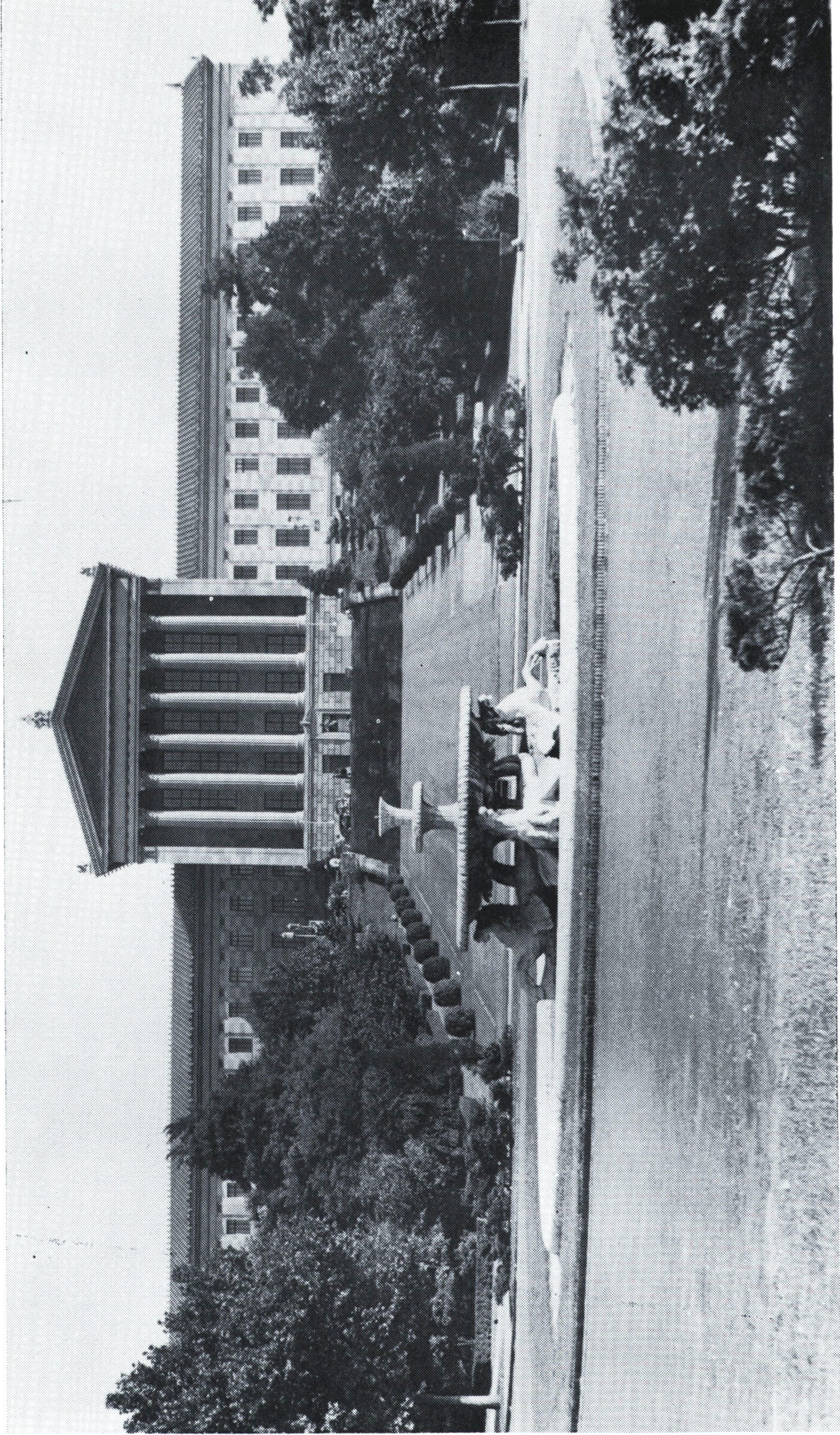


# *the* AUCTIONEER



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MAY

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1966



The PHILADELPHIA MUSEUM OF ART. This Magnificent building stands at the head of the Benjamin Franklin Parkway. An architectural masterpiece, it contains one of the world's great collections of art. See story on page 22.

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# The Package

The United States Government has recently passed legislation making it mandatory to label all packages truthfully, and avoid any deceptive phrases. In keeping with this law, we wish to present a package to all Auctioneers. The contents of this package is so important and beneficial to everyone in the Auction Profession, that we ask you to read every word on the label.

You have sold many packages of all types and descriptions but here is one you should buy.

The name of this package is N.A.A. Convention in Philadelphia. Now let us open this package and see what a wonderful bargain it is.

#### ATTENDING THIS CONVENTION:

- (1) Will allow you to participate in the many and varied lectures and Seminars that will make you efficient, more informed, and a better paid Auctioneer.
- (2) Give you an opportunity to socialize with many men and women in your profession who are the leaders in Auctioneering, as well as the new men and their wives, clerks, and children. It has been said that just the conversation and fellowship in the lobby is worth the trip.
- (3) Give you and your family a definite well-planned vacation which will include many things to see, hear, and enjoy. Every hour of your time is planned for you and there are just as many activities for your wife and children. These events include many hours of just having fun with people from all fifty States who do what you do, think as you do, and go to the Conventions to enjoy themselves as we are sure you will. The N.A.A. Conventions have always been Family-Get-Togethers. Much labor and thought goes in the planning and preparation for this event. All this is done not by an outside group, but by people who know what you want to see and hear and give you just that.
- (4) Attending this convention will instill

a greater enthusiasm in you for the Auctioneering Profession. When you return to your home, this enthusiasm will reflect in your work, resulting in better and more profitable sales.

- (5) At the convention you will attend group meals with animated and intimate Auctioneer talk, Auctioneer atmosphere, and discussions on the Auctioneering methods, customs, contracts, fees and advertising from all over the United States.
- (6) The shipping label on this package bears the name of Philadelphia, Pennsylvania. There is no better city for an Association Convention consisting of people who best represent the Spirit of Free Enterprise, The Auctioneers. We feel sure you have read all about Philadelphia and its place in the founding of our country. Here is an excellent opportunity to see for yourself. Your family will be so grateful to you for the chance of seeing all the shrines and historical places in their History books. They will walk on the very cobblestone streets that the founders of our country throd. We assure you that when they return they will have a greater awe and respect for this United States. Your wives will enjoy the shopping tours and the many opportunities for just "Women Talk."
- (7) Now let us suppose you do not wish to participate in the social aspect of the Convention and you have seen all of Philadelphia. We urge you to still attend this Convention. You may be a successful Auctioneer in your community. You may be satisfied with your method of operation. You may think you know all this and all there is to know about the Auction method of selling. Let us point out that every year, regardless of where the Conventions are held, many hundreds of Auctioneers attend. When you hear a speaker who has sold Real Estate, Bankruptcies,

Surplus Goods, Antiques, Farms, or any of the many other commodities sold at Auction and whose gross totals run into millions of Dollars, you are bound to learn something. No matter how much you think you know there is always someone who knows more. Come to the Convention and you will be convinced. It's a well known fact - that rubbing shoulders with the great will cause some beneficial rubbing off on you.

That is the package; truthfully labeled and containing so many goodies that only a convention like this can give them to you. If you are in any way connected with the Auction Profession, you cannot afford to miss it. To the new man, it can be a wonderful education that is not available in any school, and for the old established Auctioneer, it will be a great rebirth of enthusiasm, renewal of old friendships and a chance to offer good counseling and advice to those that ask for it. While all the above is transpiring, you will enjoy every hour. You will see your wife and children having fun in an atmosphere of good clean fun. The Ladies Auxiliary has burned many hours of candle to see to that.

The basic cost of this package is low for what you get. Your responsibility is to get your family on the transportation of your choice and come to Philadelphia. Once here, you will discover that this planned, enlightening, joyfull, and satisfying convention which will benefit you mentally, financialy and spiritually, costs you much less than most vacations.

Right now resolve to attend this big convention for, by, and with Auctioneers who are anxious to meet you and your family.

Remember it's deductable.

Ken Brown Sez:

You'd be silly to Miss Philly

Publicity Committee—N.A.A. Convention. Stan Lieberman — Woody Roth — Henry Brooks.

Even the wisest men make fools of themselves about women, and even the most foolish women are wise about men.

## Stockyards Man Says Auctions Profitable

DENVER, Colo. — "A gradual transition to the auction method of selling has effected further savings in scale use and improved livestock handling, and this phase will be enlarged in 1966-67", W. C. Crew, president of the Denver Union Stockyards Co., reported to shareholders in annual meeting in Denver, March 22.

A major announcement is expected from the company within a few days regarding further substantial changes to be made in the Denver market operation, including the further swing and possibly a complete swing, to auction selling.

The shareholders re-elected the entire slate of officers, including: Crew, president; John O'Dea, vice president and general manager, and Lloyd Thrasher Jr., secretary - treasurer. Directors are: P. K. Alexander, T. H. Benton, Crew, W. S. Howard, O'Dea, N. R. Petry, and L. M. Pexton, all of Denver. Advisory board members are: H. K. Linger, Amarillo, Texas, A. Reinhardt, and C. P. Warren.

Net earnings of the company for 1965 were \$253,276 against the \$256,926 of a year earlier.

### OUR COVERS

Commencing with the April issue of THE AUCTIONEER, our artist, Mrs. Bertina Sweet, is showing an auctioneer making his way to our National Convention. In April, this particular chap entered the state from the West during a shower that is characteristic of the month.

This month, he views the steel mills in Pittsburgh. Watch the June and July covers for the continuation and culmination of his journey.

# Convention A Climax To A Busy Auction Season

By Ralph W. Horst, Marion, Pa.

Spring has finally arrived in Pennsylvania, after a cold but very dry season. We are completing the busiest sale season we have ever had with good prices prevailing throughout.

We have handled numerous Dairy Dispersals over a wide area which brings one disturbing thought. At the farms where most of these herds are being dispersed there will no longer be cows on these farms, due, chiefly, to the labor situation. The herds being maintained are getting larger and I believe the dairy farmer that stays with it will do okay in the near future.

Our local State Senator remarked in a speech, last week, that he predicted retail dairy products would double in price in the next two years on account of reduction of herds and numbers of cows.

Our machinery sales, here at Marion, have been the largest and best ever. We have had numerous "cleanup" sales for dealers and these, for the most part, have been very satisfactory. As farm auctions become less numerous this is one phase of the auction business that is increasing and can be increased farther by a wide awake auctioneer that will get out and promote the business.

Farm sales in the East, are getting fewer each year due to farms getting larger and land near the cities being taken out of production.

Now, as we come near the close of our spring sale season, we finally realize that convention time is drawing near and I want to remind all of my friends in the auction business that we are making plans for a Convention that you will not want to miss.

We plan some changes in the routine and I feel that we will have the most educational and entertaining convention we have ever had.

For those of you coming by auto-

mobile, from the West, and plan a week or two for vacation, there are many things to see in Pennsylvania and the East. Your trip should include a visit to Gettysburg, which is only a short drive from the Turnpike. If spending a night at Gettysburg, one of my best friends owns and operates the Colton Motel, located in the heart of the sight-seeing area. Bus tours operate regularly from the Motel.

Then, there is lots to see around Lancaster, often referred to as "The Garden Spot of America." After the Convention, it is only an hour's drive to Atlantic City and other shore points, and only a little more than an hour to the Pocono Mountains, known as the "Playground of the East."

By all means, plan to come East this summer. We will be ready and looking for you.

---

## Marketman Stresses Unity In Industry

Bassett, Nebraska . . . "I firmly believe that we as livestock marketmen must develop and adopt an industry, business attitude throughout the entire structure of competitive livestock markets by which we are confident in our mutual basis of understanding. From that understanding and confidence in the productive value of all services rendered, we can justly assume and assert a better position of positive industry leadership."

This was the statement of W. V. Emrich, Norfolk Livestock Sales Co., Norfolk, Nebraska, president of the Certified Livestock Markets Association, at the annual convention of the Nebraska Livestock Markets Association.

Nebraska president Walter Epke, York, Nebraska, introduced Emrich to

a banquet gathering of more than 200 persons consisting of marketmen and guests from throughout 60 CERTIFIED LIVESTOCK MARKETS in Nebraska.

Citing the proclamation of competitive livestock marketing adopted by the industry trade association of which he is president, he stated, "We have the participation, the leadership, the initiative, and the timely opportunity to unite as competitive livestock markets. Our objective is clear: to develop the effective ways and means of expressing the basis of our businesses from which the entire livestock industry is served and unified on the basis of business principles which generate support and withstand the threat of manipulated controls."

Emrich said, "It is my firm belief that our own action to fully recognize and express a competitive livestock market industry, business approach will serve each of us, the livestock industry of which we are an important part and the public, to real advantage in a positive way."

Throughout his address, it was clear that Emrich included the terminal stockyard companies as competitive livestock markets and that he urged their parallel action coordinated through the two business trade associations.

Pointing to the defensive position of the entire livestock and meat industry as a result of conflicting interests, he pointed to them as factors "By which the cattle and beef industry, the swine and pork industry, the sheep, lamb and wool industry — comprising the livestock and meat industry as they do with all competitive livestock market businesses, resolve a sound basis of industry, business unity from which a positive course of action can be developed and pursued."

Attending the meeting also were Ingvard Svarre, Sidney Livestock Market Center, Sidney, Montana, vice president of the Certified Livestock Market Association, and Raymond Schnell, Schnell Livestock Auction Market, Dickinson, North Dakota, president of the Certified Livestock Markets Foundation.

## May 14-15 Selected For Oklahoma Meet

BY V. K. CROWELL, Secretary

Oklahoma State auctioneers will hold their Annual Convention, May 14 - 15 at the Ramada Inn in Oklahoma City (1401 N. E. Expressway). A wonderful program has been arranged.

