

the AUCTIONEER



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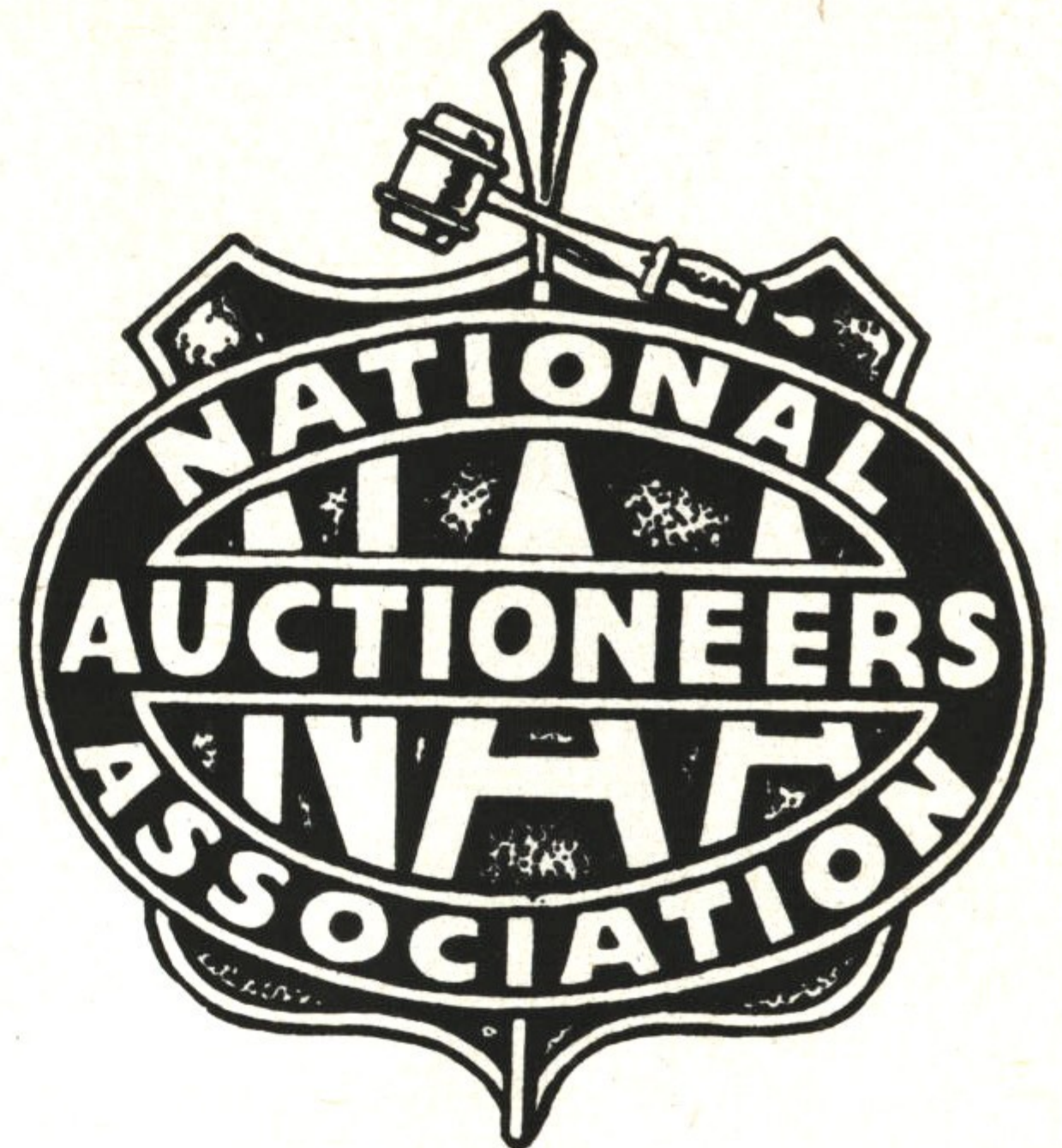
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Antiques Are My Business

BY LESTER SLATOFF
—as told to Barbara Hart

Reprinted from the American Home
Magazine

As a dealer and auctioneer, I sometimes wonder if a lot of you folks can't judge the value of any passing car far better than your own furnishings. Once you know the car's make and year, and have an idea of its condition and performance, you can guess pretty accurately what it's worth. But as household possessions either depreciate rapidly or increase in value, there's usually a big surprise in store whenever you want to sell them. People discover too late that what they threw out as trash could now be fetching a pretty penny! In general, you can appraise antiques like cars, using similar criteria. First, is the antique useful, either for its original purpose, or in a modern adaptation, or as decoration? That's performance. Then, is its appearance attractive, and is it well preserved, so that a complete restoration will be relatively inexpensive? That's condition. To determine make and year, here's how to proceed:

In antiques, dates are only approximate, a generation or even half-century being the unit of time, and circa (Latin for "about") is one of the appraiser's favorite words. Legally, as far as import duties are concerned, an antique is an article handmade before 1830. But in general usage, it is anything now in fashion that originated before the cast-offs of the preceding generation.

When determining the age of a piece of furniture, look first for the joinings to decide if it was made by hand with mortised joints, or if it was doweled by machine. The handmade probably antedates 1830, and the machine-made piece was surely constructed after that date. Also try to find a nick indicating what wood was used, for hardwoods usually went with the finest craftsmanship. Other clues are the design, height,

and size of the piece, all of which changed with succeeding periods.

The earliest American pieces are solid, square Jacobean of oak (circa 1640-1690) with some walnut used from 1660 to 1720. But the 18th century is the finest Colonial, with mahogany lowboys, highboys, tables, chairs — the familiar ball and claw foot, scroll and lyre designs, and slat-backs. Satinwood inlay, fruit woods, and fine light maple were prevalent toward the end of this era the time when Chippendale, Hepplewhite, and Sheraton were working in England and influencing American design, and when Phyfe was working over there.

Gilt, lacquer, and giant proportions betoken the Empire period (1800-1840) popularized by tiny Napoleon, followed closely by a Greek revival of classic design. A shift to fragile furniture, mahogany with dainty floral carvings, began the Victorian era.

A Bargain Business

Late Victorian and early 20th century remain on the bargain list, but despite poor designing and relatively recent manufacture, some pieces are worth salvaging. A substantial Victorian bureau can be cut down to a contemporary chest and, used with caution, a bit of Victorian baroque can become an effective foil for streamlined Modern. Now is the time for marble tops, and many a stunning bar began as a humble washstand, while its matching bureau proudly serves as the dining room buffet. Cut-glass, perfected in the 1890's, and high priced then, is making a comeback though rarely commanding its original price. Milk glass, however, which in the old days was often a giveaway with tea purchases, is now a collector's item!

Precious Primitives

Everywhere we see a current fancy for primitives, furniture fashioned at home by sea captains, farmers, and

pioneers out of the familiar pine, maple, and cherry they saw around them. From farm kitchens come the cupboards, dry sinks, benches, stools, ladder-back chairs, chests, and tables which today are worth many times their original value. With them go the old oil lamps, coffee grinders, and kettles to be wired as lamp bases; old lanterns, bird cages, and so on to be filled with plants. Anyone who has these to sell certainly should do so while their stock is high.

The Pay-Off

Antique appraising is a hobby that often pays for itself. As you drive from place to place, you may find articles priced low in one vicinity, but all the rage in another. Buying bargains for quick resale pays for your time and gasoline, besides contributing funds toward the choice pieces you may want to add to your own collection.

Sometimes the practiced eye of an amateur can ferret a prize from under the nose of a professional dealer. "That table just sends me!" sighed the young woman, shelling out ten dollars of the weekly pay check for a beat-up old table at a roadside stand, "Its lines are so beautiful I bet it was a fine piece once." She won her bet all right, for went the paint was scraped away there stood a rare Maryland hunt table worth upwards of \$1,000!

So the first step for the would-be student or collector is to train his eye and tone his mind to the finest authentic pieces. All over the country, more and more historic homes are being turned over to the states as national shrines. Some of the great museums, too, house beautifully arranged collections of American antiques. In the East be sure to visit Boston's Museum of Fine Arts; New York's Metropolitan and Brooklyn Museums; Philadelphia's Pennsylvania Museum of Art and Fairmount Park Houses; Baltimore's Peabody Museum; as well as the unusual collections displayed at Winterthur, near Wilmington, Delaware, and the magnificent restoration of Williamsburg, Va. In addition, there are hundreds of private homes from Mississippi to Maine that are open to the public during Garden Week.

When traveling, start by spending an hour or so studying what particularly

interests you. Don't try to see everything, or you'll only remember how your feet hurt. Soon you'll find yourself becoming familiar with the degree of antiquity in many other objects. When your eye is trained to the soft grayness that gives patina to old glass, you will discover that you can perceive the same relative differences in china or silverware. Usually, you don't need to go far to put your gleanings to work. When visiting friends who collect antiques, ask them to let you feel old glass and china so that you can examine the "frit" (smoothness of glaze) and rub the cut. Observe how porcelain is translucent when you hold it up to the light, and how crystal rings true at the flip of a finger nail.

In antiques, we probably feel the pulse of supply and demand almost more than in any other business. Frequenting antique shops and auctions is the best way to see what is wanted, and for what price. Here you'll learn to discount detrimental paint that can be removed, cheap hardware that can be replaced, and worn fabric. But beware a chip in porcelain, a brush hair on handpainted china, a crack in glass, or a real break in furniture. Notice bottle and cruet tops—they should fit and be original mates. Old mirrors should have old frames; oil lamp bases, old glass shades. And remember sets of dishes, books, or dining-room chairs,

Our Cover

At Omaha, last year, Col. Wes Wendt, Granger, Washington, conceded the prize for the man coming the greatest distance to attend the National Convention, to a brother auctioneer from Oregon. However, this year at Indianapolis, he was the winner by "several lengths." He is shown here receiving his award from Convention Chairman, Col. Ray Elliott.

and pairs of scones, candlesticks, or vases are more valuable together than if sold singly.

You'll find that to appreciate what you already own, to anticipate what you want to buy, and decide what you wish to sell takes time, patience, and study. But in return you gain an accurate understanding of the value of your household goods, as well as qualifying as a legatee in our national inheritance from the past—the enjoyment of American antiques!

Copies of Full Sized Treasures in Demand

Look closely at the next antique miniature objects you meet and you'll see why their collectors are legion and without bounds in their enthusiasm. Every form that full-size antiques offer is here, reduced to almost ludicrous but fascinating size.

There's furniture, from 18th century English and American cabinet work and elegant French pieces done up in satin to massive Victorian oak monstrosities. Many an old doll's house has yielded up other treasures. Chandeliers, for instance, include rococo gilded metal styles, fixtures from the gaslight era with minute glass globes and some from the first days of electricity with microscopic glass bulbs.

Everything in Miniature

Mirrors and clocks an inch or two high, tiny opaline glass and china pieces of every description, a metal radiator the length of your finger, a peanut-size parrot in a gilded cage—these and a thousand and one other things turn up among miniatures.

In all New York, La Place at 145 E. 62nd St. is the only antique shop that carries nothing but miniature objects. The dark-eyed young woman who presides efficiently over this Lilliputian world is Betty Newmark. Familiarity with the ways of miniatures collectors has given her some interesting information about them.

