the National Convention. We also discussed the Louisville convention and are all looking forward to a large delegation from Ohio as in the past.

The program committee then gave us a very enjoyable afternoon of snitch Bingo which was enjoyed by all present. The ladies then adjourned having spent a very pleasant day.

A man stepped off a curb at Washington and Genesee. A sports car snorted by. His words were quick and to the point.

"Watchit, fella," he said, "you almost ran under me."

## Antiques Collected By Embezzler Sold

The closing session of an auction of an Ohio embezzler's antiques and knick-knacks collection brought the total of bids to \$160,900 at the Parke-Bernet Galleries, Inc.

The collection was assembled by D. Omer Tobias, a Piqua, Ohio, clerk, who is serving a seven-year sentence at the Ohio State Penitentiary for embezzling \$375,000 from the Hobart Manufacturing Co., of Troy, Ohio. Tobias, a trusted employee of the firm for thirty years used the money to form his collection.

Valued at \$200,000 to \$250,000, his collection of 3,500 pieces was ordered by an Ohio court to be sold to reimburse the company. Parke-Bernet sold 1,368 items in two separate series of auctions. This month's three-day session that auctioned Tobias' china and glassware raised \$85,300 while proceeds from a similar auction in October brought \$75,600.

Major sales at the auction included a Spelter statue of a nymph to Abraham and May, Grandville, Mass., antiques dealer, for \$724; a mahogany wall barometer to Maude B. Feld, a Clifton, N. J., dealer for \$525, and a Gaudy Dutch ware plate with a butterfly design to Mary Thornton Antiques, of Milan, Ohio, for \$550.

## Old Dish Excavated

SAN FRANCISCO — The other day one of the workmen helping to renovate the Herald news room found an old china serving dish under the foundation of the building. It appeared to be a vegetable side dish. Inscribed on the back was "Greenwood, China, Trenton, N. J., 1862-1876, Reg. U.S. Pat. Office."

We were wondering if any of our readers know anything about such an inscription or possibly the date of such a dish.

The old YWCA restaurant was located here at one time so some people have speculated that perhaps it was one of their dishes.



# Good Old Days Surpassed By Modern Prosperity

By COL. POP HESS



The year of 1960 has arrived. We have all come through the usual holiday and the New Year with the usual greetings and feasting. The writer wants to take this time out to thank so many of our auctioneers and friends who mailed us letters and cards and greetings.

Here in Ohio we find that our busy auctioneers have come up with a good line of general auction sales, especially in livestock and farm sales. One would think when the large list arrives that the farmers must all be quitting but this is not true. For each one that is quitting there seems to be two more farmers to take his place. I have attended many livestock and farm meetings over this holiday time and find the people in good spirits. The farming and livestock business is one of the big businesses of all time for rural people. I just visited a young man who runs a large Holstein dairy on a five hundred acre farm with a good side line of feeding hogs. In total he harvested 25,000 bushels of corn and he has fifty dairy cattle in production. On the date of our visit his swine herd totaled around 500 head with a brood sow listing of fifty head all to farrow yet this spring.

I knew this farm when I was a boy down on the farm. During that time it had a different renter almost every year all of whom had trouble paying a cash rent of \$3.00 per acre and surviving as operators of the farm. Their total assets in personal property would be less than \$5000 in value. This young man today is the owner of the farm. Though he no doubt still owes quite a sum on it, his farming equipment and personal property will easily appraise over \$50,000 in value. Although the income and the outgo is enormous I for one feel that today

is much better to live in than the Good Old Days we talk about.

Today we have many such farmers and livestock men throughout the land who do change and who hold auctions. I, who have seen many years, see the auctioneers of today hold the plums in their hands. It is the auctioneer in demand who conducts all such sales year after year. I attended a general farm sale that totaled over \$50,000. Two auctioneers on that sale knocked down a fine commission for about four and a half hours time in selling.

As I mention this I know it is food for thought, for many a young man eager to become an auctioneer can just see the dollars falling into his hands from the blue sky and everything looks very attractive. Yes, it is attractive but the auctioneer who conducts such sales is on the job because of experience. He has had to develop his career as an auctioneer to where the owner of such a line to sell at auction feels safe in leaving the entire job in the hands of the auctioneer he employs.

Since my writing for our past January issue, many letters have rolled in from young men who are trying hard to get started but who can not understand as yet why his neighbor farmer, a boy who he knew from a baby, held a large auction sale but went over his head and hired two auctioneers from far away from the location where he lived. This boy finally got his name on the sale bill and was present as a helper with no fee at all except for the publicity. The people in attendance saw him working as a helper with a bid to kick in now and then. In this young man's letter, he poured out his troubles deep from his soul. He felt humiliated because from his lifetime neighbor's big sale that grossed



## IN UNITY THERE IS STRENGTH

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a mammoth total he got just a one word part in the picture. Yet this boy was not nearly as bad off as he was feeling. The folks in attendance saw him on the job. They knew he was a beginner. Who knows how many went home from that sale remembering that boy, wishing him well and hoping that the sale was his first stepping stone to the ladder which has many rungs to climb before he can be the man who can conduct such sales. Many a beginner has met his downfall by being lucky in securing such a sale as was listed above. If he was not yet qualified to handle such a sale and through inexperience made some bad moves in getting the correct values before a buying public, this auctioneer from then on would be marked as the wrong man to conduct an auction. So to you, my boy, even though you got just the small part in that great auction that goes down in history as a great sale, your future will build much more easily than if you had had the entire show in your hands and risked going down in disgrace.

I was a young auctioneer one time and thought that I had the bull by the tail. I thought I could master any kind of a sale. I found many times that my thinking was wrong and no doubt pushed in on some sales that I would have been better off if I had never been near.

So again, you young men who are entering the auction business, you are on the right track but your bread and butter gets thicker as your experience and know how becomes grounded by actual working in climbing to the better sales of the business of auctioneering. Often the man who did not hire you did you a big favor and the auction school who gave you a diploma was also favored. If you had tackled a sale you could not fully deliver, their work with you would have been delayed. The auction school gave you the background for a start and did their best to get you that far. From there on it is yours to put over. This may be a repeat in my writings but due to so many letters over the past weeks from much disturbed young beginners, I felt that this may help to sooth the ills of thinking in the wrong direction.

As you read this column, the writer has passed the 80th year of living. It has

brought many experiences and I have had the pleasure of seeing both the good old days and what they had to offer and many of our modern items we now have and think we could not live without I have seen come into being. Some have now gone out to make room for later inventions.

When I lived as a farmer boy we hauled hogs to market for 3½c per pound, cattle at 8c, wheat at 50c, corn at 25c, oats at 15c. Hay sold for \$6.00 to \$9.00 per ton loose. Baled hay was not at all popular unless it was to be shipped to big city markets. That was a time when any farmer who was in debt from \$4000 to \$5000 was expected by the gossipers around the pot-bellied stove at the general store to go bankrupt. Most of the time he did. The average good farm sale sold \$2500 worth of personal property. The auctioneers got 1% with a minimum of \$5.00 if the sale totaled under \$500. I lived to know two auctioneers in hot competition to get sales. One cut his price to ½% and then the other cut his to ¼%, but both lived to be old and died not too poor or too rich. I lived to see the big battle it took to get farm sales up to 2%. Now we have many boys getting around 5%. With todays selling prices and what one gets for service it seems to me that the modern world should be called the Good Days.

Yes I know what the outgo is. I know it quite well as of this moment. Just before writing this column I made my annual yearly settlement with Uncle Sam. What he takes from me this year is more than I used to earn in some years back in the Good Old Days. But I am happy I can have the background and the income to make it.

