

# The **AUCTIONEER**

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Official Publication of The National Auctioneers Association No. 9



**6th Annual Convention**  
**NATIONAL AUCTIONEERS ASSOCIATION**  
Decatur, Ill., July 12-14, 1951

John W. Rhodes  
LeGrand,  
Iowa



(Convention Issue)



## THE AUCTIONEER

Published every month at  
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Official Publication of

### National Auctioneers' Ass'n

**John W. Rhodes**  
Editor

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Hello Fellows:

It is with a satisfied feeling that we begin the year's work, after having attended the National Convention in Decatur. It seems that just as most people make resolutions at the first of January and as the government makes big tax levies at the beginning of the fiscal year, so I find myself and many other auctioneers making their year start with the National Convention. I speak the truth when I say that I have made steady growth since becoming connected with the N.A.A. and can mark my upward trend at almost the first connection I had with said N.A.A. With each convention I get enough enthusiasm to make higher resolves and it is a personal challenge to accomplish something in the way of growth of progress by the next convention.

Well the 6th is past and we look forward to Minnesota. I know it is bound to be better as they all have been over the preceding one, but I don't see how they can make many more improvements. You know before leaving home we had our usual family discussion over what Johnny was going to wear. These ladies seem to know how they can dress and we men know more than to make any criticism about it too, but then they come along and tell us what we have on looks like something ready made for a dog fight and we have to like it. This time however, I stood on my own flat feet and insisted that I was going to wear one of my loud shirts that I wear occasionally to cattle sales in Decatur. I said, "Sure I'm going to wear this shirt into Hotel Orlando and if you are ashamed of me, you don't have to admit you are my wife, I'll just tell the hotel clerk I am Col. Rhodes and I'll list you as my friend, but I'm going to wear this shirt". After a declaration like that I wore the shirt and I guess some of the other fellows must

(Continued on next page)

## IT SEEMS TO ME —

(Continued from opposite page)

have had flat feet too, for you should have seen the shirts. The first man I saw, was Col. Wendell Ritchie and HOW he ever got into the state of Illinois with a thing like that on, is more than I'll ever know. That was without a doubt the nearest thing to a nightmare that I ever saw a man have on. He was there in the lobby and not making a bit of a move to sneak up to his room, in fact he was shaking hands around there as though he was not ashamed of it. Then Paul Bockelman Jr. came in and he had just barely made it. From all appearances he had come with his folks and when they left home they grabbed him out of bed with his pajamas still on and he just left the top on and came on into the hotel. Lester Winternitz was there with what evidently was what they had left when he finished selling his last fire sale, at least it looked as though it had been refused by all the bidders and was left over when the sale was complete. There were many more such costumes which words will not describe and after I thought I had seen everything I turned and saw Guy Pettit. He had no doubt, just come in from a fishing trip, for his shirt looked as though it was an old minnow seine into which he had cut holes for his arms and head. All the fellows were having a good time there getting acquainted and it was like running the belt line to make it from the desk over to the elevator and up to the room we had been assigned. The ladies later on, suggested, and in all probabilities intend to carry out the idea next year, that we have a wild shirt contest next year. The ladies auxiliary will act as judges and the man wearing the loudest, wildest, most obnoxious shirt will be awarded a prize from the Auxiliary.

It was constant going every hour from 8 a.m. till 2 or 3 a.m. from Thursday night until Sunday morning, and when the convention was over, everyone was as tired as they could possibly be, but it was a wonderful feeling to see the men from all over the U.S.A. leave with a hearty handshake and a "See you next summer in Minneapolis".

The meetings were carried on in a high class manner, with not one man, at any time, taking the floor and telling what he had done in his business. The first day, Col. B. G. Coats gave a wrist watch

which was to be sold and the proceeds to go to the J. Albert Ferguson memorial fund. The successful bidder was Col. M. C. Bower of Elizabethtown, Tenn. Col. Bower then donated the watch to be auctioned off and the proceeds this time to be turned over to "The Auctioneer". It was sold at Sweedish Auction and brought \$122.00, which was turned over to the paper. The successful bidder this time was the Samuel L. Winternitz Co., and they in turn donated it to the Charity Auction sold Saturday afternoon for the benefit of Crippled Inc. While the sale of the watch was going on, there were many people from all parts of the hotel who came and looked in, and from the looks on their faces, they were disappointed, they came expecting, from the noise they heard, to see a real Mexican bull fight, and all it was, was an auction conducted by auctioneers, among auctioneers, and for auctioneers. Man, what a time, and if that watch still runs after that, it must be a good one.

It made no difference where you were from, what your speciality was or how old you were, nor in what bracket you were found, if you had on a convention badge, you were accepted in any group that was gathered together. There was no upper crust, as is so often found among some groups. In the words of Col. Drake, "Upper crust is nothing anyway, except a lot of crumbs held together by a lot of dough".