Rather surprisingly, many men collect miniatures—"furniture, as a rule," Miss

Newmark said. "One just bought a charming French spinning wheel, complete even to the flax. He makes exquisite miniature furniture as a hobby."

Collectors Specialize

As for women collectors, she finds those of mature years are apt to be more appreciative of miniatures than younger ones. Some begin by collecting furnishings for a doll's house. However, there's a pitfall here. When one house is finished, they're generally tempted to go on and furnish another—and another.

"But a lot of women specialize," she added. "I have a customer who buys everything pertaining to music—enamel pianos, music boxes and so on. One collects just candlesticks. Another wants only fans—like that," she indicated a spangled gauze confection about the size of a butterfly's wing.

If any one type of miniature is more popular than another, it's probably tea-cups and saucers, she believes. The collection on her shelves explains why. Most of them were salesman's samples—faithful copies of full-size pieces but made in miniature for greater carrying convenience. Among them are Meissen, Dresden, Royal Worcester, Rockingham and old Paris examples, decorated with consummate skill by leading artists of their factories.

Other favorites with collectors are her dinner services in these porcelains or in old French faience or English ironstone and washstand sets, complete to the covered toothbrush box.

EXPERTS

When a Marine regiment was temporarily stationed at the same base as a contingent of Wacs, the Marine colonel immediately sought out the commander of the Wacs.

"These men are just back from the front," he announced grimly. "You keep those gals locked up if you don't want any trouble."

"Trouble?" said she. "There'll be no trouble. My girls have it up here," and she tapped her forehead significantly.

"Madam," barked the colonel, "it makes no difference where they have it, my boys will find it. Keep 'em locked up."



Auctioneer, Tom Gould, Minneapolis, Minn., sells an eight room house to make room for the new baseball stadium to be erected in Bloomington, a Minneapolis suburb. This house and 31 other buildings were sold to the highest bidder by Col. Gould. The buyers were given deadlines for moving or razing the buildings. The drone of bulldozers at work in getting the land ready for the new Stadium was heard in the background as the auctioneer's chant rolled out to the prospective buyers of the buildings. Col. Gould holds a Life Membership in the National Auctioneers Association and is a regular in attendance at National Conventions.

—Photo through courtesy of Minneapolis (Minn.) Star.

1985

Washington: The Administration plans to ask Congress to raise the debt ceiling to \$900 billion. Contrary to original expectations, another deficit is in prospect for the current fiscal year.

Wagon Mound, N. Mex: The country's 4785th test atomic explosion was held here today. State officials expressed concern that New Mexico may soon go the way of Nevada, which for the past 15 years has been nothing but a big hole in the ground.

New York: Miss Sadie Jones was giv-

en a 20-year jail term for ignoring 436 parking tickets.

Los Angeles: The movie industry unveiled its largest projection system here last night. It used a screen one mile high by three miles wide and is said to create the illusion of infinity.

Washington: The Foreign Aid program ran into trouble in the Senate as the result of a news photo showing a Hottentot light a cigar with a dollar bill.

Paris: Informed diplomatic sources have expressed cautious optimism that the Iron Curtain is rusting.

Auctioneering: The White Heat Of Salesmanship Auction vs Private Selling

By R. C. FOLAND, Real Estate Auctioneer, Noblesville, Ind.

My experience is that those who oppose the auction method do so by passing "snap judgment" void of reason and good common sense.

Broadly speaking, there are only two methods of selling, PUBLIC and PRIVATE. If these methods be equal in merit, merely "flip a coin" and take heads or tails. But if one is better than the other, then perhaps it is wise for a person with a selling problem to be informed as to the relative merits of both systems.

I present the auction method as the plan for selling which holds out far greater advantages than the private method. So certain am I that this is true, that I challenge any person to public or private debate on its merits. Right now get your pencil and paper and try to write down the reasons why you should not sell by auction. Perhaps in looking for the negative, you will see more clearly the positive.

There are three fundamental facts I would like for you to fix in mind.

1st—There are only two methods of selling.

2nd—Neither method is perfect.

3rd—By either method a seller must take, if a sale is made, and no sale no service, just what the people will give.

If these statements are correct and I do not believe there is any successful contradiction to them, then the private method only results in a sale at what some one person will give. Very risky, would you not admit?

If there be only two methods, then it should not be a difficult matter to ascertain the better of the two.

Some years ago I copyrighted and published a book on the auction method of

selling real estate, in which I outlined and discussed 40 advantages. In our work and schooling, I have produced 20 more making a total of 60 advantages of auction selling. I have my serious doubts as to whether there are very many real enemies to the auction method. But if there be such, let them come forward and show their colors. If private brokers tell you the method is bad, have them tell you why. Please jot down all of their objections and then present them to me for fair and friendly discussion. If the auction method is wrong, I want to be the first to discard it. If it is good, I admonish well thinking people to endorse it. "COME LET US REASON TOGETHER."

I believe that any arguments by your well meaning friends against the genuine auction method of selling real estate will be based on fear and risk, a condition of the mind rather than an argument against the system. Just remember that excuses are not good reasons. Stop right now, mark this place and write down the reasons why you would not sell by auction and just see how far you will get; then come back and finish this article.

Quite a volume could be written on the advantages of selling by auction. Too many are these advantages that it is hardly possible to discuss them at length in this discourse.

I am willing, however, to mention just three outstanding advantages of the auction method, not common to the private system.

SURE SALE

In the first place the genuine auction method is sure of a sale, whereas the

private method is very, very uncertain. Just think of the blessing of sureness. How we wish, when we start out on a journey, we could be sure of arriving safely. So many, many things are beset with uncertainty. The private system of selling is certainly saturated with this disappointing characteristic, whereas the auction method holds out the absolute certainty of a sale and what a blessing.

SELLS AT TIME DESIRED

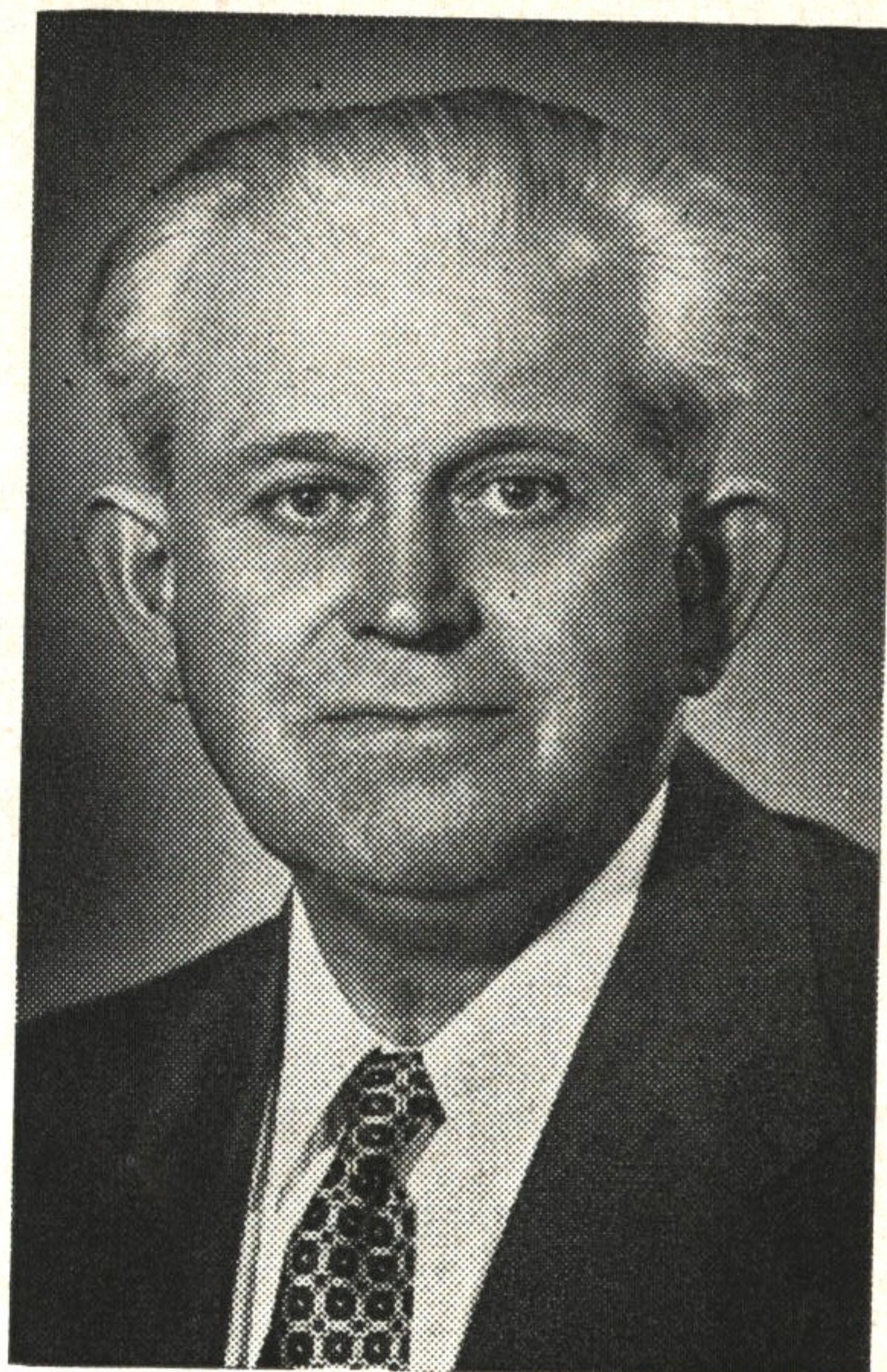
The auction method of selling allows the seller not only the certainty of a sale, but he can pick out the very day and hour, making it another outstanding service, which can be enjoyed only by those using this modern plan. Certainly it is a great convenience to know that you can select the time and be certain of a sale at that time. In fact, a pamphlet could be written on this outstanding advantage of the auction method over the private plan.

GETS HIGHEST VALUE

Who can successfully dispute the fact that an owner, by the auction method, not only assures himself of a sale at the time he desires, but also to the person he wishes to sell to, and the price he wishes to get? Certainly the seller wants to sell to the last increaser of the price, or the highest bidder, just the exact condition an auction brings about. Most certainly he wants to sell to the person who will pay the most money. This outstanding advantage is brought about only by the auction plan. Define the term "Auction", if you please, without using the term "highest price." Is it not the very heart and soul and meaning of the term?

These three advantages are not common to the private system of selling, making it a slow, tardy and ineffective means of exchange. These and 57 other advantages, based on common sense, reveal the auction method to be the more logical and modern way to sell.

Even though the auction method of selling is the better plan, I would not say the private system has no place in the selling world. The motive and degree of the desire to sell, should perhaps, be the leading factors in deciding on which method to use. I would say that all who



Col. R. C. Foland

really desire to sell, in the true sense of the term, should use the auction method. It is my belief that all estate sales or sales by order of the court should be made by the genuine auction method by open bidding. I am frank to say that, in my judgment, far greater values would result. I recently sold in a receiver's sale, under order of the court, a business block in a certain county seat town. The receiver, after considerable publicity and effort, presented an offer to the court of \$39,250.00, which was accepted and an order of sale made. Some of the creditors and stockholders objected to the sale and the court annulled his decision and ordered a sale by auction. The attorneys involved recommended my services. I conducted the sale in open bidding on the premises and secured \$75,000.00, almost double the amount received by private treaty. Wise judges, it occurs to me, should do some serious thinking in issuing order for sales under their jurisdiction. Beneficiaries of judicial sales should use some logical and sound reasoning and urge courts to secure orders for auction sales.