Recently in a meeting of Young Folks I had this question put to me. They said, "Now, Pop, after all these years of living, what in your life was your biggest disappointment?" It was just following Christmas time and the thing that came to me the clearest was my disappointment when I found out the truth about who Santa Claus was. The most I knew about Santa Claus as a youngster was what they would tell me about old Santa coming and on Christmas morning my stocking was filled. When I was still quite small they had a doings at our



## IN UNITY THERE IS STRENGTH

Home Church on Christmas Eve and old Santa came there, I saw him. They said that was him. On the corner of our old home farm lived a nice old colored man and his wife. They had raised many children but at my time of coming into the world that had taken a grandson to raise and they called him Billy. Since he and I were the same age we played together. Billy had seen Santa Claus too. When we went to school we would hear from older children that there was not a real Santa Claus and it was our parents playing the part. We stuck to our guns and said it couldn't be. When we were around 8 or 10 years old Billy and I had the same teacher. She was what one might call an old maid. If we were on good terms with her we called her Miss Effie and if the terms were not so good we called her Old Effie. Well, she set up in the school for that year a Christmas program for the last day before we were turned loose for the holidays and she gave Billy and me a short part in the play that we did not like or try

to learn. Before we knew it, it was the day of the program and we were not ready. Miss Effie took us by the neck that morning and told us if we did not have our parts by that afternoon not only would she use the hickory stick on us but she would also tell old Santa about us. We didn't care so much about the hickory stick but we didn't want to get on the outs with old Santa.

Well, to make a long story short, much sickness was in the community like what they call the flu now. The old cure used mostly was sulphur and molasses and castor oil. All of this Billy and I had no desire to take. Knowing that our parents would not attend the program that afternoon because of the sickness we got the idea of hiding in a big woods that joined the Old Red School House until the doings were all over. Then we would go home and by the time school took up again after January 1st Miss Effie would have forgotten all about it.

Here is how it worked out. We hid in some brush close to a beaten path



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through the woods. We were comfortably settled in our hiding place when we heard footsteps. There came Santa Claus all dressed up with a pack on his back. In our startled moments we made some noise attracting his attention. He stopped and gazed around and then he ran as hard as he could directly to the school house. At this point Billy grabbed me by the arm and said "Let's get out of here. Old Effie not only told Santa about us, she's got him out, looking for us", and we flew for parts unknown.

Later we found out that Santa was Effie's big brother playing Santa for her school and Billy and I not only missed the big treat, but we found out for sure the truth about Santa Claus. This we both still remember well.

## Col. H. W. Sigrist Regaining Health

By COL. B. G. COATS

Pictured is the man known to every member of the National Auctioneers Association as everyone's friend. Col. H. W. Sigrist, now of LeGrange, Indiana is recovering from a recent heart attack. His illness prevented him from attending the state meeting of the Indiana Auctioneers Association. All will rejoice that he is now regaining his health at his home in LeGrange after several days in the hospital.

Col. Sigrist served every elective office in the N. A. A. except that of Treasurer and at every convention he was unanimously elected. It was his unselfish devotion to every office, his energy and ability as a leader and his interest in the advancement and progress of the N. A. A., that made his tenure of office so outstanding. It was under his leadership as President of the N. A. A., during the year 1955 that the Association was placed on and operated on a sound financial basis and for the first time in the history of the Association no red ink was necessary and when his term expired the Treasurer showed a substantial bank balance. The Association has continued to operate in the black.

If my memory serves me correctly it was in January 1954 that Col. and Mrs.



Sigrist, donated a \$10,000.00 organ to the First Christian Church of Fort Wayne, Indiana, where for fifty years he and Mrs. Sigrist attended services. Now after fifty years in Fort Wayne, Col. Sigrist returns to LaGrange, Indiana, back to the little church where he met and married Mrs. Sigrist, and in whose memory he recently donated a beautiful electric organ to the Brighton Brethren church of which he was formerly a member.

A Christmas card was received from Col. Sigrist, and in his own hand writing on the bottom of the card said, "God willing I will see you in Louisville in 1960."

### CORRECTION

In the article entitled, "Professional Auctioneers Suggested For Delinquent Tax Sales," appearing on page 6 of the January issue we wish to make the following corrections:

In the second paragraph the figure \$675,000 should read \$675.00. In the last paragraph on page 7 the word "composition" should be compensation.



## Texan Topped At London Art Auction

LONDON — Paul Getty, the vastly wealthy Texas oilman, tried to buy some old masters but found the \$2,800-a-second pace at Southeby's Auction Rooms a little too rich for him.

Getty, one of the world's wealthiest men, went into the art sale a clear favorite to snatch up 'most anything he wanted, including the featured painting: Peter Paul Rubens' "Head Of a Bearded Man."

Within 95 seconds of the opening bid, however, the Rubens was the property of London art dealer Edward Speelman, who paid \$98,000 for it.

Getty, bidding through art dealer Goeffrey Agnew, trailed behind in Speelman's golden dust with an offer of \$70,000.

The Texan also was outbid at two other points in the auction by his own representative, Agnew, who went beyond Getty's "maximum price" to buy for himself.

Such was the case with Gainsborough's "Portrait Of Anne" (Agnew: \$92,200; Getty \$84,000) and with Romney's "Double Portrait" (Agnew: \$22,400; Getty \$14,000).

Getty lost another Gainsborough, "Portrait Of Phillip," to Ambrose Congreve. His last bid was several thousand dollars under Congreve's winning offer of \$39,200.

The entire auction receipts for the day were \$759,890.

Speelman's upset victory over the American financial Goliath brought surprised murmurs from the veteran art dealers and art lovers who had picked Southeby's for the sale.

Word that Getty was bidding had spread quickly through London art circles and had brought a full audience, including some who watched the proceedings in the various rooms at Southeby's over closed circuit television.

Few had thought Getty would allow himself to be outbid. As it was, the "Head Of A Bearded Man" brought one of the highest prices ever paid for a Rubens except for the celebrated "Adoration Of The Magi," which was sold last

summer at Southeby's for three quarters of a million dollars.

Getty, who sat out the auction in his suite in the Ritz Hotel, had no excuses for his showing.

"I didn't go high enough," he said simply.

The day wasn't a complete loss for the Texan, however. He bought a garden scene of the Dutch school for \$1,540 and an Anthonie Jan Van Groos landscape for \$2,576.

## Michigan Feeder Sales Increase

Livestock feeder sales in northern Michigan are playing a larger part in the agricultural economic picture each year.

There have been 15 annual sales at West Branch, Ogemaw county; 14 at Gaylord, Otsego county; 5 at Alpena, Alpena county; 3 at Bruce Crossing, Ontonagon county; and 2 at Escanaba, Delta county. This year a group of west Michigan livestock producers held their first sale at Ludington, Mason county.

In these 40 sales, 39,998 cattle have been sold, having a combined weight of 8783 tons. They have brought a total of \$4,597, 176.56. This represents an indirect market for much of northern Michigan's hay and pasture.

Most of these cattle were sent to central and southern Michigan feed lots where they provide a market for grain and forage crops.

These six sales this year marketed 6398 feeder cattle which averaged 435 pounds a head and sold for an average of \$30.65 per hundredweight, or about \$133.42 per head. The total sale value was \$853,594.04.

The first sale at Ludington, which was considered a successful venture, offered 300 head from five west Michigan counties.

Sales last year averaged \$32.41 a head, 444 pounds per animal, and \$143.82 per individual, a little better than this year.

The Gaylord sale was the first to offer more than 2000 head. No yearling steers or heifers have been sold from the West Branch sale for two years, only feeder steers and heifers.





**OFFICERS AND DIRECTORS OF THE OHIO AUCTIONEERS ASSOCIATION, 1960**

**First row:** Emerson Marting, Washington C. H.; Don Stafford, East Rochester; Ray Austin, Jefferson; Don Fisher, Delaware; Herb Bambeck, Dover; R. E. Featheringham, Ashville; Albert Rankin, Alger.

**Second row:** John Andrews, Beach City; Gene Slagle, Marion; Charles Hunter, Hillsboro; Neil Robinson, Mansfield; Herb Peddicord, Coshocton; Emil Konesky, Woodville.

**Third row:** James Patterson, Bainbridge; Owen Hall, Celina; H. W. Engle, Creola; John Watson, Pataskala.



## Ohio Auctioneers Meet At Columbus

The Ohio Auctioneers Association held a most successful convention on Sunday, January 10, at the Southern Hotel in Columbus. In attendance were 103 Auctioneers, wives and guests. The Ladies Auxiliary met at the same time and place.

The morning session was devoted to discussions on group insurance, legislation, and with the election of new officers. The results of the election were as follows: Ray Austin, Jefferson, was elected President, succeeding James Patterson, Bainbridge. Don Stafford, East Rochester, was chosen as vice-president and Don E. Fisher, Delaware, was re-elected Secretary-Treasurer. Directors elected were Herb Bambeck, Dover; Al Rankin, Alger; and R. E. Featheringham, Ashville. Neil Robinson, Mansfield, auctioneer and representative to the State Legislature, was elected director to complete the unexpired term of Don Stafford, newly elected Vice-President.

