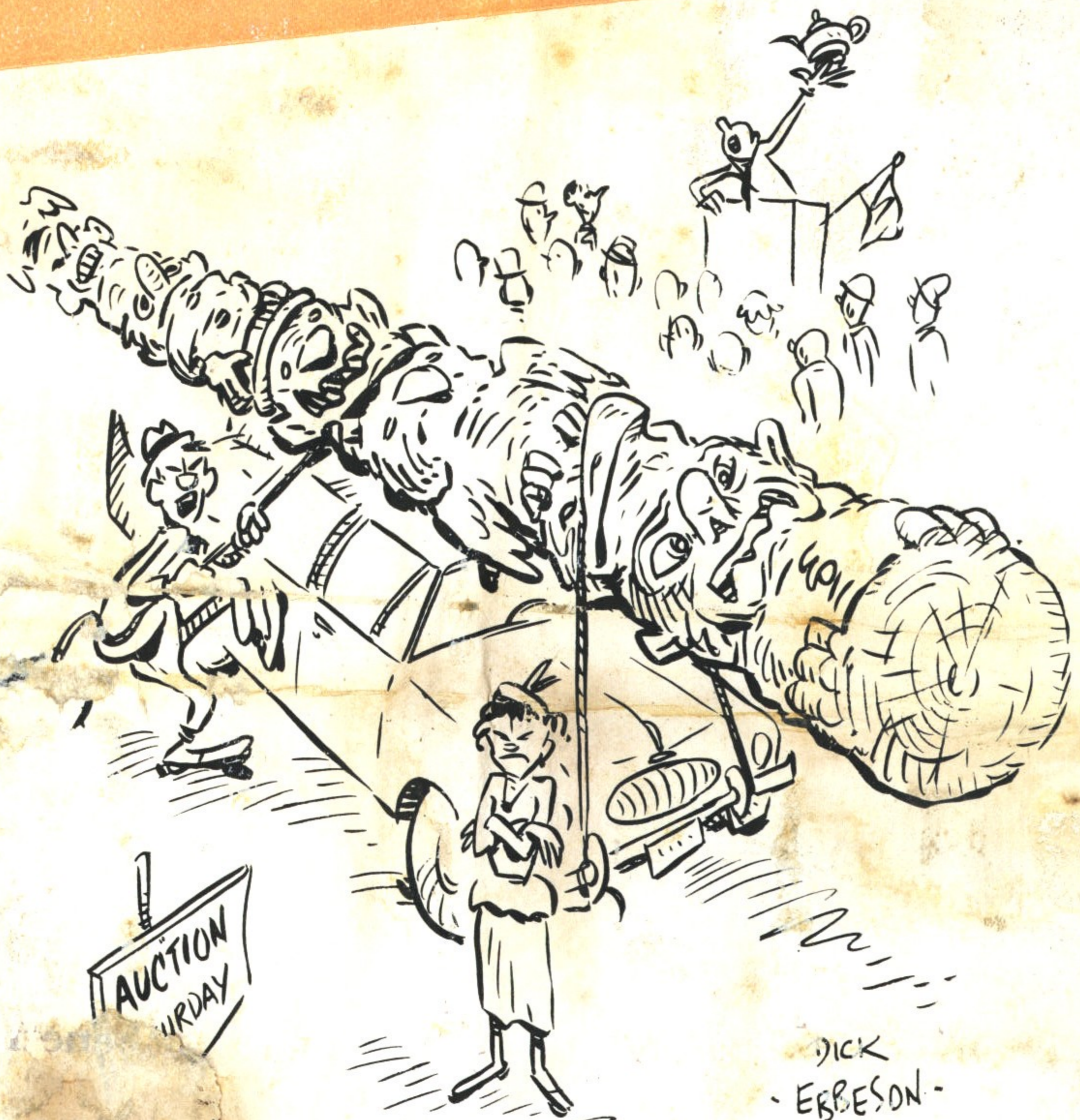


# *the* AUCTIONEER



"Oh stop talking! I can't pick up genuine totem poles every day of the week!"

# PROGRAM INDIANA AUCTIONEERS ASSOCIATION

SEVERIN HOTEL, INDIANAPOLIS, INDIANA

SUNDAY, NOVEMBER 8, 1959

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

7:00—Entertainment

8:00—Social Hour — Refreshments

MONDAY, NOVEMBER 9, 1959

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

9:30—Registration — Mazzanine — Coffee and Rolls

10:30—Call to Order—Green Room . . . . . Col Herman Strakis, President

10:35—Convention Chairman . . . . . Col. George Skinner, Secretary

10:40—Invocation . . . . . Mr. Bill Bynum, Lay Worker:  
Methodist Church, Columbus, Ind.

10:50—Welcome to Indianapolis . . . . . Mr. Donald Bruce  
Program Director  
**Radio Station W.I.R.E.**

11:05—Auction Sales in State Government . . . . Mr. Eugene Bainbridge,  
State Senator, Munster, Indiana

11:35—One Year in the Auction Business . . . . . Ralph Rinehart, Jr.  
Flora, Indiana

12:00—Luncheon—Members, Wives, Guests . . . . . Rainbow Room

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

1:00—Packers and Stockyard Act . . . . . Mr. Charles N. Bell,  
Asst. District. Supervisor  
U.S. Dept. of Agriculture

1:30—Real Estate . . . . . Col. Ernest Freund  
President National Auctioneers Assn.  
Fond du Lac, Wisconsin

2:00—Furniture Auctions . . . . . Col. Fred Millspaugh,  
Marion, Indiana

2:30—Farm Sales . . . . . Col. Louis Beezley,  
Westport, Indiana

2:45—Business Meeting—Election of Officers  
Nominating Committee  
Col. Bernie Hart . . . . . Frankfort, Ind.  
Col. James Liechty . . . . . Berne, Ind.  
Col. Rus McKinney . . . . . Columbus, Ind.

Question Box

Discussion

5:00—Adjourn

6:00—Grand Banquet — Members, Wives, Guests—Caribbean Room  
Guest Speaker . . . . . Mr. John R. Walsh  
Secretary of State  
Norwood Hills, Madison Co., Ind.

IN UNITY THERE IS STRENGTH

**THE AUCTIONEER**  
is the  
**OFFICIAL PUBLICATION**  
of  
**NATIONAL**  
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803 S. Columbia St.  
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Bernard Hart, Frankfort, Indiana

**Contributing Editors**  
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Walter Carlson, Triumph, Minn., and  
every member of the National Auctioneers  
Association.

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

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

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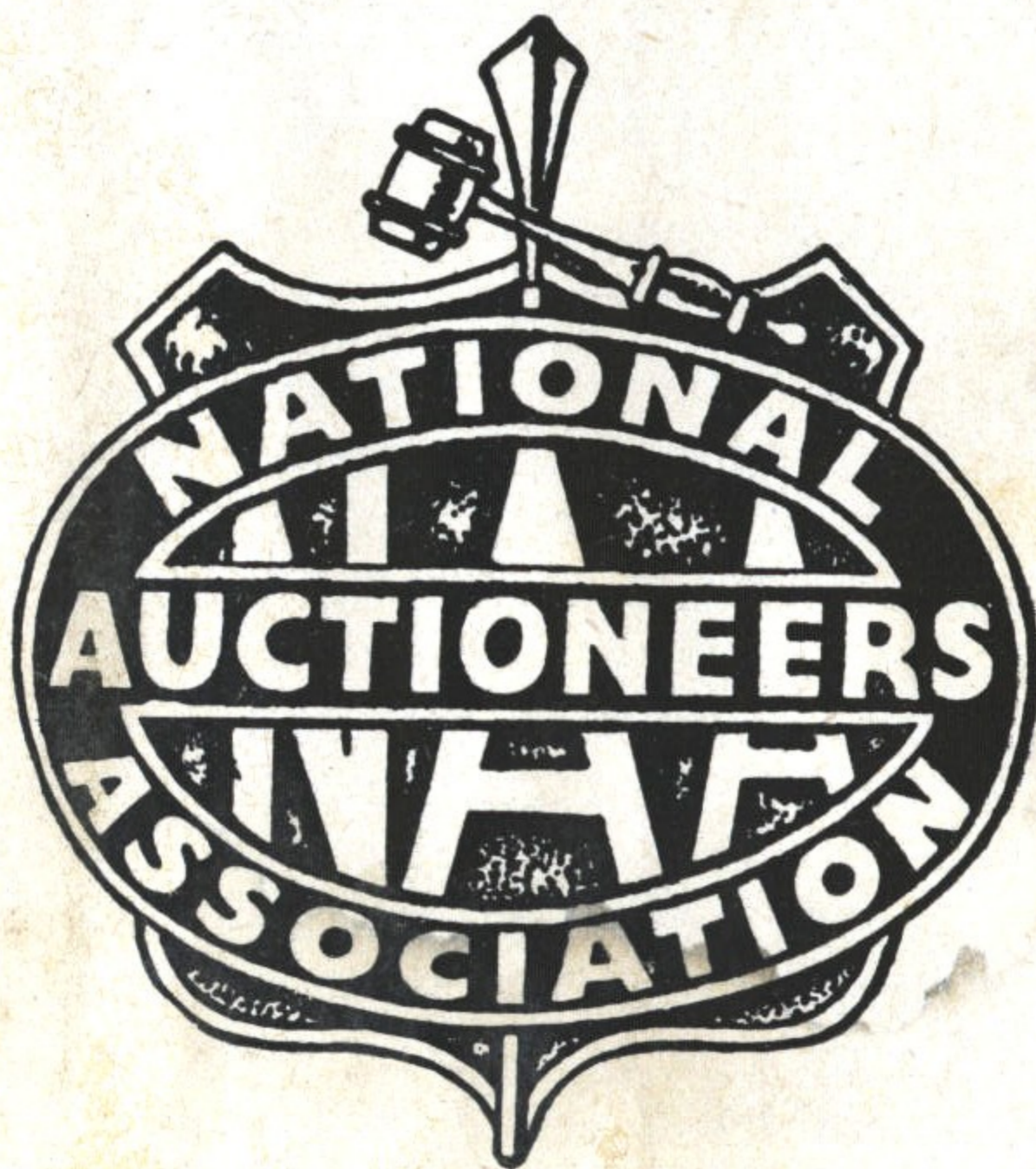
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803 S. Columbia St. Frankfort  
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# Sold To The Highest Bidder

By B. G. COATS

The 1959 national convention is now history and what a glorious achievement it was. From that convention multitudes of ideas were taken into everyone of the 32 states represented. Old friendships were renewed and many new acquaintances made. Hundreds of Auctioneers came early and remained over to visit the many historical places and view the magnificent beauty that only the state of Colorado can offer. Many took extended motor trips through-out the north, into Canada, the state of Washington, then down the west coast to California and elsewhere. Mrs. Coats and I had never been to California so we decided to forget about business and take advantage of the short distance and visit the state of which we have always heard so much about. However, before departing from Denver, we remained over for two days taking in the many interesting places such as Cripple Creek, Colorado Springs, Garden of the Gods, Pikes Peak and many enchanting drives through the mountains. We both feel greatly indebted to the National Auctioneers Association for if it were not for having the convention in Denver, we probably would never have visited so many interesting and thrilling experiences.

The morning we checked out of the Shirley - Savoy, we thought that just about all of the Auctioneers and their families would have left but we found the lobby crowded in preparation for leaving, like ourselves to take advantage of the many opportunities that this convention afforded. We flew on to California and arrived at Los Angeles, where we spent seven of the most delightful days of our lives. To us it was a revelation to visit a state which we had always heard so much about. We visited Disney Land, Marine Land, Beverly Hills, Hollywood, Knotts Berry Farm and covered the coast for a distance of 150 miles north and south of Los Angeles. To us California is a Utopia and we are looking forward to again extending ourselves for a much longer stay in sunny California. There always comes a time when

one must fore-go many things on vacation and head towards home. Such was our plight, so after two weeks of a glorious vacation we returned to our place of abode and business and have been working day and night to get caught up until at last I have found time to write these few lines for "THE AUCTIONEER".

The greatest thrill of all was the record breaking registrations at the convention and the 32 states represented. I talked with all the Past Presidents that were present to get their reaction and when the subject was mentioned their faces beamed with delight and gave an expression of extreme satisfaction. I refer to Col. Gordon, Col. Sigrist, Col. McCracken, Col. Wilcox, Col. Smith, Col. Sherlock, all of whom have given unselfishly of their time and made many personal sacrifices for the progress and advancement of the N.A.A. and the auctioneering profession. Also, I am not unmindful of the many members who were present that never have missed a convention and who are always on the firing line to assist in any way possible. It was an unusual and extreme pleasure to meet and be associated with such an outstanding group of men that by their presence and their thirst for knowledge of their profession and their whole-hearted cooperation at all times made the convention so successful and so greatly appreciated by all.

Another thrill that merits your attention was to view the up-raised hands on the convention floor which was a promise, if your hand was raised, that you would give an expression of your opinion of the convention by letter to Col. Hart. Of the hundreds present I might add here that there was only a few who did not raise their hands. Just as your buyers raise their hand to accept your bids, so did you raise your hands to accept the bid of the Editor to do your bit in support of "The Auctioneer". In this instance you were the highest bidder and you therefore obligated to make good your bid. I wonder how many of you

## IN UNITY THERE IS STRENGTH

Auctioneers would countenance bidders who would default on their bids and leave you holding the bag. Let us not leave the Editor holding the bag but let us make good our bid and support "The Auctioneer", with all the material possible. It would make for far more interesting reading and would delight not only yourself but the entire membership. If you would only carry the enthusiasm you manifest at the convention throughout the entire year our membership would increase over-night by the hundreds and we would all be doing more and better business and we would have a much stronger and more influential Association.

You elected a splendid corp of officers and directors to lead and direct our Association for the ensuing year. They are all experienced, capable and possess executive ability and quality of leadership that I feel will be most instrumental in building our Association to its greatest strength in membership and constructive projects. The only way we the members know what they are doing is by them using the medium of "The AUCTIONEER" to reach us with their message. They want to know about you. They want to hear from you. It makes no difference what position we hold, we are all just one big happy family that want to know and hear from each other, help each other and by so doing we all profit.

When we raised our hands we were the highest bidders. Lets pay our bill by taking just a few minutes and give an expression of our thoughts, ideas and suggestions and upon the receipt of your payment the Editor will be most happy to receipt your bill paid. It is a simple request and means so much.

### Paintings Located

Six valuable paintings, stolen from the Toronto Art Gallery September 14, were found wrapped in heavy paper in a private garage in the city. They were barred, but a gallery curator said the damage is "not irreparable." The paintings—two Rembrandts, two Frans Hals, a Rubens and a Renoir insured for \$640,000—were found after an anonymous tip.