In our banner year we had 387 sales which I think is a record. At that time we did not use the private method.

Sometime ago we sold a farm and had 11 bidders. Only one person bought the farm which left 10 others in the market. It is obvious that auctions furnish a supply of prospective buyers.

If you have real estate for sale, I believe you owe it to yourself and those interested with you, to think over the two plans and decide intelligently which to accept and which to discard. If you really desire to sell quickly, use the sure method which sells at the time desired and best of all gets the highest price. Just remember, it isn't the large amount of listings a broker has that really counts, it is the percent of sales he is able to make.

Lot Auction Shows Unusual Interest

STROUDSBURG, Pa.—A public auction of lots at Hill Meadow Manor tract was described as "the most successful lot sale" in three decades.

Using a well that spouted free-flowing water and giving away 50 pounds of candy each time the auctioneer's truck stopped the sale netted more than \$12,000.

One of the largest crowds ever to attend such an auction showed up at the tract. Hill Meadow, developed by Howard Lininger, extends from Shafer's schoolhouse down Route 209 on both sides of the highway.

All Lots Sold

Col. Wayne Posten, auctioneer, a member of the NAA, in charge of the sale said that all 50 lots which have been developed were sold and that if more had been available these could have been sold, too.

Sold at prices ranging from \$210 to \$585 each lot features a minimum 80-foot frontage and ranges in depth from 120 to 175 feet. Each lot is especially developed to allow plenty of room for modern, popular ranch-style homes.

Many of the lots were purchased by local contractors, builders, businessmen, real estate brokers and investors. But, according to Posten, there were an equal number of sales to young couples who intend to plan their own homes on the lots.

Farm Machine Outlook

By Col. Elias Frey, Archbold, Ohio

The market for August has gained some strength again. Tractors are still slow moving, but have advanced a little above July prices, and more action was evident in August. The holdover was still greater than it should have been as too many dealers cannot get accustomed to the bad slump that came on tractors and therefore leave a stipulated minimum price, which is higher than the present market.

On other machinery the situation is much like it has been the seasonal items are moving quite well, and other items are slow and about steady.

Corn machinery now leads the list in demand and volume. Corn pickers in 1 row pull type, continue this pace for another 30 days, then level off a lot. I look for tractors to increase a bit more in price and demand, as fall comes on, then starting about December they should gain back quite a bit of the summer loss.

MIRACLE

A complaining husband said to his attractive wife, "I'm tired of working, so I'm packing my bags, leaving you and am going to France where I've heard I will be paid \$4 every time I make love to some woman."

"Well," scoffed his wife, "I'm going to pack my things, too, because I want to see how you can live on \$8 a month!"

FALSE ALARM

A man telephoned the police station one night and excitedly reported that the steering wheel, brake pedal, accelerator, clutch pedal and dashboard had been stolen from his car. A sergeant promised to investigate. But soon the telephone rang again.

"Don't bother," said the same voice—this time with a hiccup." I got into the back seat by mistake."

TOO LITTLE INTEREST?

A bachelor is a fellow who doesn't think the bonds of matrimony are a good investment.

16-Year-Old Dream Castle Put On Block

MUNICH, Germany — One of the world's newest castles—in tip-top condition and only 16 years old—is up for sale. The price is upwards of \$1,200,000.

This includes a beautiful view of the Starnberger See, but doesn't cover the luxurious extras: refrigerators, furniture, rugs, linen and paintings. The price tag on these items is a minimum of \$80,000.

The squat, onion-turreted castle belonged to the late Wilhelmina Busch-Woods, daughter of German-born Adolphus Busch, a cofounder of the Anheuser-Busch Brewery in St. Louis, Mo. Wilhelmina was born in St. Louis, but preferred "romantic Germany"—as she put it.

Finished in 1939

In 1937, she ordered Castle Hoehenreid constructed. The main structure was finished two years later. Wilhelmina died in 1952 at the age of 68. The castle became the property of her third husband, Sam E. Woods (born in Starville, Tex.), U.S. general consul in Munich from 1947 to 1952. He died at 61 in 1953, and the castle passed on to six of his heirs, including his wife before he married Wilhelmina — Mrs. Milada Paula Woods, of Santa Monica, Calif.

Hoehenried is known in Bavaria as the "dream castle," but the heirs decided taxes and upkeep could easily turn it into a nightmare. They decided to unload. The auction of furnishings begins Sept. 6. Bids on the castle will be accepted any time.

Dog Auction A Success Plans Made for 1956

NOBLESVILLE, Ind. — Between 150 and 200 dogs were sold at the first annual Dog Auction held on the Melvin Carey farm in White River Twp. recently. The auction was believed to be the first ever held in the state.

Carey expressed a desire to make the big sale an annual event; the results

of this year's buying, trading, and selling, to determine whether it would be an every year occurrence or not.

Bob Foland, Noblesville auctioneer, a Life Member of the NAA, handled all arrangements for the sale after Carey had introduced his preliminary plans to him. Foland and Joe Walters, a traveling auctioneer who sells dogs professionally, handed the hammer both nights of selling.

Dogs sold for prices ranging from \$5 on Friday night to a top \$375 on Saturday. The highest selling dog on Friday went for \$52, but on Saturday there were several that sold for prices around the \$100 mark.

Owners from Texas, Missouri Mississippi, Illinois, Ohio, New York, Wisconsin, and Indiana shipped dogs onto the Carey grounds. Some of the owners settled for trading with each other while others sold their dogs outright under the hammer.

Although there were some cocker spaniels sold, most of the animals were of the hunting breeds. There were Walkers, Blue-ticks, Red-ticks, Beagles, Black and Tans, and a few Doberman-Pincers.

Carey had purchased several well known race dogs from men who travel the Coon Chase circuit, to help build a foundation for sales. It was one of these dogs, a Walker, which brought the top price, \$375. Harry Hiatt of Arcadia had owned the big racer before selling him to Carey. Another Carey dog, which had previously belonged to Bud Rife of Windfall, brought around \$175.

All of the former Hiatt and Rife dogs sold near or above the \$100 figure.

Carey conceived the idea of turning his 60-plus acres into a site for the first Indiana Dog Auction after attending a like sale at Leafy Oak, Ohio. His plans now call for expanding the size of his present Kennels in order to handle an expected larger field of animals next year.

The other day a man flew a jet plane from New York City to Washington in 24 minutes. We can't imagine anyone wanting to get to Washington in such a hurry.

Balance Wheel Is Necessary Keep It And Use It, Always

By COL. POP HESS



This column is written on September 13—just two days before the deadline for copy. One can hardly realize it is time to work out data for October with the time moving so fast in this modern world. Weeks seem to pass like days and months pass like weeks.

However, the days are just as long as they ever were, also the weeks, months and years. We have become a very busy and modern world, we live more on edge, competition is keen in all fields, business is good and prices are strong. Money plentiful, wages high, food high and the farmer is hollering "Ouch!" His prices are not in line with his expenses, yet he is the "Hub" of all activity when it comes to providing food for the tables throughout the world.

Auctioneers and auction sales are numerous, this I well know from my desk here at the Farm Sale department of Radio Station WFRD, Worthington, Ohio. We have sale bills, clippings from breed publications, telegrams and phone calls. Since September 1st we have recorded for broadcast nearly 100 sales with dates from today to December 1st. This keeps my morale high as the life of the auctioneers and their sales are my business to tell some 400,000 folks throughout Ohio what is cooking daily in the auction field.

As of this writing, it looks like a record year for auctions in Ohio. One point of interest that I have noted this fall is that the business is reasonably well divided among many auctioneers with several new names adorning the bottoms of the sale bills. I have also noticed that some of the older ones are slowing down—but that is the life of the auctioneer. He begins, generally

speaking, at 25 to 30 years of age, hits and misses the first few years—then he gets into high gear and rides the high waves. Then as the sun starts over the hill in the west—at about 60 to 65—he starts missing and his spark plugs get slower on the kick and at around 75 he retires or has gone on.

From what I can remember and what I have observed, the auctioneer has, on the average, lived good. Some have sweat blood getting started, wondering why it is so hard to push the old reliable auctioneer out of the way, the one who has served the community for many years. Then there is the "hay day" when the obstacles are out of the way and you love the cream you drink. The world seems to be at your feet as far as auctioneering and the sale business is concerned. How often in this period he becomes over confident and a little neglectful. Neglectful in his services rendered, attitude to his client and to his public.

When one does become so involved he is an apt candidate to be a sad man in later years. He will be amazed and distressed at the thought and sight of some young auctioneer, who has been on his trail, taking the pole position in the race for sales and attention. For him to holler, Ouch, is a waste of breath—**The Old Gray Hoss Is Not What He Used To Be.**

The above lingo is just what has been running through my mind this morning after a close reading of some letters received the past few weeks from some just starting auctioneers and some who have been ten years trying and are still eating the dust. Also some who thought they were well established but are being pushed to the outside by some high steppers they never knew

IN UNITY THERE IS STRENGTH

existed. Now do not misunderstand my point. This is not true of all auctioneers, young medium or old but it is a fair appraisal of the real facts. Many start out with a lot of ambition but without a balance wheel attached. Some start with a good balance wheel in full motion but become over confident and discard the wheel.

My thought is those that remained conscious of the fact they had a public to serve—regardless of successes and failures—and those who have worked at it from ten to sixty years have had both. This is the auctioneer the folks always loved and trusted as an auctioneer and his name has been handed through several generations before he is forgotten. And boys, I am sure you will agree with this statement, “The auctioneer who is long remembered as a good public servant, a credit to his occupation, is remembered not because of the money received for his services but for the life he lived and his value as an auctioneer and a citizen.”

So to you,, Mr. Auctioneer, regardless of how big or how little you and your auction business is today, there is a bright spot in your life. You have, of course, three choices, always. If you are not happy with your lot, here it is:

Choice 1: You can quit and forget it.

Choice 2: Paddle ahead, take your

successes and disappointments with a smile, tighten the belt on your balance wheel and try to win.

Choice 3: Go to sleep and be like the bumble bee and the bull. As this story goes, a lazy bumble bee was forced by his queen to get out and gather some honey or he would be starved out. It was hot and the clover was in full bloom. He jumped from clover to clover but got lazy and went to sleep. There was a big bull in the clover field eating like mad—he grabbed Mr. Bee and a mouthful of clover at the same time and down in his stomach went Mr. Bee. Mr. Bee was mad and decided to sting the bull in his stomach and make him sorry he had ever swallowed him, but he decided it would be best to take another nap and get good and rested—then he would sure pour on the stinger—so he did. Mr. Bee slept very sound and when he awoke he was back out in the clover field—and the bull was gone.

The father of Emily Dickinson, one of our country's greatest poets, was a cold, unapproachable man. He would not permit his children to show him affection. A letter written in the 60s tells the sad story. At the top of a blank sheet of paper is written “Dear Father.” At the bottom, “Emily.” Not another word. ...

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THE AUCTION

Lib, there's our wooden cradle agoing
to be sold.