After a fine dinner and an excellent speech by William Saxbe, former Attorney General and Speaker of the House, the members reconvened to hear a most interesting panel discussion on "Real Estate at Public Auction" which was moderated by Gene Slagle, Marion. Members of the panel were Homer Pollock, Delphos, who discussed "Obtaining the Contract to Sell"; J. Meredith Darbyshire, Wilmington, who spoke on "Conducting Open House and Conducting the Sale" and Owen Hall, Celina, who spoke on "Financing and Closing the Sale".

At the conclusion of the discussion the new officers were installed and the meeting was adjourned.

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It is essential that the student acquire an understanding of and a lively feeling for values. He must acquire a vivid sense of the beautiful and of the morally good. Otherwise he — with his specialized knowledge — more closely resembles a well-trained dog than a harmoniously developed person.

— Albert Einstein

## Livestock Dealers Convention Date Set

KANSAS CITY, MO. — The first annual convention of the National Livestock Dealers Association will be held in Lexington, Ky. on June 24-25, 1960, it has been announced from the Association's offices in Kansas City.

C. F. Augustine, Lamar, Colo., Association president, in making the announcement, stated that the dates had been fixed following the invitation of the National Association of Livestock Auction Markets to hold the dealers' convention in conjunction with the annual Livestock Marketing Congress.

Officers in addition to Augustine are M. L. Angevine, Geneseo, Ill., vice president; and George Bruington, Monmouth, Ill., secretary-treasurer.

The Association reports that following its organization as the national business trade association of livestock dealers last Sept. 1st, it now has participating concerns from 17 states.

The USDA recently reported that a combined total of dealers registered under the provisions of the Packers and Stockyards Act is currently 8,884. The Act now requires registration and bonds from all dealers involved in livestock transactions in interstate commerce. About 20—to—25,000 dealer concerns are estimated to be within the jurisdiction of the P & S Act and required to register and file fidelity bonds.

The Association's Board of Directors meeting recently in Davenport, Iowa, outlined an active program of trade association activities in 1960. Trade practice conference relations have been established with the Livestock Division, USDA, in respect to application and interpretation of the P & S Act to dealer operations.

An invitation is being extended to all dealer concerns to attend the convention and program planned, Augustine said.

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Oh, for the good old days when Lebanon was a sausage, Morocco was a leather and the summit was the top of a mountain.



## Ohio Leads In National Membership

A count of members of the National Auctioneers Association was made December 31, 1959 and the total membership as of that date was 1255. We feel that all members are interested in seeing the breakdown by states of the total and prepared a list for publication.

Indications point to renewed interest in membership in the N.A.A. Since the count was made, many members whose dues had become delinquent have sent in their checks for their membership credentials. There have been numerous new members added to the lists of many states. In addition, requests for new member application cards arrive regularly.

We are confident that the membership list will continue to grow and that our organization will hit a new high. We sincerely feel that each auctioneer benefits from the organization. Certainly the N.A.A.'s efficiency and value is augmented by the addition of every membership.

The number of members in each state as well as those who have joined us from other countries are listed below.

Alabama	6
Arizona	1
Arkansas	6
California	21
Colorado	40
Connecticut	4
Delaware	1
District of Columbia	2
Florida	19
Georgia	13
Hawaii	1
Idaho	3
Illinois	80
Indiana	92
Iowa	49
Kansas	56
Kentucky	68
Louisiana	10
Maine	4
Maryland	15
Massachusetts	17
Michigan	40
Minnesota	18
Mississippi	1
Missouri	42
Montana	7

Nebraska	87
Nevada	1
New Hampshire	6
New Jersey	33
New Mexico	5
New York	57
North Carolina	20
North Dakota	10
Ohio	99
Oklahoma	9
Oregon	13
Pennsylvania	69
Rhode Island	5
South Carolina	2
South Dakota	9
Tennessee	52
Texas	42
Utah	2
Vermont	2
Virginia	22
Washington	11
West Virginia	11
Wisconsin	47
Wyoming	10
Canada	13
England	1
Australia	1

## Commission Rate Confusion Clarified

(A reprint from Parke-Bernet Bulletin)

There has been a great deal of talk (and several published misstatements) about the difference between the cost of selling property at auction in New York and abroad, to the effect that Parke-Bernet's commissions are high and European rates considerably lower.

This is a half-truth, and like all such, extremely misleading. Parke-Bernet has never advertised standard rate for its services for the simple reason that its charges are, and always have been, flexible, and are based on the value and character of the property offered, and the type of presentation required to reach the maximum buying power. As an example, sales running into seven figures and paintings and works of art of top importance have been taken here as low as 12 per cent.



But a comparison of percentages does not begin to reveal all that is involved, and only the uninformed are apt to be misled. It ignores, for instance, the all-important factor of where and how the highest prices are obtained, and therefore the vital point of the net return to the owner; for an increase in prices realized can return to the seller many times over the difference between two commission rates. One of the indications that the highest market for works of art is in New York has been reflected in the results of big sales here and abroad. With relatively few exceptions the outstanding works offered have gone to American buyers.

Parke-Bernet also believes and will continue to believe in the flexibility of commissions as being in the best interests of the consignor, to bring about the most effective presentation of the property offered for sale. For obviously, the amounts to be expended must vary widely; and if a standard rate of commission is arbitrarily fixed, as is the custom abroad, the consignor will often not reap the benefit of a more detailed and illustrated catalogue production and a wider advertising spread. We think that this is the more intelligent ap-

proach to the problem. In practice we have never had any great difficulty in reaching a meeting of minds with the owner on a rate based on the proper level of such expenditures, and it has even happened that a Parke-Bernet rate could be lower than an equivalent European quotation.

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## Egg Sales Decline

TRENTON, N. J. — During the 12 months from November, 1958, to October 1959, egg sales at the six egg and poultry auctions totaled \$10,374,400, compared with \$13,863,000 during the previous corresponding period. Volume declined from 1,017,000 30-doz. cases of eggs in 1958 to 936,000 cases in 1959. The average price per case of eggs sold at auction markets in 1959 was \$11.08, compared with \$13.63 in 1958. Sales of poultry showed similar decreases, with the average price per pound 22 per cent below last year.

Auction sales of fruits and vegetables at nine cooperative auction markets amounted to \$7,909,600 in 1959; \$8,412,000 in 1958. Approximately four million packages were sold this season, slightly less than the number for 1958. The average price per package in 1959 was \$1.93; in 1958 it was \$1.97.

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## MISSING?

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IN UNITY THERE IS STRENGTH

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Ohio Auctioneers Conve



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**Convention - January 10, 1960**



# Auction Business Faces Great Decade

By HARRIS WILCOX, BERGEN, N. Y.

As we face a new year and a new decade, we have a great deal to look forward to. First of all, however, I feel we should take time to be thankful for all of our past blessings. All too often we forget to say "thank you" and we in America have been richly blessed. The past years have seen a great upsurge in the Auction Business. The potential of our business has been scarcely touched. With the great increase in population which we are having in America I feel certain that the Auction Business will be multiplied many times in the golden years that lie ahead.



Our biggest problem as world citizens is getting along with each other. Science has developed great powers of destruction and at the same time the tools to make our world a glorious place in which to live. The choice of which way we shall go is up to each of us as individuals as well as the world's leaders.

It seems to me that we need to remind ourselves that we must live by the laws and that all law is based on the Ten Commandments. We must keep in mind that moral and ethical standards must be maintained and strengthened.

We also need to remind ourselves that the "Free Enterprise" or "Capitalistic" system has helped build America into the greatest nation in the world. As a nation grows older there is always the temptation to try various types of socialistic schemes. Socialism has been tried many times in many countries without success. I hope we won't let this grow in America. Too many people are getting so soft that they are willing to let the government care for them from the "cradle to the grave". Balanced national budgets seem out of date and "pay as you go" is not the order of the day, but I wonder if we hadn't ought to reconsider some of these economic laws which were used during the early days of our country's growth.

We as auctioneers often find ourselves in a position to be heard on these vital subjects. Let us resolve as a profession to be a good influence. The kind of world our children live in will be largely determined by our present attitudes and actions.