Guest speakers will include Brad Wooley, Little Rock, Ark., 1st Vice President of the NAA; Grover Howell, Dallas, Tex., Secretary of the Texas Auctioneers Association; Delbert Winchester, prominent auctioneer of Enid, Okla.; Cecil Abernathy, another well known auctioneer from Oklahoma City; Dale Brown, of the Fort Smith Auction School, Ft. Smith, Ark., and other prominent guests.

All auctioneers and their wives are urged to attend. The Ladies Auxiliary will be meeting at the same time and place.

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## Lincoln Letter Brings \$20,000

NEW YORK, A letter from Abraham Lincoln to an 11-year-old girl who advised him he could become President if he just let his whiskers grow, was sold at auction for \$20,000 to Los Angeles television producer David Wolper.

Lincoln sprouted a full beard, won the election of 1860 and later told the little girl in person she had sold him on making the change.

Wolper said he bought the letter because "I happen to be a Lincoln fan. As a collector and from an emotional point of view, it's worth \$20,000 to me."

Grace Bedell lived in Westfield, N.Y., when she wrote the letter, sent to Lincoln Oct. 15, 1860, suggesting he would look "a great deal better" with whiskers because "your face is so thin."

She wrote: "All the ladies like them, and they would tease their husbands to vote for you and then you would be President."

# Stambler's Do It Again



By Frederick Bethel

To those who have been fortunate enough to have visited the 50th State, one impression stands out and takes equal importance with Hawaiian climate, the Aloha Spirit, and the kaleidoscopic colors of the island flowers - it is the famous Banyan Court of the equally famous Moana Hotel in Waikiki. The court, framed by the ornate verandas of Honolulu's oldest hotel, is dominated and shaded by a giant banyan tree where once the noted

author, Robert L. Stevenson, created much of his writing.

In later years the Banyan Court has become a tourist attraction for quite another reason. It is the setting for the perennially popular radio feature, "Hawaii Calls." And still another tourist attraction in this spot is the annual auction staged during a February afternoon by Louis L. Stambler, prominent Honolulu auctioneer.

As is true with all auctions, this sale is for profit and gain. However, the



annual Stambler Benefit affair is different - all the profit and gain go to the Oahu Unit of the American Cancer Society.

Mr. Stambler, assisted by his wife Ruth, literally works around the clock days before acquiring donated merchandise from local merchants, hotels, travel agencies, and accomodation certificates from such far away places as Las Vegas, Nevada.

The event is always colorful. Lou Stambler always puts on a terrific show and Mrs. Stambler, with the assistance of Cancer Society volunteers, keeps accurate tabs on the money. The

tabs this year totaled well over \$4,200 - and in the parlance of one of the Cancer Society spokesman, "This spells a lot of dollars put to work for cancer control in the 50th State."

Louis L. Stambler, auctioneer, is not only known in Honolulu as a preeminent practitioner of his profession, but a highly respected, community - minded citizen. He is past president of the Waikiki Lions Club and sits on the Board of Directors of the Oahu Unit of the American Cancer Society. Yes, the Stamblers "did it again." They translated the Aloha Spirit into hard - working dollars for a most worthy cause.

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## The President's Letter

In the April issue of "The Auctioneer," is discussed briefly the importance of strong state auctioneers associations. I would again, at the risk of being repetitious, like to point out that I think that if our profession is to continue to succeed and grow it is a matter of promotion and education. I know of no better place to do this than in the state organizations, as I have said they are the grass roots this life blood of our profession.

If we have strong state associations we will have a stronger national organization. The auctioneers in the several states know better what they need in their own states than anyone else. It is easier for the auctioneers in one particular state to get together and discuss and solve their problems than it is for some one several thousand miles away to try and do it for them.

After all, the N.A.A. is concerned in all auctioneers in this great country of ours being successful. So again, let me urge you to strengthen your state and national organizations by securing new members and remember there is no work too hard, no effort too big and no sacrifice too great to make in helping establish strong state and national auctioneers associations.

On April the 4th I witnessed a good state organization in action. On that day I visited with the New Jersey auctioneers, as they celebrated their past president's night. It was a real good meeting, a very large crowd in attendance. Their hospitality, fellowship, and enthusiasm is the best. Col. B. G. Coats is their president, Col. Ralph Day is secretary and treasurer. Here is a state organization on the move, and I mean upward move.

John L. Cummins

# THE LADIES AUXILIARY

## Convention Time Is Rapidly Approaching

Just three months until convention time! We are looking forward to seeing this lovely city again, as well as all our friends from all over the United States. This is especially true this year as we were unable to go to Spokane. This is the first convention we have missed since our first one which was in Columbus, Ohio.

Our big news is that Craig is serving in the U. S. Navy. He is home now on a two week leave, having finished basic training at Great Lakes, Illinois. After his leave he will attend Quartermaster School at Newport, Rhode Island. And after that, out to sea!

It is wonderful to have him home again. However, Lenore and I don't see very much of him because his choice of recreation is attending his father's auctions. This is a very busy spring for Harris. In March and April he visited Maine, Indiana, Wisconsin, Kentucky and Canada, as well as selling in New York State.

Craig will be unable to attend the convention, of course, but the rest of us are really looking forward to seeing everyone in Philadelphia.

Wanda Wilcox  
Bergen, N. Y.

## Thoughtfulness

Are you a "doer" or a "put-offer"? Every day, one should remember to do one little act of thoughtfulness. Most of us think we will do that deed but simply put it off.

The rewards for **doing** are great. Not that one does the deed expecting to get rewarded but in some way he will, if only a good feeling within. Giving of ones self is service indeed.

What can an auctioneer's wife do to be thoughtful? Here are some ideas, you

will think of many more.

Send a card or a note to the sick and shut-ins - vary this and show special thoughtfulness by sending clippings, puzzles, reading material, cartoons, etc., that you know will be of special interest to the receiver. Everyone likes to receive mail, so mail often.

It is helpful to keep clippings of poems, small booklets, jokes, pictures, cross - word puzzles, games, etc., on hand for daily mailing. Paste such material on a cardboard or in a small booklet, so that it can be handled easily by the one confined.

Remember to send congratulations to the newly-weds, the graduates, the 4-H winners, community project workers and officers of organizations.

It is wise to keep a file at hand with cards for every occasion, note paper carefully selected, stamps, and these clippings you have saved, so you may practice your daily thoughtfulness without spending too much time.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

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# IN UNITY THERE IS STRENGTH

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There are many true stories we have known where thoughtfulness paid off.

An auctioneer's wife, noting press releases on winnings of a Hereford breeder in a state far removed, sent a note of congratulations, also praised the manager of another of this man's enterprises who was doing business at their auction. A few years later, when the clerk made an error of several hundred dollars, the auction owners appealed to this manager to correct the error and save them from the loss. The boss, remembering the auctioneer's note of congratulations, readily authorized his buyer to correct the error and saved the auction the loss.

Often an auctioneer is selected to conduct a sale because the owner associates the auctioneer with a pleasant remembrance of a thoughtful deed, such as remembering the graduate daughter or son with a card. Kindness, in a small way, to parents or others close to them is remembered.

How far that little candle throws its beam! Start today to brighten someone's life by your thoughtfulness, do it again tomorrow and the next day and everyday. Soon you will be very rich for this experience and you will improve your auctioneer husband's image.

Your experiences would be interesting to read on this page. Do a deed and send the article to Bernie, that all may share.

Leona Drake

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## Michigan Ladies Auxiliary Report

The Auxiliary to the Michigan Auctioneers met at the Bill Knapp restaurant in Flint for their first district meeting of the year on March 18.

The twelve ladies present enjoyed the dinner of their choice with their husbands and other auctioneers. As our publicity chairman and secretary - treasurer were unable to attend, I am sending this report to you.

We were heartened by the new faces that were in attendance.

A very informal meeting with some old and new business was transacted. Dues was collected from one member.

Hazel Persails who was the chairman of this meeting brought some of her lovely antique dishes and gave a very informative talk. It was especially interesting to hear about the treasures that came from her family.

After looking at some antique books and an informal question and answer period, the meeting was adjourned and we enjoyed the panel discussion of the auctioneers.

Addie R. Miller, President - Rives Junction, Michigan 94277.

Doris Stanton, Secretary - Treasurer - Vermontville, Michigan 49096.

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## Time To Plan

Hello, Friends, Everywhere!

Spring certainly seems late this year. We have had snow and rain every day for at least 17 days and to top it off, my husband and I have both been ill with the flu.

If the sun shows itself, I'm sure it will make everyone a lot happier and they will feel much better.

Our Pennsylvania organization (Western Chapter) is planning a Benefit Auction to be held May 3, near Elizabeth, Pa. Everyone is invited.

We are looking forward to seeing all our good friends again in Philadelphia, this July at our National Convention. Start making plans, you know the time rolls around so fast. See you then.

Mrs. Ken (Selina) Burrows  
New Wilmington, Pa.

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## Philadelphia

We in northwest Iowa lived through one of the worst, damaging ice and snow storms in March. Many were without heat and water for three days. It was a different way of life for those days, and we have had many a chuckle with friends over things that happened during that time.

Now it is time to fill out our spring and summer schedules with —

P — Plans for our vacation and education.

H — Hurry to set aside July 14, 15, and 16th.

## IN UNITY THERE IS STRENGTH

- I — Impress others on the importance of the convention.
- L — Learn new techniques through the association.
- A — Attend instructive meetings.
- D — Decide on most interesting route.
- E — Enjoy the renewal of friendships.
- L — Life needs fellowship.
- P — Promote your profession
- H — Hear the nations best speakers.
- I — Ideal vacation for the whole family.
- A — Arrive in Philadelphia.

Ladies, those of you who are not members of the auxiliary, we invite you to join us. The membership fee is \$5 per year or \$25 for life membership.

Bring the children, they will enjoy it as much as you will. Wendell and I are looking forward to a wonderful convention and to seeing old friends and meeting new.

See you in Philadelphia in July.

Bernice Ritchie  
Marathon, Iowa

## Jewelry, Paintings Bring Record Prices

The world-record total for an auction of precious-stone jewelry was broken at Parke-Bernet on March 18, when the collection of the late Margaret V. Haggin sold for \$1,671,320. Top prices were \$232,500 for a highly important diamond stomacher and \$232,500 for a magnificent emerald, diamond and pearl necklace. A new record for pearls was set when Mrs. Haggin's fifty-three-natural-pearl necklace brought \$130,000. The pre-sale exhibition of this magnificent collection was one of the most widely attended in Parke - Bernet's history, drawing viewers from London, Paris, Geneva, Milan, Turin and Florence.

Less than a week later, on March 23 and 24, the sound of many more records shattering was heard when the G. David Thompson collection of 20th century paintings and sculpture reached \$2,416,550, the all-time high for works of this century. The highest price in

the sale, \$120,000, was brought by Braque's important oval **Bouteille de Rhum**; Picasso's **Femme a la Mandoline** fetched \$100,000; and new world auction records were established by Leger's **L'Escalier, 2eme Etat**, \$100,000; Miro's 1938 **Autoportrait II**, \$85,000; Klee's colorful **Dampfer und Segelboote**, \$80,000; and Mondrian's historic **Large Composition with Red, Blue and Yellow**, \$60,000; and, among the sculptures, \$47,500 for Moore's bronze **Seated Woman**, \$70,000 for Rodin's bronze **Honore de Balzac** and \$49,500 for Picasso's **Le Coq**.

The colorful three-day sale of French and other furniture and decorations from the Anton Meister estate sold on March 31, April 1 and 2 for a total of \$210,580. A Viennese enamel and lapis lazuli clock and pair of five - light candelabra fetched \$8,000; and a Viennese parcel-gilded and enameled silver, rock crystal and lapis lazuli clock brought \$7,000.

### IN LONDON

At Sotheby's in London last month, Van Eyck's less than six-by-five-inch painting **Saint George and the Dragon**, considered one of the great masterpieces of the early XV century, brought \$616,000; and, in their \$317,422 Old Master print sale of March 17, **The Woman's Bath**, an engraving of the Master P.M., sold for \$89,000 and the Rembrandt etching, **Christ Healing the Sick or The Hundred Guilder Print** brought \$72,800.

## Dog Auctions Illegal

A bill, signed into law by Governor Scranton of Pennsylvania, last December, makes it illegal to sell dogs at auction in that state.

This is part of a new law sponsored by the Humane Society of the United States that pertains to the handling of stray dogs.

From an auctioneers' standpoint, it would seem that they were going to quite an extreme in allowing dogs to be sold at private treaty and not at public auction - by a licensed auctioneer.



# Some Observations On Current Events

By COL. POP HESS

As the world turns, your correspondent finds that it is once again time to prepare for another issue of "The Auctioneer." For a change this time around, I will give a few remarks, remembrances, general trends in the progress of the world, and thoughts about the past, the present and visions seen of what is coming in the future.

As the world turns, the writer notes coming over the news wires that some of the experts in Washington tell us that the all-time high in food prices was due to the prices the farmers were getting for their produce and livestock. However, what he failed to cipher for the audience was the difference between what the farmer actually got for his goods and what the consumer finally ended up paying. To add to the fun, this item was presented on April 1st, which to my mind, anyway, made it the best April Fool joke of the Century.

As the world turns we are much disturbed about the wars being fought in foreign countries, where so many of our young boys are being shot. The turmoil isn't helped when you think that many great men of experience and master minds in the political world are not even in agreement as to whether we should or should not be involved in such a situation. But, we are, and now must find someone who has the correct answer.

As the world turns the question can fairly be asked, "Do we have inflation, or is it merely prosperity?" As with any dispute, many cures are suggested. One way to rid ourselves of inflation was thought to be the taking of butter from the lunches given to school children. This idea raised such a nation-wide kick that the butter was returned

to our school children, but now our boys fighting in Viet Nam are having to eat oleo. I was amused by one fine, man-in-the-know in Washington who said that it all souded like "margerine politics."