It must be every single bit of fifty
years old.

There goes Aunt Hanner's chest of
drawers,

Say, how much did it bring?

Three dollars, well it's worth it, though
a clumsy built old thing.

There's grandma's four post bedstead—
three, four dollars, five.

What fools them city folks must be.

Why goodness sakes alive,

I wouldn't give it house room with its
great awkward head

And when it comes to move and
sweep—them posts—they weigh
like lead.

A quarter for them fire arms — who
wants such things today

When folks can buy such lovely stoves?

Them city folks you say

Are buying the old poker and tongs
and shovel, too.

I wonder when they get home what they
expect to do.

There's father's old high desk and
mother's cushioned rocking chair

One-fifty — two — three dollars. Well,

I call that mighty fair.

I am grateful to this rubbish for the
solid cash it brings.

Let's go to town tomorrow and buy
some nice new things.

By V. J. Etheridge,
The Main Street Poet,
Norfolk, Va.

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DORMEYER, UNIVERSAL, CANNON, PEPPERELL, DOMINION,
CLOCKS, ALUMINUM WARE, SOFT GOODS, VACUUM SWEEPERS,

National Ram Sale Has Lower Average

OGDEN, UTAH — Overall buyer pessimism had a depressing effect on the 40th anniversary of the National Ram Sale here Aug. 18 and 19. A total of 1,302 rams sold for an average of \$98 but the interesting thing about this ram sale is that after it was over consignors generally agreed that it wasn't as bad as they had expected before the sale got under way.

Price-wise all but two of the nine breeds sold at this sale brought lower averages per head than last year's sale. Auctioneers were Earl O. Walter, Filer, Idaho, and Howard Brown, Woodland, Calif., members of the National Auctioneers Association.

Signaling the popularity of the all-American breed, 188 Columbia rams brought an average of \$72 per head, \$19 better than the 1954 average. Panama rams brought an average of \$38 per head which bettered last year's average by \$14. These two whiteface breeds led the way on the first day of selling, Aug. 18.

However, highest average in single studs, registered rams and range rams was scored by the Suffolk breed as 411, the most of any breed sold, brought an average of \$137. Twenty-five single Suffolk studs brought an average of \$532, 90 registered rams averaged \$415 and 290 range rams scored a \$102-average.

BREED	No. Sold	Avg.
Columbias:		
Single Studs	14;	\$225
Registered Rams	50;	69
Range Rams	124;	58
Total	188;	72
Rambouillets:		
Single Studs	22;	\$256
Registered Rams	49;	97
Range Rams	230;	54
Total	301;	76
Panamas:		
Single Studs	2;	\$93
Registered Rams	10;	58
Range Rams	53;	45
Total	65;	48
Targhees:		
Range Rams	15;	\$28

Hampshires:		
Single Studs	10;	\$287
Registered Rams	28;	112
Range Rams	59;	55
Total	57;	95
Suffolks:		
Single Studs	25;	\$532
Registered Rams	90;	145
Range Rams	296;	102
Total	411;	137
Crossbreds:		
Rambouillet-Lincoln	29;	\$50
Rambouillet-Columbia	10;	46
Suffolk-Hampshire	186;	105
Total	1,302	\$98

Pennsylvania Leads In Memberships

The forty-four memberships received during the thirty day period from August 16 through September 15, represents 23 states. Pennsylvania was the leader with six followed by Nebraska and Missouri, with four each. Twenty-three of these men became members of the National Auctioneers Association for the first time.

Following is a list of those received. The asterisk denotes renewal:

- *Col. A. C. Tompkins, Missouri
- *Col. Wayne Jenkins, Nebraska
- *Col. Levi Zink, South Dakota
- Col. R. F. de Greeff, Missouri
- *Mrs. Emma Bailey, Vermont
- *Col. James W. Phillips, Colorado
- *Col. Merle R. Sloss, Iowa
- *Col. Joseph J. McLaws, Idaho
- Col. Ralph D. Zimmerman, Maryland
- Col. Earl Bales, Indiana
- Col. W. H. Hale, West Virginia
- Col. Rufus K. Geib, Pennsylvania
- Col. Philip E. Lambert, Massachusetts
- *Col. Herman L. Schilling, Nebraska
- Col. William S. Day, New Jersey
- Col. Jack Baughman, Missouri
- *Col. John L. Freund, Wisconsin
- Col. Joseph F. Sedmera, Florida
- *Col. Woodrow Roth, Pennsylvania
- Col. Roy D. Fair, Pennsylvania
- *Col. Roy A. Sanch, Michigan
- *Col. Donald Kent, New York
- *Col. James Webb, Nebraska
- Col. Lyle D. Thornton, Michigan
- Col. Herman V. Ream, Indiana
- Col. Ned L. Bradley, Tennessee

Correction

On page 41 of our September issue, one of the members was listed as Col. Lamar McCoy, Texas. This should have been Col. Lamar McCamy, Texas.

Col. Loren Albrecht, Iowa
 Col. George G. Lapadot, Indiana
 Col. Vernon C. Biggers, Georgia
 Col. Edward L. Stangel, Michigan
 Col. L. Howard Jewell, Ohio
 *Col. W. C. Sterling, Ohio
 *Col. William E. Mathies, Pennsylvania
 Col. Georgie Borum, Illinois
 *Col. Ray Sims, Missouri
 *Col. Donald F. Beal, Ohio
 *Col. Pete Schwartz, Nebraska
 *Col. R. E. Parke, Pennsylvania
 *Col. Irwin E. Murray, New York
 Col. Monte L. Gibbs, Missouri
 Col. R. B. Rose, Missouri
 Col. Delbert Winchester, Oklahoma
 Col. George Shults, Oklahoma
 *Col. Lou H. Skokut, Pennsylvania

War's Still On

Two Ohio boys driving through Tennessee found themselves lost in the hills with evening coming on. The road was deserted, but finally a figure appeared trudging toward them. Relieved, they stopped and asked, "Which way to Chattanooga?"

The man stared at them a moment, without replying, then asked, "Whar you boys from?"

"Ohio."

"I thought so," he said. "Wal, you found it in 1863. Let's see you find it again."

Stepfathered Reply

The college freshman, daughter of a many-times married Hollywood celebrity, was called upon for recitation in her history class.

"Miss Lavere," questioned the prof, "when I speak of your forefathers, of whom am I speaking?"

The sophisticated miss thought this to be right down her alley. She replied, "My mother's four husbands."

Presenting The "Forgotten" Men

It was called to our attention a few weeks ago that those who held Life Memberships in the National Auctioneers Association never were listed in "The Auctioneer". Therefore, many of their fellow auctioneers never knew they were NAA members. With that in mind we are giving you a list of those who hold Life Memberships and hope to make it an annual procedure in the future.

Col. Ray Austin, Ohio
 Col. Paul Bockelman, Sr., Iowa
 Col. Jack D. Braddock, Ohio
 Col. John A. Carr, Illinois
 Col. B. G. Coats, New Jersey
 Col. R. E. Crosser, West Virginia
 Col. Roy L. Crume, Indiana
 Col. C. B. Drake, Illinois
 Col. Robert A. Foland, Indiana
 Col. Jack Gordon, Illinois
 Col. Tom Gould, Minnesota
 Col. John T. Gray, Florida
 Col. Vince Hanson, Wisconsin
 Col. Walter Heise, Wisconsin
 Col. Frank J. Hollenback, Wisconsin
 Col. Egbert M. Hood, Indiana
 Col. Russell Kiko, Ohio
 Col. Maynard Lehman, Indiana
 Col. James Liechty, Indiana
 Col. Carl E. Marker, Indiana
 Col. Lewis G. Marks, Illinois
 Col. L. Doyle Martin, Kentucky
 Col. R. V. Martin, Kentucky
 Col. Fred Millspaugh, Indiana
 Col. H. B. Mushrush, Pennsylvania
 Col. William McCracken, Missouri
 Col. Carman Y. Potter, Illinois
 Col. Fred Ramsey, Tennessee
 Col. Henry Rasmussen, Nebraska
 Col. John W. Rhodes, Iowa
 Col. Garland Sheets, Virginia
 Col. Foster G. Sheets, Virginia
 Col. E. T. Sherlock, Kansas
 Col. Don W. Standen, Ohio
 Col. Joseph Steiner, Maryland
 Col. Charles M. Taylor, Ohio
 Col. Jim Tindall, Florida
 Col. R. A. Waldrep, Alabama
 Col. Lee Waldrip, Georgia
 Col. Harris Wilcox, New York
 Col. Clyde M. Wilson, Ohio

"Thank you for a fine magazine."

Roy I. Ebersole, Lebanon, Pa.

Auctioneer Files Suit In Protest To Unfair License

Col. H. L. Hoffman of the Hoffman Galleries, Norfolk, Va., has filed suit against City and State tax officials, alleging that the State licensing statutes, as applied to his business, are in violation of his rights as guaranteed by the 14th Amendment to the Constitution of the United States. This suit is the climax of a series of developments in Norfolk and the State of Virginia, all of which were for the purpose of curtailing the auction method of selling.

In 1950, action was brought against Col. Hoffman (at the insistence of retail dealers) to restrain his operations, using a section of a Virginia Statute as offense. The statute prohibits a merchant from selling at auction for more than 30 consecutive days in the year. Also that sales of antiques, glass, china, rugs and art goods are covered by this regulation. The case was tossed out as the Judge agreed that regulation of

sales of this type applied only to merchants and not to those engaged in the auction profession.

This year the Attorney-General of Virginia, at the instigation of a group of dealers, issued an opinion that in order to conduct an auction sale of antiques, glass, china, etc., the auctioneer must pay, IN ADDITION TO ALL OTHER STATE AND CITY LICENSES FOR GENERAL AUCTIONEERS, an additional license of \$100.00 for EACH DAY OF SALE. As anyone can easily see, any auctioneer that does only a reasonable amount of business contributes quite heavily in the course of a year. It is this latter fee upon which Col. Hoffman is basing his suit.

An adverse decision by the court will affect every auctioneer in the country and in particular, those in the State of Virginia, as it will enter the law-books as a precedent.

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Restrictions Fine – For ‘Other Fellow’

By Elmer Roessner

There is a marked tendency among Americans to run to the City Council, the State Legislature or to Congress when competition gets tough. Businessmen, despite their devotion to free enterprise, are eager for laws or regulations that restrict the other fellow.

Right now a lot of retailers are clamoring for laws to put shackles on auctions. That's because of the rise of warehouse auction sales.

Only the largest retailers can convert a warehouse (or a public auditorium) into a temporary auction hall and move a mass of merchandise with a lot of fanfare and showmanship. Little fellows say that kind of selling is unfair competition and, because the little fellows have more votes than one big operator, legislators listen.

This year Nebraska passed a public auction law. It prohibits the sale of new merchandise at auction without a \$50-a-day permit. The constitutionality of the law is now under attack.

Still raging is the fight between discounters and those who want fixed prices. The battle lines are growing more confused, however.

Many merchants whooping it up for “fair trade” are, at the same time, “meeting competitive prices,” which is a euphonious way of saying they are discounters, too.

There has been further confusion caused by the fact that many courts have questioned sections of “fair trade” laws. In the last two years almost a dozen state laws have been ruled unconstitutional in whole or in part.