### NALAM Plans First Industry Assembly

KANSAS CITY, MO. — The first Livestock Auction Markets Industry Trade Association Assembly will be held here at year-end on Dec. 12, 13, 1959. The event will be staged by the National Association of Livestock Auction Markets with headquarters offices in Kansas City.

J. T. Wooten, Rocky Mount, N. C., president of the national business trade group, in making the announcement of the Assembly, stated that the purpose of the two-day event would be to review the auction markets' industry progress and chart the trade association program for 1960.

Trade association leaders have predicted 1959 as a volume record year throughout the nation's 2300 public livestock auction markets comprising the industry. They have forecast an era of the 1960's as typifying the industry-adopted credo of "Progressive Livestock Marketing — Aggressive Livestock Merchandising."

The Assembly will see the transaction of business by the national business trade association's policy and service bodies covering all phases of its operations.

The national board of directors composed of 42 state directors and 14 district directors, the latter comprising the executive committee, will convene.

National officers in addition to President Wooten are: Cecil Ward, Gainesville, Tex., Vice President. Raymond Schnell, Dickinson, N. D., Treasurer. and C. O. Emrich, Norfolk, Nebr., Secretary. C. T. 'Tad' Sanders, Kansas City, Mo., is administrative officer and counsel.

The important State Associations Council, composed of the presidents and secretaries of the 37 nationally affiliated state auction marketmen's associations, will meet to exchange state and regional market operations information and plan the 1960 Livestock Marketing Congress. The Congress will be staged in Lexington, Ky., June 22-26, 1960. C. D. 'Doc' McEver, Austin, Tex., president of the Texas Livestock Auction Association, is Council chairman. Mrs. Tommy Cross,

Chandler, Okla., secretary of that state's trade body, is Council secretary.

Expected to be advanced to a more dominant role in association business operations, according to Sanders, is the Livestock Market Foundation. The foundation, with 20 auction market owners as founding trustees, was organized last year as an arm of the National Association to compile and disseminate industry statistics. Grover C. Lee, Jr., Strawn, Tex., is executive director.

The Assembly will officially convene at 10:00 A. M. on Saturday, Dec. 12, at the Hotel Muehlebach. An industry banquet will be held that night, with major addresses by livestock market leaders. Business sessions will continue through Sunday.

The 15-man Livestock Market Council, responsible for government relations and administration of the nationally adopted code of business standards, will hold important sessions. The Council will review individually auction market operations to determine their status as "nationally certified livestock auction markets."

Stockholders of the trade association sponsored LM Credit Corporation which administers the markets' group indemnity insurance on purchasers checks and protection against sales of mortgaged or stolen livestock will meet and elect directors and officers. Ingvar Svarre, Sidney, Mont., recipient of the 1959 award as Livestock Auction Market Statesman of the Year, is corporation president.

The seven appointed policy committees will meet throughout Saturday and present their recommendations to the Board on Sunday. Such committees are designated: Finance & Budget; Market Participation; Public Relations; Ethics & Business Standards; Governing Provisions; Research & Development; and Legislation & Transportation.

Wooten states that invitations will be extended to all auction market owners in the country to attend the Assembly and actively take part in their industry-wide business trade association operations and program.

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**As rust corrupts iron, so envy corrupts man.—Antithenes.**

## Missourians Have Active Fall Meeting

Enthusiasm and optimism prevailed throughout the Annual Fall Meeting of the Missouri Auctioneers Association, held at the Bothwell Hotel in Sedalia, October 4.

One of the best crowds ever to attend a Missouri meeting turned out for the noon luncheon program and business session. LeRoy Van Dyke, singing auctioneer and recording star, assisted by his musical companions, furnished the entertainment immediately following the luncheon.

Principal speakers were Col. Ernest Freund, Fond du Lac, Wis., President of the National Auctioneers Association, and Col. Bernard Hart, Frankfort, Ind., Secretary of the NAA.

In the business session an official constitution and set of by-laws was adopted by the membership, having first met the approval of the officers and directors in the morning session.

The Missouri group is led by Jim Merigan, Maryville, President; and Willard Arnaman, Unionville, Secretary, both of whom are doing a grand job in their respective positions. As a result, membership is on the increase and the members are enthusiastic in regard to and proud of their organization.

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## Illinois Meeting Will Be Nov. 15

Members of the Illinois Auctioneers Association will hold their Annual Fall meeting at Paris, Sunday, November 15.

All auctioneers in Illinois as well as other states are not only invited but urged to attend. A full afternoon program is being planned. Bernard Hart, Secretary of the National Auctioneers Association, will be one of the speakers.

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You can see the world in an automobile—the way you drive decides which world.

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Taking things as they come, and being able to live with them is another form of success.

## Promoting Our Professional Fraternity

The power of advertising is becoming a very important force in our American way of life. All industry has learned the value of advertising, as a positive method of increasing sales. This same positive method of advertising can be applied in a professional way to increase greater interest in our State and National Associations.

I think we can safely say that 1959 will establish an all time record for selling at auction; which means that auctioneers are enjoying a successful year.

Our National Association is enjoying the biggest membership in its history. This membership trend also holds true of most state associations. However, all of this increase in selling by auction and increase in membership in our State and National Associations didn't just happen. It has come about because the auctioneers are taking a greater interest in their profession. They have proven themselves leaders and successful businessmen in their community. They have maintained a high standard of ethics in the conduct of their business. There is no question that the time has arrived in our fast changing economy when we must think positively and promote a program for greater participation by all auctioneers in their professional fraternity, our State and National Associations.

Every auctioneer member must become a self-appointed ambassador of good will and stimulate the desire of all non-members in your community to join. Sit at the table and break bread with your competitors. It may surprise you what it will do for both of you.

One of the best and easiest methods of interesting a non-member is to show him a copy of the "Auctioneer," your trade paper. Explain the advantages of membership to him.

Every auctioneer should be a subscriber to the Auctioneer magazine. Include a subscription to the magazine with your State Membership dues. It will make the membership more active and it keeps the membership informed. Prepare an information program for your state meeting.

Let's promote our State and National Association. The best auctioneer is an active auctioneer; and an active auctioneer is informed because he belongs to his professional fraternity, his State and National Association.

I also want to congratulate the auctioneers from the state of Wyoming in organizing a new State Association. We will undoubtedly hear more from this great state as their association becomes established.

Let us hear from you.

Ernie Freund, President

# License, Charter Necessary For Strong Organization

By Col. Homer H. Sparks, Sharon, Pa.

I experience the urge of voicing opposition every time I read an article in the "Auctioneer" opposing "License Laws for Auctioneers." After reading the article appearing on page 24, September 1959 issue, it moves me to the point of decision.

I should first like to express my understanding of the "Objectives" of our association.

It is most apparent that the primary objective is "membership" and I should now like to refer to the back page of the said September 1959 issue of the Auctioneer where ten reasons are quoted for obtaining members, each quotation stating a reason and setting an objective. If my comprehension of these objectives is correct, it is most mandatory that the National Auctioneers Association builds its membership with quality as well as quantity. In building an Association to endure, it **must have** a firm, solid foundation.

It is a slow process, if not an impossibility, to build quality without control. If it were necessary for Auctioneers to pass a test, the same as Lawyers, Doctors, and many other segments of our professional economy, the National Auctioneers Association would be pretty well assured of building membership with quality as well as quantity. A good license law in every state would be the most durable foundation the National Auctioneers Association could hope to attain. Although, if I may digress for a few lines; in addition to License Laws the National Auctioneers Association should apply for a Charter. It is eligible and financially capable of obtaining same. The acquisition of a Charter will place it on even keel with top ranking Trade Associations. Present members will take renewed pride and this will project an invitation to Auctioneers, otherwise difficult to reach.



Col. Homer H. Sparks

License Laws are not all good, but let me repeat, a good License Law is the most capable way of producing competent Auctioneers. A good law should contain reciprocity, require a 75% passing average on a reasonable test, provide for accredited Auction Schools, provide for Apprentice Auctioneers, keeping of reasonable records, protect the Auctioneer if an innocent recipient of a fraudulent consignment, etc.

Laws that license without a competency test are mostly formalities that are not protective in assuring the public against inexperienced, unproductive, untrained Auctioneers, a detriment to the Auction profession. License Laws should be drafted with leniency not to license any deserving person out of business, but not to the extent of defeating their purpose. An incompetent auctioneer should be controlled and not permitted to prey on the public for his experience. Let him come by it honestly by graduation from an accredited Auction School or as an apprentice auctioneer.

I sincerely trust the Association Li-

## IN UNITY THERE IS STRENGTH

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cense Law Committee will give these recommendations due and timely consideration and shall recommend a proper protective License Law be enacted in every state.

I should like to comment on the letter concerning Blank City. It is most apparent that the Auctioneers applying for license recognized non competent Auctioneers. When we go into another state or a strange locality in our state we always secure local representation before booking. This leaves a good taste behind and you can always return.

We find auctioneers not experienced in our line always glad to be associated with us and always helpful in some way. We do the actual selling. In some states it is not necessary to secure a license if you are in association with a licensed auctioneer of that state. As specialists we proceed on this basis. We have found it to be a builder of good will and shall recommend that the Machinery Specialists try this instead of branding the law an evil to be remedied.

In closing, I should like to call constructively to the attention of the National Association that it should remain neutral in all matters, at least until it is determined by the majority of members whether it should be for or against an issue. The Association should represent the majority. The Executive Committee should not render decisions on matters of great importance, only in emergency cases. The caption of the editorial, its introduction and Editor's note, indicates opposition to License Laws. If this is by authority of the majority, then I yield to this position, otherwise I strongly oppose.

I submit this in the interest of progress and promotion on a firm foundation.

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### Committees Named By Livestock Group

KANSAS CITY, Mo. — Announcement of appointments to the functioning policy committees of the National Association of Livestock Auction Markets have been made from the offices of the Association in Kansas City.

Seven such committees, in addition to the committees appointed to direct the staging of the annual Livestock Marketing Congress, sponsored by the business trade organization, and its annual June convention, function. Appointments were made by J. T. Wooten, Rocky Mount, N. C., president.

Chairman of the Executive Committee composed of 14 district directors is Cecil Ward, vice president, Gainesville, Tex. National treasurer and chairman of the Finance & Budget Committee is Raymond Schnell, Dickinson, N. D. Cecil Emrich, national secretary, Norfolk, Nebr., is chairman of the Public Relations Committee.

Remaining committee chairmen are Jay R. Taylor, Amarillo, Tex., Ethics & Business Standards; Keith Goode, Knoxville, Iowa, Governing Provisions; George Young, Belle Glade, Fla., Research & Development; and William Mace, Washington Court House, Ohio, Legislation & Transportation.

C. D. McEver, Austin, Tex., chairman of the State Associations Council, heads up the committee in charge of plans for the 3rd Livestock Marketing Congress, to be held in Lexington, Ky., June 22-25, 1960.

G. W. Gardner, Lexington, Ky., is chairman of the 1960 convention entertainment committee. The Kentucky Stockyards Association is host state association to the event held in conjunction with the Marketing Congress.

The committees will join with other governing bodies of the business trade association of the nations 2300 livestock auction markets in an "Industry Trade Association Assembly" in Kansas City, Dec. 12, 13, 1959.

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### Queen's Antiques Bring \$19,440

LONDON — The remains of Queen Mary's once fabulous collection of antique furniture brought £ 6,943 (\$19,440) at auction. The furniture was put up for sale by Queen Elizabeth II, Queen Mary's granddaughter. The most valuable items had been distributed among the royal family.



**WESTERN COLLEGE OF AUCTIONEERING**, graduating class, September, 1959: Left to right, **FRONT ROW**—R. J. Thomas, Instructor; Virginia (Mrs. Forrest) Brockman, Carson City, Nev.; Carmine Idore, Newhall, Calif.; Irvin West, Greybull, Wyo.; Denny Dale, Philip, S. Dak.; Ruia (Mrs. Frank) Johnson, Portland, Ore.

**SECOND ROW**: Forrest Brockman, Carson City, Nev.; Lyndell Peterson, Bowman, N. Dak.; Frank N. Wine, Tucson, Ariz.; Leslie Colieaux, Big River, Sask.; Ted K. Tarrant, Sturgis, S. Dak.; Hugh Stanford, Claresholm, Alta.; Frank W. Johnson, Portland, Ore.; W. J. Hagen, Instructor.

**BACK ROW**: Jack McVicker, Instructor; James Messersmith, Instructor; Grant Stephens, Ronan, Mont.; (\_\_\_\_skip three\_\_\_\_); Bud Stewart, Heffley Creek, B. C.; Fred Andries, Swan Lake, Man.; Carl Jones, Otto, Wyo.; Floyd Foreman, Council Bluffs, Ia.

## New Record Year With Your Help

We have been making predictions each month of this new fiscal year that NAA memberships would hit an all time high and the long list of names we are privileged to print each month lends support to our predictions. Every member wants this to be a banner year but it takes more than merely wanting. It takes effort on the part of every member. We plead with you to be prompt with your renewals and proclaim to the world that you are an auctioneer and that you are a member of the National Auctioneers Association, YOUR national professional organization. Your NAA membership will mean only to you what you put into it. The fee itself is not enough.