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## University Buys Indian Relics

HAMILTON, N. Y. — Colgate University has purchased the Bigford collection of about 2,700 categories of Indian artifacts.

The items were gathered mainly in the hills of Oneida and Madison Counties in central New York by the late Herbert Bigford of Earlville, N. Y. The relics range from a well preserved burial scene to traditional arrow heads. Most date to between 1400 and 1600.

The purchase was jointly financed by Colgate and neighboring contributors to keep the collection near the source of its discovery.



## Sweepstakes Sale Announced For June

KANSAS CITY, MO. — The second Continental Sweepstakes Cattle Sale will be the featured event of the National Livestock Marketing Congress in Lexington, Ky., June 22-25, 1960, according to an announcement by the National Association of Livestock Auction Markets. Date and place of the Sale is June 25, 1960, Bluegrass Stockyards.

Cattle sold will consist of carlot entries from Nationally Certified markets from throughout the United States. The Sale provides the opportunity for those markets to display and merchandise cattle typical of their respective trade areas.

The first such sale was staged with outstanding success at the 1959 Livestock Marketing Congress in Cedar Rapids, Iowa.

"Lexington, Kentucky affords one of the best locations in the country for a sale of this type at this particular time of the year," said C. T. 'Tad' Sanders, administrative officer of the auction markets' trade associations. "We look for market entries and a sale that will exceed the tremendous success of last year."

Date of the Sale and preliminary qualifications were fixed at the Industry Trade Association Assembly recently concluded in Kansas City.

G. W. Gardner, Lexington, is sale director. He will be assisted by a select committee of the Kentucky Livestock Market Association which are entertainment hosts for the Marketing Congress.

The 1960 grand sweepstakes award will be given the top prize-winning entry. Ronald C. Whitney, Iowa Falls, Iowa was the 1959 winner.

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## Livestock Market Movie Released

BELLE FOURCHE, S. D. — The premiere showing of the new movie, "Grass to Cash," held during the Trade Association Assembly of the auction markets' national trade association in Kansas City, Mo., was acclaimed by those pre-

sent as an outstanding production.

The movie depicts the livestock industry in this tri-state area through all stages of production and marketing.

Officers of the National Livestock Auction Markets Association, seeing the movie for the first time, were enthusiastic in their praise of the photography, commentary and educational theme portrayed in the 26-minute sequence.

Max Howe, Rapid City, S. D., produced the film in conjunction with the Belle Fourche Livestock Exchange.

Robert Demaranville, Belle Fourche market owner, stated, "We are proud to have been associated with Mr. Howe in the production of this film. He has done an excellent job in capturing the fascination the livestock industry holds in this wide area. In a short sequence of detailed photography and a brief commentary, due respect is paid to the best industry in this section and the economic importance it occupies."

The movie is expected to receive wide circulation throughout industry, market and educational circles.

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## Records Broken at Australian Auction

WARWICK, Queensland, Australia — All-time Australian records for all breeds were broken Nov. 13 when 24 Santa Gertrudis offered at public auction by King Ranch (Australia) Pty., Ltd., sold for a total of \$192,089.

Held at Risdom Stud, the King Ranch operation here, the auction consisted of 12 purebred Santa Gertrudis-Shorthorn heifers.

The 12 bulls sold for a total of \$156,561 for an average of \$12,546. The top selling bull was sold for \$16,964.

The 12 heifers sold for a total of \$41,528, averaging \$3,458. The top pen of three heifers averaged \$5,890.

This marked the eighth annual King Ranch (Australia) Santa Gertrudis sale to be held. This annual event was initiated in 1952. Previous records for sales of Santa Gertrudis in Australia were set at the King Ranch (Australia) annual sale in 1958 when 12 bulls were sold for \$69,736.80 for an average of \$5,811.40.





**OFFICERS AND DIRECTORS OF THE NEW JERSEY STATE SOCIETY OF AUCTIONEERS** present for the Christmas party December 4th, 1959 at Somerville, N. J. Front row: Col. Wm. P. Parr, Vice-President; Col. James W. Smith, President; Ralph S. Day, Secretary-Treasurer; Col Charles Cyphers; Col. Watson Van Sciver; Col. Frank Schurich; Col. Roy Cosgrove; Col. Elwood G. Heller. Second row: Col. Winfred Hinkley, Jr.; Col. Walter Lundquist; Col. George P. Parr; Col. Kenneth Parr; Col. Fred Howarth; and Col Frank Mountain. Col. Sam Trogden was missing at the time the picture was taken.





The "Sons of Auctioneers Orchestra" entertained the New Jersey State Society of Auctioneers Christmas Party at Far Hills Inn, Somerville, New Jersey. Left to right are Lester P. Parr, Col. Winfred Hinkley, Jr., Chuck Crouse, and Robert P. Parr. All are accomplished musicians who individually play all instruments including piano and violin. They do an excellent job for square dancing and are booked several nights weekly throughout Northern New Jersey all year around. Col. Kenneth Parr, although not in the picture, frequently joins the group.

## Rembrandt Booked For Spring Sale

LONDON — Rembrandt's "Juno," a portrait lost for almost 300 years, comes up for auction next spring.

Art experts believe it will fetch at least \$420,000 and may even rival the world record auction price of \$770,000 paid last June for Rubens' "Adoration Of The Magi."

The "Juno" was among 54 other old Dutch masters from the collection of the late Dr. C. Van Aalst.

The "Juno" is a late work by Rembrandt which was the subject of a lawsuit

between the painter and an Amsterdam collector, Harmen Becker, in 1665.

The picture — the model for which seems to have been Rembrandt's devoted mistress, Hendrickje Stoffels — is recorded in the inventory of Becker's paintings. It disappeared after his death and was missing for more than two centuries.

Then, unrecognized, it turned up in a Bonn gallery. The gallery sold it in 1935 for about \$200, believing it to be a picture of no great consequence.

"Juno" was bought by a Dutch furniture dealer and passed through several hands before finally being acquired by Dr. Van Aalst. By then it had been accepted as the lost portrait by nearly all experts on both sides of the Atlantic.



## \$900 Bid For Sable

## Pelt At Fur Auction

NEW YORK CITY—Wherever minks meet and mingle, Anna Maximilian Potok is a name to be reckoned with. The diminutive blonde head of the house of Maximilian, 20 West Fifty-seventh Street, brings the third generation a reputation for quality and fashion in fur.

When representatives of twenty-three countries gathered in Leningrad this summer for the annual fur auction at Puschinna, Mrs. Potok said in an interview recently, she was the only woman furrier present. She reports she paid as high as \$900 for single sable skins, a stratospheric price in any language.

But to the woman who makes mink ski suits (the Baroness Nina von Thyssen requested one for winter sports at St. Moritz) and thinks nothing of selling a \$60,000 Russian sable coat via long distance (to the Maharanee of Baroda), only the best will do.

"In a business where hundreds of thousands of dollars are invested in precious pelts at a single sitting, no one can afford to guess wrong," Mrs. Potok said. "Not and stay in business long."

Thirty-six years of staying very much in business have given her a sure hand. Her list of customers reads like an autograph-hound's trophies: Mrs. Richard Rodgers, Rosalind Russell; Audrey Hepburn; Mrs. William S. Paley and Marlene Dietrich, to name a few.

"At first I felt being small was a terrible disadvantage," Mrs. Potok, who stands about five feet, one inch, in heels, acknowledged. "Actually, it works to my advantage. Everyone tries to protect me."

Looking over her shoulder, she sees many changes in fur fashions over the years.

"Furs are more fun than they used to be. There are so many different things that can be done with them now that designs are less conventional."

Among the unconventional designs that have been introduced at Maximilian are fur suits (the Duchess of Windsor order-

ed one in broadtail as far back as 1949), fur cardigans and fur skating costumes (the last collection had one in white mink).

Mrs. Potok, who designs the collections with Betty Yokova, goes to Paris twice a year to keep pace with current fashions. In addition, she makes up special adaptations to suit the individual customer.

And customers insist on her presence. During a peripatetic interview that started in the third-floor salon and ended in the fourth-floor workroom, to escape the loud speaker and constant phone calls, a steady stream of men and women arrived, each asking for Mrs. Potok's personal attention.