Demands for laws taxing chain stores to death have subsided in most states. Too many voting housewives are opposed to such laws. But during the depression, these laws threatened the very existence of chain selling.

Laws prohibiting door-to-door selling are constantly being proposed, usually by merchants who fear competition. Many states attempt to levy “use” taxes on goods purchased out of the state. Others prohibit “loss leaders” with some,

such as California, specifying minimum markups.

Many merchants who regard price supports for farmers as creeping socialism believe that a price support for their merchandise is free enterprise.

A Bachelor's Gift

Edward A. Filene, Boston merchant magnate and public spirited citizen of the world, was a bachelor and had no family with which to share his wealth. During his lifetime he gave freely to organizations whose purpose was to make living pleasanter for more people. When he died his will provided gifts that keep his influence alive.

One of his projects is the Twentieth Century Fund, established for scientific research and public education in current economic and social questions.

The Fund recently completed a survey comparing our country economically with other countries of the world.

This survey revealed that, in 1948, with 6 per cent of the population, the United States had 40 per cent of the world's total income. On a per capita basis, according to these figures (the latest comparative data available), our people had an average income of \$1,525, as compared with:

- \$950 in Switzerland
- \$895 in Canada
- \$812 in Australia
- \$805 in Sweden
- \$781 in Denmark
- \$777 in United Kingdom
- \$569 in Finland
- \$487 in the Netherlands
- \$418 in France
- \$360 in Western Germany
- \$315 in Argentina
- \$296 in Cuba
- \$225 in Italy
- \$181 in Russia

IN MEMORIAM

Col. Harvey H. Tucker, Iowa
Col. Gus L. Day, New Jersey

“Auctioneering In Quebec”

Convention Address By
Col. Art Bennett, Province of Quebec, Canada

I take it a great pleasure to represent the Province of Quebec at your National Auctioneers Convention. I think this is the first time that a man or an Auctioneer has ever represented Quebec at one of your conventions.

Auctioneers in Canada are different to some Auctioneers in the United States. We have to sell in by-language, both in French and English. It sounds hard to do and it is very hard to do.

I made up my mind to sell the Sherbrooke Winter Fair. There is a man who should be here, I hope I do see him here, he said ‘If you go after something, get it! If you don’t get it, find the reason why and swallow both’, so I made up my mind to get that sale. There was a man who sold it up until four years ago, an Auctioneer from Ottawa. Before I go on with my story, this man who sold the Auction for two years was a brother-in-law to a representative of the T. Eaton Co. He was a very good Auctioneer. I went after the job as Auctioneer and got it. I will read the result of the auction, if you don’t mind.

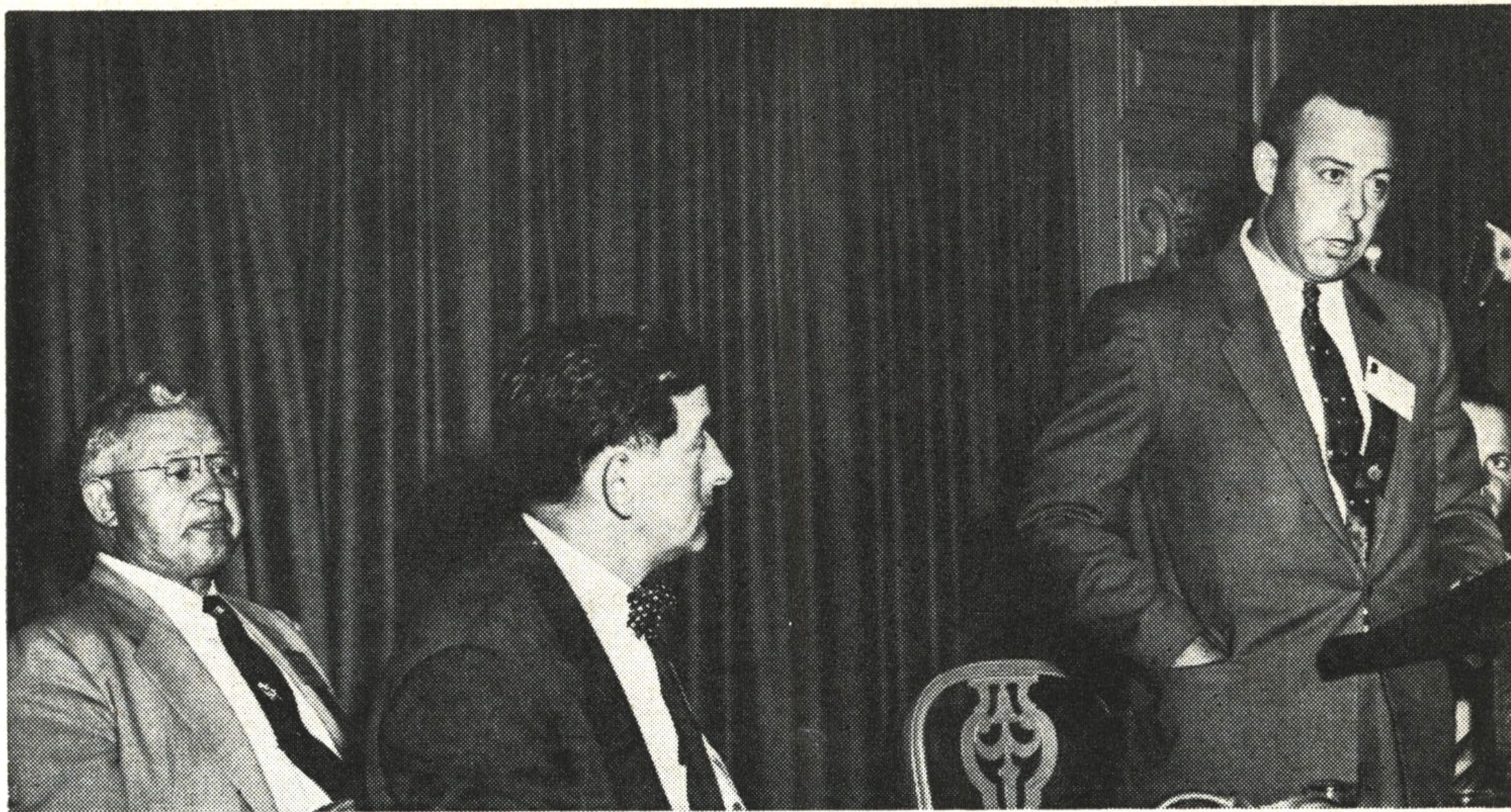
SHERBROOKE WINTER FAIR, October 11, 12, 13, 14, 1954; Report of 19th Annual Sale; Sponsored by the Quebec Department of Agriculture and held under the auspices of the Eastern Townships Agricultural Association; Judges—Cattle: C. E. Devlin, Toronto, Ont., Jack Speers, St. Jean, Que.; Hogs: Vict. Pelchat, Montreal, Que.; Lambs: Alf. Reynolds, Toronto, Ont.; Auctioneer: Arthur Bennett, Sawyerville, Que.; Chairman — Sales Committee, W. W. Nichol; Superintendent of Sales, Gerald Rodrigue, Federal Dep’t of Agriculture; President, Dr. L. A. Gendreau; Vice-Presidents, C. L. Campbell, Col. E. Levesque; Managing Director, Alex C. Ross; Sec.-Treasurer, J. E. Lamontagne.

The 19th Annual Fat Stock sale which concluded the Winter Fair was attended by over 50 buyers from Montreal, Quebec, Sherbrooke, Princeville and many other places. The auction provided many

interesting moments and brought a total of \$55,853.65 for 143 steers, 135 lambs and 134 hogs as compared to \$46,308.77 in 1953 for 133 steers, 76 lambs and 82 hogs. Steinberg’s took away the Grand Champion Steer raised by H. R. Ross at the price of \$2.30 per lb. or \$2,056.20; C. Morantz Co. bought the Reserve Grand Champion Steer of John Nichol for \$908.96 or \$1.04 per lb. Hy-grade of Montreal purchased the Champion Shorthorn Steer for 72 cts. per lb. One interesting feature was the showing of 6 lots of 3 steers of which the best lot raised by Mr. McCall went to Dominion Stores at 50 cts. per lb. All the way through, the sale was kept at a lively pace by a most capable auctioneer in the person of A. Bennett. All and all, the 143 steers shown sold at an average price of \$34.90 as compared to \$31.91 in 1953. It might be interesting to point out that the average price of the Montreal market on the week of the Fair was \$22.00 for choice steers which is \$12.90 less than the average price obtained in Sherbrooke. Such results certainly put Sherbrooke ahead of all major Fairs in Canada.

The 134 hogs auctioned brought a grand total of \$8,686.00 or an average of \$41.95 per lb. as compared to \$24.75 on the Montreal Market that same week. C. Morantz Meat Co. paid \$3.11 per lb. for the best pen of 3 hogs raised by G. Ricard while Canada Packers paid \$1.25 per lb. for the best pen of 5 hogs. The Cooperative Federee de Quebec, Princeville, bought the 2nd best pen of 3 hogs at 65 cts. per lb. and C. Morantz Co. paid 42½ cts. per lb. for the 2nd best pen of 5 hogs.

One hundred thirty-five market lambs were offered and really brought top prices. T. Eaton Co. of Montreal bought the whole show of lambs for a total value of \$5,167.28, an average of \$46.77 per lb. as compared to \$35.79 in 1953. It is amazing to observe that the average price on the Montreal market had



The expressions on the faces of Col. H. W. Sigrist, left, and Col. Ray Elliott, center, certainly indicate that they are unable to follow Col. Arthur Bennett, right, who is demonstrating his bid calling ability at the 1955 National Convention. We never expected to see two such able and proven auctioneers as Cols. Sigrist and Elliott in this type predicament and are glad we have it on record. However, they do have a good excuse as Col. Bennett is selling in French with some English mingled in now and then. According to Col. Bennett, this is a requirement for a successful auctioneer in the Province of Quebec.

\$22.00 in 1953 to \$19.00 in 1954, while on the contrary average prices in Sherbrooke jumped from \$35.79 in 1953 to \$46.77 in 1954, a gain of nearly 10 cents. Another proof of the marvelous support given by the various buyers who attend the Sherbrooke Fair.

Something new was added at the 1954 sale. C. Morantz Meat Co. resold the Reserve Grand Champion Steer to Eaton of Montreal with the proceeds going to the Children's Memorial Hospital, of Montreal. Morantz Beef Co. resold Steer No. 5 to Eatons with proceeds going to Red Feather. Letovsky Bros. resold 4 lambs (Lot 6) to Eatons with proceeds going to Red Feather. E. T. Webster gave the proceeds of the sale of Steer No. 108 bought by Steinberg's to the Sherbrooke Hospital.

Charlie Morantz of C. Morantz Meat Co. of Montreal was the largest buyer, purchasing 41 steers and 58 hogs, worth \$15,786.02, followed by the T. Eaton Co.

represented by Major Leclerc, and Steinberg's, Morantz Beef Co., Modern Packers Wilsil, Canada Packers, etc.