Following is the names of those whose memberships were received in the 30 day period from September 16 through October 15, the asterisk indicating renewal:

Sam Trogon, New Jersey  
 \*Ronald Woodward, Nebraska  
 \*Phil Neuenschwander, Indiana  
 \*Donald G. Schneider, Kansas  
 \*Edgar H. Lloyd, New York  
 \*Ted Augustine, Kansas  
 Richard C. Tracy, New York  
 \*David H. Tracy, New York  
 \*Wylie Rittenhouse, Pennsylvania  
 \*John R. Martin, Nebraska  
 \*Charles W. Taylor, Nebraska  
 \*O. V. Scheer, Nebraska  
 \*Clyde J. Johnson, Louisiana  
 \*Gordon Smith, British Columbia  
 \*Charles Peri, Massachusetts  
 \*Rex Goss, Virginia  
 \*Otto F. Seng, New Jersey  
 \*Tom E. Hays, Ontario  
 Andy Musko, Pennsylvania  
 Frank Musko, Pennsylvania  
 \*Howard G. Hovey, New York  
 \*Charles Adams, California  
 \*William Podell, Michigan  
 \*Max Rouse, California  
 \*Bernard Jellema, New York  
 \*Irving Fingerhut, New York  
 \*Joseph F. Sedmera, Florida  
 \*J. A. Tompkins, Jr., Oklahoma  
 \*Harry W. Hays, Alberta  
 \*R. J. Thomas, Montana  
 \*Wilbur Eattinger, Indiana

\*G. G. Finnell, Florida  
 Frank J. Colantuono, New York  
 \*B. Everett Johnson, Minnesota  
 \*Thomas F. Wakefield, Indiana  
 Frank W. Johnson, Oregon  
 Floyd D. Foreman, Iowa  
 Irvin L. West, Wyoming  
 \*Robert B. West, Ohio  
 \*Donald Thayer, Indiana  
 Carmine Idore, California  
 \*Orman W. Phillips, Alabama  
 \*Kenneth Sherbahn, Indiana  
 Melvin Reid, Missouri  
 Arnold J. Emerson, New York  
 \*Boyd Michael, Missouri  
 \*Ralph Stark, Missouri  
 R. D. Patrick, Missouri  
 Charles Barnhill, Missouri  
 \*Olen E. Downs, Missouri  
 Herbert Shaw, Missouri  
 \*Irvin Schultis, Nebraska  
 \*Carl H. Shaw, Maine  
 \*Christie Mercurio, Rhode Island  
 Thomas H. Dent, Ontario  
 \*L. Howard Jewell, Ohio  
 Roger A. Hollrah, Missouri  
 \*Norman Geolat, Illinois  
 \*Dale E. Rawdin, Illinois  
 \*Virgil R. Stortz, Iowa  
 Bud Greenwood, Ohio  
 \*G. O. Krenz, Illinois  
 \*Gordon Hannagan, Illinois  
 \*Mildon Hays, Kansas  
 \*C. G. Skiler, Kansas  
 \*Bill Core, Tennessee  
 \*Clive Anderson, Tennessee  
 \*Frank L. Walden, Tennessee  
 Claude White, Tennessee  
 \*Bill Hall, Tennessee  
 \*Bill Smith, Tennessee  
 \*William A. Parks, Tennessee  
 \*John W. Rigsbee, New York

## Brokers License Not Heeded to Auction Real Estate in Mich.

LANSING — An auctioneer who advertises and auctions real estate is not a real estate broker and does not have to be so licensed, Attorney General Paul L. Adams has informed Lawrence Gubow, State Corporations and Securities Commissioner.

## Count Yourself In Or Out Of The Public Livestock Market Business

By C. T. 'TAD' SANDERS

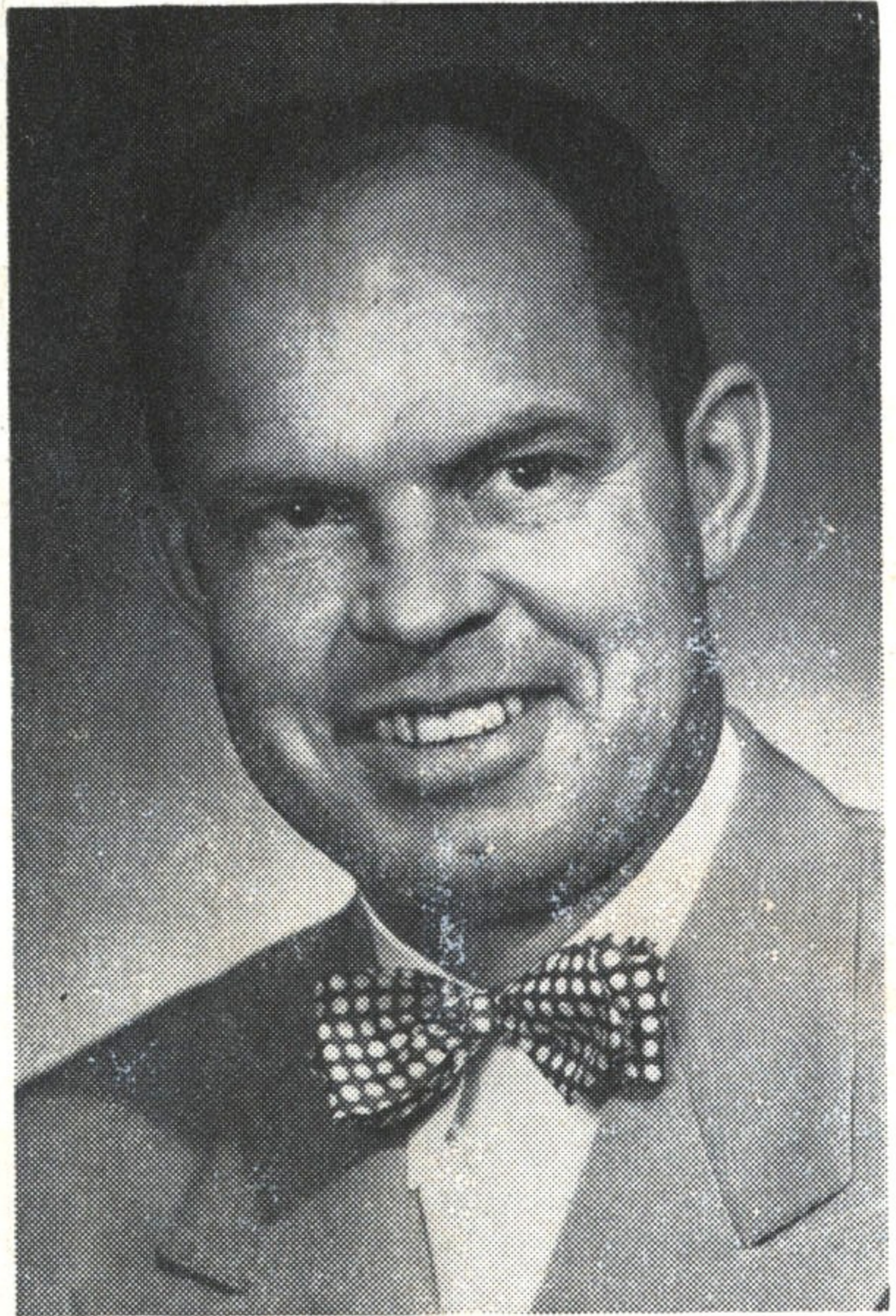
There is nothing like the seasonable time of the year for the federal-state extension service livestock sales to flourish. How long does it take for these so-called "educationally" staged sales to be recognized for the half-commercial endeavors they are?

A sound distinction must be drawn between those extension service programs focusing attention on improved livestock marketing through the co-operation of the operating public livestock markets in the particular area. Today there is not a section of the United States that does not have a wide choice of public market services. That selection runs from the livestock auction markets to the private treaty commission firms, or a combination of both.

Every public market welcomes working with federal and state market specialists, regardless of the latter's experience in commercial marketing, so long as the objectives are to improve market services and do a better job for the customer.

But these opportunist sales, directed by state and federally employed specialists, without compliance with existing financial responsibility, fair trade practice laws, and with no realization of competitive realities, border on the "cup that overfloweth." Kindness through education has its bounds. Some, with continuing charitable corporations owning little-used facilities, government employees devoting extensive time to arrangements that the public market owner performs daily, paid advertising, special commission, property tax-free and the motivation to create a project, now test the mettle of the fair trade practice provisions of the uniformly applicable Packers and Stockyards Act. They have long since tried the patience of the commercial market owner.

The livestock auction markets, as one rugged segment of the public markets



C. T. 'Tad' Sanders

industry, thrive on competition. The opportunities are limitless. There are 12 market months of the year to them, through good times and bad. Through every month there is a keen sense of public livestock market business."

### \$7,900 Stallion Tops Quarter Horse Sale

One of Oklahoma's all-time best, consignment sales of Quarter Horses was the Second Annual Northeast Okla. Quarter Horse Ass'n. auction held at Vinita, August 29. Total receipts were \$69,170. That is the equivalent of \$1,213 for each of the 57 lots sold. Practically half of the offering brought \$1,000 and up . . . more than a dozen head sold for \$1,800 and up . . . a quartet brought more than \$3,000 each and big notch was hit at \$7,900!

## Fox U. S. Sale Set New Records

Despite the sweltering New York heat and high humidity, John A. Fox's auction sale, Thursday, July 30, made philatelic history by breaking a score of price records. The heavily attended sale was held in the air-conditioned South Room of the Commodore Hotel, which provided a comfortable setting for the many collectors and dealers present. The sale, an outstanding assembly of fine U. S. stamps and covers, drew an attendance of many well known personalities in the field, including Don D'Amato, Harry Blue, Lamont Hall, Harry Keffer, F. W. Kessler, H. Lazarus, Jack Molesworth, S. Pinchot, Louis K. Robbins, William Roscher, R. A. Siegel, Bert Taub and Raymond H. Weill.

The great highlight of the sale was the remarkable 1847 cover bearing a strip of four of the 10c used from Waukegan, Ill. This magnificent piece, which has previously been in the Knapp and Caspary collections, is without a doubt one of the finest and most important U. S. covers in existence. To quote from the catalogue, it is "recognized as one of the outstanding showpieces," as indeed it is. This cover realized \$8,500, and was purchased by Raymond H. Weill, of New Orleans.

One of the big surprises of the sale was provided by the 24c airmail inverted center. It was a fine mint copy, but nevertheless it brought far in excess of the anticipated price predicted before the sale by several professionals. It was the mail bids that first gave the key note to what was to happen. There were ten bids over \$4,000; four over \$4,500; and one over \$5,000. On the floor there was brief but spirited bidding, and Raymond H. Weill secured it for \$6,100, the highest price yet paid for a single copy of this item. The previous high was \$4200. The runnerup was Fred H. Kessler, who was bidding for a client in Hawaii, and indicative of how unpredictable had been the anticipated price among professionals, Mr. Kessler's client had asked him in advance what he recommended that he bid. Mr. Kessler said \$5,100; his client authorized \$5700. Mr. Kessler

ran it up to \$6000, figuring that he would forfeit his commission rather than see his client lose out. However, when Mr. Weill topped him with \$6,100, he decided to go no further.

Another remarkable item was the unique top plate number strip of ten of the Yorktown commemorative, imperforate vertically. Never offered at auction before, it was knocked down to Don D'Amato for \$3800. Other highlights of the sale included a fine 4c Columbian error in blue, which sold for \$100, while a used copy realized \$600. A fine 2c Pan American invert with a minor thin sold for \$850.

Among the hundreds of other items, the 1857 reprints, as well as the 1861 and 1869 re-issues, brought over full catalog in many instances, and nearly full catalog for the others. A small but select group of Local covers was offered, including a Brigys Despatch with the negative "2" marking (\$130), City Dispatch, Balti. Md. (\$95), and another Baltimore Despatch Post showing a small "3" in circle (\$152.50). A Kimmel patriotic, Eagle and Flags in full color carrying a 3c '61 with a manuscript "From the U. S. Ship Potomac" sold to Harry Keffer for \$525.

The well known and attractive Waterbury "Rose" cancel on a 3c 1869 was bid up to \$165 before being sold to R. A. Siegel.

In the Confederate section, a very desirable 7 star flag patriotic in full color bearing a pair of 5c blues brought \$245, while a 2c green on an unusual patriotic showing a cannon, verse and flag, used from Jackson, Miss. was bid up to \$430 before the competition dropped out.

And so it went throughout the entire sale, which was over in a scant three hours. The 532 lots sold for a total of \$56,770. The catalog of this sale will be a valuable record to those who prize the information that can be found in a well described and adequately illustrated auction catalog.

About August 1 every year an Arizona church puts this sign on its bulletin board:

"You think it's hot here?"



**THEY'LL LEAD THE LADIES AUXILIARY FOR THE NEXT YEAR — Front row, from the left: Mrs. Tom Berry, 2nd Vice President; Mrs. Ernest Freund, Secretary-Treasurer; Mrs. Rolland Featheringham, President; Mrs. Owen Hall, 1st Vice President; Mrs. Howard Shults, Historian. Back Row: Mrs. Al Boss; Mrs. Albert Rankin; Mrs. Ken Burrows; Mrs. C. B. Smith; Mrs. Tim Anspach; Mrs. Don Werner; Mrs. B. G. Coats; and Mrs. Harris Wilcox, Directors.**

IN UNITY THERE IS STRENGTH

# THE LADIES AUXILIARY

Dear Ladies of the Auxiliary:

It is with a great deal of pleasure that I notice the increase of interest and enthusiasm for our National Convention.

As we read in the September issue of THE AUCTIONEER, the registration at the Convention in Denver broke all previous records by almost one hundred persons. One reason for this is the large number of children and teen-agers who attended. Many of us are making the convention a family holiday.

Our children were with us for one day and certainly enjoyed it. Lenore felt that she was very lucky to be able to attend Shayne Stambler's birthday party. Craig enjoyed attending the meetings with his father and meeting many of the auctioneers of whom he had heard so many good things.

The enthusiasm is apparent on the state level also. Our state meeting in September was very well attended, in fact the New York State Auxiliary was very pleased to have a record attendance.

Let's all plan to see each other next year in Louisville!

Sincerely,  
Wanda Wilcox  
Bergen, N. Y.

## Death Claims Pres. Of Ohio Auxiliary

Mrs. Mary Jane Konesky, Woodville, Ohio, wife of Emil J. Konesky died unexpectedly at Flower Hospital, Toledo, Saturday evening, September 12, 1959. She was 31.

Mrs. Konesky was President of the Ohio Auctioneer's Ladies Auxiliary, member of St. Michael's Catholic Church Gibsonburg and its Altar and Rosary Society, and President of the Woodville Mother's Club.

Born March 25, 1928 in Toledo, she

was the daughter of Joseph and Anna Nalepa Okenka.

Survivors include her parents; husband, Emil; daughters, Tracy Ann and Terry Sue, at home; and sisters Mrs. Ann Sweeney and Mrs. Helen A. Recknagel, both of Toledo.

A Requiem High Mass was celebrated by Father H. J. Schmeising at St. Michael's Gibsonburg Church. The Rosary was recited on Tuesday in the Mollgaard Funeral Home, Woodville. Burial was made in St. Lawrence Cemetery, Gibsonburg.

We wish to extend our deepest sympathy to the husband and family of Jane.

Mr. Konesky is a member of the Board of Directors of the Ohio Auctioneer's Association.

## New Addition To "McGuire Team"

Timothy James McGuire is the latest addition to the "McGuire Team" at Holstein, Iowa, according to an announcement from his parents, Col. and Mrs. Jim McGuire.

Timothy James was born September 19, 1959. He has two older sisters, Molly Ruth and Peggy Ann. His paternal grandparents, Col. and Mrs. Hugh McGuire, have long been active in NAA and Auxiliary affairs and his mother, Margaret, served as Secretary-Treasurer of the Ladies Auxiliary the past year.

The entire fraternity of the NAA extends their congratulations to the McGuires and we in the executive offices are looking forward to the day when Timothy joins the McGuire Auction Company and applies for his NAA membership.

## THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. Don Werner, Thedford, Nebr.

## It Will Long Be Remembered

By Col. B. G. Coats

These few words are directed to every member of the National Auctioneers Association that was not present at the National Convention in Denver. Each of you are the losers and we who were there are happy to have made the sacrifice for the knowledge and ideas that can only be absorbed at a national convention.