As the world turns here in Ohio, the last Saturday and Sunday listed some thirty deaths on the state's highways. With the largest percentage of these deaths of children 16 to 20. The comments given state that the biggest reason for the majority of these deaths was the lack of seat belts. This old man does not entirely agree with that statement. However, he does feel that if the auto manufacturers would reduce the horsepower in the engines and put on a gadget that would reduce speed to a real slow-down for all drivers using their cars for business or pleasure and not race-track competitions, say perhaps 50 miles per hour, more lives would be saved than by the use of seat belts. One more thought, if the courts would impose on drunken drivers a stiff fine of \$1,000 to \$10,000 for each offense, with none of these suspensions which are given away, perhaps our highways would become a bit safer and a whole lot saner.

As the world turns we find that billions of dollars and who knows how much effort are being spent to send people to the moon. Is this really necessary? One question just keeps entering my mind. Will all of these men who receive a trip to the moon at the expense of the taxpayers also be provided with a return ticket?

As the world turns, we have been watching that more passive war that we are waging against poverty — this is one war with no age restrictions — anyone can be a warrior. And, as it looks from the reports coming over the

## IN UNITY THERE IS STRENGTH

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wire services, this "war" is making a few rich folks still richer by way of fat pay envelopes while the multitude of the poor ones are getting even poorer as evidenced by the tents and camp-outs sitting across the street from the headquarters for this Poverty War.

As the world turns, many folks are seeing strange objects flying around the skies at night. The question about this has still not been answered as of this date, are they really seeing things up there or are they just star gazing. If this writer may venture a guess at it, he has known for years that April was a good month for kite flying.

As the world turns, we are seeing labor union strikes, so-called Non-Violence Marches - which invariably end up with fist-tossing, black-eyes and swollen ears, and Beatle haircuts and whiskers. These things were virtually unknown in our great U. S. A. for years where matters of this type were settled at a ballot box. Now this doesn't seem to help and such things creep onward.

As the world turns, it is noticeable that conversations on sex which were once held only behind closed doors and then only in subdued tones are now being broadcast wholesale over television, radio, and through the newspapers. However, as this old man looks on he is even confused as to which sex is which. The boys nowadays look like girls, or try to, and the fairer sex (as they once were) are trying to look like men and boys. At first I thought that it was time for me to get my glasses changed and refocus on things, but was then told that it wasn't the need of glasses which was confusing me, that I would just have to listen to these persons talk to tell which was which.

As the world turns, we find that there was once a time (and not too long ago) when a man and wife worked hard all of their lives in order to save money for their old age and build up a substantial savings for their children when they finally passed on. This type of idea is now outmoded and dated, the idea is to have prosperity and hold down inflation. This is supposedly accomplished by spending, living high, enjoying everything and buying every-

thing. By today's standards it is totally unnecessary for anyone to save a dime for when you are old and have outlived your usefulness (at the age of only 60) the federal government will help pay for your old age relaxation in a nursing home. By thus eliminating the oldsters from the scene, the young generation are left unhampered for full service in shaking the bushes, trying to keep up a fast-slipping checking account in the bank, making deposits, and attempting to keep the rubber out of their checks.

As the world turns, we were overjoyed and had a brief period of rejoicing because of a much needed and highly promised tax reduction. We all spent a pleasant week-end entertaining ourselves with the idea of lower tax rates and more pocket money. Then, the following week the reduction was cut off. As if this were not deflating enough to the population, they not only denied us the reduction but decided that there must be an increase. The first tax pill was coated with sugar and we put it in our mouths before finding that the back of the pill was salt. But, as the Doctor would say, "you must swallow your bitter pills and try to look happy." It helps one to endure the pain.

As the world turns, the writer was amused one day watching a middle aged man and his wife who were attending an auction of a nice home. They thought it was a lovely home and bid on it heavily for some time. However, while only he and his wife were to live in it if it were theirs, they stopped bidding on it. Oh, they did love the house, it had nearly everything they wanted in a home, except, as they went on to detail for me, they simply had to have two baths and that house only had one. For some reason I found this strangely funny as Mom Hess and myself have a wonderful home and are the only two who live in it. We only have one bath in our home and it is idle two thirds of the time each day.

As the world turns, in Ohio we say this is the Spring of the year. Tulips are up and trying hard to burst into bloom, grass is getting green. But, as of this writing, old man winter hasn't yet lost his grip on us and is showering down

## IN UNITY THERE IS STRENGTH

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snow. But, my readers, this is one thing that I can't blame on the politicians.

As the world turns, for years we had two strong, dynamic political parties. Each of these parties contained great men and powerful leaders. But, now, we have two parties divided into two main bodies each called the Conservatives and the Liberals, then from there they are further divided yet into even smaller splinter groups. As I look down over old Mulberry Hill, it looks like since we have states rights, there is a big chance in the future of totally disregarding the emblems of the Republicans (the elephant) and the Democrats (the donkey) and simply going under such monikers as "The Savers" or "The Spenders." Then, the people should all get together and erect a monument in honor of the deceased member of our ruling parties who was affectionately known as "Mr. Economy" . . . . . a man who was for many long years known for his motto "live and let live."

As the world turns, through out ballot boxes across the country we have sent on to Washington and our state capitols great men, men in whom we placed our faith. What kicks us back is the way they fumble their decisions, especially in an election year when they are afraid of the voters and are trying to avoid offending anyone. They are so obvious about their efforts to be out of town or to refrain from voting on issues which might prove controversial. This, unknown to the politician trying to avoid issues, often puts a burr in the back of the voter in whom he is placing his confidence for re-election. Indecision on the part of a Senator or congressional representative can make a voters decision, and it could just be the other direction.

As the world turns, the modern trend is "How much can I get in pay," "How few hours can I work to earn the money," "how can we keep up the strikes," "how can I get more service than is due me for the money I am paying" and, in the final analysis, the last man on the line is the one who pays the tab and he is . . .The Consumer.

As the world turns, during the past eighty years this writer has had the pleasure of seeing come to pass a revision in the status of the farmer. What used to be termed the "poor farmer", "the sod buster," "a clod hopper," in the days when all you needed was about five hundred bucks and a million dollars worth of ambition now must be much different. A farmer must nowadays be a business executive with business talent and a bankroll of a hundred thousand dollars. This is today's farmer, no longer working small patches of earth, but what could really be called the head of a big business.

As the world turns, we now find that not only the farmers but members of all types of businesses are getting advice and decisions are being made for them by high-priced federal advisors, who make rulings, read all the books, feed prices and marketing figures through computers and turn in reports. Good or bad, their decisions are almost invariably final and we simply take the pill and hope it will digest itself and become success.

As the world turns, we can look back over the past thirty years we can see where for some reason the farmer was told to cut down on production, for which the government would pay him, thus to make the items scarce and the selling price higher. Now, we find we are facing many nations who say they are starving to death for lack of food. And, even here, in this nation where so short a time ago we were told to hold back production of food stuffs, the experts say we will, in so many years, be facing a fight for just merely enough food for survival. This correspondent takes it that that statement was made up from what one of the computers has reputed.

As the world has turned to date the bulk of my shots had lead towards the farmer, the background of life, a way of life which I have great faith in. A wise old man whom we all listened to and agreed with around the pot-bellied stove in the village general store years ago gave out this one sage piece of wisdom, "The farmer has and always will get hit on one end or the other,

# IN UNITY THERE IS STRENGTH

regardless.”

As the world turns, and you, my friends, read this column, I know you will say to yourself that “Old Pop has gone nuts - in this column he made not one single mention of the auctioneer and where he stands while this world is turning.” Please be advised - as the

world turns some further and the June issue is received, we will attempt to find out what the experts, advisors, and, of course, the computers are cooking up for the auctioneers of today and tomorrow, a little about the past, and what we are doing to serve Mr. John Q. Public.





## Western College Of Auctioneering

On the opposite page are the members of the March, 1966, Class at Western College of Auctioneering, Billings, Mont.

Front, kneeling, are the following instructors: Vern Dustin, Billings; Bob Thomas, Billings; Merle Clark, Marmarth, N. D.; John Wert, Wendell, Ida.; Bill Hagen, Billings; Gene Gabel, Billings.

Second row: Clayton Enga, Rugby, N. D.; Scott Pittullo, Pueblo, Colo.; Ernest Curnow, Quincy, Calif.; Steve Bona, Spanish Fork, Utah; Fred Petsch, Meriden, Wyo.; Len Thierman, Lethbridge, Alta.

Third row: James Casey, Glenville, Minn.; Tex Pate, Helena Mont.; La Moine Sorenson, Denver, Wyo.; Ralph Nutz, St. Anthony, Ida.; Steve Lasell, Wainwright, Alta.; Floyd McElwain, St. Joseph, Mo.

Back row: Albert Meyers, St. Ignatius, Mont.; Wallace Nesbitt, Acme, Alta.; Dennis Schwalbe, Killdeer, N. D.; Marcus Alexander, Snyder, Colo.; Royal Smith, Meeteetse, Wyo.; Wayne Barnett, Lloydminster, Alta.; Lloyd Thompson, Vermilion, Alta.; Bob Laramore, Gillette, Wyo.; Ted Bergeron, St. Paul, Minn.

## Bankruptcy Auction

The Atlanta Times, a daily newspaper in Atlanta, Ga., was sold in a bankruptcy auction, April 19. After only 14 months of operation, the business failed due to reported withdrawal of promised finances before the operation had become profitable.

The auction was handled by Ralph Rosen, Inc., of Buffalo, N. Y., and Dallas, Texas, members of the NAA.

## CASH PRIZES

NAA Convention Amateur Contest

For Sons and Daughters of Auctioneers

Mail entry blank now  
to get in on the chance to win

NAME \_\_\_\_\_ AGE \_\_\_\_\_

ADDRESS \_\_\_\_\_

TYPE OF ACT \_\_\_\_\_

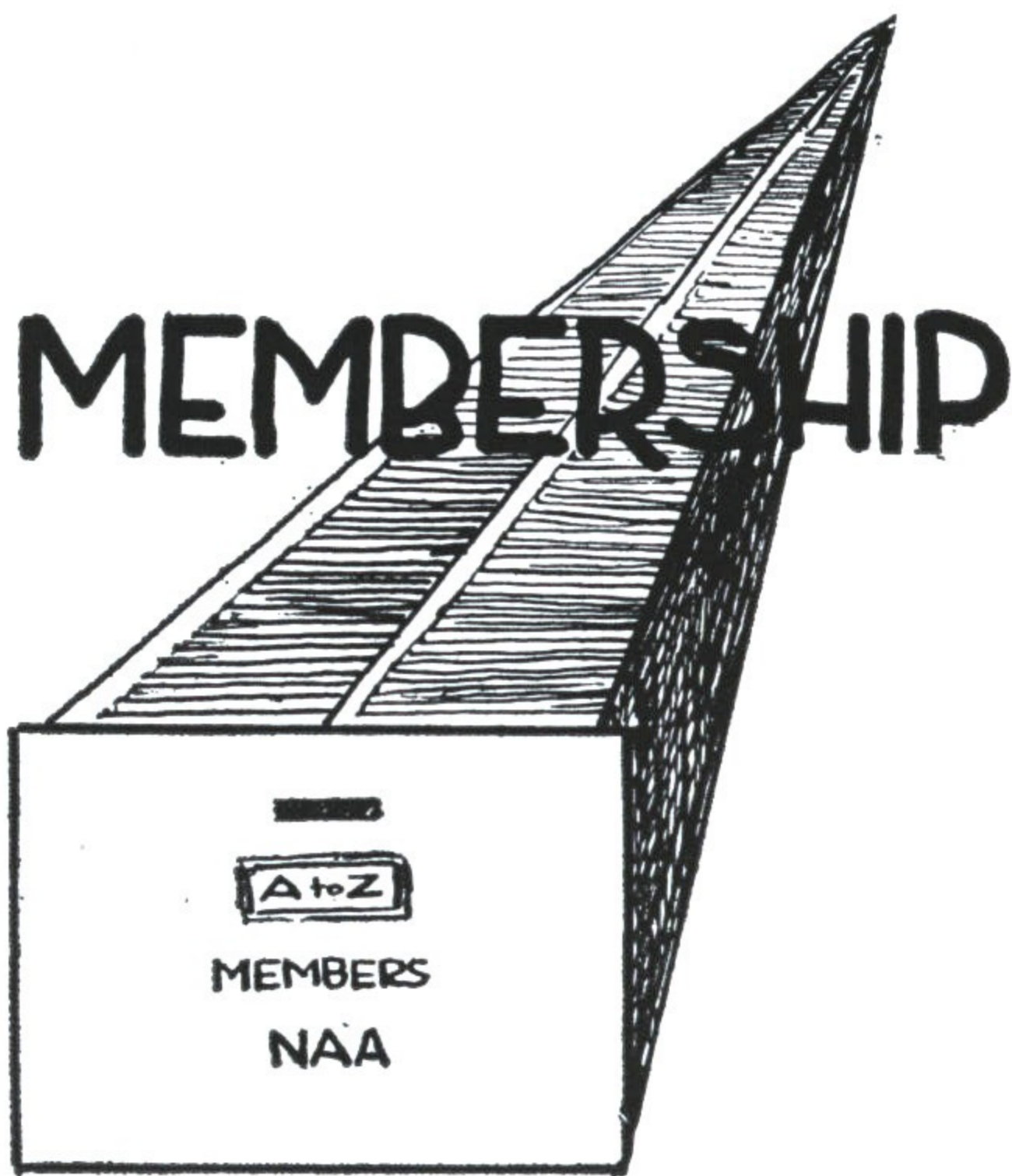
Contest will be Wednesday Evening, July 13, 1966

Another good reason everyone should attend the Convention  
(Prizes furnished through courtesy of the

NEW JERSEY STATE SOCIETY OF AUCTIONEERS).