These few highlights are followed on the next pages by a detailed account of all what happened at the auction sale. Once again, such a success could not be achieved without the cooperation and support of many people. On behalf of all the exhibitors, we want to express our most sincere thanks and appreciation to old friends and supporters such as Charlie Morantz, T. Eaton Co., Steinberg's, Morantz Beef Co., Modern Packersa, Wilsil Ltd., Canada Pacakers Ltd, Pesner Bros., A. Pesner & Co., Letovsky Bros., Swift Canadian Co., Noe Bourassa Ltee, Hygrade, La Co-operative Federee de Quebec, and so many others. These firms made the Sherbrooke Winter Fair the success it is today and farmers and breeders feel proud to count them among their friends.

IN UNITY THERE IS STRENGTH

Many thanks for their generous support go to the Quebec Beef Cattle Association, Canada Packers Ltd, the Montreal Livestock Exchange, the Canadian Hereford Association, the Canadian Shorthorn Association, Thrift Stores, Dionne Ltd, Louis and Gerard Quintal, D. S. Bachand, the Provincial Dept. of Agriculture, Dominion Lime Co. and C. C. Warner.

Let us not forget the wonderful work done by our very able judges: C. F. Devlin and Jack Speers on cattle, Alf. Reynolds on lambs and J. A. Marcoux on hogs. Also members of the Marketing Service like J. Aubin, R. Molleur, L. Lefebvre and also Miss G. Gagnon and her staff, responsible for the preparation of this report.

At a luncheon held in Montreal, prior to the Sherbrooke Winter Fair, Mr. Ralph Bennett, an enthusiastic supporter and organizer of the Fair, once said that it was pretty hard to explain why the Fair has always been such a success and why it has grown into a bigger and better thing every year. Is it because Sherbrooke is located in one of the nicest corners of the Province? Is it that mixture of French and English traditions found in the area that is unique in this country? Is it because friends from Montreal, Quebec City, Sherbrooke and many other places can meet informally and talk and get to know each other better? Is it that close cooperation between farmers, packers, wholesale and resale butchers, breeder associations, newspapers, radio, Provincial and Federal Depts. of Agriculture? We believe it is all those things combined that make the Sherbrooke Fair a center of attraction and one of the most successful and encouraging enterprises in the agricultural field across Canada. Let us hope we shall gather again in Sherbrooke for many, many years to come.

G. Rodrigue
Canada Dept. of Agriculture
Superintendent of the Sale.

Ladies and Gentlemen, I take it a great pleasure to have sold that fair. This year I am going to Alberta to sell the Fair and it was this last job that done it.

One man at the Sherbrooke Fair said it was pretty hard to explain why the Sherbrooke Fair was a success. He attributed the success of the Fair to the fact that the auctioneering had been done in by-lingo.

Ladies and Gentlemen, one of the best buyers at the Fair was a brother-in-law to the Auctioneer before me. He said 'Bennett, you're beat before you start,' and you can just imagine how I felt when it was the first time to sell a sale of that kind.

I said 'Mister, we haven't started yet, so we haven't finished.'

During the sale I asked for 96—a man over here nodded. I turned back to the brother-in-law and asked for 97. He said 'If you tell me where you got 96, I'll say 97!' I looked at the man who said 96. He said '98', so I turned back to the brother-in-law and said 'you're too late, I have 98'. I sold it for \$1.04 a lb. The brother-in-law came right up to me and said 'I have a 40 oz. bottle of Scotch in my hotel just for a man like you.' I said 'I don't drink your Scotch.' We started out again. I had \$1.50 for a bid, some man said 1/8. I turned to him and said 'My adding machine won't add a 1/8 bid.' When we finished the auction, I might say it was a success on the behalf of by-language auctioneering and anyone here can see this report. I am sure it will be interesting for you to read.

I am traveling in some parts of America, so, I would like to enjoy some of your good auctions. You are all invited to our sale this Fall. I think we have one of the best of its kind in Canada.

I would like to see this Association become International. One of the biggest problems in our profession in Canada is jealousy and I think this Association would do a lot to help that condition.

I should like to invite you to hold a convention in Canada. It should be a nice trip for you. We could afford good accommodations for the convention.

An Auctioneer from America came up for just the trip. I took him out to an auction of Holsteins. There, the Auctioneer could only speak French. He was a fine, sensitive type and there

were English speaking people at the auction, so the man with me took the ring and I took the stand and we got the job done. He now says he would like to come up and be an Auctioneer in Canada.

As I said, I would like to see **your Association** become international. It is because a lot of auctioneers back home are just as jealous and mean that they can't live with themselves and of the 128 auctions, I have sold 78 of them. I think that is not a bad record.

Confidence is 75% of it. A man decided to give up farming. He was a well-spoken Frenchman. There was one English speaking buyer at the auction, an American buyer from New York, and he bought the farm. He was the only English speaking person at the auction. After the sale, he said he didn't suppose I was French.

I have tried to talk to many of the **Auctioneers in Canada**), on English. There are 37 Auctioneers in the same county. French Auctioneers who can't

speak English. English Auctioneers who can't speak French. If you don't speak both languages, there isn't much work. The French spoken is not the same as the language in France.

I devote a lot of my time to churches. This one church sent a representative 35 miles to my home for a donation. I donated \$10.00, and got the job as auctioneer at an auction they were going to have.

In closing I would just like to say once again, I would like to see this Association become International. We are not enemies. Why can't we get together as Auctioneers?

Executive Dies

WINTER GARDEN, Fla. — Charles William Irrgang Sr., 72, president of Fruit Auction Sales Co. of Chicago, one of the nation's largest terminal auction markets, died August 16. He was born in Streator, Ill.

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BOOSTER PAGE (Cont.)

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

Convention Comment

By BERNARD HART

This column should have appeared in last month's issue of "The Auctioneer." Rather than make excuses, let us say that the Indianapolis Convention was such a great success that we want to extend it all the way to the 1956 event, which we know will be better.

* * *

Col. A. C. Dunning, President of the Illinois Auctioneers Association, has made it a practice to bring in not less than one new member at each Convention. He came through again this year—and while doing it was also the first auctioneer to register.

* * *

Speaking of new members, Col. R. C. Foland, the veteran (and highly successful) real estate auctioneer of Noblesville, Indiana, brought in eight new members during the three day convention. Let's give Col. Foland the platinum medal.

* * *

Col. Critt Bradford of Ohio, almost missed the Convention. Critt travelled all the way to Omaha last year and won the prize for being the youngest auctioneer present. He came in on Saturday, this year, only to be nosed out of his award by young Jim Kirkendall of Indiana. You can't stay young forever, Critt.

* * *

"Better than a Show I paid \$15.00 to see in New York City, three weeks ago," said one auctioneer of the entertainment provided on Friday night by the Indiana Auctioneers Association. Just one of the many bouquets floating

around the halls in regard to this innovation at the 1955 Convention. Congratulations to President Don Smock and the rest of the Indiana group.

* * *

Col. Art Bennett's selling in two different languages was quite a hit at the Convention. However, it was Col. Oscar Tostlebe of Iowa, who could really handle the foreign lingo. Just name it and Col. Oscar could do it and the crowd liked it.

* * *

The Carey Jones Luncheon (pictures in this issue) brought together quite a group of veteran auctioneers and Col. Carey kept them, as well as others, well entertained in that one and only Carey Jones fashion.

* * *

Special luncheons played quite an important role in the Convention and we hope they are continued and expanded upon in future conventions. Last month, we showed you the Automobile Auctioneers' Luncheon and this month the Carey Jones Luncheon. We are sorry the photographer was not around at the time of the Live Stock Auctioneers Brunch on Sunday. Sponsored by Col. J. Hughey Martin of Colchester, Ill., it was well attended and the short talks, particularly those by Col. Jim Kirke-minde, Kansas, and Col. Elmer Bunker, New Mexico, contained some very impertinent facts that we all could use to benefit.

* * *

"Never before so much for so little"—seems like we have heard that phrase before. Anyway, it pretty well describes the Indianapolis Convention from a financial standpoint. Registration fee was the lowest it has been in a long time despite rising costs of food and entertainment. The Indiana Auctioneers Association and your Convention Chairman, Ray Elliott, deserve much of the credit there.

* * *

Regaradless of the amount of the registration fee we have found that some will complain. Probably if it were free they would still gripe. These kind are very few, though, I guess I was thinking of the man who claimed he was a Michigan auctioneer but would go home

before he would pay \$10.00 to attend the three day program. P.S. He went home.

* * *

This last paragraph has nothing to do with the Convention but it certainly does have with "The Auctioneer". This is the first time in many and many a month that we have not had at least one article by Col. B. G. Coats. Our latest report is that he is slowly recovering from major surgery. If you miss his contributions to "The Auctioneer" I am sure he would appreciate knowing it. His address is 490 Bath Avenue, Long Branch, New Jersey.

Feeder Cattle Sales Gaining In Numbers

Producers of feeder cattle are turning more and more to the auction method of selling. This fall, thousands of calves and yearlings will be sold at public auction. Following is a partial state by state report of Feeder Auctions:

Missouri—They will sell 33,000 calves and 11,000 yearlings in 34 counties, starting Sept. 13 at Alton and winding up on Oct. 14-15 at Bethany. Just a demonstration really of the kind of feeders produced by a million beef cows on the farms of the Show-Me State. Missouri has been running these demonstrations sales for 25 years. Feeders with horns are barred.

West Virginia — They will sell 6,000 head starting with the State Show at Jackson's Mill 4-H Camp on Sept. 22 and ending with their 12th auction on Nov. 5. Last day of September it's all-Angus at Petersburg.

Virginia—The Old Dominion will offer 25,000 calves in 2 sales and 10,000 yearlings in 14 auctions. They start at Orange on Sept. 20 and come back there when the Albermarle Pippins are falling on Nov. 15. Meantime they've been through the pasture country, with all-Shorthorns in the sale at Winchester and all-Angus at Dublin.

North Carolina—They will sell 5,000 calves starting Sept. 21st at Laurel Hill and on to Boone by Oct. 7. In addition they have 2 yearling sales, where the

cattle weigh 600 to 850. West Jefferson offers all heifers, spayed.

South Carolina — Last year their prices were lower than breeders got in the Virginias. 230 choice feeders were bought for \$14.40 at York, where the sales start this year on Sept. 20. Orangeburg concludes the circuit of 8 sales 10 days later.

Georgia—They have reorganized their plan and will hold their 1st Demonstration Sale at Americus on Oct. 11. If it is successful the Georgians will buy more purebred bulls, develop a new industry for their cut-out cotton acres.

Tennessee—From Johnson City in the old State of Franklin to the Mississippi Valley at Brownsville, Tennessee farmers will hold 11 demonstrational feeder sales with calves good enough to grace any Cornbelt feedlot. The little farmer in the grass country benefits by offering well-bred stock that is graded, vaccinated, castrated and ready to go.

Kentucky — The Bluegrass State will hold 7 sales, starting Sept. 26 at Russell Springs, ending Oct. 11 at Smithland.

Louisiana—Will auction 1,000 head of Whitefaces and Blacks at Delhi on Sept. 10th.

Arkansas — Has scheduled two sales definitely on Sept 6 and 8, and may have a couple more.

Nebraska.—Here we are in the real cattle country. Ranchers feel that the commission men at Omaha and Sioux City do well by them. In fact, the Omaha Stock Yards Co. holds a special feeder calf sale Oct. 27-28. A special hand-picked feeder sale will be held at Bassett on Oct. 8. Valentine will offer Sand Hills feeders on Oct. 15. A dozen sale barns hold weekly auctions.