It was all that could of been hoped for—a convention that had everything. It got off to a rousing start and never lost its steam until we had all packed our bags and headed for home or to the many places of interest and beauty.

Never has a convention of the N.A.A. been enlivened with such splendid and stirring speeches. Never before was the registration so large and never before was so many states represented.

The convention marked the end of a highly successful year for the N.A.A. The outgoing President was able to announce that during his term of office the Association had reached the highest paid membership in history of the Association.

The convention was presided over with absolute decorum by the genial Chair-

man, Col. Sherlock, who despite being a groom of only a few days was able to concentrate on his difficult task. He was a honeymoon chairman and while he looked haggard and tired at the end of the convention, we are told that he has excellent recuperative powers.

Now may we all start and make our plans to attend the 1960 convention in Kentucky and extend every effort to surpass the Denver convention. The Kentucky Auctioneers Association have assured us that they will make the Denver convention look like a mosquito in the middle of 200 acres of blue grass. Innovations they are keeping as a secret, but we are told they are such that will make every Auctioneer in the United States a must for them.

Come July 1960 may we all cause the Kentucky Auctioneers Association to enlarge upon their plans to accommodate the more than 500 registrations and tax their effort and ability to the breaking point. No matter what situation may develop I am sure the Kentucky Auctioneers are most capable of meeting every emergency and will welcome the opportunity.

## Tobacco Auctions Faced With Problems

LEXINGTON, KY. — Those time-honored colorful tobacco auctions may go the way of the cigar store Indian. This thought was propounded by Charles B. Shuman, president of the American Farm Bureau Federation in a talk before the annual meeting of the Fayette County Farm Bureau in Lexington, Ky. Mr. Shuman said he was not advocating elimination of the auction, but rather, reporting on a growing trend toward direct purchases and contract buying of farm products now were being sold in that fashion. Advocating a free market, Mr. Shuman said the Government plays too large a part in farm life.

"I insured my voice," said the famous singer, "for \$250,000."

"And what," asked his rival, "did you do with the money?"

# Ohio Auctioneers In Full Swing Last Month

BY COL. POP HESS



The October issue of this publication is on my desk and my calendar says it is Oct. 14th, that means it is time to kick off a few words for the next issue. To think it will be November again reminds us that time does go by very fast for as we pass through November we are into the winter season. We always hope for a short winter but sometimes they are not so short.

This reminds me of a man I once knew who had quite a program to make each winter short. In October he would borrow all the money he could to come due on April 1st. He said that always made winter seem very short—and to my knowledge he lived for a good many years.

Boy, this past month in Ohio, auction sales of livestock, general farm sales and numerous real estate auctions, all conducted by our ranking Ohio auctioneers has been a record. Our sale announcing program has been packed to the limit every day through October. Several days we had up to 18 and 20 sales to announce in our 15 minute program. That takes planning and voice training with speed but we cleared each day without a hitch.

We are proud of the many Ohio auctioneers who have been with us almost daily with sales to be announced along with all our livestock breed associations and their sale managers. Here are the Ohio auctioneers who have been with us down through the years and are with us yet with sales they conduct and their names go out over the air: Don DeVault, Delaware; John Pfarr, Jr., Richwood; Darbyshire & Associates, Wilmington; The Bumgarmer Co., Washington Court House; Don Bradley, Mechanicsburg; Merlin Woodruff, Urbana; Paul Evarts,

Galena; Watson & Mattingly, Pataskala; Jim Patterson, Bainbridge; John Fenstermaker, Homerville; The Kidron Auction, Kidron; The Sugarcreek Livestock Auction, Sugarcreek; G. Harold Flax, London; H. Earl Wright, Mt. Gilead; Harold Pfeiffer, Cardington; L. M. Wickersham, Marion.

Also Herb Bambeck, Dover, Jonis Keim, Sugarcreek; Ross Smith, Fremont; Arthur Duffett, Vickery; Ned Place, Wapakoneta; Eugene Myers & Son, Wapakoneta; Ross Downing, New Hampshire; Floyd Headings, DeGraff; L. O. Dunlap, New London; Jewell Auction Co., Mt. Gilead; Carl Mumma, Springfield; Robert Sigler, New Carlisle; Emerson Marting, Washington Court House; Hobart Farthing, Findlay.

Here are some 30 of our Ohio auctioneers who are in the limelight in the conduction of auction sales listed in our program on auction sales to be held. I bring this out in this column as many letters come to my desk from our auctioneers out over the land as to who conducts the most of the Ohio general run of auctions. My source of information comes from the files we have here in our farm sale program.

We carry many of the outstanding auctions that deal with general farm sales, real estate and livestock. Not many merchandise and city sales are listed with us although we run them occasionally. I know the above list of auctioneers personally and they are very busy boys, hitting the pike day and night.

In looking over this October issue of THE AUCTIONEER I note that two Auction Schools report their students graduated this summer. In the lineup they show 21 students from our Ohio

who are now home with their sheepskins and ready to get going as auctioneers and in a few years many of them will be on the firing line. And by the same token, many of the boys now going strong will be stepping aside. That is the way of the world, nature and history. Often it is said, "The work done tomorrow in all divisions of business is done by those who prepare today," and this is very true in the life of an auctioneer.

The writer must pause to extend to our Col. R. C. Foland our best wishes and congratulations on his 50 years in the real estate auction business. As I size him up from what I have personally known of the Col., and from this picture, he still looks quite active and not too old. Again a good example of a special goal to make a specialty in certain types of auctions for a solid base to work from. I am quite sure the sum total of American dollars sold by Col. Foland would make a nice figure in anyone's bank account.

In closing my column for this issue my attention was somewhat interested in the columns of Col. Sloan on Auction License Laws. Year after year many of the auctioneers over the country have rolled this subject over, pro and con. I have often said in my columns in the many years I have written for this publication, to date we have as yet to find a Moses who has a correct answer or plan that will fit the profession of auctioneering in form of a Standard Auctioneer's License Law.

In the article that was in the September issue and this one in the October issue by Col. Sloan, both bring out food for thought. I am very sure that if our editor attempted to bring within our pages the suggestions proposed by auctioneers for a set law it would be a heavy job and could bring out a battlefield of personalities. Yet, my suggestion is, and I feel it meets the approval of the officers and the editor, suggestions are in order and I am quite sure our editor will welcome all suggestions and bring out those of worthy thought as we go along month after month.

We cannot call this subject a closed book and no doubt in due time the proper way to license auctioneers will

arrive. Each of the two articles that have appeared have their good points and both indicate the necessity of more thinking and planning on the subject. I feel a column each month with view points from auctioneers at large will make good reading and help toward arriving at a proper solution. As I have often written and said in personal appearances, the auction business involves more total dollars in sales made than any other business in the land, with less controls and ties. ARE WE SATISFIED WITH WHAT WE HAVE — OR WHAT DO WE WANT?

This subject has never been settled in any of our State or National Conventions but the solution could come from some yet silent auctioneer who is in his home thinking of what should or could be done to bring out a Moses. This has been on the agenda for the past 100 years. Lets put our ears to the ground—listen and read what comes up.

## A Country Auction

A reprint from **PARKE-BERNET**  
Bulletin

The signs along the way point to it; and presently its nearness is made manifest by the strings of cars drawn crookedly up on the shoulders of the road. The house comes in sight, a weather-beaten, clapboard building with a square-pillared Victorian porch, under a cluster of maples, a mountain ash or two dropping orange berries on to a lawn already strewn with needles from a straggly stand of white pines.

Ballooning in front of the house is the auctioneer's square tent, crammed with people on folding chairs spilling over on to the outside among clusters of objects too large to be dragged into the tent: beds, presses, a refrigerator, and such. Men and women move aimlessly about, perhaps embarrassed by the sight of someone else's belongings thrust into the sunlight and dappled with unexpected shadow, listening with half an ear to the drone of the auctioneer's voice in the marquee.

This worthy has now spent more than two hours in his rostrum. Dripping with sweat, his voice hoarse from inciting his passive audience, he sends round his

## IN UNITY THERE IS STRENGTH

stock of witticisms for the fourth time: "A dollar-and-a-half, a dollar-and-a-half, for this lot of fire tools, who'll make it a dollar seventy-five, or do I have to throw in the fireplace? A dollar seventy-five, thank you, sir, a free spender if I ever saw one, two dollars, two dollars from the lady whose husband is signalling her to come home—will someone jump it all the way to three dollars, you never know whether or not you're going to need fire tools in the hereafter—I'll take two dollars twenty five or even twenty, thank you, sir. Sold for two dollars twenty to the careful gentleman in the fourth row. That's right, sir, if you can save a nickel you should, we'll never know when it's going to be worth something again. Now who will start lot 141—this carton of Mason jars—at one hundred dollars?"

No one laughs aloud, but somehow everyone feels genial and content. It is as if the bucolic humor of the man in the box were exorcising the guilt feel-

ings of those who had gathered to buy their neighbor's possessions as thriftily as possible or as if they were being reminded, by occasional references to the fortunes of the absent householder, that if it all had the cheerful air of a wake, there was no corporeal body (other than perhaps the house itself) to be mourned.

## Wyoming Now Has State Organization

Wyoming becomes the 24th state to have an auctioneers association recognized by the National Auctioneers Association.

In a September meeting, O. J. "Jim" Mader, Buffalo, was elected President; Jim Beckman, River-ton, Vice President; and Donald E. Hoffman, Buffalo, Secretary-Treasurer.



## Promotional Items

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

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# Col. McCarter Sells His Old Home Place

By FRED MATTHEWS

Col. C. B. McCarter sells the old home place in the snow. January 16, the circular said, sleet or snow the sale will be conducted. Col. McCarter was on his loud speakers at the break of day light on this snowy morning. The temperature was about 14 degrees. It had frozen a little skit of ice over the highway, and was still spitting snow. It was just too cold to snow much.

These were the clear words ringing out over the best P. A. System money could buy. You could actually hear him 5 miles away saying, "My friends slide on out to the grand old auction sale. We're selling the 200 acre farm on Gist's Creek, just over the ridge from our famous little town of Sevierville." Known as the G. F. Ownby farm now owned by A. C. Mashburn. This is an ideal cattle farm. Some of it is just as rough as the devil.

Then getting humble, saying, "There are 20 acres of precious fertile bottom land and 40 to 50 acres that you can use modern machinery on." Which makes this the home of good cattle. This is the day of all days for someone. This grand old farm is subdivided into 19 tracts.

Be there cattle men and buy one of the hill tracts worth the money. The sale has to go on in spite of the weather. We just let the good Lord have his way with the weather. Good Lord, willing we'll be there. Be careful my friends and don't drive too close to the other fellow. Say my good friends if you do slide off the road call "Tinker Wrecker Service" and charge the bill to C. B. McCarter Auction Co.

My friends we have too much involved in this sale. It will be sold on schedule promptly at 11:00 A.M. today, tomorrow will be too late. You owe it to Mr. Mashburn to be at this sale. I will assure you he will appreciate your presence on a day like this.

As Col. went through Sevierville, he sounded like he was almost crying, then he got rough. He stopped on Main Street in Sevierville, where everyone has say so. These were the words he shouted, "You business men hear this, Mr. Mashburn is expecting you to be at his sale today." It's no wonder some of you boys go for days without much business. Keep the business in our fair little city of Sevierville. Attend this sale on a day like today and it will make your business boom.

On and on he went. This was the words he shouted as he passed Cliff Davis Motor Co., where Mr. Mashburn had purchased his last new car. Col. says, "Cliff you owe it to your friend Mr. Mashburn to be at his sale today, whether you buy or not." He and others will be buying new cars soon, and don't feel bad if they buy from the dealer that is present.

Again my friends, let me invite you all to be there. We are throwing in for good measure a white faced heifer calf. And the one guessing the closest to what the farm brings will also win a grand prize of 25 round Silver Dollars.

Auction, Auction, Auction, the fairest way in the land to sell anything. No one gets hurt in an honest auction. Everyone will be treated fair at this sale today.

Col. even sang a song as he announced in between times. He made up a little song that went like this. "When the snow birds sing on the hill, we will sell this old farm by the way." Just anything to arouse attention, and talk about attention, Col. and his splendid way of advertising brought out a line of cars and trucks for a mile each way. With hundreds of people attending on one of the worst days anyone in Sevier County has ever conducted a sale. Most auctioneers call their sales off on a day like this, but Col. C. B. never calls a sale off.

## IN UNITY THERE IS STRENGTH

When C. B. pulled his shiny snow splattered red station wagon on the grounds about 15 minutes before sale time, he made this 57 Model red streaked wagon make a little sales talk. He shot the gas to it and made it jump a bank where you could hardly take a mule and sled. He backed up to the side of this old farm house, 54 years old with the most pleasing voice still on his loud speakers. He said, "My dear friends how proud we are to see you here." Make yourself just as comfortable as you can. I know this weather is bad, but stand as close to the oil heaters or get in the house, or anywhere you can be most comfortable. From the depths of our hearts we appreciate you being here. Just as soon as we get the stand set up for the mike we are going to let you listen to some of the best music you ever heard. Cas Walker's entertainers have done such a swell job advertising this sale for us on their TV program.

Then Col. McCarter stepped before the mike they had prepared in the warm living room. "Again ladies and gentlemen we're proud to see all of you here

at our sale. Most of all we are proud to have all these prospects here for this wonderful old farm will be selling in just a few short cold minutes.

In just a minute we will be turning the mike over to Curley Dan and his boys for some good music. In the meantime, my friends get one of our cards, put your name and address on it and put your guess on it as to what you think the entire farm will bring. Use your solid judgment and the winner will receive 25 round silver dollars at the end of the sale.

Woe! Ah! Listen we promised to give you that nice white faced Heifer Calf out there in the barn. One of these cards will win that calf. We want you to have her. We hope some young man gets her. But we don't care who gets her, she would make a nice cow to keep on this farm. Maybe some of you good looking ladies can take her home with you. Friends who knows who will own this wonderful old home place. That person or persons will be the luckiest person on earth. Everyone get a card please. This is the final call for cards. And you have to be here to win.



Officers of the Wisconsin Auctioneers Association as they met in Denver during recent NAA Convention to discuss plans for the 1960 National Convention in Milwaukee. From the left: Col. Don Lloyd, Oshkosh, immediate past president and trustee; Ernest Freund, Secretary-Treasurer; Joe Donahoe, Darlington, President; Jim Gavin, Reedsburg, Trustee; and E. J. McNamara, Bloomington, Trustee. Their plans all went for nothing as membership later rejected recommendation of the 1960 Convention Site Committee and voted to go to Louisville.