Now seriously, there are many people, who would like to get into the act. The real estate men, machinery dealers, furniture stores, many auction barns, antique dealers and others all want to cut Mr. Auctioneer's wings. If you are in the auction business you enjoy a very lucrative business and that business is in jeopardy of these other competitors. Through an organization, such as the N.A.A., we are able to take collective steps to prevent legislation without representation and to date our voice has been effective. Mr. Auctioneer, you cannot afford to profit by the efforts of the National Auctioneers Association, and at the same time not be an active member. You need the N.A.A. because of its ability to preserve and improve the future of the auction profession.

Next month we will run the highlights of some of the speeches made at the convention and some speeches in full.

Auctioneerly yours,

John W. Rhodes

# The President's Message



**Paul F. Bockelman, Sr.**

In assuming the presidency of the National Auctioneers Association, I assure every member that I will assist in every possible way that I can to promote our worthy cause and I realize that there is a lot of work to be done.

This is the first year that our treasury is operating with a balance on the right side of the ledger. This is surely gratifying and has been made possible by a small majority of the auctioneers, WHO KNOW THE VALUE OF ORGANIZATION and have given freely of their time and money to get this association started on a firm foundation. AND NOW WE MUST GO FORWARD!!

My ambition will not be realized until we get every state in the union organized and all being members of our National Association. Then we can get state and national recognition and get some of these unfair, unconstitutional city and state ordinances and laws set aside and new laws passed that will protect our profession. We have been pushed around long enough. Therefore, as your president, I sincerely hope that you will get busy and solicit every auctioneer in your respective communities, be he young or old, to join our association.

Don't be afraid of competition as there is plenty of business for all of us and I honestly believe that we can and will grow faster if every member will use a slogan similar to this which I have found gets results. Your name and address as auctioneer, member of the National Auctioneers Association doing business under their code of ethics. I also suggest the use of our NAA emblem on our professional cards and stationary and all sale bills and advertising wherever possible. These cuts or mats can be had at a nominal price by writing to me or our new secretary, Col. Russel Davis, St. Peter, Minnesota, or the National Auctioneers Journal, Le Grand, Iowa.

NOW PLEASE LET'S TRY THIS. I firmly believe that every auctioneer will want the privilege to use this emblem and slogan and it will be easier for all of us to get new members. It will help raise our standards and prestige in our communities.

I am a firm believer in the Golden Rule, so let's all try it and see how well it works. Last, but not least, let us help and encourage the growth of our newly organized Ladies Auxiliary as this organization surely can be a help, I am sure.

In conclusion I wish to thank you in advance for any assistance you may want to give me in leading and directing this organization for the next year and I want you to feel free to call on me for any help you need. The auction business has been good to us; let us return the favor and be good to it.

Auctioneerly yours,

Paul F. Bockelman, Sr.

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## IN THE "POST"

There is a wonderful story in the "Saturday Evening Post" of July 28, entitled "What An Auction He Could Have" by Arthur W. Baum. It would not be doing the article justice to break it down in "The Auctioneer". It would be to the interest and benefit of every auctioneer to secure a copy of this magazine and read the article mentioned.

# Bits by Bob

Here it is Central Iowa Fair Week and all the 4-H boys and girls are strutting their stuff with projects of their own choice.

I have my fingers crossed for the neighbor boy, who is showing a Black Angus steer he purchased from me last year.

As I see it, 4-H Future Farmers, and let's not forget Boy Scouts and Girl Scouts, are a few mighty fine programs for the molding of the younger generation.

Sometimes we wonder why, after all this starting the boys and girls in the right direction and taking care that we teach, "Do unto others as you would have them do unto you", that we must send them off to war and police action for the security of our nation and the United Nations. I remember here a few years back when I left to serve my Uncle Sam. I thought, why after all the schooling and hard work, do I have to go and be cannon fodder. Be that as it may I have that proud feeling that I had the opportunity to serve my country and should I have to do it again I would serve it even better.

While I was in the service, I had a few spare moments and occupied my time penning a few lines of verse. You - the readers of "The Auctioneer" - are the quinea pigs of these lines, as it is the first time any of my verses have ever been published. This poem was written June 8, 1945 in the CBI Theatre:

## "MY SON"

As I opened the gate and made my way,

I heard the voices of kids at play  
Playing War Games called "Over the Top"

The voices so exciting I had to stop  
And watch them in that vacant lot

All having fun except one Tot - -  
My Son.

I called to him to come to me

Listened to his trouble and tried to see  
If I could comfort the little lad,

Who had been thinking of his Dad,  
While others yelled and clapped with glee  
But, the fun of War Games he could  
not see - -

My Son.

"I've been thinking", he said to me,  
"You're the bestest Dad that there  
could be,

And, are you going off to war,  
Like lots of men, and billions more?

Will you - leave me - here all alone  
Mammas dead, - just won't be no home?  
so said, My Son.

Yes son, I must go too,  
Like all the other daddies do  
But I'll be back when this is done,  
I'll come back to my little son,  
And we'll laugh and play just all we can,  
Always be together, you know our plan.  
My Son.

So day was done and off to bed,  
I stood by while prayers were said,  
And tucked the boy in for the night,  
Bade him forget about his plight,  
Snapped off the light and tiptoed out  
You must be brave, your heart be stout,  
My Son.