With Christmas just over the hill, Mrs. Potok is busy filling orders for everything from a white mink bedjacket to a chinchilla bedspread. One woman is having her husband's vicuna coat lined in mink while another has ordered gray broadtail spats.

One of the most popular items for men, Mrs. Potok says, is a fur ascot, done in black seal for the well-dressed man about town.

## Auction Of Whitney Estate Furnishings

OLD WESTBURY, L. I. — Bids totaling \$47,000 were received for rugs and furnishings of the Cornelius Vanderbilt Whitney estate at an auction attended by 1,000 persons here recently.

The auction, conducted by O. Rundle Gilbert, was held in conjunction with the sale of the estate to Norman E. Blankman of Sands Point, a real estate operator.

A collection of books, prints, paintings and furniture was auctioned for \$32,000. The two highest prices were paid for Kerman carpets. One of the oriental rugs, sold to a dealer, brought \$3,300. A private buyer paid \$3,000 for a second rug.



## Feeder Pig and Calf Sales Set Record

Feeder pigs and feeder calves grossed \$808,605.71 in Lawrence county, Ind., in 1959. This was a new sales record for the Springville sale and possibly a record in gross sales for auctions held in southern Indiana during the year.

Twelve auctions were sponsored by Springfield Feeder Auction Association, a non-profit organization operated by and for the farmer. The Springville sale began in 1953 and has grown each year since that time.

Other southern Indiana feeder auctions are held at Vincennes, Linton, Osgood, and Greensburg. They have attracted farmers from throughout Indiana, Illinois, Ohio, Kentucky, and several other states.

The feeder auction has proved to be the most efficient method of getting pigs and cattle from the hills of southern Indiana to the feed lots of northern Indiana and elsewhere in the Midwest.

The nearly one-million dollar mark in sales this year resulted from feeder-pig sales and four feeder-calf sales. This is an increase of more than \$63,000 over 1958, when total sales amounted to over \$745,000 for eight auctions— four pig and four calf.

In the first year of the auctions, 1953, gross sales amounted to \$154,000. That was for two yearling-and-calf sales.

At eight Springville pig sales this year, a total of 14,994 porkers weighing a total of 804,917 pounds brought \$186,578.94, and at the four calf sales this fall, 4621 calves weighing in at 2,326,635 pounds sold for \$622,026.77. Association members predict gross sales will hit the \$1,000,000 mark at Springville next year.

Since the sales at Springville began, the local association has been assisted by Producers' Marketing Association of Indianapolis and the Purdue University Animal Science Department.

## 187 Year Old Altar Set Sold At Auction

LONDON — A 27 - piece porcelain altar set that was once in the chapel of Pope Pius VI was bought at auction here for \$16,200.

The altar set, made in 1772, was given by Pope Pius VI to the Duke of Bridgewater. The Earl of Ellesmore, an ancestor of the Duke, put up the altar set for auction.

Pope Pius VI, who reigned from 1775 to 1779, was exiled to France by Napoleon.

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The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Bernie:

I am enclosing a money order for \$11.00 for my 1960 dues. Please send me bumper strips, three for a dollar.

I am looking forward to the convention in Kentucky in July.

I have four sales a week now.

Sincerely yours  
Ed Gibson  
Denver 21, Colo.

\* \* \* \* \*

Dear Bernie:

It has always been a pleasure to me to pay my just dues to such a fine organization and such a fine publication as the Auctioneer.

The Auctioneer is not only read by me, but is always an attraction to other auctioneers and customers that frequent our office.

We have had a very successful year and hope all Auctioneers have enjoyed the same. Here's to a bigger and still better 1960.

I would like to see more Auctioneer's names appear on the Booster Page.

Yours,  
Lou Winters  
Toledo, Ohio

Dear Bernie:

Find enclosed my check to cover my subscription to the "Auctioneer" and the Booster page also. I really enjoy getting the "Auctioneer" and read every word from cover to cover. Hope you can be with us again at our state meeting in May.

Business has been slow this last fall. Looking ahead, this spring may be good as I have several sales lined up.

Well, I am way past bed time. Keep up the good work.

Yours for continued success  
Ken Barnicle  
Ellisville, Mo.

\* \* \* \* \*

Dear Col. Hart:

Enclosed is a \$10.00 check for my 1960 dues. 1959 has been a real busy year and 1960 is showing prospects of another. Two sale barns and farm auctions have really kept me on the jump. We got the start of a good State Association going in Wyoming. I had the honor of being elected the first president. We hope to have many more new members in 1960.

Happy New Year.

Yours truly,  
O. J. "Jim" Mader  
Buffalo, Wyoming



Dear Bernie:

Enclosed find check for another year's membership in the N.A.A.

We look forward to each month's issue. We're always interested in what our fellow auctioneers are doing.

We are enjoying a very wonderful sale season, also unusual weather for an Iowa winter.

Auctioneeringly yours,  
Clinton A. Peterson  
Fort Dodge, Iowa

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## Agree on Exhibition of Art Collection

LONDON — Prime Minister Harold Macmillan has announced settlement of a dispute over a \$2 million art collection which for more than 40 years has been one of the reasons why the Irish hate the British.

The collection consists of 39 paintings—most of them by French impressionists—left by Sir Hugh Lane, a rich Irishman who died in the sinking of the liner *Lusitania* in 1915.

Although claimed by Ireland, the paintings have remained in Britain for four decades.

Macmillan told the House of Commons it has been agreed that the collection will be divided into two parts, one to be placed on exhibit in Dublin, the other in London. Every five years the two parts will be exchanged.

The agreement was signed by the state-supported Tate National Gallery in London and the Irish Commissioners of Public Works. It will run for 20 years, Britain meanwhile retaining title to the paintings.

"The government," Macmillan said, "welcome these arrangements and consider that for the duration of the agreement they offer a solution of a question which has been the subject of controversy for a long time."

The agreement officially values the paintings at 847,500 pounds (\$2,373,000) but art experts agreed they might bring an even more fabulous sum on the open market. The official valuation placed a tag of 250,000 pounds (\$700,000) on the gem of the collection, Renoir's "*Les Parapluies*," and one of 200,000

pounds (\$560,000) on Manet's "*La Musique aux Tuileries*."

The long tussle over ownership of the collection came about because Sir Hugh, three months before his death, wrote a codicil to his will. The original will bequeathed the paintings to the Tate Gallery. The codicil, which was never witnessed, revoked that bequest and left the collection to the City of Dublin. British courts held the codicil invalid.

Sir Hugh never made public the reason he drafted the codicil, but insiders said he did it because the gallery had snubbed some lesser French impressionist works which he wanted to add to the collection.

A national gallery spokesman said the Tate is making a great sacrifice in agreeing to let part of the collection out of its hands for five-year periods because such works are now almost impossible to come by.

The agreement provides that upon its expiration in 1979 it will be up to Ireland and the Tate Gallery to decide whether they want to make a new agreement or renew the battle on the ownership issue.

In Dublin, Premier Sean LeMass told the Dail — Ireland's Parliament — his government welcomed the agreement.

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## Annual Auction For Shell Collectors

A treat for malacologists (seashell collectors specializing in mollusks) is the annual shell auction at Buttonwood Farm in the Chestnut Hill section of Philadelphia. There, beachcombing hobbyists have an opportunity to see a display of more than 400 rare and beautiful shells, and to participate in the spirited bidding for them (some treasured specimens sell for more than \$100). The shell auction was originated by Buttonwood Farms' owner, Elizabeth M. Wistar, to increase interest in rare shells. Proceeds—last year, about \$3,700—are donated to the mollusk department of Philadelphia's Academy of Natural Sciences.

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A pat on the back usually knocks a chip off the shoulder.





**WINTER TERM GRADUATES, WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONTANA —**

**Bottom row:** John Wert, Wendell, Idaho, Instructor's Assistant; Bob Thomas, Billings, Montana, Instructor; Dale Shelton, Sheridan, Wyoming, Instructor; Bill Hagen, Billings, Montana, Instructor; James Messersmith, Jerome, Idaho, Instructor.

**Standing left:** Richard Taylor, Billings, Montana; Stewart Bowker, Ulysses, Kansas; George Mayfield, Dubois, Wyoming.

**Standing right:** Keith Walker, Medford, Oregon; Jack Foust, Lubbock, Texas; Weldon Curry, Lubbock, Texas.

**Front row in stand:** Val Prophet, Armstead, Montana; Lester Schloatman, Lusk, Wyoming; Gail Smith, Butte, Montana; D. A. Knudson, McLaughlin, South Dakota; Barry Fisher, Dickinson, North Dakota.