Mail Entry Blank To:

Henry Brooks, 405 S. Franklin St., Wilkes-Barre, Pa. 18702



*Memberships Processed  
March 16 thru April 15*

(\* indicates new member)

Harry Gautieri, Rhode Island  
 Elmer L. Harden, Illinois  
 Paul A. Pauley, Iowa  
 Marvin Rogness, Iowa  
 Wayne Stewart, Iowa  
 Don Burke, Kentucky  
 Robert E. Ruggles, Ohio  
 Harold Cohn, Georgia  
 Richard A. Wagner, Michigan  
 \*E. L. Miller, Ohio  
 \*John K. Mount, Oklahoma  
 \*Gene Turner, Illinois  
 \*Delton L. Cowan, Texas  
 \*Rex B. Newcom, Kansas  
 C. V. Rosvall, Colorado  
 John Rainey, Colorado  
 \*Emmett L. Harbour, Colorado  
 T. S. Bruce, Jr., South Carolina  
 Harold H. Van Syoc, Iowa  
 Kenneth Mozena, Iowa  
 Loren Albrecht, Iowa  
 Tom Sapp, Illinois  
 John Wert, Idaho  
 E. A. Maurer, Texas  
 Billy Kachler, Kentucky  
 Charles Hawks, South Dakota  
 Don Millspaugh, Indiana  
 Roy Cagle, Texas  
 \*Charles Manning, Michigan  
 Robert J. Mallinger, Iowa  
 Robert T. Sherwood, Iowa  
 Arbe F. Bareis, Iowa  
 J. F. Foster, Texas

Howard Roland, Colorado  
 T. Lynn Davis, Georgia  
 Rudy Larkin, California  
 Buck Enloe, Texas  
 William J. McKay, Montana  
 Walter R. Dillman, Indiana  
 Thomas F. Bingham, Idaho  
 R. Jackson Alley, New York  
 John Carlile, Texas  
 Ralph E. Morrison, Texas  
 Denzil L. Clark, Illinois  
 Clyde C. Wagner, Pennsylvania  
 Paul A. Taylor, Indiana  
 Roland Reese, Texas  
 Arthur Boroughs, Michigan  
 \*Edmond E. Kueker, Illinois  
 Marcellus Hartman, Illinois  
 Dan B. Roth, Oregon  
 C. R. Tomlinson, Texas  
 John Di Bello, New York  
 Paul W. Lawton, New Hampshire  
 \*James F. Wheat, Kentucky  
 \*Joel Sullivan, Kentucky  
 Haskell Stratton, Kentucky  
 John S. Baldwin, Kentucky  
 Ben M. Osborne, Kentucky  
 J. L. Kachler, Kentucky  
 Edwin Freeman, Kentucky  
 Milo Fodness, Minnesota  
 Dwayne Moses, Texas  
 Bud Curry, Texas  
 Irvin Eilers, Idaho  
 \*James Blonigen, Wyoming  
 \*Carl O. Geesaman, Indiana  
 \*Bill Mundell, Colorado  
 \*Royal W. Smith, Wyoming  
 \*Bob Larimore, Wyoming  
 \*Jim Stewart, Alberta  
 \*Robert Deveau, New York  
 Mike Fahnders, Illinois  
 Clarence Foss, New York  
 \*Quinton Daehler, Missouri  
 Donald Bradley, Ohio  
 Edward Schmaedeke, Illinois  
 Hy Fogel, New York  
 \*Clarence Burkett, Michigan  
 M. J. Shock, Illinois  
 \*C. Prescott Lunt, Sr., New York  
 Jackie Bell, North Carolina  
 A. V. Zogg, Jr., New York  
 S. E. Gelvin, Mississippi  
 Wayne Cook, Texas  
 \*Victor Carpenter, Indiana  
 Alex Huff, Indiana  
 Bob Grossman, California  
 Jack Shadden, Iowa  
 Wm. J. Fitzpatrick, Connecticut

# IN UNITY THERE IS STRENGTH

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Chester D. Klemans, Indiana  
Norman G. Thorp, Ohio  
Richard W. Babb, Ohio  
\*Karl Schnicke, Michigan  
James J. McGuire, Iowa  
Pat Forristal, Iowa  
Lorne North, Iowa  
J. D. Campbell, Indiana  
Pat Cohen, California  
Cy Ferguson, Ohio  
Lawrence Chapman, Michigan  
Milo Hill, Michigan  
Dan Danner, Illinois  
J. M. McCarty, Texas  
J. C. Lumpkin, Oklahoma  
\*Don M. Van Steenis, Iowa  
\*Jasper D. Petefish, Iowa  
\*James L. Smith, Iowa  
\*Matthew Costello, Iowa  
\*Larry G. Brodrick, Colorado  
Joseph H. Bishop, Indiana  
Dale Christman, Indiana  
L. F. Wessel, Iowa  
Howard Staton, Kentucky  
L. H. Nelson, Texas  
Robert B. Peters, Ontario  
Daleard Pettijohn, Colorado  
Otto Seeberger, California  
James Mullins, Virginia  
Arnold Obendorf, Indiana  
James Whiteside, Missouri  
Freddy Frickson, Minnesota  
E. L. Olson, Illinois  
Richard A. Mead, New York  
\*Morris M. Bumgardner, Mississippi  
\*Frank F. Quillen, Delaware  
Jack Reedy, Maryland  
Kenneth M. Rice, New York  
\*Charles W. Clements, Tennessee  
\*Faye Robertson, Tennessee  
\*Charles Moyer, Florida  
D. E. Bumpass, Jr., Virginia  
Carleton Meinders, Iowa  
Martin Fein, New York  
Albert Breecker, New York  
Walter L. Bales, Indiana  
Curtis Price, South Dakota  
Bob Force, Wyoming  
Cecil D. Myers, Oklahoma  
Lewis W. Campbell, Oklahoma  
Bart Bielenberg, Iowa  
W. F. Shepherd, Indiana  
Victor L. Kent, New York  
Orland J. Brenner, Oregon  
Richard M. Sears, Iowa  
\*James C. Durham, Tennessee  
\*Donna J. Spry, West Virginia

\*J. Fred Hill, West Virginia  
\*George W. Britton, West Virginia  
\*Ray A. Killen, West Virginia  
\*Norman H. Shotsky, Ohio  
\*John R. Shotsky, Ohio  
\*Harold E. Feters, Ohio  
\*Lee A. May, Kentucky  
\*D. L. Mc David, Kentucky  
\*Hugh L. Banfield, Kentucky  
Harry L. Hansbrough, Kentucky  
Harold Cox, Kentucky  
Floyd C. Persails, Michigan  
Ronald I. Tull, Virginia  
Bert Trane, Minnesota  
Francis L. Chromy, North Dakota  
Bernard P. Day, New York  
Hugh Simpson, North Carolina  
Dean Cates, Missouri  
Howard Raser, Montana  
Marsh Dozar, California  
Merle D. Straw, New Hampshire  
James E. Allen, Illinois  
\*Clifford Eiler, Ohio  
Buddy Mc Cullough, Tennessee  
Sherman Mc Crea, Iowa  
R. W. Oversteg, Colorado  
Cotton Laycock, California  
Wesley Chapman, Illinois  
Armon H. Wolff, North Dakota  
Robert Steffes, North Dakota  
James C. Davis, North Dakota  
Robert Henderson, North Dakota  
Lloyd W. Anseth, North Carolina  
H. E. Harden, North Carolina  
Virgil A. Tilley, Iowa  
Warren Collins, Iowa—Life  
Hugo Ward, Washington  
E. C. Bryant, California  
William J. Josko, Connecticut  
Louis J. Marion, New York  
Paul W. Lavengood, Indiana  
Max Pollack, Rhode Island  
Don V. Whetsel, Missouri  
Fred R. Daniel, New Jersey  
John R. Potts, New Jersey  
Harold Wehr, Indiana  
H. L. Lawrence, Idaho  
W. E. Hancock, Arkansas  
Garwood Gerdes, Texas  
Robert E. Acton, Ohio  
John P. Chumbley, Colorado  
\*Robert W. Cook, Nebraska  
Jim W. Short, Texas  
Lamar Mc Camy, Texas  
Jack Harper, Texas  
Cliff Harper, Texas  
Maurice Britten, Texas

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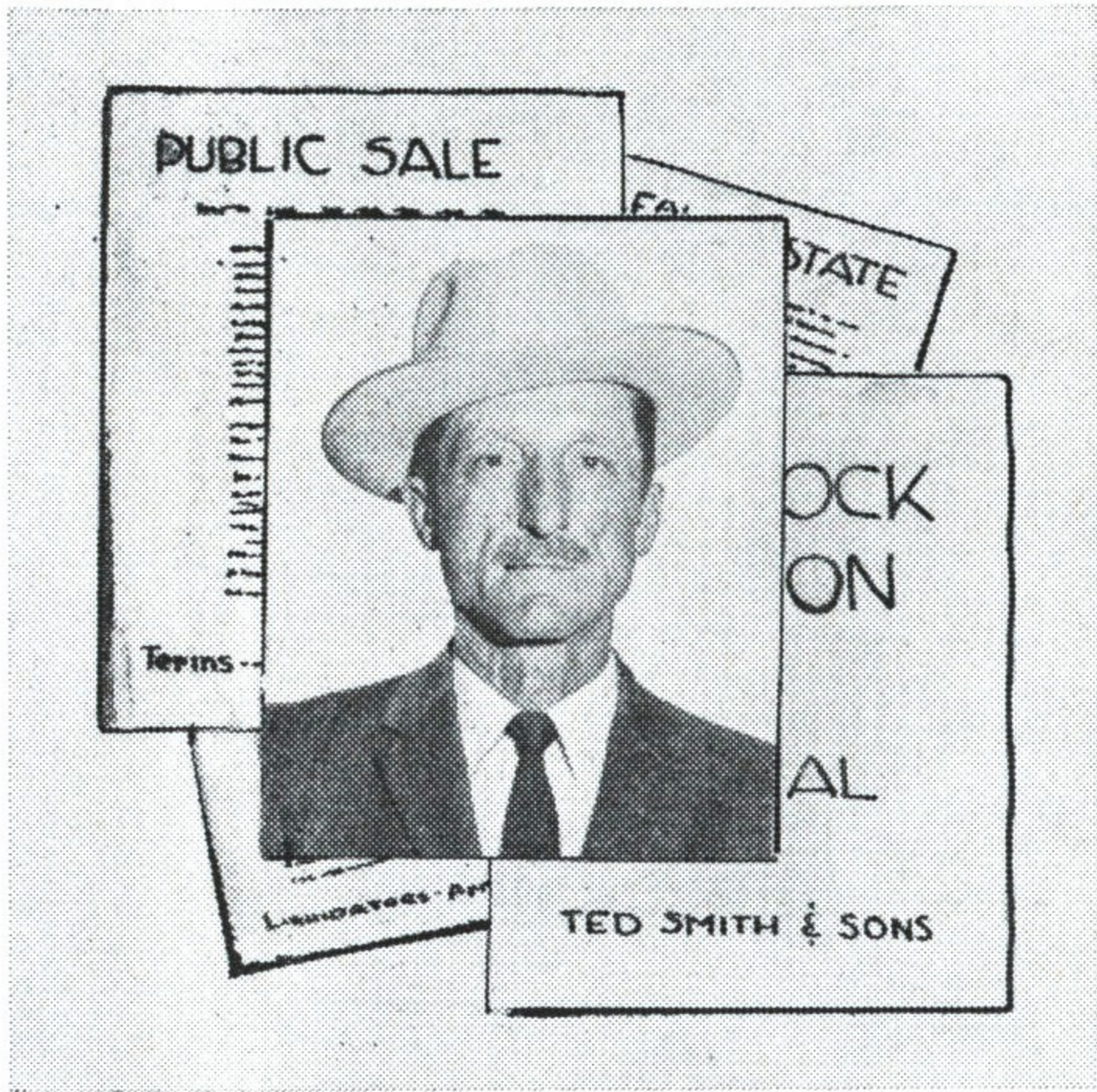
J. O. Lawlis, Texas  
C. D. Foster, Texas  
J. Kahn, Texas  
\*Ronald L. Diehl, Illinois

Freddie Chandler, Iowa  
Le Roy H. Foster, Iowa  
Wesley Greene, Iowa



MISSOURI AUCTION SCHOOL BANQUET  
KANSAS CITY, MO.  
DECEMBER 1965

## Auction Shorts



This is a great week.

Sunday we celebrated Easter. The resurrection of Jesus our Savior from the grave. The event that determines the eventual destination of all mankind. Also the week of the opening of the baseball season. And before this will be put into print, Leona and I will have enjoyed 35 wonderful years of married life.

Took note of an article entitled: HOW TO WRITE BETTER AD COPY, which I believe could very well be of help to Auctioneers when writing advertising for Auction Sales. It reads as follows:

1. Don't expect people to read leisurely essays no belles lettres.

2. Go straight to the point; don't beat around the bush.

3. Avoid analogies—"Just as, so to." People don't bother with them.

It's too complicated a verbal process.

4. Avoid superlatives, generalizations, platitudes.

5. Be specific and factual.

6. Be personal, enthusiastic, memorable - as if the reader were sitting next to you at dinner.

7. Try not to be a dull bore.

8. Tell the truth, but make the truth interesting.

9. Write sentences of less than 12 words.

10. Use at least 14 references to people per 100 words.

11. Use testimonials.

12. Give the reader helpful information in return for his or her time and attention.

13. Humorous copy does not sell.

14. Don't be afraid to write long copy if necessary.

15. Put captions under all your illustrations and make them pregnant with brand names and sell.

Henry Buss

## STORM AT SEA

Out of the harbor sails the ship,  
To cross the ocean for a nice long trip.

The ocean is calm; the sky is blue;  
The wind is still; the sun shining too.  
Conditions are fine and the ship sails

fast;

But remember the ocean is very vast.

On the horizon clouds begin to appear.

"We might be in for some trouble here,"

Speaks the Captain to his hearty crew,

"But brace up and don't feel blue."

The wind blows free; the waves dash high;

The sun is sinking, and darkness is nigh.

The moon does not appear to sail like a kite

To lighten up that dreaded night.

Impossible to see in front of your face  
Was the kind of darkness now taking place.

The ship raises high only to fall

In the middle of a mighty rain squall.

The captain knew they might go aground

On some coral reef that was lurking around.

The ship heeled over on its side,  
And overboard some things did slide.

—Luck was with them all the way

But all thought land, a safer place to stay.