South Dakota—Up here the 4-H Club members west of the river are putting on their 18th calf show, Oct. 6-8, at Rapid City. Then on Oct. 10 comes the Central event at Miller, with 300 show calves and 2,000 others in pens of 5 and 10. Last year Iowa and Illinois feeders took the tops. At Mobridge on Oct. 18 there will be an auction of all Shorthorn feeder calves.

New York—But maybe we're too far west for you. Well, they are expecting 1,500 calves, all dehorned, in 4 sales

IN UNITY THERE IS STRENGTH

that start at the Altamont Fair Grounds on Oct. 21st.

Pennsylvania.—The first feeder calf auction will be held at Brookville on Sept. 18, 2nd at Butler, Oct. 5th, third and largest at Waynesburg on Oct. 7. Then the men with Angus bulls will hold a sale at New Holland on Oct. 15th. There's a sale at Bedford on Oct. 21 and the grand finale is on Nov. 5 at the Lancaster Stock Yards.

Ohio—The Buckeye state has added 2 new sales to its demonstrations this year, at Chillicothe on Oct. 18 and Coshocton on Nov. 11. But the circuit of 7 auctions starts at Athens on Oct. 4.

Indiana—Four years ago when the Hoosiers started their sales they had 319 calves. This year in 5 vendues that start at Greensburg on Sept. 20 and wind up at Springville on Oct. 5, they have 4,500 head.

Illinois—The Egyptian Livestock Association, Egypt, Ill., that is, where the glacier melted—will hold its regular

sale at Robbs on Oct. 6. That's where the finest grassland demonstration in the nation is going on. Murphysboro, Ill., is selling 600 on Oct. 13. Up at Elizabeth, Ill., is the Jo Daviess Livestock Marketing Association, which sells 400 every other Saturday starting Sept. 3rd.

"I am enclosing a check for \$10.00 in order that I may continue to be a member of the N. A. A. I think it is a fine organization and all auctioneers should be members for their own benefit. 'The Auctioneer' is as fine a book as money can buy and I certainly enjoy it. To all auctioneers, I say read our Constitution and By-Laws and be honest to yourself and your customers." Col. Pete Schwartz, Bayard, Nebr.

"I enjoyed the Convention sponsored by the men from Indiana more than any I have ever attended." Claus. V. Beck, East Grand Forks, Minn.

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Most of you can recognize a part of these "veterans of the gavel" seated at the Speakers table for the Carey Jones Luncheon at the 1955 National Convention. Seated from left to right are: Col. Oscar Tostlebe, Iowa; Col. Paul Bockelmann, Iowa; Col. Carey M. Jones (the honored guest), Illinois; Col. Herman Sigrist, Indiana; Col. G. H. Shaw, Iowa; Col. Lloyd Seely, Illinois; and Col. Jack Gordon, Illinois.

National Publication Mentions Col. Jones

Reprinted from the Shorthorn World

Col. Carey M. Jones, well known among countless Shorthorn and Polled Shorthorn breeders as one of the nation's top livestock auctioneers before his retirement from the purebred auction field, was honored as a pioneer at the National auctioneers' convention in Indianapolis recently. Col. Jones lives at Oak Park, Illinois, and established the Jones National School of Auctioneering in 1904. A "Carey Jones Hour" led off the afternoon program July 15th, at the three-day convention attended by 500 delegates.

The "dean of auctioneers" addressed his audience Friday on strides made in the profession in the more than 50 years he's known it.

The Colonel might be said to have been "born with a gavel in his hand." His father, J. West Jones, was an auc-

tioneer before him in Iowa, where he'd traveled in a covered wagon with oxen. He was later associated in his son's Chicago school, which specialized in oratory and voice culture, and field work in auctions.

Through he counts his real "success" attaining a great-grandfather status, Jones continues in his 50-year profession. He is still associated with a school of auctioneering in Decatur, Indiana.

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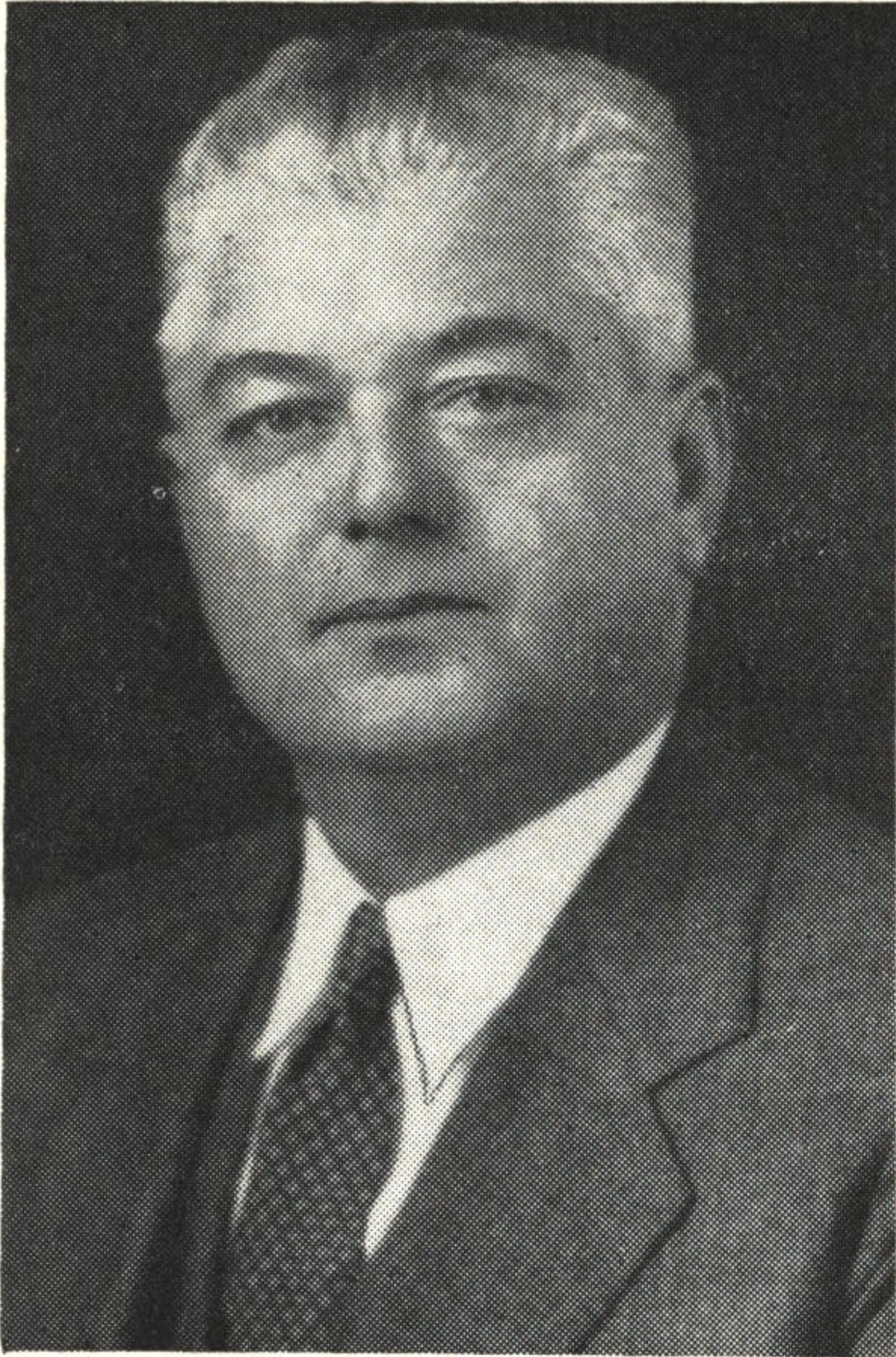
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Col. Gus L. Day

Col. Gus L. Day Dies

Col. Gus L. Day, Mendham, N. J., passed away on June 6 of this year. He represented the third generation of a pioneer family of New Jersey Auctioneers.

Col. Day got his start in the auction profession through assisting his father and grandfather at the country auction sales. His duties started with moving articles so they would be handier for the auctioneer and in holding an item high so the crowd could see what was being sold. Later he started clerking sales for his father and it was at the age of 16 that he had his first opportunity to "sell." His father asked him to take over while he got himself a cup of coffee.

Col. William S. Day, a son of the late Col. Day, is continuing the business so well established in the Day family and becomes the fourth generation of Days in the auction profession.

FBI MAN

Waiter—"How did you guess we had a new dishwasher, sir?"

Diner—"The fingerprints on the plates are different."

Bridge At Auction

NEW YORK—Auction bargain hunters were offered a golden opportunity — A 600-ton bridge.

The Joseph P. Day Co., Inc., announced it would auction off the 302-foot span Sept. 15 at the Hotel MacAlpin.

The bridge is the center span of the Third Avenue bridge connecting The Bronx and Manhattan. It crosses over the Harlem River. Renovations on the major portion of the bridge made this section superfluous.

The bridge won't be in the hotel for the auction, but there will be pictures and specifications to show prospective bidders.

The average person isn't the only one who wonders what became of his money. So do his creditors.

A woman is usually responsible for a husband's success because of the money she makes it necessary for him to earn.



Col. William S. Day

Dairy of a Husband

Monday: Rudely awakened at 7:40 a.m. by wife who advised I had only 29 minutes to shave, dress and catch train. Over hurried gulp of coffee learned her mother coming next week-end. Terrific indigestion all the way to work. Arrived office usual one minute before boss. New employe, Miss Blotter, started work to-day.

Tuesday: Up at 6:30 a.m. Bath, new shaving lotion, good suit. At office 20 minutes early. Miss Blotter not yet arrived. Telephoned wife to send other suit to cleaners. Miss Blotter arrives. Had pleasant conversation with her.

Wednesday: Up at 6:10 a.m. Bath, new tie, good suit. Banter with wife over my new morning habits. Leave for work in chipper condition. Wait downstairs in lobby until Miss Blotter spotted. Accidentally managed to get in same elevator with her. We are getting better acquainted.

Thursday: Up at 5:55 a.m. Didn't sleep much last night. Leave home in time to make early morning trip to barber. Miss Blotter already at her desk when I arrive at office. She is talking with girl

at desk beside hers. As I approach, I hear her say, "Sh, here comes fatso."

Friday: Violently awakened at 8:10 a.m. by wife shouting I have minus one minute to catch train. The start of a terrible day.

Saturday: Wife's mother arrives. Another terrible day.

Sunday: A better day. Wife's mother leaves. Catch up on sleep I've been missing all week.

A visiting Texan was telling his Minnesota host about the big fish he had caught in the Lone Star state.

"As a matter of fact," said the Texan, "I caught one that was eight inches."

The Minnesota friend told the Texan that a fish that size was small in his state.

"Mebbe so," said the Texan, "but down ther we measure them between the eyes."

When a typist suddenly becomes very pleasant to the men in the office, they know that another change is due soon — of her ribbon.