**Back row:** Fred Cox, Lovelock, Nevada; Brad Wooley, Pine Bluff, Arkansas; Dal Dagnon, Tranasket, Washington; James Gibson, Alameda, California; Ross Olson, Dubois, Wyoming.



## Shorthorn Auction Planned In Virginia

What is expected to be the largest auction sale of purebred Shorthorn and Polled Shorthorn bulls has been scheduled for February 13 at Winchester, Va., according to W. A. Davidson, chairman of the Atlantic Shorthorn Bull Sale.

Mr. Davidson said the growth of the beef cattle industry in the South and Atlantic States was the deciding factor in locating a sale at Winchester.

All 150 bulls will sell as guaranteed breeders, backed by the American Shorthorn Association. A committee will assure the basic soundness of all the animals from a health standpoint, the committee including a veterinarian, a purebred breeder and a commercial breeder.

Entries have been assembled from a five - state area with no limitations placed on the number consigned. Mr. Davidson pointed out the sale is open to all breeders and is in no way limited to members of the Virginia Shorthorn Association.

Working with Mr. Davidson as members of the sale committee are W. J. Davis, The Plains, and W. B. Jones, Marshall.

## Pure-Bred Herefords Pass 11 Million Mark

A new milestone in Hereford history was reached today when purebred registrations by the American Hereford Association passed the 11 million mark.

The certificate carrying the 11 millionth number will be awarded to the champion bull selected at the National Western Stock Show in January, according to Paul Swaffar, secretary of the Association.

Illustrating the growth of the Association, it took nearly 41 years to register the first million head of Herefords in the records of the Association. It has taken slightly over two years to record the last million.

It took 12 years for total registrations to reach the two million mark. Seven years later the records showed a total of three million head. It was narrowed

to a five-year-period to reach four million and three years later the five million mark was passed. It took two and one-half years to pass the six million figure and only 25 months to send recordings past the seven million mark. Registrations passed eight million in 1953, and nine million in 1955, and 10 million in 1957.

## House By Side Of The Road For Sale

CANDIA, N. H. — The statutes are written in severer meter than that employed by the late poet Samuel Walter Foss, who penned:

"Let me live in a house by the side of the road

"And be a friend of man . . ."

That house, Foss's birthplace and inspiration of the oft-quoted lines, faces sale — to satisfy claims of the State Welfare Department, it was disclosed recently.

The last occupant-owner, a widow of 90, died a year ago at the County Farm in Brentwood. Her husband reputedly was a relative of the poet.

Foss died about 50 years ago.

The Welfare Department had met taxes and repairs but the property — a two-story farm-house and extensive out buildings on some 20 acres — has deteriorated extensively. The department seeks \$2,000.

## Why Buy?

Walter Carlson, of Minnesota, says that the charge of the light brigade was made without question "why", but here are eight reasons why women buy at auction:

1. Her husband says she can't have it.
2. It will make her look thin.
3. It came from Paris.
4. Her neighbors can't afford it.
5. Nobody else has one.
6. Everyone else has one.
7. It's different."
8. "Because."

The tongue of a fool is the key of his wise counsel, which in a wise man, wisdom hath in keeping. — Socrates.



## Disputed Paintings Will Be Displayed

HOLLYWOOD — An attorney for the owners of a disputed art find said he hoped arrangements would be completed for the ten old paintings to be available for public display and scrutiny by experts "some time next week."

Lester Olson told United Press International the owners and their manager, Charles DiRenzo, were working as "fast as possible" to work out all details preparatory to the public showing.

The ten paintings — valued by Chicago restorer-sculptor Alexander Zlatoff-Mirsky at between \$8 million and \$10 million but labeled as worthless by Pasadena art dealer Taylor Curtis — have been locked up in a bank vault since announcement of their find Nov. 19. Among the few persons to have seen them are Zlatoff-Mirsky and Curtis.

The paintings were named by Mr. Zlatoff-Mirsky as: a picture of Bacco of Noah by Tintoretto entitled "There Shall Be Light;" Titian's semi-nude interpretation of his daughter, Lavinia; Bernardo Cavallino's "Saint Cecelia"; Luca Giordano's "Rapo of DeJaniro"; Tintoretto's "Moses on Mt. Sinai"; Artemisia Gentilischi's "The Annunciation"; Lorrenzo Lotto's "St. Jerome"; Claude Gele's "Lot With His Daughters" and Raffaello Santi's "Madonna With Saints."

Zlatoff-Mirsky said the masterpieces were authenticated by Amadore Porcella, catalogist for the Vatican and an expert on Renaissance art. Porcella spent four months in Pasadena examining the works, Follo and Mrs. Hataburda said.

(In Rome, the director of the Vatican museums said Porcella was employed as a technician in the reorganization of the Vatican art galleries from 1933 to 1934 or 1935 but, according to available records, was not in charge of cataloging or evaluating and did not hold a top job. The director added that he had had no official connection with the Vatican for at least 24 years. An official of the Italian Government Arts Department said Porcella is not on their list of first-rate and second-rate art experts although he may have become a recognized authority abroad.)

Olson said certain accredited art experts would be invited to pass judgment on whether the paintings are the nearly priceless masterpieces from the Italian Renaissance the owners believe them to be. He declined to reveal the names of experts being considered.

The attorney said delay in publicly exhibiting the paintings came when the owners and DiRenzo had some "differences." They have all been worked out, he said.

Owners of the paintings are TV repairman Chester Hataburda, 39, and his wife, Marie, 30, and her brother Alphonso and Tony Follo. Mrs. Hataburda, Italian-born, said the paintings had been in her family for generations. She brought them to this country when she married her husband.

## History Lighted By Lamps and Lanterns

One could write a meaningful and interesting chapter of our nation's history in terms of oil lamps and lanterns. It was an epochal day when man first learned to put a wick in oil and to use the flame for his needs. It is recorded that Leonardo do Vinci invented the lamp chimney, a great boon in controlling flame and diffusing light. Half a century ago several oil lamps were used in most farm homes. There were small hand lamps one used to light his way to the bedroom under the eaves; there were plump, flossy parlor lamps and tall, plain lamps that sat on kitchen tables during the evening hours.

Whale oil lamps were used from the late 1700's to about 1860; but the use of petroleum, or coal oil, as Grandma always called it, changed the lighting habits of a nation. In 1900 the mail order catalog offered many kinds of lamps: plain, utilitarian affairs, artistically decorated ones, wall bracket lamps with silvered reflectors, and huge brass bowled lamps on up and down chains for stores and halls. Aunt Maude, who had taken an Art course with a capital A, spent much time painting pansies, peonies and roses on large porcelain globes for parlor lamps.



It was a big event when Father decided to buy a medium-sized hanging lamp to hitch to the ceiling over the red and white checked cloth eating table in the spacious cozy farm kitchen. Around this table boys and girls did their homework.

The lamp cost a terrific sum — \$6.85, but Father was determined his children should be outstanding students and go on to college. The least he could do, he explained, was to provide good light for studying. The lamp hung on chains from the ceiling; it had a solid brass frame, a center draft burner that gave 85 candle light.

The fount and dome were “beautifully decorated with hand painted carnations. Thirty cut - glass, sparkling pendants were suspended from the dome band. It was a magnificent lamp — no question of that. Whether it stimulated a lad to more studying was another matter, but he was grateful for the increased light. It was considerably easier to read the dime novels and Horatio Alger behind the open geography book.

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## The Pied Printer

In a printing office in the west a Linotype operator was carrying a galley of type on which he had a report of a wedding and public sale bill. He stumbled and fell, and type slugs were scattered all over the floor. He picked it up carelessly and the foreman, not knowing what had happened, put the pages on the press. When the paper was printed, it read.

“The lovely bride, radiant in a 16 x 16 heavy duck tarp, water proof, ideal for combine, and a part roll barb wire, some hog escorted his daughter down the aisle, and later joined the 133 spring pigs, Durocs and 160 acre field of alfalfa.

“Acting as flower girls were thirteen head of spring calves.