Ken White

Greenville, Ohio

(Written at age 14)

# Earl Penfield Honored For 30 Years Selling



Charlie Pike (right), Billings, Mont., presents plaque to Earl Penfield, Lemmon, S. D., in commemoration of Penfield's 30 years as an auctioneer. Pike and Penfield are both NAA members.

The name Penfield is an old hallmark around the "Bad Lands" area of North and South Dakota. On February 14, Bob Penfield who runs the Bowman (N. D.) Livestock Auction, put on a little surprise to honor his Dad, Earl Penfield, for his 30 years service in the auction business.

A plaque was presented by Orville Narum of Western Livestock Market in Dickinson, N. D., and was given by these four livestock auction markets: Home Base Auction at Bowman; Lemmon Livestock at Lemmon, S. D.; Kam-

rath's Auction at Mott, N. D.; and Western Livestock at Dickinson.

Earl Penfield has been selling on these markets, up and down the road each week, for the past 16 years and has been the auctioneer at these four markets each week. He started in his father's sale barn at Lemmon.

Charlie Pike, Auction Market Fieldman for WESTERN LIVESTOCK REPORTER (Billings), acted as master of ceremonies for the event. According to market and brand inspection records, Earl Penfield has sold a grand total of

2,596,841 head of livestock through the four markets since February, 1963. The Penfields operate a farm auction service in addition to the markets.

The ceremony, honoring Penfield, took place exactly 30 years after he came home from Auction School in Kansas City, on Valentine's Day in 1936. He started selling the Lemmon sale for his father immediately upon his return and about a month later he sold his first farm sale. To use the words so often used by "Pop" Hess, he has been the auctioneer in demand for the past 30 years and continues to hold that position.

Earl Penfield and his son, Bob, hold Life Memberships in the National Auctioneers Association. They have many friends and admirers in this organization.

## Illinois Auctioneers Hold Spring Meeting

The Illinois State Auctioneers Association held their Spring Convention at the Holiday Inn in Galesburg. Chairmen of the event were Col. and Mrs. Michael Marks.

Dick Herm, a Peoria television personality, gave a most interesting talk on centralized, close - circuit bidding

on livestock auctions. This revolutionary new idea was discussed with much enthusiasm and a lively discussion followed his remarks.

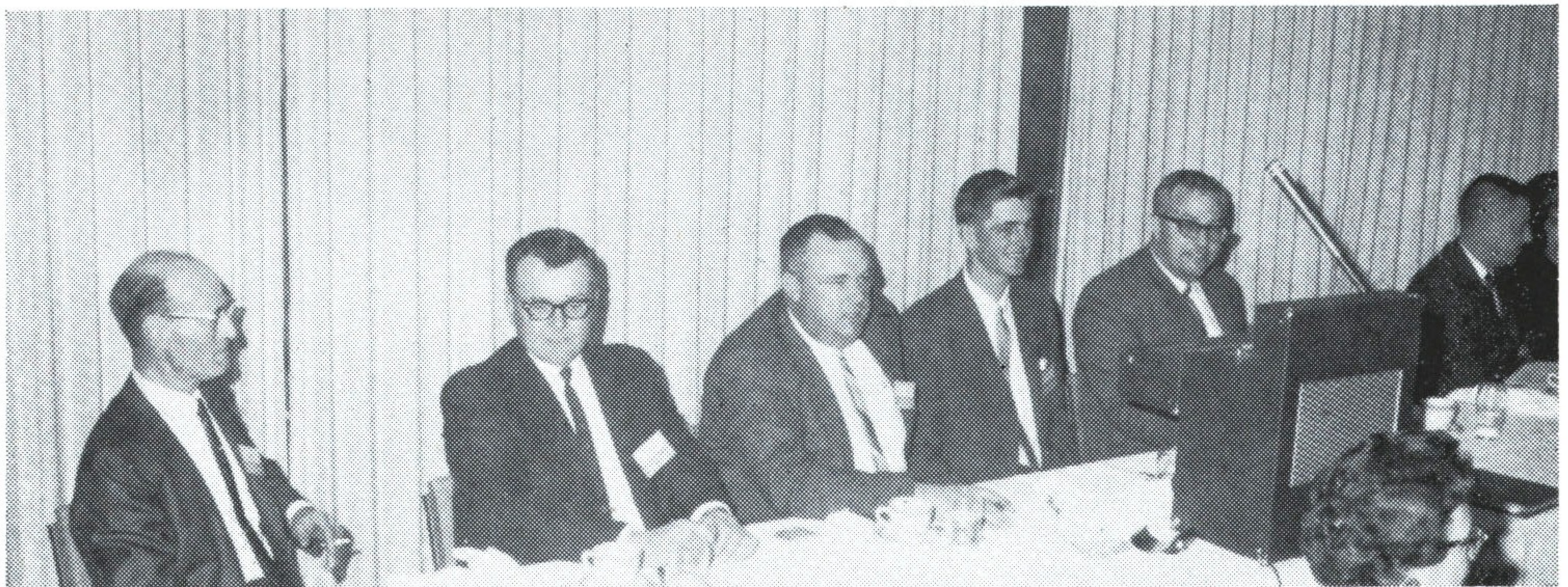
A highly informative speech was given by Wilbur Peck, a realtor and appraiser. Mr. Peck discussed appraisals and the auctioneer's obligation to give the customer a well - thought - out appraisal. Mr. Peck presented ideas which benefited the entire group.

The Illinois Auctioneers were then entertained by a presentation of musical ensembles by the Galesburg High School students. These students were excellent performers and very talented and everyone enjoyed their musical performance.

President Dwight Knollenberg urged a large attendance by the Illinois Auctioneers at the National Convention in Philadelphia. He also reminded all those present of the annual Fall Convention to be held in Springfield on October 22 and 23. During the Fall Convention the plans are to be finalized for the National Convention which is to be held in Chicago in 1967. Andy Bono, Springfield, was named Chairman of the Fall Convention and he plans to program an exciting time for everyone who attends.

### FRANKLY SPEAKING

Those who don't read have no advantage over those who can't.



Speakers table at the Illinois State Auctioneers Meeting found these prominent personalities, from the left: A. C. Dunning, Elgin, NAA Director; George Cravens, Williamsville, ISAA Secretary - Treasurer; Dwight Knollenberg, Mason City, ISAA President; Mike Marks, Galesburg, convention chairman; and Wilbur Peck, Guest Speaker.

# Philadelphia: Site Of America's Great Museums

By MARY E. HENRY

Back in December of last year when I started this series of articles I mentioned the many museums that can be found in the Philadelphia area. I will go through the list and perhaps be able to list one that will be of very special interest to you.

Before launching into the descriptive list of museums I would like to add that Pennsylvania Avenue was re-named John F. Kennedy Boulevard after the assassination of the President in November of 1963.

**ACADEMY OF NATURAL SCIENCES.** The nation's first natural history center which includes outstanding habitat groups of animals. There is a Junior League Nature Museum with scaled pushbutton exhibits for 6 to 12 year olds as well as a live animal section.

**AMERICAN PHILOSOPHICAL SOCIETY.** This is the oldest society in America having been founded by Benjamin Franklin in 1743. Included in its library are original Lewis and Clark Journals, papers of Benjamin Franklin, Charles Wilson Peale, Charles Darwin and many other 19th century scientists. You will also be able to view an interesting collection of portraits and early scientific instruments.

**AMERICAN SWEDISH HISTORICAL MUSEUM.** This museum was established for the purpose of preserving the Swedish heritage and commemorating Swedish contributions to American life. Here original letters, documents, rare books, paintings, costumes, glass, silver, coins and etc. can be seen.

**ATHENAEUM OF PHILADELPHIA.** This Subscription Library, founded in 1814, contains 70,000 volumes of general literature, with collections of 19th century fiction, travel, literary periodicals, etc. American Empire furniture and paintings and Joseph Bonaparte relics are also on display here. The indepen-

dent Philadelphia Maritime Museum occupies part of the ground floor of this building.

**ATWATER KENT MUSEUM.** This is known as the "folk museum" as here you can trace the growth of Philadelphia from the Indian village of Pre-William Penn days to today. Here can be found miniature scenes of dramatic moments in local history. Also many paintings, photographs, prints, etc. can be seen.

**BUTEN MUSEUM OF WEDGWOOD.** Five galleries here contain 6,000 items. Ten different types of Wedgwood ceramics made in two centuries show art development during that period.

**COMMERCIAL MUSEUM.** This is an international exhibition with special events which blend the commerce and culture of other lands. Music and motion picture programs on countries being featured are scheduled regularly.

**ELEUTHERIAN MILLS - HAGLEY FOUNDATION.** The purpose of this foundation is to preserve and to interpret the original powder mill site of E. I. du Pont de Nemours and Co. and to relate the original development of early industry to the story of our nation's industrial progress. This mill founded in 1814, on the Brandywine, is located on a 185 - acre property. Visitors tour the grounds by jitney bus to view the twenty-one remaining mills, the raceways, etc. There is also a Historical Library which functions along with this Museum. These two institutions are located in Greenville, Delaware, 3 miles north of Wilmington.

**FAIRMOUNT PARK.** This is one of the largest natural parks in the world. There are extensive recreational facilities, including picnic areas, bridle paths, hiking trails and a bird sanctuary, etc. In the March issue we went into detail on some of the historical homes that can be seen here. For the



## IN UNITY THERE IS STRENGTH

antique fanciers there is nearly an unlimited collection for you to see.

**FRANKLIN INSTITUTE SCIENCE MUSEUM.** A Marine Section, the Hall of Aviation, The Bell Telephone Room, the Space Science Section, the Hall of Chemistry, a Weather Station, Fels Planetarium, are just some of the larger exhibits that can be seen here. In the Fels Planetarium you can take a rocket trip to Mars and a visit to the skies of the First Christmas.

**FREE LIBRARY OF PHILADELPHIA.** This library in addition to the regular functions of a public library houses many unique collections. They have available 16 mm films to loan to organized groups, they have embossed books and recordings for the blind and have one of the finest rare book collections contained in any public library. A calendar of events can be obtained here for public lectures, concerts, etc.

**HENRY FRANCIS DU PONT WINTERTHUR MUSEUM.** This is the former home of Mr. and Mrs. Henry Francis du Pont. This museum contains over one hundred early American period rooms with woodwork from houses built in this country between 1640 and 1840. Each room is furnished to the smallest detail with objects of daily living in connection with the period of the woodwork. Here also can be found collections of ceramics, metalwork, textiles, paintings and prints. This Museum is located 6 miles northwest of Wilmington, Delaware on Route 52, between Greenville and Centerville, Delaware.

**INDEPENDENCE NATIONAL HISTORICAL PARK.** This we discussed in detail in prior issue.

**MORRIS ARBORETUM.** An outdoor museum of more than 3000 kinds of mature, native and exotic trees, shrubs and woody vines in a 170 acre tract. Here you will find a Rose garden, rock wall, tropical fernery, medicinal garden, etc. This museum is located between Germantown Avenue (Route 422) and Bethlehem Pike (Route 309), five miles south of Fort Washington exit of Pennsylvania Turnpike.

**PENNSYLVANIA ACADEMY OF THE FINE ARTS.** This is the oldest art institution in the United States. The Gal-

leries and School were established in 1805. Of special interest are the permanent collections including representative cross-section of American fine arts from early 18th century through current contemporary works. Special exhibits are shown and there are lectures, gallery talks, demonstrations and concerts here.

**PHILADELPHIA ART ALLIANCE.** This museum concentrates on the present, exhibiting the most representative of contemporary artists and giving the unknown, worthy artist a chance to be seen and judged by the public. The Art Alliance also presents a well-rounded program of dance and musical recitals, and discussions in the fields of theatre, literature, painting, sculpture, industrial design, travel and photography.

**PHILADELPHIA MARITIME MUSEUM.** This was founded in 1960 for the purpose of preserving and placing on public exhibition items pertaining to the maritime history of the United States in general and the Delaware Valley Ports in particular. Here you can view collections of models, paintings, weapons, documents, etc. Of special interest is the collection of sail-making equipment, shipbuilders tools and whaling artifacts.

**PHILADELPHIA MUSEUM OF ART.** Here are contained over 90,000 works of art. Among its major treasures are painting collections by Arensberg, Elkins, Gallatin, Johnson, Stern, Tyson, Wilstach. Here also can be seen collections of rare silver, porcelain, glass, tapestries, rugs and other decorative arts. Films, lectures, concerts and recitals are provided almost daily.

**PHILADELPHIA ZOOLOGICAL GARDEN.** More than 1600 mammals, birds and reptiles are seen in America's First Zoo. Of special interest to the young at heart are the feeding of the sea lions, tigers and lions; the collection of apes, monkeys and reptiles; and the large waterfowl collection. There is the children's Zoo with calves, lambs, fawns, rabbits, chimpanzees and other animals to see and pet.

**PRINT CLUB.** This was founded in 1915 to stimulate interest in the graphic arts among artists and collectors, with particular emphasis on work by con-

temporary printmakers. There are lectures and demonstrations.

**ROSENBACH MUSEUM.** This is the former home of the late Rosenbach brothers and was first opened to the public in 1954. Here can be seen fine furniture, rugs, tapestries, paintings, etc. This world - famous collection of books and manuscripts has many books in the field of American History.

**UNIVERSITY MUSEUM.** This is a "Museum of Man" which has an important collection pertaining to ancient and primitive cultures around the world. Indians of both North and South America, natives of the Pacific Islands and Africa, the civilizations of the ancient Near East, Egypt and Chinese Civilizations are some of the major exhibits. The University Museum, with WCAU-TV, produces the popular museum quiz program, "What in the World?" Also of interest are Treasures, 5,000 years old, from the Royal Tombs of Ur, Egyptian Mummies, magic - working African images, and Maya sculpture.

**WAGNER FREE INSTITUTE OF SCIENCE.** This is a natural history museum containing minerals, fossils and shells with smaller collections of birds, animals and reptiles. There are evening lectures on geology, physics, anthropology, psychology and biology.