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I'll swear it's colder than blazes out there. Say you good people that can't get in the house, the old auctioneer will be right out there with you in just a few minutes. I'm no better than anyone here. Just a tough hunk of human that takes the going as she comes. Again my dear friends, I love everyone of you. Curley Dan it's all yours for some of the sweetest hillbilly music you ever heard. They played about 4 fast tunes that would make hair raise on a cold day.

While the music was playing, Col. and his friendly ring men were getting everything set. Col. had already went over the maps with his men, so they knew what each tract should bring. And they knew what each tract should start at. Lo! and Behold, C. B. McCarter is the best land appraiser in Sevier County, and everyone knows it. He can tell you what a cow or fat steer will weigh on foot within a few pounds and without any scales. The same goes for automobiles and machinery. He says he used to be a machinery mechanic on the farm, could fix anything. Fact about it is Col. McCarter has the broadest knowledge of value this writer has ever known.

This heavily dressed auctioneer steps back to the mike after Danny Bailey says she's all yours. Col. C. B. McCarter just nearly jumped on the mike. He unscrewed the shiney mike from the stand, thanking the boys for their fine music. Saying, "The sale is on the way." He leaped out the window onto the tail gate of the station wagon, and with his talented voice quivering he stated, "We are very proud to have all of you here at this sale today."

They were still coming, here comes my good friend Warren Baker, from Knoxville. I believe he has a good prospect for this farm with him. Now neighbors let's get down to business. It's too cold to pop our gums. I could talk for hours about this farm. This was my community. The happiest 6 years of my young life was spent here with you good neighbors. This is the most precious neighborhood in the land.

Then the auctioneer got his handkerchief and wiped tears from his weather beaten face. He stuttered, "I love you

good people out here. If I were not in the auction business I'd buy this good farm, but I have a good home. Someone out there will own this farm in just a few minutes. You know my friends we mean no fooling. Please give me your attention just about three minutes. I will now give you the announcements of this sale. Pay close attention. He made the terms clear and the possessions clear. Fact about it is C. B. has sold hundreds of sales and has never been in a lawsuit. He says he wants to turn the auction business over to his boys with this same record.

The sale is on again. He calls the crowd's attention to the friendly ring men, and says, "I'll see that you boys get well paid for your day's work." Complimenting Mr. Creed Duggan for driving all the way from Etowah on this icy morning. Saying again, "We hate to keep you good people out in this cold, but surely you can stay through this sale. It's good for you to get out on a day like this and get a deep breath. You fox hunters have layed out on the ridges colder nights than this. This large crowd seemed to enjoy every word. Everybody was laughing and happy.

There must have been a warm mixture of air passed through for it started snowing again. It snowed about 2 inches in just a matter of a few minutes. The cry of the auctioneer was ringing. My dear friends I'll never forget you good people that will stand out here a day like this. The crowd stayed and kept coming.

But isn't this a beautiful sight. This tract of land is worth just a little more money and somehow the bid would raise. On closing the sale the auctioneer never went near the fire. You could hear them say, Boy! is that man tough. He sold the cattle on the list. The machinery was also sold out in the snow.

Never in the days of my life have I attended such a successful sale. From the pitch fork to the last tract of land it was a success.

This I can't figure out. This farm was taken in at the bank in 1931. G. F. Ownby had \$8500.00 in it. He had owned it for a number of years. The depression hit hard. G. F. Ownby let the bank have this farm. The bank kept it and

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rented it for nearly 5 years. Jim McCarter buys it from the bank for \$3500.00.

Oh, wait a minute, Col. C. B. McCarter got his wife in the deal someway. This is the way it was. Rev. Elmer Rogers, a Baptist minister, and his brother had this farm rented. Rev. Rogers had a beautiful daughter about 11 years old. This smooth going 13 year old farm lad, now this famous auctioneer we are talking about, got his eye on this beautiful girl, then years later they were married. And this is the only wife this famous auctioneer ever had. Someone asked the Col., "How many children do you have?" he answered, I had nine the last count. Five girls and four boys.

As we said Jim McCarter, Coy's father, I mean this famous auctioneer's father, was the best horse trader in the country. I don't know who to give the credit to, but C. B. says Reppert Auction School had a lot to do with it.

Well, anyway my mind is still fuddled. Jim McCarter pays \$3500.00 in 1936, and Col. McCarter says they bought every dime of it on the credit and paid for it in 2 years with a lot of his sweat. Anderson Mashburn pays Jim McCarter \$6000.00 in 1942. Here comes this wizard auctioneer in 1959 and sells it for \$25,975.00 and that has only been about a week ago. I understand there have been several tracts resold for a fat profit.

Well, after it's all told, I'll have to agree with my good friend, Col. C. B. McCarter, "There's nothing like an auction."

Tom: "Say, Bill, how did you get that swelling in your nose?"

Bill: "Oh, I bent down to smell a brose in my garden."

Tom: "You mean a rose, don't you?" There's no 'b' in rose."

Bill: "There was in this one."

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# Gun Experts Pay Heavily For Collection Items

STROUDSBURG, Pa. — "Rev. Blatt was a gun man, a real gun man," auctioneer Wayne Posten said from behind his table on the porch of Stroudsburg Zion United Church of Christ parsonage.

The 200 or so persons standing on N. Eighth St. agreed with him.

Biggest sale of the day went to Wilmer Snyder, Anaheim, Cal., who paid \$6,100 for a collection of 89 percussion-type rifles from Rev. Frank H. Blatt's gun collection.

Terms of the sales were cold cash.

Later Snyder paid \$470 for a collection of about 20 gun stocks and 20 gun barrels, and another \$290 for flint locks.

Two gun dealers from Philadelphia paid the highest price for a single item. John Mallon, a blind veteran, and John Gosner, counted out \$600 for a Colt .45 pearl-handled revolver covered with engraving.

"We'll droll over it a while and then resell it," Gosner said.

The two men later paid \$235 for an 1860 Henry .44 rimfire gun.

Jack Jewell, Portland, and a seller of guns, paid \$3,250 for a collection of 57 flint lock rifles.

Another successful local bidder was Thomas McCool who runs a gun shop in Henryville. His two sons, Timmy, 13, and Terry, 10, successfully bid for several hunting rifles and a cane-gun which went for \$45.

Bidding on the 89 percussion rifles, including Kentucky long rifles, guns of Pennsylvanian origin and frontier weapons, started at \$1,000.

Spectators agreed: "I never saw anything like this."

McCool said many of the guns in the collection were made by Pennsylvania Dutch gunsmiths around Gilbert, McMichaels, Lancaster, Bath, Bolton, Easton and Allentown.

Seven pistols in a special collection belonging to Mrs. Blatt went for \$345. Mrs. Blatt said she had put them aside to keep as a memento of her husband

but later changed her mind.

Webb Heller, Stroudsburg, Posten's right ahnd man who held up the weapons during the bidding, was successful himself. For \$40 he got a wooden powder horn with a hunting scene carved upon it.

Stroudsburg police closed off Eighth St. between Main and Monroe Sts., for the auction. Next door to the parsonage stood the church where Rev. Blatt served as minister 40 years, until his death Jan. 21. His name was still on the glass-enclosed board listing the services in front of the church.

During those 40 years Rev. Blatt built up one of the finest antique gun collections in eastern Pennsylvania. Many guns were given to him, many others he bought. Most of them were in such good condition they could still be fired.

He kept his own supply of walnut for the making of gun stocks. Walnut is the best wood for this use because it is more crooked and knarled in grain and makes nice patterns, experts reported.

Rev. Blatt was known to appraise guns for other people. He also collected fine glass, silver and china.

Helping Posten were his daughter, Maud Posten Merring and her husband, Alvin B. Merring, Jr., partners in Posten Auction Associates.

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## Push Button Auction

LONDON—News that a Chancery lane silver dealer plans to hold electronic auctions at which the bidder presses a button instead of lifting a finger will be dismissed with a shrug by some fine art auctioneers.

It is merely a gimmick, they will say, to attract American tourists. So it is, and there is some fun watching your bid go up on a panel. But there is very little difference between the push button and the old-fashioned manual sales. In a sense, both are mechanical. In fact, the fine art auction is so

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detached as to be quite sinister. The barely perceptible nod, the bat of an eyelid, the quiver of a catalog—you would think they were bidding for corpses instead of a Picasso or a Romney, a 30 carat diamond or Huguenot pot. The signal, for all the blood in it, might as well be electric. No, the human, the skilled element is upheld by the man in the auction box.

The job is not so glamorous as one is led to believe. The plums are there of course: A Gainsborough landscape comes in, or a collection of hot moderns. Then there might even be the overflow, not to mention reporters and flashlights. But the run of the mill sale, in which 150 lots must be hammered in two hours, is a dull business.

At Christie's the other day we watched a young man sell his umpteenth late (i.e. not good) Georgian tray. He somehow retained a warm neutrality. He was still as alert as a hungry owl, although the pickings were lean that morning. Apart from acknowledging the bids, the auctioneer has to make his own bids, commissioned by collectors from abroad or in the country; he must be careful not to sell below the reserve recorded in his book. If the reserve is not reached, he dexterously knocks it down to a fictitious name; the law demands a buyer for all lots offered. After intoning the last bid twice to give every one a

chance, the hammer comes down on the box: "Sold" — pause — "Bloggs," or whoever the buyer might be. The price and the buyer are recorded. Then quickly on the next lot.

The fine art auctioneer may be reduced by convention to comparative silence in the box. Behind the scenes, however, he has evolved his own lively patois. They never "auction"; they "sell." "Old" is permissible, "antique" never, except in the true Grecian sense—for vases. "Masterpiece" is as wrong as "period piece." "Enchanting" is very high praise indeed. The nearest they get to a superlative is "absolutely enchanting," for, say, a little French chocolate cup of the early 18th century. Enthusiasm is still a form of madness in the fine art world, as it was in the days when many of the pieces they sell were so painstakingly created.

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### ALL IN ORDER

A wife had made an effort to balance her budget and check book. Finally she handed four sheets of figures with items and costs neatly typed to her husband.

He looked them over. Everything was clear except one item which read ESP, \$24.50. Warily he asked, "What does ESP mean?"

"Error some place," came the answer.

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## MISSING?

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Auctioneer Charles Kinsey, at the mike, conducts Boat Auction for Emerald City Harbor, St. Clair Shores, Mich. Co-owner, Bill Whiteman, immediately back of auction stand, described each boat as it is sold.



Smaller boats such as this one were sold on land. Fifty boats were sold at the auction, ranging from runabouts up to 40' cruisers.

## IN UNITY THERE IS STRENGTH



Larger boats were sold on water. This was one of the first such auctions held in the Detroit area.



A portion of the approximately 800 persons who attended the auction. Catalogs, with pertinent information about the boats, were furnished to all prospective buyers.

## Auctions Make Their Bid

Auctions are big business. Last year they accounted for more than half the livestock sold at all public markets. A few of them handled as many as 400,000 head each. Still, they have a personality all their own which exerts a distinct attraction for both seller and buyer. Here is an analysis of what makes them tick, together with advice on how the producer can use them to his best advantage.

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THE FARM QUARTERLY, Autumn 1959 issue.

The chant of the auctioneer is growing more vigorous day by day in the world of livestock marketing. Railroads made the terminal markets; trucks and highways have led to the upsurge of the auctions. Compared to the barely five dozen terminal markets operating in the United States today there are some 2,400 auction markets. While many are small-scale operations not to be mentioned in the same breath as yards like Chicago, Omaha, or South St. Paul, they accounted for over half the livestock which went through all public markets last year. Salable receipts of cattle, calves, hogs and sheep on all markets in 1958 totaled 108.9 million head; 62.5 million of these were sold at auction.

Half of these auction markets failed to handle as much as 10,000 marketing units (a marketing unit is one head of cattle, 3 calves, 4 hogs, or 10 sheep and lambs). But the big ones, considering the fact that they are usually located away from the centers of population and operate only 2 or 3 days a week, handled considerable volume. The Norfolk Sales Company at Norfolk, Nebraska, for example, within 120 miles of Omaha and even closer to Sioux City, sold the largest volume of any livestock auction in the country last year. The 260,000 head of swine and 148,000 head of cattle and calves plus the sheep and horses that went through the market grossed \$38.5 million.

In Montgomery, Alabama, 249,000 head of cattle and calves changed hands last of any place," as dapper W. I. "Red" of any place," as dapper W. I. "Red" Bowman, owner of the Capital Stock Yards, puts it, and the majority moved through the three auction markets of

the city. The Amarillo Livestock Auction, in the Texas Panhandle, sold 216,000 cattle and calves to maintain its title as the world's largest cattle auction.

But the figures are only part of the story. They are, as the pundit would say, the symptom, the point on the thermometer; the importantt hing is how did the figures get that way and what do they mean to the livestock producer?

What makes a market? Buyers and sellers. When markets fold up and fade away the primary reason is seldom the lack of physical facilities. It may be that the producers have been squeezed out of the area by the influx of industries and suburbia, a common situation around many of the larger terminal markets; or the consigners may find it more convenient to ship to a location close to home; or they may have lost confidence in the management or selling methods employed. When this happens they turn to another outlet to dispose of their stock.

More and more farmers and ranchers seem to be dissatisfied with the private treaty method of selling livestock. Whether it is simply the blatant assurance of the auctioneer's "Start 'em at twenty and ten, ten, now twenty, now twenty, and thirty, thirty, thiry . . ." or something more significant, they seem to feel they are getting a fairer shake in the ring than in the alley.

When sellers leave there is no point in the buyers staying around. But wherever a market is readily accessible and no one individual or clique is permitted to monopolize the bidding the buyers will be on hand if the offerings are there.

So, along about the mid-30's when

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the pinch of the depression was forcing new economies, local auctions seemed to furnish just the prescription farmers and ranchers needed to cut their shipping costs, and it was at this time, particularly in the North Central states, that these markets mushroomed, totaling over 1,300 by 1937. Today the danger may be that in some areas there are too many. And like the terminals, they are running up against persistent competition in direct buying.

Under an amendment to the Packers and Stockyards Act (a federal regulatory law which formerly applied only to public stockyards with 20,000 or more square feet of space) passed last year, every auction market, or, for that matter, every livestock dealer who engages in interstate commerce, now comes under the regulations of the Act. In effect this is something like a nationwide code of ethics for the trade, working to insure accurate weights, protection of the funds due consignors, full and accurate accounting, reasonable and adequate facilities at fair and nondiscriminate rates, and open, competitive conditions.

### Ring-side Seat

One of the characteristics of the auctions is that large or small they are of a stripe. Some of the newer arenas with their air-conditioned rings and well-padded seats, their electrically controlled doors and pneumatic tubes to whisk the sales tickets from auction box to office may look glossier than their older colleagues, but the spirit is the same. There is no sophistication at ringside.