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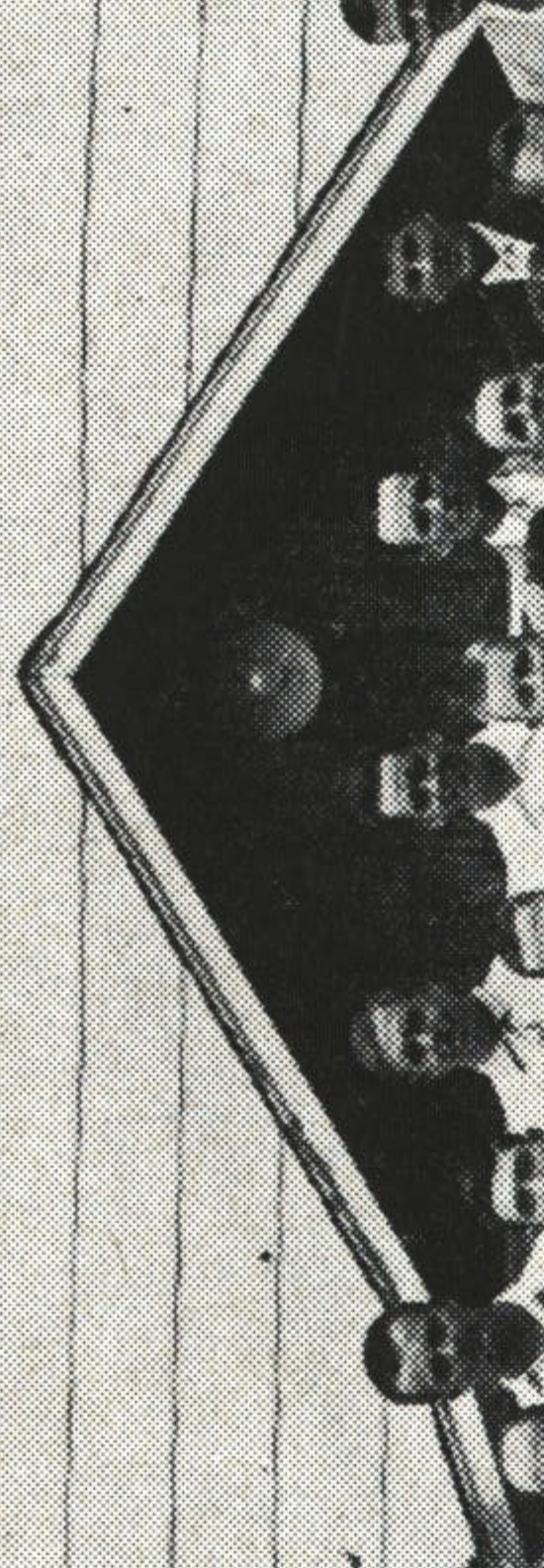
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• REPPERT AUCTION SCHOOL •



On The Opposite Page

New Auctioneers — another graduating class from the Reppert School of Auctioneering, Decatur, Indiana, August, 1955.

Top Row, left to right: C. J. Harrington, Florida; Lewis Kruger, Michigan; Ray Martin, Tennessee; Gerald Coil, Ohio; Herman Ream, Indiana; Dean Parker, Utah; Ralph Zimmerman, Maryland; Fred Mock, North Carolina; James Ziemer, Minnesota; James Lightner, Ohio; Marvin Thompson, Indiana; John Bertrang, Indiana; Baldwin Clark, New York.

Fourth Row, left to right: Earl Bales, Indiana; John Albertson, North Carolina; John Bewley, Kentucky; Archie Burton, Indiana; James Oldham, Mississippi; Bill Smith, Indiana; Edwin Monroe, North Carolina; L. D. Pinter, Mississippi; Dean Elkins, Nebraska; E. M. Eidson, Alabama; C. H. Tames, Jr., Maryland; John McCurley, Illinois; Rufus Geib, Pennsylvania; Angus Berryhill, Alabama.

Third Row, left to right: Alvia Maple, Ohio; Carroll Mince, Virginia; Gordon Ewin, Nebraska; Robert Williams, Nebraska; L. H. Jewell, Ohio; J. H. Knight, Jr., Mississippi; Ned Bradley, Tennessee; Hunter Robertson, North Carolina; Loren Albrecht, Iowa; Floyd Hubbard, Colorado; Carl Roth, Ontario; William Core, Iowa; Elwood Fraley, Maryland; John Drennon, Tennessee; Ross Brewer, Iowa.

Second Row, left to right: William Rennie, Michigan; Charles Lee, Indiana; Dennis Booth, South Carolina; Milo Bowman, Ohio; Ronald Arnold, Michigan; Norman Anders, Florida; John Ross, Ohio; Bruce Durham, South Carolina; R. B. Hogle, Ohio; James Snyder, Ohio; Tommy Nutter, West Virginia; M. C. Nichols, Jr., Virginia; Aubrey Herndon, Virginia; Fred Ankron, Pennsylvania.

Front Row, left to right, standing: Vernon Biggers, Florida; L. D. Thornton, Michigan; Earl Nelson, California; Edward Stangel, Michigan; George Lapadot, Indiana; Harvey Lambright, Indiana; E. W. McClelland, Nebraska.

Seated are Instructors: Homer Pol-

lock, Ohio; Clyde Wilson, Ohio; Q. R. Chaffee, Pennsylvania; Rolland Reppert, Indiana; Guy Johnson, Ohio; Ray Elliott, Indiana.

City To Sell 350 Parcels At Auction

NEW YORK CITY — Aiming to add \$2,000,000 in new revenue to the Municipal Treasury, in addition to restoring hundreds of non-producing properties to tax rolls, Percy Gale, Jr., director of the City Bureau of Real Estate, yesterday announced 350 parcels in five boroughs will be offered at a two-day auction sale in City Hall on Sept. 14 and 15 in the Council Chamber.

Mr. Gale reported 116 of the 350 city-owned parcels are in the Bronx, eight in Manhattan, eighty-four in Queens, ninety-seven in Richmond and forty-four in Brooklyn. They range from three five-story apartment buildings in Manhattan, assessed at \$50,000, to a one-foot by 118-foot Brooklyn strip, offered at \$25. The entire group has a total assessed valuation of \$1,531,650, and carries a total upset price of \$1,060,236. An upset price is the minimum at which the city will sell a property.

Mr. Gale, citing the many extensive changes taking place in real estate here in recent years, said the city expects to realize \$2,000,000 from the forthcoming sale to be conducted by the firm of Adrian & Son, which has successfully handled many similar city auctions.

Mr. Gale added that under the program initiated by the Bureau of Real Estate a large number of sales have restored thousands of properties to the tax rolls and again made them revenue producing—both for the city and for new owners.

“A study of a cross section of the properties purchased from the city by private home builders, developers and business firms demonstrates effectively how these former liabilities have been converted into assets. Today, in their once vacant places we find homes, apartments, buildings, factories, parking lots and other revenue producing operations,” he said.

IN UNITY THERE IS STRENGTH

RESERVE THESE DATES — JULY 19-20-21, 1956
NATIONAL AUCTIONEERS CONVENTION

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You will be interested to know that the number of copies of "The Auctioneer" is constantly increasing. Through the support and cooperation of the membership, you have made it possible to publish the only monthly publication by Auctioneers in the world.

Members, the Secretary would deeply appreciate your cooperation in securing ads for "The Auctioneer." If each member would secure one ad, possibly from a friend, a business associate, or from some other source, it would add to greater success.

COL. BERNARD HART,
Secretary

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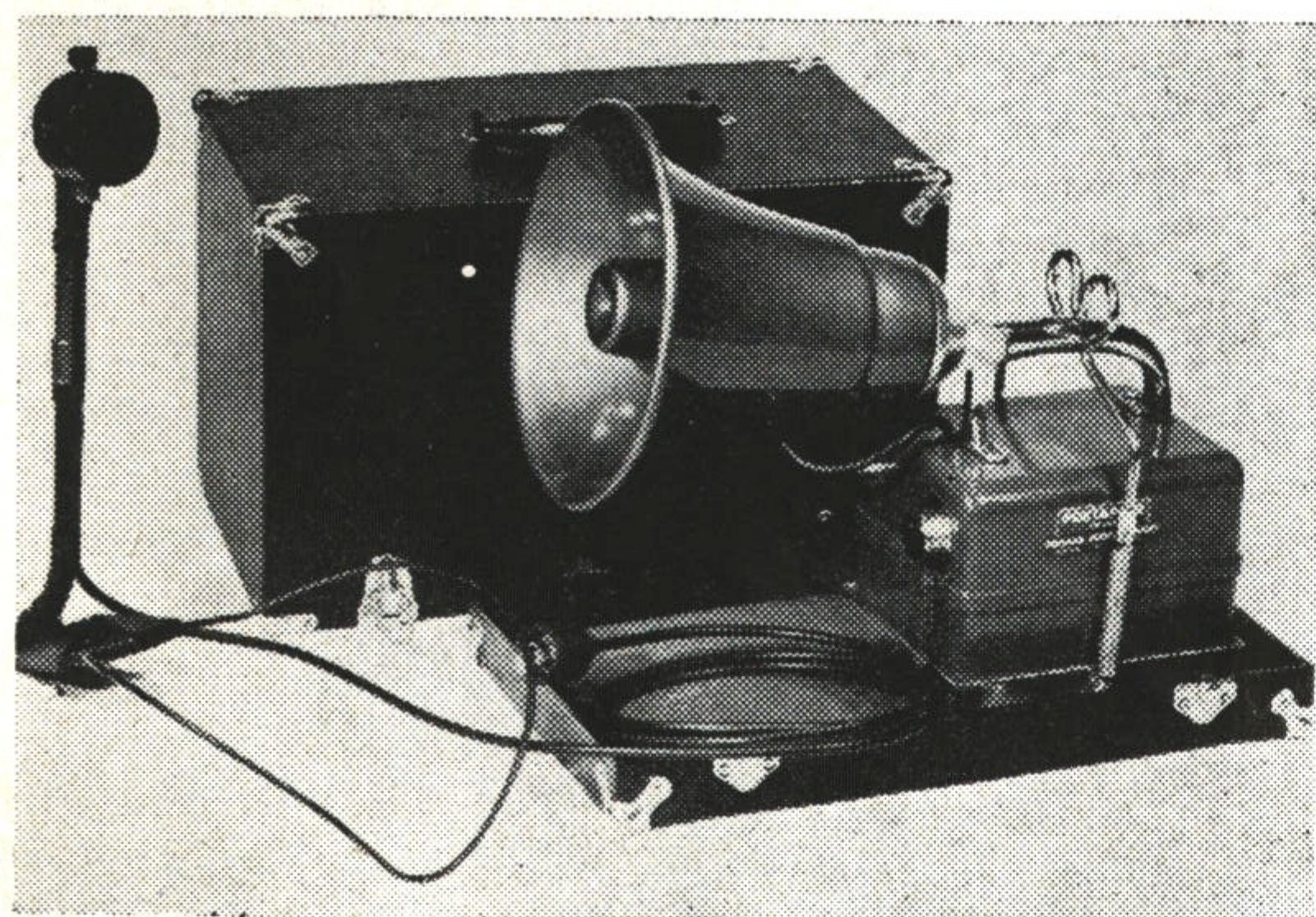
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- 2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.**
- 3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally — Example, licensing.**
- 4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.**
- 5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.**
- 6. Added Membership in your Association will enlarge your circle of friends and business contacts.**
- 7. Added Membership in your Association will give you greater personal security in the protective support of the Association.**
- 8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.**
- 9. Added Membership in your Association will assist you in any part of the country that your profession may take you.**
- 10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.**

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