It seems that whatever in the field of art, sciences, books, paintings, music, etc., that you like, you can learn more about it or see more of it, in the City of Philadelphia or one of the outlying areas of Philadelphia.

I hope in winding this up this month that you have been able to find something else that you would like to see in Philadelphia. In closing, may I say that next month we will try and get information on live television programs, concerts and etc., so you can see that your family will certainly be able to enjoy the trip to Philadelphia in July.

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#### S'NO FUN

I am gloriously giddy - gay without reason

At the frivolously frothy first snow of the season.

But little by little before winter finishes,

Shovel by shovel, my joy diminishes.

## Tennessee Invites You To Convention

By **E. B. FULKERSON, Secretary**

Col. C. B. Arnette, President of the Tennessee Auctioneers Association, invites all Tennessee auctioneers and their families, as well as auctioneers from other states, to attend the 8th Annual Convention of the T. A. A. The meeting will be held at the Riverside Lodge in Gatlinburg, June 12-13.

An interesting program is being planned with a roster of speakers who have a wealth of knowledge of the auction profession. Entertainment and a Grand Banquet are also on the agenda.

Gatlinburg is a scenic tourist attraction in the Great Smoky Mountains with many interesting features to be enjoyed by the entire family. The Riverside Motor Lodge is beautiful and spacious with accommodations to handle conventions in an atmosphere of genial welcome and gracious hospitality, however, reservations should be made in advance.

This convention is open to auctioneers, their wives and children. Let's make it the greatest!!!

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## Michigan Auctioneers District Meeting

Thirty four persons were in attendance at the 1st Michigan Auctioneers district meeting at Bill Knapp's restaurant in Flint, March 18.

Dinner was served promptly at 8 o'clock.

Floyd Persails, chairman, was in charge of the meeting. A panel discussion was held on general auctioning with Jack Hall and Stan Perkins, and Floyd Persails as moderator.

A question and answer period followed and I am sure everyone present enjoyed it immensely and learned something new.

We missed several of you regulars and will be seeing you all in Battle Creek, May 19.

Several new members joined the State and National Association.

Everett R. Miller

# Local Fire Department Honors Ohio Auctioneer



Harry H. Hawk, Creston, Ohio, auctioneer, and fireman for 30 years, receives bell from city's first fire engine from fireman, Chester Stellar. Presentation was made at the Annual Firemen's Auction.

CRESTON, Ohio, March 21 — Harry H. Hawk, Creston fireman and auctioneer, was honored at Saturday's 10th Firemen's Community Sale.

Trustee Chester Stellar presented him with an antique fire bell mounted on a base at the beginning of the sale. It came as a surprise to Hawk. Harry had often expressed a desire to preserve the bell as he is a collector of old bells.

This bell was from the first Creston community 1927 Dodge fire truck. For a short time it was mounted on the new fire truck which was purchased three years ago, but it proved to be in the way. It was taken off and stored in the fire house.

Hawk joined the Creston Fire Department 30 years ago when the department was lucky to have four regular firemen. At present he is the oldest in

the department and it now has 24 regular members.

Hawk said he had enjoyed every minute of it or he would not have stayed that many years.

Ten years ago the department needed many new supplies and with Hawk heading a committee a community sale was held in March. The sale has been continued each year since that time.

In the ten years the sale has netted \$10,000.

Seven years ago the firemen built a new firehouse which houses four trucks. Later the building was bought by village council. Out of the \$10,000 many repairs and equipment have been purchased for the department.

One of the largest fires that Hawk recalls that he attended was several years ago in the spring when the de-

partment was called to the Shrimplin farm near Burbank, along with six other fire departments to fight the fire that threatened the whole community.

Hawk is an auctioneer and belongs to the Ohio Auctioneer's Association, and the National Auctioneers Association, was on the North Central School Board for many years, a member of the Methodist Church, and active in many civic affairs.

(From THE DAILY RECORD,  
Wooster, Ohio)

## H. Hilliard Enters Auctioneer Contest

Kansas City, Missouri — Harold Hilliard of Greenville, Illinois, is the first entry from his state accepted in the 1966 World Champion Livestock Auctioneer Contest.



HAROLD HILLIARD

The two day event will be held at the Grand Hotel on Mackinac Island, Michigan during the annual Livestock Marketing Congress June 12th and 13th. The contest designed to determine auctioneering skill and ability is conducted by the Missouri Auction School of Kansas City and endorsed by the nation's 800

Certified Livestock Markets. A total of 14 industry judges from throughout the United States will select the World Champion, Reserve World Champion, and 8 Regional and Reserve Regional Champions. The present Champion is Glen Helberg of North Platte, Nebraska. Skinner Hardy of Bakersfield, California is the present Reserve World Champion.

Hilliard is a second generation auctioneer and has been selling all of his adult life. He is owner and head auctioneer of the Greenville Livestock Auction Company. Prior to his association with the Greenville Market, he was an auctioneer for the Twin Falls Livestock Auction Company, Twin Falls, Idaho, the Jerome Livestock Commission Company, Jerome, Idaho, and the Mississippi Valley Stockyards of St. Louis, Missouri.

His entry is being co-sponsored by the Greenville Livestock Auction Company and the Barnard Livestock Auction of Wayne City, Illinois owned and operated by Art Barnard, Jr. The Greenville Market is 5 years old and the Barnard Market is less than a year old. Both markets are very modern in their facilities and have enjoyed a steady growth.

Hilliard is married and has three boys. He was a runner-up in the 1965 World Champion Auctioneering Contest in Kansas City.

## Complete Town Sold At Auction In N. M.

In an unusual auction, held early in April, Monroe Goree, NAA member of Roswell, N. M., sold the entire town of Orchard Park, just south of Roswell.

Orchard Park was a World War II prisoner of war camp. At the close of the war it was converted to a low cost housing community for military families. It was officially closed last October 31. The town was first platted and dedicated on November 20, 1906.

Early in World War II, the government acquired the town property, some 230 acres and erected barracks for the camp. At one time it was estimated that 5,000 German prisoners were housed

there. They were later transferred to another camp and 5,000 Italian prisoners were sent to Orchard Park.

After the war, a group of area residents formed the non-profit Chaves County Housing Corp., acquired the land and converted the buildings into apartments. They rented them to non-commissioned officers, stationed at Walker Air Force Base. As many as 160 families lived there during the early 1960's but this number had declined to 23 at the time it was closed.

The 125 homes were auctioned along with the appliances they contained. All were sold to be removed from the premises. The houses averaged about \$600 each while the refrigerators, stoves, washers and other items brought an estimated total of \$2,500.

## Hughes Angus Ranch Dispersion Sale

By Col. John R. Fishdick

Ellenton, Fla. One of the most successful cattle sales was held here on March

21st and 22nd — it was a complete dispersion sale of pure-bred Black Angus-registered Aberdeen - Angus. A large crowd was on hand when the auction started and from then on in it was fast selling - auctioneers and ring men alternating throughout the day.

Black Magic Sales, Cy Crane and Phil Sanders were the sales managers and auctioneers in charge. The photo taken by your reporter shows the selling and management group who were responsible for this most successful sale. 226 lots were sold for a total of better than \$117,000.00, or an average of \$520. per head.

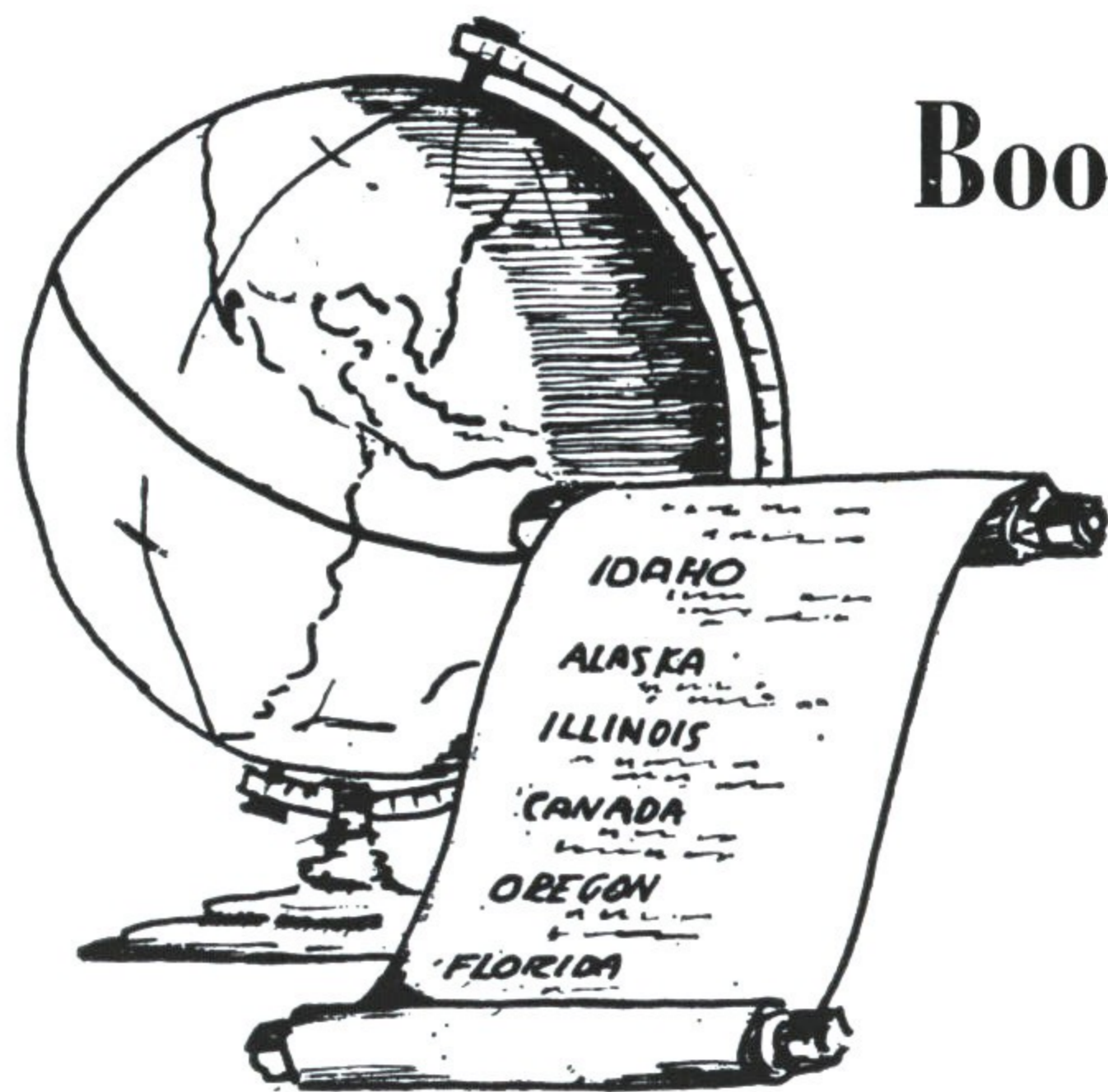
Cattle were sold into Kentucky, Florida, Arkansas, Alabama, N. & S. Carolina and Mississippi. Your reporter was happy to cover this sale and from my interviews with spectators and bidders I found this sale was a boost for the auction business in this area.

### WHERE AM I?

Some folks get lost in thought because it's unfamiliar territory.



John R. Fishdick, Eagle River, Wis., who spent the past winter in Florida, visited a number of auctions and auctioneers. At the Hughes Angus Ranch Sale he was fortunate to get five of the leading beef cattle salesmen to line up for a picture. From the left, they are: Perry Lane, Phil Sanders, Cy Craine, Charles Yount and Hugh James.



## Boosters for 'The Auctioneer'

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

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Col. Willard Olson—Delavan  
Town & Country Auction—Kansasville

## WYOMING

Col. Thomas Harrower, Jr.—Kemmerer  
Col. Dean W. Pruitt—Casper

## ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec  
Col. T. J. Jubenville, Prince George,  
B.C.  
Col. Arthur O. Robatzek—Swift Current,  
Sask.  
The Ladies Auxiliary to the  
National Auctioneers Association

## THE MEMBERS SAY . . .



Dear Bernie:

First, I would like to commend you and the contributing editors of "The Auctioneer" for publishing a very educational and worth while magazine. Through this news media, auctioneers, young and old, have the opportunity to broaden themselves in the auction profession.

The Texas Auctioneers Convention will be held June 3 and 4, in Dallas, Texas. Col. Grover Howell is making arrangements for the convention site. If you are in the Dallas area on these dates we would be happy to have you join us for our 1966 meeting.

Best regards to all.

Yours very truly,  
L. "Rusty" McCamy  
Bellville, Texas

Dear Bernie:

Enjoy reading "The Auctioneer", especially the items on Real Estate Auctions.

We appreciate your helping us form our state organization and hope we can grow into one of the best in the NAA.

Enclosed find check for dues, Booster Page and bumper strips.

Sincerely,  
S. E. Gelvin  
Tunica, Miss.

Dear Bernie:

Here are my dues and five dollars for the Booster Page. I sure don't want to miss a single copy of "The Auctioneer".

We have had a lot of snow the last half of the winter but it went fast, too. The sales have been good around here all winter with prices very good. Our horse sales have been seeing good prices with light runs.

It sure looks like an early spring here.

Yours truly,  
Clarence Foss  
Holland, N. Y.

Dear Col. Hart:

I wish to reinstate my membership into the Association. Sorry that I did not keep up in the past. I saved all my copies of "The Auctioneer" and this last week I got them out and re-read them. It was only then that I realized what I have been missing.

Thanking you in advance, I remain,  
Cordially yours,  
Joseph H. Bishop  
Lebanon, Ind.

Dear Colonel Hart:

Enclosed find five dollars for listing on Booster Page.

I hope very much that I can attend the convention in Philadelphia, in July. I have been in the Auction House business for seven years. We are now building a new Auction House, 50' x 100' with 23 acres of parking around it.

"Pop" Hess advised me to open an Auction House when I first came out of auction school (National Auction Institute) in July, 1958. I built the one I'm in now (40' x 80') and it has been very successful.