Much more than on the terminal markets where the producer can select from among a number of active commission firms to market his livestock, the auction market is a direct reflection of the ability and personality of its management. If that one man and his immediate associates fail to make a favorable impression on the livestock producer of the area the market hasn't a chance. If he and his crew are alert and aggressive there will always be plenty of buyers and sellers on hand.

The points which make a good auction market can best be evaluated in watching the smooth workings of one of the

best. Take the Emrich operation at Norfolk Sales Company, already mentioned as the largest in the country in point of volume is also a good one to observe to see how a well-run auction functions.

Sales are held here three days a week—hogs and dairy cattle on Tuesday, beef cattle, stockers and feeders and butcher cattle on Friday, hogs and horses on Saturday, a schedule which, on the surface, appears not particularly attractive considering the difficulty terminal markets encounter in getting consignments later in the week than Wednesday. But, as Ces Emrich, one of the sales managers, is quick to point out, "Friday has been sale day in Norfolk for almost forty years. Farmers here are just in the habit of coming to the sales on Friday. Saturday is a real good day for our hogs, large numbers of which are bought by order buyers and are shipped to points in the East and on the West Coast where they arrive in time for a kill early in the week. Tuesday supplements the Saturday sale. Hogs bought that day can still get to the West Coast for slaughter before the end of the week."

Short, greying Ces Emrich, still on the bright side of 50, is the general impresario of the Company. His quiet, unhurried manner has a way of inspiring confidence in his customers, and when he takes over the auctioneer's gavel, he can sell with the best of them.

Ces, his father, Otto, and his brother, Bus, bought the market in 1942. The elder Emrich had been a farmer and trader and for a while in the mid-30's he had an operation where he would buy horses in Nebraska and ship them to Ces who had a ready market for them in Virginia and North and South Carolina.

Today, Otto Emrich is retired from the business. The company has been incorporated and is in the hands of Ces, Bus, another experienced, eminently capable marketman; Adolph and Don Zicht, a father and son team of auctioneers; and Joe Bothe, hog salesman supreme. All except Bothe take their turns in the auction box on sale days, each man selling for an hour, then

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alternating as starter or ringman.

Typical of the kind of homely, intimate incidents that help to make the auction a human institution was an occurrence in the Norfolk barn one day last winter. It was a Friday, cattle day. The wooden benches in the semi-circular arena were filled with buyers, sellers and spectators almost to their 700 capacity. With 3,300 head of cattle to sell, time was a precious commodity. Yet, when Ces Emrich took over for his early afternoon hitch in the box, business gave away to something more important.

"Folks," he began, "you all remember Tim Preece, who for more than twenty-five years was an auctioneer on this market . . ." To the accompaniment of an occasional lowing of a steer in the yards, he went on with a simple eulogy to a well-loved member of the trade on whom the gavel had fallen for the last time that week. Then there was a minute of silent prayer and a sudden return to the business at hand —

"Well, here are some heifer calves! All right, 27, a quarter, a quarter, a half, half, half. Sold to 97." (Every buyer has a number.)

Instances like that, or a clever auctioneer playing with his crowd — "You biddin' up there or fightin' flies?" — are the things that give the auctions an added attraction impossible to measure in dollars and cents.

The facilities at the Norfolk market are in no way fancy. There is a modern office staffed by a crew of four to six bookkeepers under the supervision of two office managers. There are loading and unloading docks and enough pens and yard space to handle close to 6,000 head of cattle, 8,000 hogs.

Forty full-time workers, plus an additional 10 to 20 part-time helpers, speed the flow of the stock from docks to pen to the ring and back to the pens.

The hogs are sold in their own ring which is in a building separate from the cattle auction. The cattle ring is semi-circular and large enough to hold probably 60 head.

Phone facilities are provided for the buyers at both rings, the phone booths in the hog arena being right in the ring. A buyer can bid on a lot while he talks to his principal, if necessary.

The livestock are weighed immediately after they leave the sales ring and the weights are flashed in lights on a board above the auction box. (On some markets the animals are weighed before they enter the ring. Weighing is a crucial function on any market. One marketing expert has suggested that one of the best public relations moves an auction could make would be to secure a set of weights and calibrate its scales in the presence of the patrons at the start of each sale.) From the scales they are yarded to the buyers' pens. The traffic is directed by a yardman who sits alongside the weighmaster, a plat of the yards in front of him, from which he can determine at a glance which pens are open and where the stock can be driven with the least confusion. This is one of the crucial points in keeping the sale moving at a steady pace.

None of the offerings are tagged here as they are at many sales. Each consignor's stock are identified by pen number.

And one of the unique things about the Norfolk cattle sales is that most of the consignments arrive the evening before. It is an unwritten rule that all slaughter cattle must be in the yards before 8 o'clock in the morning when the sale starts. This butcher stock is always offered first and any not on hand at 8 must take its turn during the stocker and feeder sale later in the day. In this way the packer buyers are guaranteed that the offerings are not carrying big fills and will yield well.

The consignments are sold in the order in which they are received, an occasional load being moved forward or back to a position where it is hoped it will sell better and also enhance the sale of the loads immediately following.

To enable buyers and sellers to estimate at what time any particular loads will appear in the ring, a chronological list of all offerings, identified by pen numbers, is available by the time the sale starts. This supplies another motive for getting consignments to the yards on time. Anything which arrives after 8 o'clock does not appear on the list and must take its turn after all listed consignments are sold.

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While most butcher cattle are run through in singles or in lots of 2, 3 or 4 large bunches of similar grade are frequently sold together and stockers and feeders are often sold in lots of 20 or more.

Most of the cattle are sold by the pound, yet an occasional bunch of stockers or feeders will be knocked down by the head. "Our job is to satisfy the consignor," Ces Emrich says, "so we sell them as he wants them sold. Sometimes a bunch will sell better by the head. A man may have gone to his bank and borrowed a few thousand dollars to buy some cattle to fill his lot. He sees what he likes in the ring but he may not be too good on estimating weights and he's afraid to bid by the pound for fear he'll buy more than he can pay for. So we sell them by the head and it's easy enough for him to figure how much he'll have tied up in them."

## Price Support

Like most well-run auctions, the Norfolk Company carries its "market support" account. A starter, in the box with the auctioneer, makes the opening bid on each consignment. He is an expert on grades and values and has a shrewd appreciation of the minute-to-minute appraisals by the buyers of the offerings in the ring. He starts each lot at a figure he estimates to be close to its real value. He must be right an overwhelming percentage of the time. If he is consistently low he will unduly slow up the sale and depress prices. If he is too high he will cause a lot of "backing away" by the auctioneer. "And we don't back away," says Ces Emrich, "unless the livestock are found to be unmerchantable after the starting bid."

"If we start at a reasonable price and the buyers don't go along with us, we buy it. You have to do that every once in a while to protect your consignors."

The Sale Company employs its own order buyer who represents farmers or other buyers who, for one reason or another, would rather have an agent bid for them. A commission of 10 cents per hundred weight is charged for this service.

"We used to buy on order right from

the box," Emrich explains, "but the auctioneer can't do a good job trying to represent both the seller and the buyer."

An ordinary sale day will find upwards of 160 individual buyers on the market. Possibly 12 to 15 or these represent packer accounts. The day mentioned, which saw the run of 3,300 head of cattle, resulted in an exchange between 261 consignors and 176 buyers for a gross of \$603,700.

Commissions and yardage charged per head are as follows:

	Com.	Yard.
Cattle under 400 lbs. ....	.95	.25
Milk cows and heifers ....	2.65	.50
Hogs under 100 lbs. ....	.30	.15
Breeding swine .....	1.50	.15
Sheep and goats .....	.30	.10
Cattle over 400 lbs. ....	1.40	.35
Bulls over 750 lbs. ....	1.65	.50
Hogs over 100 lbs. ....	.40	.15
Sow with litter .....	1.50	.15

yardage on each pig.

Health inspection runs 4 cents per head except for butcher hogs which cost three. Bedding in stalls is another five cents and a half cent for bedding hog pens during wet days. Brand charges for cattle and calves is 12 cents a head.

The hog market at Norfolk is rated one of the best in the country. Joe Bothe, who is in charge, does a first-class job of sorting and the buyers represent a variety of interests ready to absorb any ordinary run without hesitation.

"Hogs are high here," one buyer commented recently, "but you get what you want. Most of them come in the night before. Ordinarily weighing condition is very fair for both the buyer and seller."

From 150 to 250 lots go through the Norfolk dairy cattle sale every Tuesday afternoon. "Our policy is to sell the cow as we see her," Ces Emrich says. "The consignor may say 'She'll be fresh in two weeks,' but we bump her to see for ourselves. The buyer has the right to turn her back after he inspects her. Fewer than one per cent of the sales are turned back. "If a returned cow is 'as sold' we pay the consignor. If she isn't, she goes through the ring again."

It takes constant advertising to keep

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a market like this functioning. Newspaper ads and radio market reports originated by Ces Emrich, himself, right from ringside, keep producers informed on prices and sale schedules. Some of the markets have a quotation board, just as the terminals, on which is posted the receipts and prices at other markets. Still, one weakness of the auction markets is the lack of an organized market news service.

The auctions present problems in this department, though none of them are insurmountable. First of all there is the time element. On the terminals a USDA reporter starts his beat at 8 or 9 in the morning and has everything pretty well covered by noon. On the auctions the sale is usually just getting a good start by noon. And the number of auctions demands a large staff.

Many of the larger auctions are making every effort to work with federal authorities to set up coverage for their sales. Some of the best systems at this time are in Alabama and Florida. In Alabama, for example, there is a Federal-State Market News Service with 7 reporters who cover a cross-section of the state as well as the three Montgomery markets. The Federal Government puts up about 1/7 of the cost of the service, the state pays the balance. But even 7 reporters are unable to cover each of the 80-odd markets in the state.

Lamar A. Hayden, at Montgomery, in charge of the service, points out that it is the reporter's prime duty to report the prices and grades as he sees them, not as they might be called by someone connected with the yard. "And we are cautious about releasing stand-out sales," he warns. "When we do they are always identified as such. There are times when an animal will be as much as \$5 per hundred out of line. Some operators consider this just a good form of advertising. In their own ads and reports they'll stress the standout prices to attract assignments."

Harden is a confirmed advocate of the auction method of selling livestock. He feels there is much less "hearsay" around the rings than on the private treaty markets yet he has no hesitation in pointing out that weaknesses do exist.

There are instances where regular buyers have tried to freeze out newcomers by running up the prices; and in some cases there is considerable doubt whether or not the cattle are actually sold when the auctioneer knocks them off to a fictitious name or number. He feels that one of the biggest steps forward in reporting the auctions will come through closer sorting of the offerings by class and by grade. This will speed up the sale and also make it possible to quote prices by grade.

The buyers, of course, particularly the packer buyers who are on the market every day are their own market reporters and have constant contact by telephone with other markets. This keeps any market from getting out of line very long.

### Rough Handling

One of the frequently voiced criticisms of the auction rings is the rough handling given the livestock. This could never be leveled against the Norfolk market. At this auction stock are carefully walked from docks to pens, from the pens to the ring and on to the buyers' pens with the least possible confusion and excitement. A man on horseback keeps the cattle moving slowly while they are in the ring and canes and prods are strictly out of place.

This is in distinct contrast to some of the markets, particularly in the south. There, as one observer put it, "boys on horseback, who apparently see themselves as the reincarnation of a combination of Phil Sheridan, Wade Hampton and Paul Revere, move the cattle at nothing slower than a gallop. In the ring they are turned over to a team of two or three apprentice bullfighters. Then there is another dash before young Sheridan and his charger."

Buyers, sellers and market personnel all claim to deplore the situation, yet at a few of the markets it has been allowed to continue. The Livestock Loss Prevention Board, cattlemen's associations and others are making progress in stopping the practice.

How can the producer use his local auction to best advantage? Ces Emrich says, "Come in and visit. Make use of the market from an advisory capacity as well as a sales arena. We can give

## IN UNITY THERE IS STRENGTH

a man some pretty good tips on what to buy and when to buy and sell.

"Then, if you are going to buy a load of feeders, for example, look them over in the yards before the sale. Don't pick out just one pen, but line up several, and when you're bidding on them don't be carried away. Set your top limit in advance.

"Some farmers will walk out in the yards, pick out the pen they want and simply make the last bid on them when they're in the ring. That's all wrong and a sure way to pay the high dollar."

Lamar Harden urges the market patron to follow the market releases, those from distant points as well as local reports; and to learn the grades of livestock so he will be able to correlate grade and price. This will enable him to do a better job of bargaining whether buying or selling.

Glen Stebbens of the Capital Stock Yards, Montgomery, cautions the producer to "sell on a market where there is plenty of buyer competition. Don't try to make a market at your feedlot or pasture. Selling livestock is a highly specialized business. That's where we come in.

"And when you're buying," he says, "if you are not constantly in touch with market trends and are not too good at judging weight and quality get a reputable order buyer to buy for you."

The best advice for any market is to get there with the product the buyers want at a time when it is hard to come by.

## Quarter Horses Make \$592 Average

McALESTOR, Okla. — Thirty-four catalogued horses among the more than 40 head that sold in the first Southeast Oklahoma Quarter Horse Assn Sale at McAlester on September 12 averaged \$592.

The largest bid of the day was a \$1,500 buying figure on a yearling daughter of Major King consigned by M. A. Calhoun, Atoka, Okla. The buyer was Lester Earhart of Lane, Okla. Another outstanding yearling filly by Star Money and consigned by Wayne Sanguin, Hugo, Okla., went at \$950 to Max Kinion, McAlester, Okla.

A 13-year-old daughter of Bert P-227 out of a daughter of Oklahoma Star, was sold from the consignment of Lowell Cable, McAlester, to Dowell Carmen of the same address at \$1,025.

Auctioneer Gene Watson of Hutchinson, Kans., was at the microphone and did an excellent job in conducting the sale despite a lack of enthusiasm among the bidders for several of the unfitted youngsters which sold.

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Col. Don Lloyd, Oshkosh

### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Bernie:

Haven't had time to write since the Convention. We just completed another Session here at the Western College of Auctioneering. Might I also add Bernie that  $\frac{1}{3}$  of our June class are selling Auction Sales. We do work the students very hard all day and late in the evenings. In fact we had four sales for the students this session.

I'm very glad to have received the reminder about my dues as I failed to pay while at Denver. I'm having four and five sales a week now and prices are very good.

Had a wonderful time in Denver and will see you in Kentucky.

Sincerely yours,

R. J. "Bob" Thomas  
Billings, Mont.

\* \* \*

Dear Bernie:

Just sitting here thinking of our Convention in good old Louisville, Ky. I've just had a 10-day stay in the hospital and I'm sitting here surrounded with pretty flowers in my living room. I didn't know I had so many, many friends. The most treasured is a live plant my little Junior class sent me. We old people especially we auctioneers can have a great influence on our young generation by walking right in front of them.