“The Rev. M. H. Dudley officiated at the double ring ceremony while Mrs. Louis Urb presided at the organ for the soloists, which were 150 leghorn hens and a few geese.

“The bride was attended by her three grindstones, some odds and ends of well pipe, and a sister of the groom and men attendants were Holstein cows with cal-

ves side, who attended his brother as best men with heavy riveted plate and a shotgun.

“Immediately following the ceremony, a reception was given in three hog troughs, nearly new as Mrs. C. Claude Furored poured 3 barrels of cyclinder oil; SAE 30 members of the ladies aid served 16 bales of upland hay and four sacks of fertilizer with ground bran and all joined the 250 relatives in two outdoor sheds that were built by WPA in 1936.

“The young couple will reside in a 12 x 25 poultry house with a new oil brooder.

“Both are graduates of the old Massey Harris Combine.”

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## 30 Bids Submitted For Old Lighthouse

Who would want to buy a century-old inland lighthouse?

Thirty persons, according to the General Services Administration. They submitted bids for the Chapel Hill Light Station at Middletown Township, N.J., which were opened at the administration office, 240 Hudson Street.

The high bidder, with \$16,313, was Thomas P. Consorti, a Manhattan business man. Mr. Consorti said last night that he wanted the station for his 20-year-old son Peter, an amateur astronomer. He said the youth planned to set up an astronomical station and grind telescope mirrors and make telescope mountings.

The light station, which was built in 1856, was maintained by the Coast Guard until two years ago, when it was replaced by an automatic light at the edge of the property. The old station is about a mile and a half inland from Sandy Hook Bay. It contains a two-story frame dwelling with a light tower, a large garage, two smaller buildings and a barn.

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The teacher wrote on the blackboard—  
“I didn’t have no fun at the seaside,”  
and asked a pupil, “How should I correct that?”

“Get a boy friend.”



## Sale Brings Highest Price Since 1928

NEW YORK — The November 13-14 sale at the Parke Bernet Galleries of superb XVIII century French furniture and decorative objects belonging to the Marquesa de Portago, an Eastern Educational Institution and other owners brought \$472,605, with a Louis XV black and gold lacquer serpentine commode, mounted in bronze dore by Jacques Caffieri, reaching \$48,000, the highest furniture price at the Galleries since 1928. Other outstanding prices realized were: \$44,000 for a tulipwood and kingwood marquetry petite table a ecrire by B.V. R.B.; \$37,000 for a Louis XV acajou bureau plat; \$36,000 for a Louis XV amaranth marquetry bureau de dame; \$32,500 for a petit secretaire a abattant by Jacques Dubois; \$28,000 for an amaranth and acajou marquetry serpentine commode by Pierre Migeon III; and \$19,000 for a marquetry table a jeu by B.V.R.B.

## Town At Auction

DESOTO, Kan. — A man bought a town at auction for \$311,000.

The town, Sunflower Village, hasn't been in use since the staff of a nearby ordinance works was reduced. But it has 174 homes and 11 other buildings, including a 500-seat theater and a school.

It was bought by Louis H. Ensley, who owns Quick Way Homes, Inc. of Lawton, Okla. He was one of eight bidders in the auction conducted by the government's General Service Administration.

Ensley said he hopes to rehabilitate the village, 25 miles west of Kansas City, and clear lots for more homes.

No estimate of the original cost of the wartime housing project was available.

## Historic Letters Found in Ohio

CLEVELAND, — Letters, pictures and other memorabilia of Presidents Ulysses S. Grant and James A. Garfield came to light recently.

Much of the material was found in an old trunk by William B. and Henry Rath-

bun of Elyria, Ohio, grandsons of Henry Boynton. Mr. Boynton was a cousin and confidante of Garfield.

Also made public were letters in the possession of another family. Some deal with a political rally at Warren, Ohio, in September, 1880, when Republican support of Garfield's candidacy was solidified.

The Rathbun collection includes intimate letters to members of the family expressing concern over slavery and other issues, and the first letter Garfield pecked out on a new invention, the typewriter. This was written Feb. 11, 1875, when he was in Congress.

## Reputed Raphael Sold At Auction

A painting that for many years was reputed to be a Raphael was auctioned for \$2,350, a tiny fraction of the going price for a work by the Italian Renaissance master.

The painting was auctioned at a sheriff's sale to satisfy a judgment won by Ben Fabricant, a New York jeweler, against Mrs. Anna Marie Paterno of Woodstock, Vt., the former owner.

The painting "Madonna and Child with Infant St. John," was bought at the auction by Mrs. Fabricant, who believes it to be "the real thing."

Mr. Fabricant's judgment was for \$7,000, of which \$5,000 was for restoration of the painting and the rest in accrued interest. He has still to win his full judgment.

His only competitor at the sale was a man who said: "I'll buy anything on spec at an auction."

## Audubon Work Sold

LONDON — A copy of John James Audubon's "Birds of America" was sold at Sotheby's auction rooms for £13,000 (\$36,400). It was purchased by the London booksellers Henry Sotheran, Ltd. from the Signet Library of Edinburgh. The work, in four volumes, was published between 1827 and 1838. It contains 435 plates of Audubon's paintings.



## No Bids Offered For The African Queen

NORFOLK, Va., — Four amateur salvagers who worked for five months to raise the sunken hulk of a tanker stood in the bitter cold here and watched their dreams of a fortune all but vanish.

Not a single bid for the rusting, oil-smeared stern section of the African Queen was offered at a public auction.

"I don't know what we'll do now," said Lloyd Dier, one of the amateurs who risked their lives to raise the vessel off the Maryland coast and tow it here where they hoped to sell it for as much as \$3,000,000.

The auctioneer, Joseph Gillehand, a deputy United States marshal, called vainly for bids starting at \$250,000. This was the minimum sale price set by Fed-

eral District Judge Walter E. Hoffman when the salvagers asked him to put their price on the auction block because they could not find an independent buyer.

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Editor: "You describe the dress she wore as a Biblical gown. What's that supposed to mean?"

Society Reporter: "Oh, you know . . . kind of lo and behold."

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When a man begins to think seriously of saving for a rainy day, it's probably a rainy day.

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The difference between gossip and news is whether you hear it or tell it.

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A man, like his car, needs an overhauling when he gets to knocking.

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**NEWLY ELECTED OFFICERS OF THE OHIO AUCTIONEERS ASSOCIATION:** Left to Right: Don E. Fisher, Delaware, Secretary-Treasurer; Ray Austin, Jefferson, President; Don Stafford, East Rochester, Vice-President.





Our National Conventions provide splendid opportunities for State Auctioneers' Associations to get together for breakfast, luncheon and other informal meetings. The above picture is one of the Colorado Auctioneers Association members, wives and guests at the 1959 National Convention. Now is a good time to commence planning for a meeting of your own state group at the 1960 National Convention.



## 359 New York City Parcels Auctioned

Three hundred and fifty-nine city-owned properties were auctioned for bids totaling \$3,875,120 at a sale held in the Statler Hilton Hotel.

The sale was conducted by H. Louis Hollander of Adrian H. Muller & Son for the Department of Real Estate. The upset prices amounted to \$1,969,900.

Stephen O'Rourke, Inc., paid \$106,500 for a vacant lot at the northwest corner of Amboy Road and Page Avenue, Staten Island, on which the upset price was \$49,000. The apartment house at 885-91 Kent Avenue, Brooklyn, went to Harry Stern for \$145,100. The upset figure was \$49,000.

### **\$102,000 FOR TABLE**

A slender-legged table made 200 years ago by Louis XV's, cabinetmaker in Paris sold for about \$102,000 in London in 1959.

## RETALIATION

The mad scientist worked long and hard in his secret laboratory, and one eerie night when the moon was full, he completed his formula for a serum that would give life to inanimate objects. To prove that it would work, he decided to try it on the statue of a general in the town square. He poured on the serum, and after a few moments the statue quivered and the general creaking a bit in the joints, climbed down from the pedestal. The scientist was overjoyed.

"I have given you life," he exalted "Now tell me what is the first thing you're going to do with it?"

"That's easy," rasped the general, grabbing a gun from his holster. "I'm going to shoot about two million pigeons."

If you want to get ahead, use the one you have.

# YOU MISS SO MUCH

## *When You Are on the Outside*

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

### Join Now

## NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.



## The President's Letter

As business moves into 1960, all predictions are favorable, maintaining that there will be an increase in business activity. There is no question that this will also be reflected in an increase in selling by auction.