We are going into farm machinery and livestock sales plus our furniture sale and we needed more room. I bought a 57 acre farm between Maxton and Laurinburg and our new Auction House will soon be completed.

My many thanks to Col. Walter Britten and Col. Shaw who were my instructors in auction school. Col. Shaw

# IN UNITY THERE IS STRENGTH

---

always told me I was too fast with my chant. I've been trying to slow it down for seven years but I haven't been very successful.

If possible, I'll be at the convention in July.

Sincerely,  
Billy Dunn  
Laurinburg, N. C.

---

Dear Sir:

You will find check for the year 1966 dues and the Booster Page. I should have sent it before but have been pretty busy. I have an Auction each week and been booking an average of one public sale each week. It keeps a person jumping.

I enjoy "The Auctioneer" very much, the only thing I see wrong with it is that it doesn't come often enough. It would be nice if we got two each month but I know that is not possible at present. I enjoy Pop Hess, he makes wonderful reading. It is marvelous at his age to be still going strong.

I would like to tell him I enjoy his stories very much as I am sure all the other auctioneers do also.

We are hoping the National Auctioneers Association will have a wonderful year in 1966.

Your truly,  
Monroe Goree  
Roswell, N. M.

---

Dear Mr. Hart:

Enclosed please find my check for yearly dues.

As an auctioneer just getting started into the business I have had a pretty good year. I have had two large farm sales and helped on several others.

Illinois had a very nice Fall Convention which was held in Springfield. We are looking forward to the National Convention in Chicago, in 1967.

Yours truly,  
Franklin Bohn  
Elkhart, Ill.

---

Dear Bernie:

Well, another year has gone by and I've sure enjoyed every issue of "The Auctioneer." I don't think it can be beat for a young auctioneer, just getting started.

I was disappointed in not getting to go to the National Convention in Spokane. I had planned on it from the time I heard it was going to be there until a couple of days before time to go. I had just traded cars and the station wagon I traded for was just three days short of being three weeks late in arriving. Would liked to have choked a car dealer about that time.

Oh, well, such is life and maybe one of these times I can make it.

Your Country Boy  
Auctioneer  
Frank Roadifer  
Camp Crook, S. D.

---

Dear Sir:

Enclosed please find check for \$15.00 for dues and Booster Page for the year, 1966.

Although I am just getting started in the profession, I thoroughly enjoy reading "The Auctioneer" for it is both informative and interesting and I look forward to receiving it.

Best wishes for the coming year.

Sincerely,  
(Mrs.) Gynelle M. Jones  
Franklin, Ohio

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Dear Col. Hart:

I enjoy reading "The Auctioneer". In the February issue I read with interest the article entitled, "Public Relations a Must", by Kenyon Brown. I offered to make a talk to our program chairman of the Groesbeck Lions Club about "Auctioneering," and he took me up like a fish takes a live minnow.

Yours very truly,  
Cecil Johnson  
Groesbeck, Tex.

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Gentlemen:

Enclosed please my check for a years' dues to the National Auctioneers Association and the extra five dollars for my name to appear on the Booster Page for one year.

I chanced upon your publication, "The Auctioneer," and find it most interesting. I came here from Wisconsin and enjoyed reading Wisconsin news especially.

Sincerely yours,  
Joel L. Burling  
Edmonds, Washington

# Livestock Marketing Congress, June 11 - 14

Mackinac Island, Mich. — Preliminary plans and final dates for the 9th annual Livestock Marketing Congress have been announced. The industry - wide event will be held at historic Grand Hotel, Mackinac Island, Michigan, June 11-14.

The Livestock Marketing Congress is sponsored and conducted by the Certified Livestock Markets Association. The business trade association, with offices in Kansas City, Missouri, is made up of more than 800 trademark identified livestock market businesses which conduct their competitive selling services by auction.

Joint hosts for the event are the Michigan Livestock Markets Association and the Livestock Improvement Association of Michigan. President of the competitive livestock market organization is James W. Prince, St. Johns. Blaque Knirk, Quincy, is president of the aggressive state livestock industry group. Prince and Knirk are co-chairmen in charge of plans to welcome industry leaders from throughout the nation.

Michigan Governor George Romney has been invited as featured speaker for the concluding awards banquet of the three-day event.

According to marketmen officers, the Livestock Marketing Congress is staged and conducted to focus attention on trends and developments in competitive livestock marketing throughout the livestock and meat industry.

Three special program features will highlight the event this year, it has been announced.

With the cooperation of the College of Agriculture, Michigan State University, a Competitive Livestock Marketing Forum will be conducted. Representatives from all of the schools of agriculture of the state universities have been invited to join with livestock marketmen to discuss and analyze the competitive make-up of the management, facilities

and services of the livestock market businesses as they exist today throughout the nation. Dean T. K. Cowden, Michigan College of Agriculture, has named Dr. Ronald H. Nelson, head of the Animal Husbandry Department and Dr. Harold M. Riley, Department of Agricultural Economics, to coordinate activities with the livestock markets trade organization.

Following the highly successful precedent established last year, another feature will be the Livestock Health Coordinating Conference. Together with marketmen and other industry leaders, state and federal veterinarians will discuss livestock health safeguards in relation to market movement of livestock. Dr. F. J. Mulhern, director, Animal Health Division, USDA, Washington, D. C.; Dr. C. L. Campbell, president of the United States Livestock Sanitary Association, Tallahassee, Florida; Dr. James R. Hay, American Veterinary Medical Association, Chicago; Keith E. Meyers, Chairman, Livestock Conservation, Inc., Grundy Center, Iowa; and Dr. John F. Quinn, Michigan State Veterinarian, will all take leading roles in the conference.

The highlight program item will be the famous World Champion Livestock Market Auctioneer Contest with contesting entrants each sponsored by a CERTIFIED LIVESTOCK MARKET from throughout seven regions of the nation. The contest will be staged over two days on the veranda of the Grand Hotel. Outstanding quality calves will be supplied for the contest by the Northern Michigan Feeder Cattle Association in cooperation with their competitive markets. The contest will be conducted by the Missouri Auction Schol, Kansas City, Missouri, under the direction of R. W. Dewees, President. Present world champion is Glen Helberg, North Platte, Nebraska. Skinner Hardy, Bakersfield, California, is reserve champion.

"The Marketeers", junior organization of boys and girls from families of livestock marketmen, have a busy schedule of planned activities.

The yearly convention of the Certified Livestock Markets Association will be held during the Congress with important meetings of the group's Livestock Market Council and Board of Directors. W. V. Emrich, Norfolk Livestock Sales Co., Norfolk, Nebraska, is president. Officers - elect to take office at year end will be named. A record number of marketmen, their wives and families are expected to be present to discuss current conditions in competitive livestock marketing circles, exchange ideas and develop further business advances in the livestock seller and buyer services rendered by their businesses.

Historic Mackinac Island with its stockades, blockhouses, forts and missions of colonial America is unique and a world of its own. The famous summer resort with swimming pool, golf course and airport in natural beauty with rustic walks, trails and carriage-ways, combined with the relaxed and gracious atmosphere overlooking the Straits of Mackinac, is well known throughout the world. It is expected to provide a welcome and relaxed change of pace for the 1966 Livestock Marketing Congress.

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## LeRoy Gawith Enters Auctioneer Contest

Kansas City, Missouri — LeRoy Gawith of Delphas, Kansas, is the first entry to be accepted from the state of Kansas to compete in the 1966 World Champion Livestock Auctioneer Contest.

Gawith is 35 years old and has been in the auction business since graduating from the Missouri Auction School in 1958. His entry is being sponsored by the Hays Livestock Commission Company, Inc. of Hays, Kansas. This market is owned and managed by Mr. and Mrs. Gerald Frazier and is considered one of the most progressive in the state. The market has had a steady growth, and they are now selling well over 40,000 head annually.

Gawith is married and has two children, Jim 13 years old and Joni 10.

---

## Barnicle Elected To Office of Mayor

Ken Barnicle, auctioneer, of Ellisville, Mo., was elected Mayor of that city at the recent spring election. Barnicle's victory saw the largest vote in the city's history and the unseating of a 22 year incumbent. Ellisville is 25 miles west of St. Louis.



**KEN BARNICLE**

In reporting his election, Ken says, "The Barnicle family is thrilled at the accomplishment. I feel it was due to my auction business and my sincere belief in honesty and justice in dealing with my fellow men."

Barnicle says he plans to see his many auctioneer friends at the National Convention in Philadelphia, in July. He holds a Life Membership in the NAA.

---

"I certainly enjoy each and every issue of **THE AUCTIONEER.**"

Harry Gautieri, Providence, R. I.



This iron lung was donated to the Children's Chiropractic Center of Oklahoma, in Oklahoma City by the Oklahoma Auctioneers Association. Taking part in the presentation are: V. K. Crowell (center) Secretary-Treasurer of the Oklahoma Auctioneers Association; Anthony Guadagno (left) President of the Clinic; and Arthur Lee (right) who purchased the iron lung. The clinic is operated by the Chiropractic Physicians of Oklahoma, who donate their services and money for its operation. There is no charge to the patients.

(Copyright 1966, The Oklahoma Publishing Co., from the Oklahoma City Times, April 6.)

## Building To Start On Denver Auction

Construction of a modern new \$260,000 auction arena connected to the Denver Livestock Exchange Building will start in May and will be completed early this fall, W. C. Crew, president of the Denver Union Stock Yard Company, announced.

Present plans call for all livestock to sell at auction on a daily basis later this year. As traditional at the Denver Market, payment will be guaranteed on all livestock the same day they are sold

and proceeds will be fully protected by bond.

Combining all of the best features of livestock auction operations, which have been long and carefully studied in the United States and Canada, the Denver market auction will be operated by one entity, Crew said. "This is in the primary interest of providing the best possible service to sellers and buyers, and in the important interest of real operating efficiency to hold down ever-increasing operation costs."

Free parking for 500 cars will be provided near the new auction arena. Also among many new features of the fa-

cility will be a single office handling speedy accounting and payments for both buyers and sellers. New accesses will run into the large parking area to be located in the present so-called "triangle" and the existing 47th Avenue railroad underpass to the Denver stockyards will be widened.

## Antiques From Cuba Selling In Canada

At least two more shiploads of antiques from Cuba are likely to arrive in Canada soon. The antiques, believed to have been confiscated, have been bought by a group of Canadian businessmen from the Cuban government.

The price is understood to approach \$400,000. But it is thought the antiques may fetch three times that amount on the auction block.

A first shipment went on sale at a four-day auction in Toronto last week, attended by buyers from Montreal and New York. It included household furnishings, porcelain, silver and antique jewelery.

Jason Gardner, NAA member of London, Ont., who is handling the auction, said it was the most important sale in Canada for years. "But this one was just a trial shipment," he told FP. "There will be later sales of more importance."

The second shipload is believed to be on the way to Halifax, while a third shipment is being negotiated. "If some of the paintings we are expecting are authenticated, they may fetch \$40,000 - \$50,000," Gardner said.

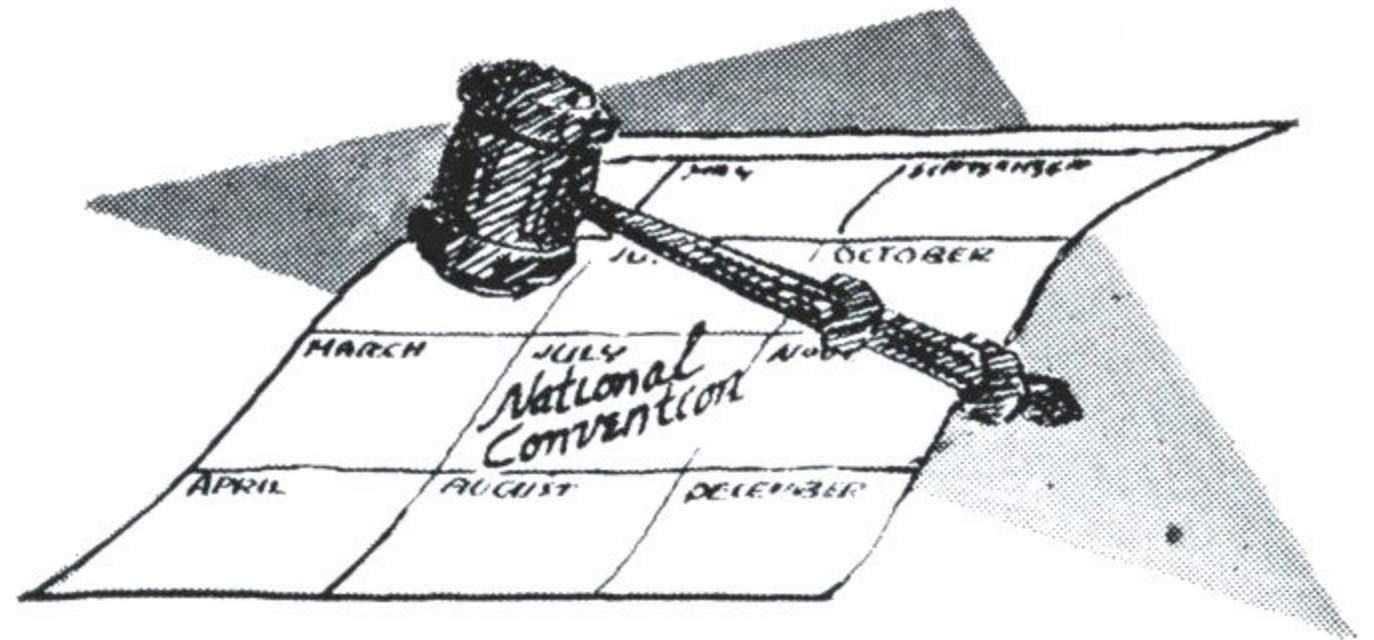
## Large Farm Auction

The Fred and George Wills Auction Sale of 51 head of Grade Holstein Dairy Cattle, which 18 head were springer heifers; and a very good heavy line of farm machinery sold at public auction for over \$41,000.00.