House full of company just left so now I will finish the letter. Bernie, I appreciate the letter and everything in the "Auctioneer" last month. Speaking of hospitals, I reckon I had auction fever as I was very sick. They took all kinds of X-rays and couldn't find anything wrong. I have to go back for more X-rays soon. I missed the first Real Estate sale I ever missed on Friday, Oct. 2, but it's good to have a 16 yr. old son to carry on where Dad left off. Edd made himself a name as the young boy Real Estate Auctioneer of East Tennessee. I'm so proud of him, I had dozens of friends say that the sale went actually better than if I had been there. Edd is the most solid young auctioneer you ever saw. The little farm he sold brought \$4700.00. The owners would have taken \$4000.00 and been happy, but old Edd steps in Dad's shoes and \$700.00 extra makes the people happy. Edd also made the honor roll in high school only attending 17 days last month. If his hat brim doesn't swell up he's really got it made. Fred the second boy is also doing well, he is 15 years old.

Got a nice letter from Col. E. V. Wing from Gerber, California. He saw my letter in the "Auctioneer" and wanted me to send him all my contracts on Real Estate. He speaks like he is doing a good job and said he also taught a Sunday School class in his Church. I've got some top Real Estate sales coming off soon as I get back on my feet. I still sell 2 car sales a week and I've

## IN UNITY THERE IS STRENGTH

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missed 3 sales now. I understand the sale is off, but I'll bring them out of the rut soon.

Bernie, my dear old Dad died the 27th of August. He had been sick so long but he sat in the house and made money. He had a perfect memory the day he died and he was 75 years old Sept. 30th. He could have had a conversation with you 10 years ago and remember what was said and he was a great business man but could hardly write his name. Many a time when I would have a Real Estate sale, I would go to Dad and say, "What should this farm bring?" He could tell me in almost no time at all what he thought it was worth. Others respected his judgment too, as I would often use in my sale arguments, "Jim McCarter says this farm is worth more money." Nearly every time this would produce results. So you see Bernie, my

Dad meant so much to me, but we have to face these things. My Mother is still going strong, she's keeping the home together.

So long, see you in Louisville.

C. B. McCarter  
Sevierville, Tenn.  
Sincerely yours,

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### RUDE AWAKENING

Guy next door: "You look pretty sad."

Buddy: "I am. My wife was away for six weeks and I kept writting her that I was spending every evening at home."

Guy next door: "Well?"

Buddy: "The light bill came in just after she arrived home—and it's only fifty cents."

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The human heart rests about eight-tenths of a second between each contraction.

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**NEW OFFICERS OF THE NATIONAL AUTO AUCTION ASSOCIATION**, left to right: Harold Henry, President, (Los Angeles Auto Auction, S. San Gabriel, Calif.); Joe Briley, Vice President, (Greater Chicago Auto Auction, Chicago, Ill.); Eugene Waldrep, Secretary-Treasurer, (Dixie Auto Auction, Birmingham, Ala.); and Bernard Hart, Executive Secretary (Frankfort, Ind.). Messrs. Henry and Waldrep are also members of the National Auctioneers Association. Mr. Henry was a speaker at the Denver Convention.

Annual convention and business meeting of the National Auto Auction Association was held at Birmingham, Ala., September 25-26.

# Livestock Dealers Slate USDA Talks

AMARILLO, TEX. — Members of the executive committee of the recently formed National Livestock Dealers Assn. will go to Washington Nov. 2-3 to confer with officials of the Livestock Division, USDA, for the purpose of "clarifying applicable provisions of the Packers & Stockyards Act to livestock dealers and order buyers."

Announcement of the important coming conference was made by C. F. Augustine, Lamar, Colo., president of the national trade association, during a Sunday regional meeting at the Herring Hotel.

Attending the lively all-day session were more than 100 dealers and order buyers from Texas and several other Southwestern states — New Mexico, Arizona, Oklahoma, Colorado and Kansas. Also present were dealers from Illinois, Iowa and Missouri. Attendance at the meeting, called by Cleo Norwood, South-West area director of the new nationwide dealers' group, far exceeded expectations.

During its Washington parley with governmental officials, Augustine said, the four-member executive committee will present "the industry's opposition to USDA-proposed regulations pertaining to pencil shrink and the distant weight factors in livestock purchase and sale transactions."

Other members of the four-man policy group in addition to Augustine are M. L. Angevine, Geneseo, Ill., vice-president; George Bruington, Monmouth, Ill., secretary-treasurer; and C. T. 'Tad' Sanders, Kansas City, Mo., executive counsel of the organization which has opened headquarters offices in Kansas City.

Executive Counsel Sanders, addressing the business session following a noon luncheon, said that he "felt privileged to be associated with the livestock dealers in their trade association effort" and that he took "particular pride in playing a small part in the organization and building of a progressive business trade association for this highly important segment of the livestock industry."

"I know of no other group of business-

men, faced with similar adverse market conditions who would take valued time out from extremely pressing problems during their current busy season to lend themselves to such an unselfish purpose on behalf of their industry and their livestock public," Sanders declared prior to reviewing the background of the Packers & Stockyards Act and of its new and far-reaching significance resulting from amendments added to the federal law during the 1958 session of Congress.

"We have no quarrel with the uniform requirements of the P & S Act as amended a year ago by Congress under which all livestock dealers and order buyers are required to register and file appropriate fidelity bonds with the Livestock Division, USDA," Augustine told his fellow dealers Sunday afternoon.

"We do insist, however," he continued, "upon recognition of the integrity of our industry and an understanding of our business operations in respect to any and all regulations as may now be under consideration."

During the morning session, Executive Counsel Sanders presented a complete report on the initial organization meeting of the association held in Kansas City, Mo., on Aug. 30, including a reading and review of the group's adopted constitution and by-laws.

The early November conference with USDA officials in Washinton, Augustine explained, "is the first step of the association in clarifying the business basis and functions of dealers in livestock marketing." Other goals of the NLDA are to establish and administer a national code of business standards, and to function as a representative and responsible organization in all industry and government relations.

Another regional meeting of the organization is planned for the near future, Augustine stated. It will be staged at Idaho Falls, Idaho, hosted by L. R. Rector, Billings, Mont., director for the North-West area.

In addition to Norwood and Rector, other regional directors of the National Livestock Dealers Assn. include Russell

Ellsaesser, Sublette, Kans., Central; C. W. Monier, Montgomery, Ill., North - East; and Howell E. Smith, Wichita Falls, Tex., South-East.

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## Currier And Ives Prints At Auction

NEW YORK CITY — An important group of Currier & Ives lithographs, comprising mainly the notable collection of the late David Sterns (Plattsburg, N.Y.), together with other fine examples from four private owners, will be sold at public auction at the Parke-Bernet Galleries, Inc., on Wednesday, November 4 at 8 p.m., following public exhibition from October 24.

Among the prints in the Sterns collection exceptional for the excellent condition and brilliant color are an extensive group of rural and farm scenes,

including such attractive and sought after winter subjects as "Home to Thanksgiving," "Winter in the Country: Getting Ice" and "Central Park, Winter: The Skating Pond." Other categories comprise dramatic railroad and marine views, including the rare "American Express Train;" western and pioneer subjects of great historical interest; hunting and game scenes, featuring a perfect impression of the rarest of all Currier & Ives prints, "A Tight Fix;" trotting prints, with "Peytona and Fashion," the finest of the Currier racing subjects; and a small group of portraits.

The most important of the lithographs from other owners is "Across the Continent: Westward the Course of Empire Takes its Way," the most striking of the historical subjects, depicting the first through train of the Union Pacific Railroad from New York to San Francisco.

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## There's Woodland Treasure Not Measured In Dollars

It would be well if all men would take an hour and walk a favorite woodland. The world is tense and taut; in elbow-rubbing friction the work of the world is accomplished. Harsh cacophony and ruthless competition engender frayed nerves. There is, to be sure a grandness and great purpose behind the American scene. There is a thrilling and soul-stirring symphony in the meaningful noise of factory and shop.

But because of the intensity of the drive that has given us our standard of living, the time has come when we must learn to live with the society we have evolved. One secret of living in a whirling, rushing world is to get away by one's self on occasion and recharge batteries of heart and soul in the peace of Nature.

Find a pleasant woodland and make it your own through the cycling seasons of the turning year. You will find surcease from the world's maelstrom if

you know a woodland in the resurrection of spring, the quietness of summer, the glory of autumn and the dormancy of winter. Now as spring slides into summer, there is heartlift in the woods.

It is both restful and interesting in a woodland. It is good to find a spot and to sit and watch. After one is quiet a few minutes, wild life begins to stir again. A mother partridge with her brood of beady-eyed chicks may cross a sun-dappled leaf floor; a rabbit may go hopping by. Ovenbirds call "Teacher-teacher-teacher!" and a rose-breasted grosbeak tosses its throaty carol into the air.

One can study tree forms and their distinctive bark patterns and the mosses and lichens. There are spots where ladies slippers and violets lift their fragile beauty. If the world is too much with you and you think you are wasting your powers getting and spending, try the therapy of a woodland hour. There is a harvest in the woodland one cannot count in coin of the realm.

# Block On York Avenue Transformed Into Center For Dealers In Antiques

By Marylin Bender

NEW YORK, N.Y.—York Avenue, between Eighty-seventh and Eighty-eighth Streets, is a neighborhood block caught between two swiftly changing worlds. To the west lies stolid, neon-lighted Yorkville. To the east is Gracie Square and East End Avenue, where fashionable new apartment houses are springing up against the river. On the side streets, the new world is mercilessly driving out the old.

The block is a sloping street of five-story tenements. Once there was a single antique merchant among the shop owners. Now there are five, with another dickering for a lease. No one knows for sure why the block suddenly has transformed itself into a miniature Third or Second Avenue, but it is now a center for dealers in antiquities.

Each shop, like its master, has a specialty and character of its own.

\* \* \*

Chuck Gordon, is a broad-shouldered, sandy-haired airline pilot. Bangkok, Teheran, Karachi and Vienna are commuter stops to him. In Gordon's Gallery at 1662 York Avenue are gathered the art objects and decorative accessories that he searches out during his layover time in Asia, Africa and Europe.

From Thailand come a series of antique Buddhas of gilt-finished bronze. Depending on size they cost \$25 to \$125. Teakwood Buddhas are \$7.75 to \$16.50.

Stone rubbings on rice paper depict scenes from the Siamese version of the Hindu epic, Ramayana. These are in black on white or gold on black and cost \$5.95 and \$6.95.

There also are antique copper trays and bowls from Iran, Persian and Indian miniatures that can be framed, gem-studded Tibetan wall plaques, sixteenth-century English maps and nineteenth-century Paris music hall posters.

\* \* \*

Harry K. Pang is a restorer and re-

pairer of oriental art objects. He pursues his craft in the shop at 1660 York Avenue, where he also translates ancient Chinese designs into contemporary accessories.

One may order a Ming-design coffee table with a black or splattered gray lacquer finish for \$65 and up. Traditional Chinese lattice and scroll motifs appear in folding screens that make room dividers for cramped, modern apartments. Aluminum lamp bases covered with papier mache can be had in a choice of antique patterns and colors. These start at \$29.

\* \* \*

A red-striped awning on the south side of the building at 1660 York Avenue shades the premises of Maury McGee, collector of Early American and Victorian antiques. Miss McGee, a pretty brunette from Mississippi, is a stage manager by profession and an antique seller by avocation.

Miss McGee's shop is a hunting ground for gift givers with whimsical temperaments and modest purses. Gaily colored flat irons that make sturdy book-ends are \$4 each. Naughty Nellie, a muscular iron lady turned into a bootjack is \$5. Silver demi-tasse and salt spoons are \$3.50 up.

Connoisseurs of the epoch should be interested in pressed glass pitchers and glasses made from antique wooden molds and in a set of mid-Victorian dining room chairs that are surprisingly lacking in frou-frou. A marble-topped fruitwood chest of the same period has three spacious drawers and a fourth secret compartment undoubtedly intended for love letters.

\* \* \*

David Goldfeller, the senior antique dealer on the block, has been headquartered at 1664 York Avenue for nearly a decade.

For the three months of summer,

## IN UNITY THERE IS STRENGTH

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he operates from David's Corner, his shop in Pike, N. H. Mr. Goldfeller's province is art glass and fine porcelains. He also does custom picture framing.

Mr. Goldfeller scouts around New England for old picture frames into which he later inserts mirrors. A pair of oval Victorian frames, stripped of their daguerreotypes and freshly mirrored, is \$22.50. Mr. Goldfeller also has restored and mirrored large gold-leaf frames of classic design.

"I buy and sell anything and everything," he says good-naturedly.

\* \* \*

The Fixit King at 1661 York Avenue is, in fact, two sisters.

"People have more confidence in men as a rule," says Ceceil Barnett, explaining the misnomer.

She and her sister, Fifi, repair and

restore art objects as well as "favorite coffee cups." They work on glass, porcelain, ivory and jade. They are now salvaging an amberina glass pitcher that was smashed in transit from the donor's home to a Toledo museum.

"We'll tackle anything in the field," says Ceceil.

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### ENOUGH'S ENOUGH

Tired after a busy day at the office, the business man slumped in a comfortable chair and started to read his evening papers. Feeling that she should comfort him after a hard day, his wife sat on his knee.

"Look, dear," he said, rather absent mindedly, "don't you think I get enough of this at the office?"

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R. J. Thomas (left), President of the Western College of Auctioneering, presents gavel and one year's membership in the NAA to Floyd Foreman, Council Bluffs, Iowa, class president. Frank W. Johnson, Portland, Ore., receives similar award from W. J. Hagan, Executive Secretary of Western. The school is located at Billings, Mont.

# Is There A FORTUNE In Your Attic?

If, when cleaning your attic, you come across a musty canvas showing a calvary charge . . . and its author's name is Remington . . . you've made your fortune.

Every so often it happens . . .

A Maine housewife, spring-cleaning her attic, ran across a first edition of Edgar Allen Poe's "Tamberlane" . . . and collected \$20,000.

Handwritten maps and notes of Commander Robert E. Peary's North Pole expedition dropped a bankroll into the lap of a curious Brooklynite.

Sketches by French painted Paul Gauguin, found on the back of a pastel being reconditioned, shed new light on the master. To the finder . . . riches!

Luck? Certainly! But it can happen to you. A fortune may be found in your attic. Missing art treasures, antiques, old letters and rare books worth millions of dollars await discovery. A perceptive eye . . . a cluttered attic or basement . . . is all it takes. Collectors estimate that twice the value of present art collections have been discovered . . . then discarded as "junk."