This will present a real challenge and an opportunity for every one in the auction profession to prove that the auction method is one of the best methods to sell real or personal property.

This may be the year to really show our colors.

I have received several letters from auctioneers about new business that were really encouraging. They all stated that they had had a very successful 1959 and that the prospects for 1960 were better based on inquiries.

With this increase of auction activity it will mean that the auctioneer must work harder because the quality of workmanship can not be neglected. Your success as an auctioneer depends directly on how well your auctions are conducted and how successful the results are.

Just received a report from Secretary Bernie on N. A. A. membership. It was a very encouraging report. Congratulations to all the old members and welcome to the many new members. It shows that our membership is really supporting the National Association. Also received a very fine letter from our Treasurer, Henry Rasmussen, regarding the finances. He states that our treasury is in good condition.

I know there are many fine auctioneers who are not members of any state or of the National Association. It is up to us who know the benefits of membership to spread the good word about the N. A. A. and encourage them to join. Let's make 1960 the biggest new members year.

This is a growing profession and as a result the demands for better service will increase. To keep up plan now to attend the 1960 N. A. A. Convention at Louisville, Kentucky, July 14, 15, and 16.

Ernest Freund  
President of N. A. A.

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## IT PAYS TO ADVERTISE IN The Auctioneer

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Secretary: Don Hoffman, Buffalo



# THE LIGHTER SIDE . . .

## SMART MAN

Once upon a time a driver was hauling a truckload of canaries which weighed 20,000 pounds. He was 10,000 pounds overweight and as he neared the weigh-in point at the state line, he made frequent stops to get out and pound on the sides of the truck with a sledge hammer.

A state patrol cop noticed the peculiar action and said, "You're not violating any law, but why are you pounding on the sides of the truck."

"Well, you see, I got 20,000 pounds in the truck," replied the driver, "and I'll be 10,000 pounds overweight when I reach the state line. So I got to keep half of'em flying."

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## PREPARED

An attractive young girl, visiting in a small town, went driving one night with one of the local Romeos. As they pulled into a lonely section of the beach, the car suddenly stopped.

The boy gave a resigned shrug: "Out of gas," he muttered.

Nonchalantly, the girl opened her bag and pulled out a flask.

"Hey, you're all right!" exclaimed the ladykiller. "Is it Scotch or bourbon?"

The girl smiled sweetly and said: "Gas."

---

## MATTER OF TASTE

Once upon a time our young unmarried sales rep asked a friend, who was an artist, to get him a blind date.

"I've got just the girl for you," said the artist. "She looks like a picture."

When they were introduced, however, the sales rep winced. She had conspicuous cauliflower ears, a super-shnozzle nose and hair with all the glamour of a wet hay stack.

"You told me," he stormed, "that she looked like a picture."

Shrugged the artist, "Either you like Picasso, or you don't."

## CORNERED

The man was telling his club friends about the frightening experience he had had on a western vacation trip.

"It was harrowing," he said. "Indians to the left of me, Indians to the right, Indians to my rear, Indians in front, Indians everywhere closing in on me."

"Whew," exclaimed a listener. "What did you do?"

"What could I do," the man said. "I bought a basket."

---

## CONFUSING

"How do you like my new evening gown?" asked the wife.

"Pretty, but confusing," was the husband's reply.

"How do you mean confusing?"

"Well," said the husband, "I can't decide whether you're on the inside trying to get out, or on the outside trying to get in."

---

## UPPER CRUST

A very socially ambitious young woman made her husband's life miserable trying to get him to rent a more expensive apartment. One evening he came home in a good humor. "Good news, dearest!" he cried. "We don't have to move. The landlord just raised the rent."

---

## OLD FASHIONED

A modern mother and young son were shopping in a supermarket. The child, trying to help, picked up a package and brought it to her.

"No, no, honey," protested the mother, "go put it back. You have to cook that."

---

## BIG DEAL

How about the boss who tapped one of his employees on the shoulder the other day and said, "I wouldn't wake you, Smith, if it weren't important. You're fired!"



# IN UNITY THERE IS STRENGTH

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## HARD TO FIND

As usual, the girls were talking about men and marriage. "I'll have trouble finding the kind of man I want to marry," said one. "He'll have to be smart enough to earn lots of money, but stupid enough to give most of it to me!"

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## HERE?

A small girl was taken to church for the first time. When everyone knelt down, she whispered: "What are they going to do?"

"They are going to say their prayers," whispered back her mother.

The child looked up in amazement; then, in a loud voice, she exclaimed:

"What, with all their clothes on?"

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## BRANDED

A Kansas woman tells of going to the city to attend a cattlemen's convention. Determined to have something unusual to wear, she made a blouse and embroidered every cattle brand she knew on it.

In the hotel where the cattle folk stayed, she waited while her husband registered, noticing two old cattlemen giving her blouse the once-over. Finally one of them remarked in a loud voice, "That critter sure has changed hands a lot, ain't she?"

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## ADVICE

Mother had discovered her little daughter fighting with the boy next door. After parting then she was lecturing her daughter. "Next time," she said, "I don't want you to hit back at Johnny. Remember that you're a lady. Out-talk him!"

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## DEFINITIONS

Conscience is what tells you that instinct is wrong.

A bore is one who opens his mouth and put his feats in it.

Nerve: That which enables a man seated on a bus to flirt with a woman who is standing.

Brains: What a man looks for in a woman after he's looked at everything else.

Failure is the line of least persistence.

## GOOD ANSWER!

The army psychiatrist wished to be sure that the newly enlisted rookie was normal in all respects. Suspiciously he said:

"What do you do for social life?"

"Oh," the man blushed, "just sit around mostly."

"H m - m - m, never go out with girls?"

"Nope."

"Don't you even want to?"

The man squirmed. "Well, yes, sort of."

"Then why don't you?"

"My wife won't let me sir."

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## OFF AND RUNNING

A horse trainer confessed that just before the big race he had given his nag a stiff hooker of whiskey.

"Did he win?" inquired a curious friend.

"Nope," said the trainer, "but he was sure the happiest horse in the race."

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## TALL TALES

There was an editor in Texas who sent an eight-pound cucumber to the editor of an Alaskan newspaper. "The big ones are too heavy," he wrote, "but I thought you might like to see a Texas gherkin."

In a few days the Alaskan editor replied with a 40-pound cabbage. "The same is true of our cabbages," he wrote, "but I thought you might like to see an Alaskan brussels sprout."

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## QUICK RECOVERY

"How do you suppose your wife will take it when you offer her five hundred thousand dollars for your freedom?"

"Probably in one thousand dollar bills."

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## RELATIVE

Two chance acquaintances from Ireland were talking. "An' so yer name is Riley," said one. "Are yez any relation to Tim?"

"Very distantly," said the other. "I wuz me mother's first child and Tim wuz the seventeenth."



# IN UNITY THERE IS STRENGTH

## COULDN'T STUMP HIM

The new minister always had a scripture quotation ready for any question asked him. One day a bug flew in his mouth and he swallowed it. A little boy stepped up and asked:

"Do you have a text from the scripture for that?"

"Yes, said the minister. He was a stranger and I took him in."

## DIFFERENCE

A canny Maine farmer, who made it a rule to think before speaking was approached by a stranger one day and asked, "How much is that prize Jersey heifer of yours worth?"

The farmer thought a moment then asked, "Are you a tax assessor, or has she been killed by a train?"

## DAYLIGHT SAVING

Daylight saving is like an old Indian who cut off one end of his blanket and sewed it on the other end to make it longer.

## READY FOR ACTION

The football coach, dejected because his team was losing, looked down the bench of substitutes and yelled, "All right, Jones, go in there and get ferocious!"

Jones jumped up and cried, "Sure coach. What's his number?"

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## THE REMEDY

"Oh, doctor," cried the wildeyed man, "I'm dreadfully afflicted. The ghosts of my departed relatives come and perch on the tops of the fence-posts all round my garden when dusk is falling. I can look out into the gloaming every evening and see a couple dozen spooks sitting on top of the posts, waiting, waiting, waiting, waiting! What can I do?"

"Sharpen the tops of the posts," advised the doctor.

Some people are like blisters. They do not show up until the work is done.

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