This sale was held at their farm one mile south and ½ mile west of Camden, Michigan, Tuesday, April 5. The attendance was good and bidding very active.

The auction started at 10:30 a.m. and was completed by 2:30 p.m. The auctioneering was conducted by Donald D. Day and William H. Ford of Edgerton, Ohio.

## Convention Dates



**May 1** — Missouri Auctioneers Association, Missouri Hotel, Jefferson City.

**May 14-15** — Oklahoma State Auctioneers Association, Ramada, Inn, Oklahoma City

**June 3-4** — Texas Auctioneers Association, Melrose Hotel, Dallas

**June 4-5** — Kansas Auctioneers Association, Junction City.

**June 6** — Pennsylvania Auctioneers Association Bellvue-Stratford Hotel, Philadelphia.

**June 7-8** — Association of Wisconsin Auctioneers, Park Motor Hotel, Madison.

**June 10-11-12** — South Dakota Auctioneers Association, Sheraton-Cataract Motor Inn, Sioux Falls.

**June 11-12** — Ohio Auctioneers Association, Atwood Lake Lodge, Dellroy.

**June 12-13** — Tennessee Auctioneers Association, Riverside Motor Lodge, Gatlinburg.

**July 14-15-16** — National Auctioneers Convention, Bellvue Stratford Hotel, Philadelphia, Pa.

**July 23-24** — Mississippi Auctioneer Association, Hotel Markham, Gulfport.

**October 22-23** — Illinois State Auctioneers Association, Springfield.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

# THE LIGHTER SIDE . . .

## VOICE OF EXPERIENCE

The daughter of a woman who ran a boarding house was beginning to fall in love with a young man rooming there.

"Stay away from him," exclaimed her mother. "I'm willing to bet he's a married man."

"But mother," replied the girl, "he swears he's single."

"I don't care," said the mother. "He acts married. Every time he pays me, he turns his back when he opens his wallet."

## WHEN TO QUIT

The Little Cabbage in the field was consulting its mother about life.

"Life," said the mother, "is a gamble; you've got to withstand storms, drought, wind and animals - not to mention bugs, lice, mold and rot. But if you don't give up, you'll thrive and grow."

"Life certainly is a gamble," agreed the Little Cabbage, "but there's one thing you haven't quite made clear: When do I quit growing?"

"As in any other gamble," said Mother Cabbage, "quit when you're a head!"

## FALSE FACES

At home, some folks will growl all day,  
Like mongrels in their mangers;  
And then in just the nicest way,  
They'll go and talk to strangers!

## MODERN ART

The nursery school teacher was checking the drawings of her four-year-olds.

Gazing at a blank sheet of paper, she asked its owner, "What's that?"

"It's a boat."

"I don't see any boat."

"It sank."

## THE REASON

"Have you heard about the tribe of wild women I discovered?" asked the explorer, "They have no tongues!"

"How can they talk then?" a student asked.

"They can't," the explorer replied. "That's what makes them wild."

## CHANGING TIMES

A young farm boy was looking through the family picture album with his mother. They came to a picture of a handsome young man with a mustache.

"Who's that?" asked Junior.

"Why, that's your father," said the mother.

"Yeah?" said Billy skeptically. "Then who's the baldheaded man living with us now?"

## CRITIC

A farmer at a movie found himself seated behind a young lady with a beautiful collie. The dog laughed continually in the right places all through the comedy. Finally, the amazed man leaned over and said to the young lady:

"Excuse me, Miss, but I think it's astounding that your dog enjoys the movie so much."

"I'm surprised myself," the girl replied. "He hated the book."

## HISTORY REPEATING ITSELF

The sweet, young thing was seeking the man of her dreams. Thinking of the old saying that a mother knows best, she asked her mother:

"Do you know what kind of a man I want to marry?"

"Yes, dear," her mother wisely replied, "the same kind I wanted to marry till your father came along and spoiled my plans."

## PLAYING IT SAFE

New Steno: "Did I hear you correctly? Make 26 copies of each letter?"

Boss: "That's right, please do."

New Steno: "May I ask why?"

Boss: "We file one under each letter of the alphabet, then we are sure to be able to find it."

## JUST ONE LEFT

"Your father is entirely bald now, isn't he?" said the man to the son of a millionaire.

"Yes," replied the youth. "I'm his only heir."



# IN UNITY THERE IS STRENGTH

## READ AND REMEMBER

The largest inland bay in the United States is Chesapeake Bay, with an area of 3237 square miles.

The only state of the United States over which no foreign flag has ever flown is Idaho.

The two greatest causes of job absenteeism in the United States are the common cold and sunburn.

Character is like the foundation to a house, it is below the surface.

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He: "You mean you got it for an absurd figure."

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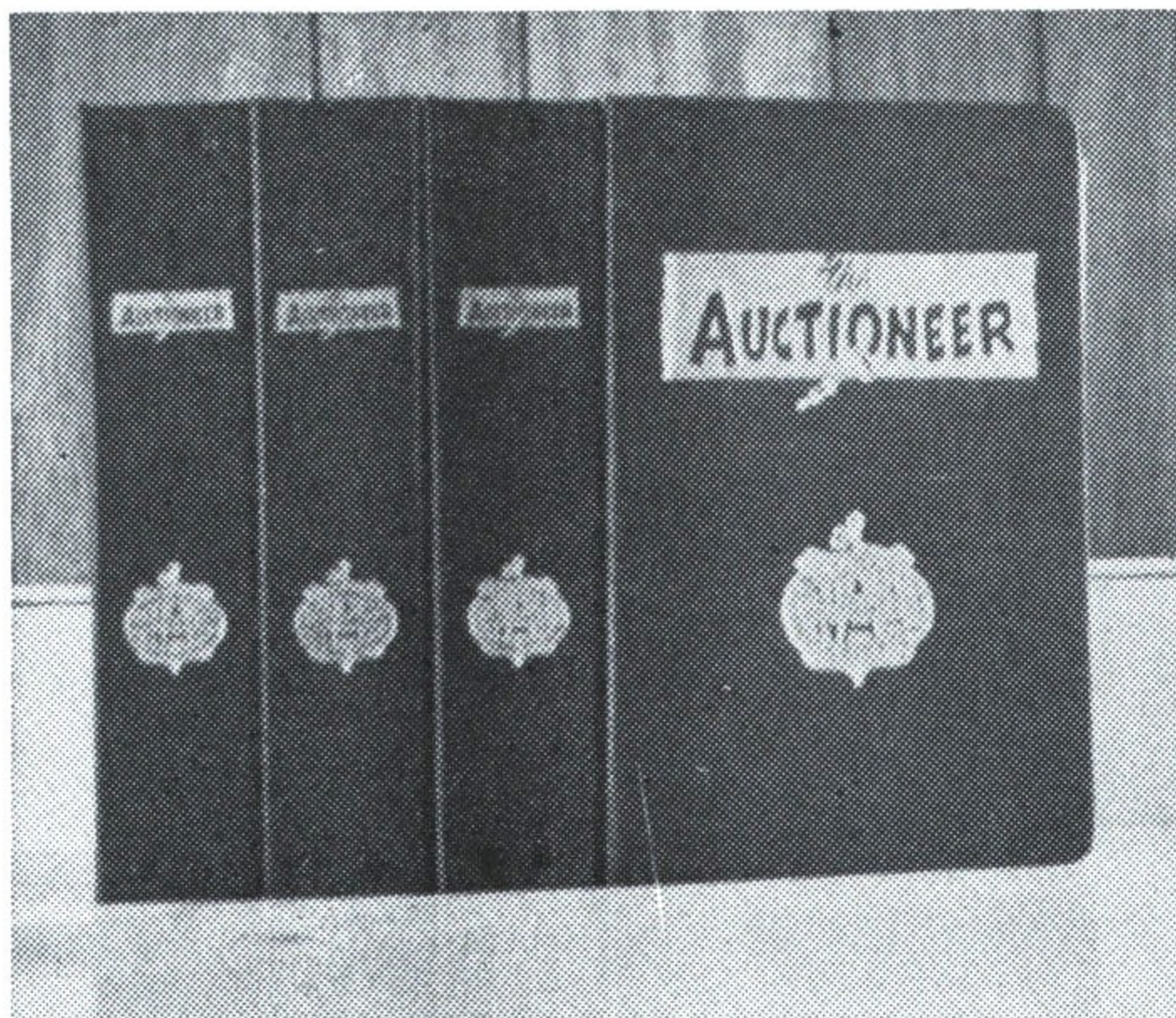
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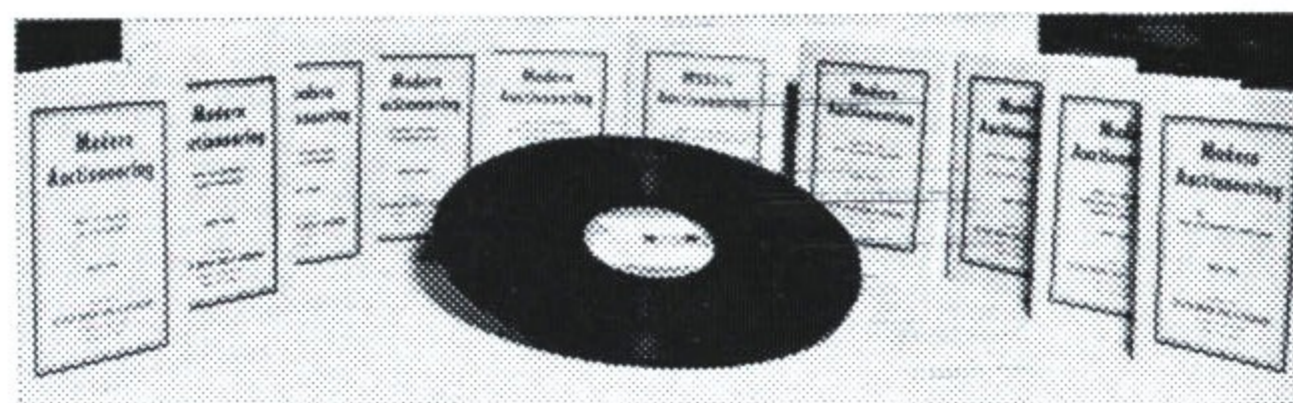
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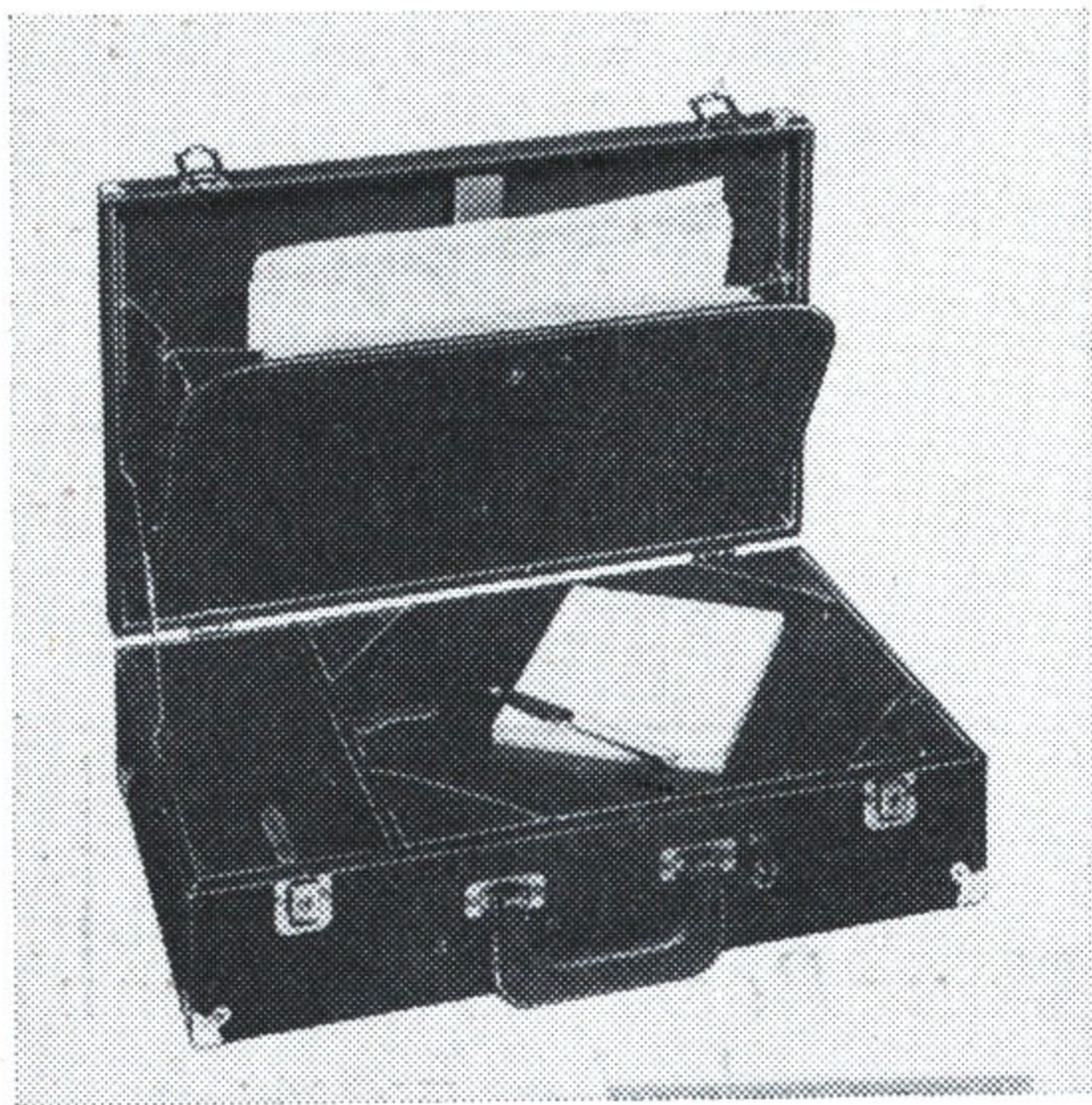
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