For example, a Pennsylvania couple spied an old letter jammed between furnace gratings in their newly purchased house. They were amazed to hear that their "find" was worth \$15,000. More amazing: the house's former occupants burned three barrels of other "useless" letters.

This happens all the time. Fortunes can be found anywhere: in dust covered volumes in the attic . . . in old trunks . . . on the back of oil paintings thrust into a corner and forgotten. All it takes is a little "digging" . . . but you must know the difference between valuable "objects d'art" and worthless trivia.

Most first editions have considerable value. So do American editions of British works. Mutilated copies bring less than perfect volumes, of course. But the works of Poe, Emerson, Mark Twain are always "finds" . . . especially when they're true first editions.

Some American painters' lost works will bring the finder much more than any European counterpart. One such

painting . . . by Frederic Remington, the master artist of the old west . . . will earn the finder \$25,000. Sponsors of the search described it as a large "10- by 6-foot canvas, depicting a U.S. Calvary charge."

Paintings are likely to be found in attics or basements . . . trunks or warehouses . . . even hanging on a wall. Valuable American paintings won't be more than 250 years old.

On discovery, check the artist's signature. Most artists sign their works in the lower right hand corner. Make certain it's a painting and not a skillfully made color print.

Then bring it to an art authority for examination. If none is available in your community, send a clear photograph with measurements to an expert. Your local librarian can help you find one.

Whose paintings should you look for? Use as a guide this list of top American artists whose works have brought more than \$20,000 each:

Gilbert Stuart, famed for portraits of Washington, Jefferson and other Revolutionary heroes. Five of his works are missing. Also, Thomas Sully and John Singleton Copley, contemporaries of Stuart.

George Caleb Bingham, early 19th century artist whose recently discovered canvases sold for \$25,000.

James McNeill Whistler and Winslow Homer . . . two of our most famous artists . . . command sums in five figures. Any of their missing oils will bring a life-time of luxury to the finder.

Autographs, diaries and letters also bring extra income. For example, the signature of Button Gwinnett . . . a little-known signer of the Declaration of Independence . . . sells for several thousand dollars.

Much of Robert Peary's material is still lost . . . large sums are offered for its discovery.

Autographs of Revolutionary War heroes are worth anywhere from \$35 to several thousand dollars, depending upon their condition and accompanying documents.

## 1450 Chaucer Codex Is Sold For \$42,500

LONDON — A New York book dealer, Hans P. Kraus, paid £ 15,200 (\$42,560) for a fifteenth century manuscript of Chaucer's "Canterbury Tales."

The manuscript, on 308 leaves of vellum, was written about 1450 by professional scribes. It is known as the Brudenell Chaucer Codex, since it has been in the possession of the Brudenell family since at least the late sixteenth century.

About 240 medieval manuscripts and early books went under the auctioneer's hammer, bringing a total of \$136,822.

Mr. Kraus was also the successful bidder for five yellowing leaves from a seventh century manuscript of the Gospels in Latin, written in Italy or France. The manuscript, containing verses from Matthew, Mark and John, went for \$20,160.

Mr. Kraus, who sent an employe to

London to make the purchases, operates one of the world's largest rare book and manuscript businesses at 16 East Forty-sixth Street. He came to the United States from Austria in 1939.

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## City to Sell 401 Parcels At Auction

NEW YORK CITY — The city's Department of Real Estate will auction 401 vacant and improved parcels of city-owned real estate beginning at 9:30 A.M. on Oct. 22 and 23 in the Statler Hilton Hotel.

The total assessed valuation of properties to be sold is \$2,271,470. Each parcel has an upset price, and the aggregate of the upset prices is \$2,358,000.

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People who get ahead in the world are those who make hay whether the sun shines or not.

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## 'Going For The Cows' Meant More Than Just Cow Fetching

By Haydn S. Pearson

We are not opposed to progress and probably zero pasturage is a forward step in the daily business. In this new plan, cows are kept confined and all the feed is brought to them. Men with machines clip the grasses and haul it to feed bunkers. Bossy spends her time eating and lolling around a yard.

But zero pasturage will deprive farm boys of a fundamental right. Along in the afternoon if work were not unduly pressing, Father was likely to say, "Son, we're pretty well caught up. Why don't you go for the cows?" Going for the cows, as many men now working in city offices remember, involved much more than bringing the cows to the barn for milking.

A 12-year-old needed plenty of time when he went for the cows. There were woodchuck holes to explore along the fences. A lad always had his eye on a few hornets' nests that needed cau-

tious investigation. At the low end of the field where ledges showed, one could expect to see the famous six-foot black snake. In the hedge rows there were bird nests, located weeks ago. As soon as the last brood left, the nest was added to the collection on the harness room shelf.

Usually the cows were waiting at the bars for they knew grain was coming their way as soon as they were in their stanchions. Sometimes, in black fly time and again in deer fly season, the cows went among the thick evergreens in the swamps. Then a boy had to hustle a bit to make up for the time he had dawdled away.

Going for the cows may not be very exciting in terms of contemporary avenues of activity. But there are those who remember the long-ago days on the farm and who are glad that they could go for the cows on a pleasant summer afternoon.

## Veteran New England Auctioneer Dies

KEENE, N. H., Oct. 8— Services for James F. Cady, 93, believed to be the oldest working auctioneer in New England, were held today in Fletcher funeral home here.

Mr. Cady, a native of Alstead, served as auctioneer more than 55 years. His last public appearance was Aug. 15 when he presided at a sale of the Men's Club of the Methodist Church.

He leaves four sons.

## How We Advance And Where We Go Depends On You

By Col. B. G. Coats

It's up to you. Progress and improvement in any organization is only as great as the efforts and desires of the membership. Where we go, how we continue to advance and develop depends on you.

The progress and advancement of the National Auctioneers Association has been, and will continue to be motivated by the performance, the determination and the progressive efforts of each individual member.

We all want the Auctioneer of tomorrow to be better Auctioneers than we are. We all want the Auctioneering profession to be one of respect, honor and influence. We all want the National Auctioneers Association to be the medium by which and through which the Auctioneers of tomorrow can and will look to the Association for inspiration and guidance that they in turn may pass on to all future generations of Auctioneers an ever increasing higher standard that will make every Auctioneer proud of his profession, proud to say "I AM AN AUCTIONEER."

Just as we are proud of the National Auctioneers Association, so should we give an expression of our feelings and our interest in the Auctioneers of today and tomorrow by inviting them to become associated with their fellow Auc-

tioneers by membership in the National Auctioneers Association.

How we advance and where we go depends on you. May each of us persistently and earnestly go forward determined to make 1959-1960 the greatest year in progress, membership and advancement.

## Ostrich Egg Cup Sold At Christie's

LONDON—On October 7th, Christie's sold a silver-gilt ostrich egg-cup and cover made during the reign of the first Queen Elizabeth. It was one of 88 outstanding lots of silver which the 6th Earl of Ducie was forced to sell because of death duties. A London buyer paid \$12,320 for the cup.

Although probably never used for drinking, ostrich egg-cups were prized possessions during the Elizabethan age. Eggs of such size had never been seen until explorers and merchant adventurers brought them back from their travels. They thus had considerable curiosity value which could be enjoyed to the full when they were mounted by one of the great silversmiths.

Only a handful of silver-gilt ostrich egg-cups have survived the years, and Earl Ducie's, which was made in 1584, is believed to be the earliest save one in existence. In 1924 an ostrich egg-cup which was part of the Swaythling collection was sold at Christie's for £5,700.

The original egg was broken, not surprisingly, many years ago. The present one is a replacement which Mr. Arthur Grimwade, Christie's silver director, managed to find after a lengthy search. It was only on the third attempt that an egg of the right size was discovered. With it, however, the full splendour of the silversmith's craftsmanship can be seen to perfection.

Lord Ducie, before succeeding to the title in 1953, was an Australian sugarcane farmer. He now runs the 4,500 acre family estate near Falfield, Gloucestershire.

The decision to sell was forced on Lord Ducie because the 5th Earl, his uncle, died five months before the Australian "double duty clause" was abol-

ished. The result was that he has had to pay death duties in both Britain and Australia. "The Australian tax authorities, however, have been very sympathetic and taken a reasonable view," Lord Ducie says.

## Painting Purchased By Cleveland Museum

CLEVELAND — (AP) — A major work of the Flemish master Peter Paul Rubens has come into the public domain after many years of obscurity.

It is "Diana And Her Nymphs Departing For The Chase," whose acquisition was announced by the Cleveland Museum of Art.

Since the latter part of the 18th Century it has been in the hands of private collectors in England. While it hung in their country houses, it never was loaned for public exhibitions.

Largely overlooked in the art histories of the period, it has been known only through a copy in a museum at Cassel, Germany. Consequently the original has been virtually a lost painting, said Henry S. Francis, curator of paintings.

The value was not announced. It is believed to be several hundred dollars. The only time a price was recorded on it was in 1808, when it brought the English equivalent of \$41,250. At a recent London auction the artist's "Adoration of The Magi" went to a British collector for the equivalent of nearly three-quarters of a million dollars.

The purchase was made with funds of the Leonard C. Hanna Jr. bequest, which amounted to more than \$20 million.

### MISTAKE

Mama: Willie, why did you kick Tommie in the stomach?

Willie: It was his own fault. He turned around.

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# THE LIGHTER SIDE . . .

## SMALL FRY

First Fisherman: "The other day I went fishing and caught one of those great big fish—let me see, what is it called?"

Second Fisherman: "Oh, you mean a whale."

First Fisherman: "No, couldn't have been that; I was using whales for bait."

## PSEUDONYM

A woman went into the cemetery manager's office: "I can't find my husband's grave. I know he's buried here."

"What's the name?" asked the manager.

"Thomas Jackson," she replied.

Referring to his card index, the manager said, "Madam, we have no Thomas Jackson. We just have an Elizabeth Jackson."

"That's him," she said. "Everything's in my name."

## WASTED EFFORT

A film actor was disappointed at not being asked to make a speech on the occasion of his retirement from films. As he said to a friend, "What makes it worse, old man, is that I spent three hours in the make-up department having a lump put in my throat."

## DIRECTIONS

"I have an appointment with the general manager this afternoon. My name's Perkins. Where can I find him?"

"Follow the corridor until you come to a sign reading, 'Keep Out.' Go through through that door and continue until you see a sign saying, 'Positively No Admittance.' Enter that passage and walk straight ahead. There will be a poster reading 'Quiet.' Then yell for him."

## LINE OF DUTY

News item in an Iowa newspaper: "Local police are puzzled over the finding of a car parked in a lonely neighborhood containing a full case of Scotch whiskey. So far they have found no trace of the owner, but Captain Grady is working hard on the case."

## EXPERIENCE

It was springtime and the young mechanic and his girl friend sat on a park bench, entwined in a passionate embrace.

"Darling," she sighed. "Where did you learn to kiss like that?"

"Siphoning gas."

## NOT THE PLACE

The minister, in concluding his sermon on avarice, said: "And remember, friends, there will be no buying and selling in Heaven."

That's when a fellow in the back row said, "Well, that's not where business has gone anyway."

## HELPFUL

Customer: "Could you tell me if it's raining outside?"

Waiter: "Sorry, sir, this isn't my table."

## COLD CALCULATIONS

A drunk was sitting in a bar busily scribbling figures on some paper. The bartender was curious and asked what he was doing.

"Well, itsh like thish," said the lush. "My wife ish on a diet and she tol' me she'sh losing four pounds a week. She did weigh 168 and if my figures are correct, I'll be rid of her completely in 14 months."

## TALENT

Bob: "Can you do anything that other people can't?"

Herb: "Why, yes, I can read my own handwriting."

## GENIUS

"Miss Jones, you have been here two weeks and already you are one month behind in your work."

## NEXT CASE

Burglar: "I'm not really to blame, your honor. I was without food, home or friends."

Judge: "You move me deeply: food, shelter and companionship shall be yours for the next six months."

# IN UNITY THERE IS STRENGTH

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## THE SAME

He looked out the window and called to his wife, "There goes that woman Bill Jones is in love with." She dropped a cup she was drying in the kitchen, hurtled thru the door, knocked over a lamp and craned her neck to look out the window.

"There," he pointed, "that woman in the tweed coat, on the corner."

"Where?" she panted.

"You idiot," she hissed, "that is his wife."

"Of course," he smilingly replied.

---

## MEET THE ORIGINAL

On Janet's report card her teacher had added this note: "Good worker but talks too much."

Papa signed the card but appended this note: "Come up sometime and meet her mother."

---

## GENEROUS

A man applying for a job asked the interviewer, "Will your company pay my hospital insurance?"

"No, you pay for it. It'd be deducted from your check."

"Last place I worked they paid for it."

"Did they give you life insurance, too?"

"Sure did . . . and a Christmas bonus, coffee breaks, and . . ."

"Why did you leave?"

"The company folded."

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## SELECTIVE

The man from outer space landed in France and said, "Take me to Brigitte Bardot; I'll see your leader later."

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## SPOIL-SPORT

A drunk staggered into a bar one night and yelled in a loud voice, "When I drink, everybody drinks!" He summoned everyone to the bar—musicians, B-girls, waiters, and guests. When he finished his whiskey he shouted again, "When I take another drink, everybody takes another drink."

Once again every body gathered around the bar. When he finished that one the drunk took a dollar out of his pocket and slapped it on the bar. "When I pay," he screamed, "everybody pays!"

## WE REGRET

"The great poets are born," remarked the sententious person. "Yes, and they are also dead," replied the editor, wearily.

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## CURE

"Doctor, my wife has lost her voice. What can I do about it?"

"Try coming home late some night."

---

## PROJECT

Mama—"I'm so glad to see you sitting so quiet while your father naps."

Junior — "I'm watching his cigarette burn down to his fingers."

---

## MARKED MAN

One friend said to another:

"Say, how did you get that scar across the bridge of your nose?"

"From glasses."

"Well, why don't you get contact lenses?"

"They don't hold enough beer."

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## OPEN THE DOOR, RICHARD!

A three-year-old was struggling with the back button of his long underwear. Finally he gave up, trotted to his mother and said, "Mommy, open my bathroom door, please."

---

## SURE CURE

Any wife with an inferiority complex can cure it by being sick in bed for a day while her husband manages the household and children.

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## PART PAYMENT

Called to fix a stopped-up drain, an Eastern plumber discovered \$186,000 worth of diamonds, which should have paid at least part of his bill.

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## ENTWINED

Next to wages and prices, there's nothing as inseparable as a pair of wire coathangers in one of the darker recesses of a hall closet.

---

## IRONICAL NOTE

The people who spend large sums in an attempt to grow slender are among the first to set up a howl over a reduction in butter supplies.

## IN UNITY THERE IS STRENGTH

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