In one year's time and overseas  
I thought of home, the garden, the trees,  
Where my son played games with other  
boys,  
That vacant lot and war patterned toys,  
I wondered if, he had been right  
In dreaming, "Would I go and fight",  
for freedom and My Son.

The night was long, the battle tough,  
The push was on - it would be rough,  
The Nazis were not moving back,  
The guns, the cannon, the ack-ack flak,  
It would not stop the American men,  
To gain the freedom that once had been  
as I thought of - My Son.

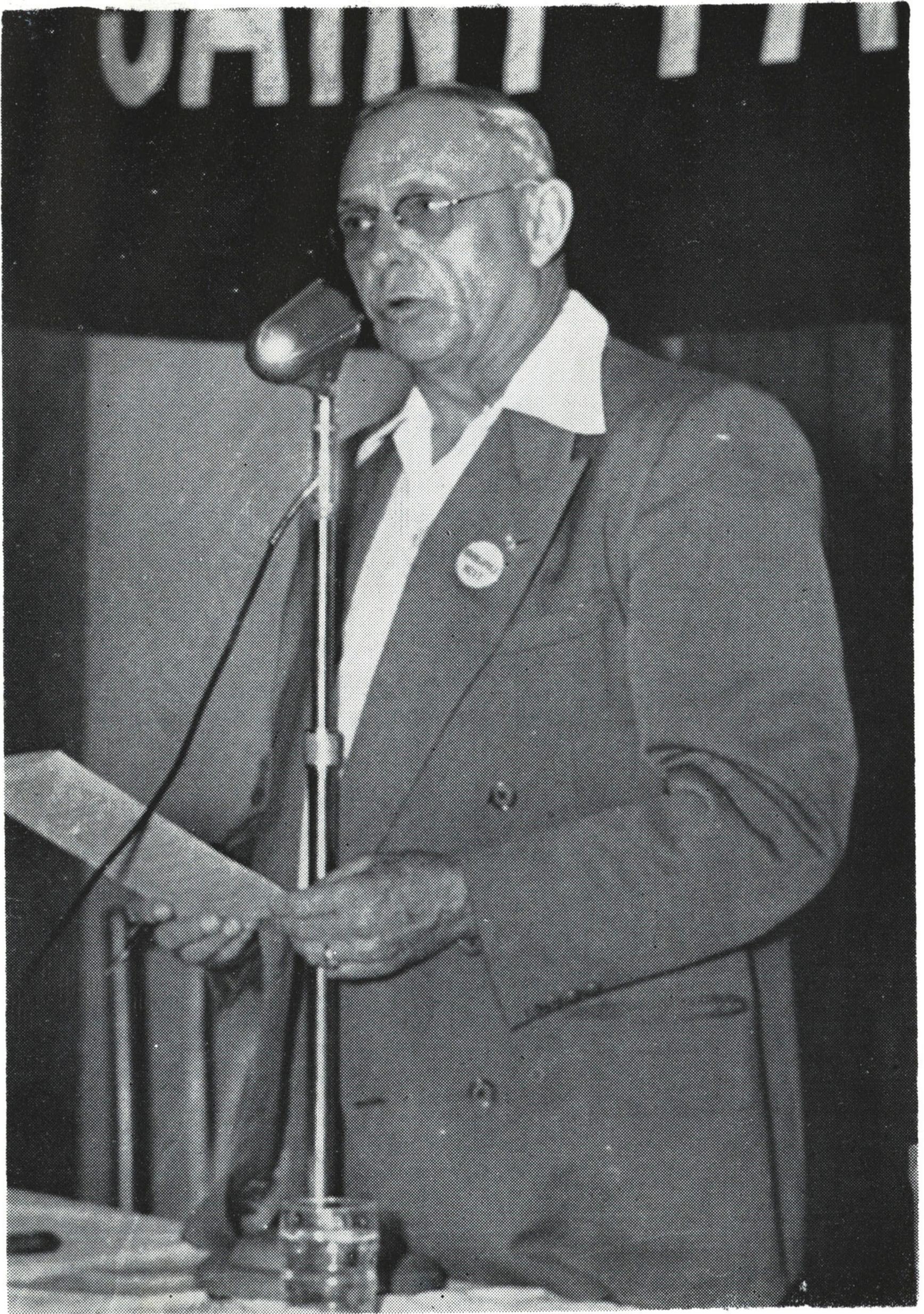
As the battle end drew near one day  
A group of soldiers were heard to say,  
That an injured man was brought in dy-  
ing,  
Even doctors and the stout were crying,  
As he told the story about his kid.  
The dream he had, and what they did.  
He and His Son.

As he clutched the handles of the stretch-  
er bed,  
He raised upright, this is what he said,  
"If every man had a boy like mine,  
They'd fight like mad, they'd force that  
line,  
And now I can go to sleep in peace,  
Knowing that I helped gain that lease,  
on freedom for - My Son.

Reprint of "My Son" by request.

X Doctor — The best thing for you to do  
is give up drinking and smoking, go to  
bed early and get up early."

Patient — "I don't deserve the best,  
Doc. What's the second best?"



Col. C. B. Drake, Decatur, Ill., convention chairman, calls the meeting to order on the first day of the 6th annual convention.



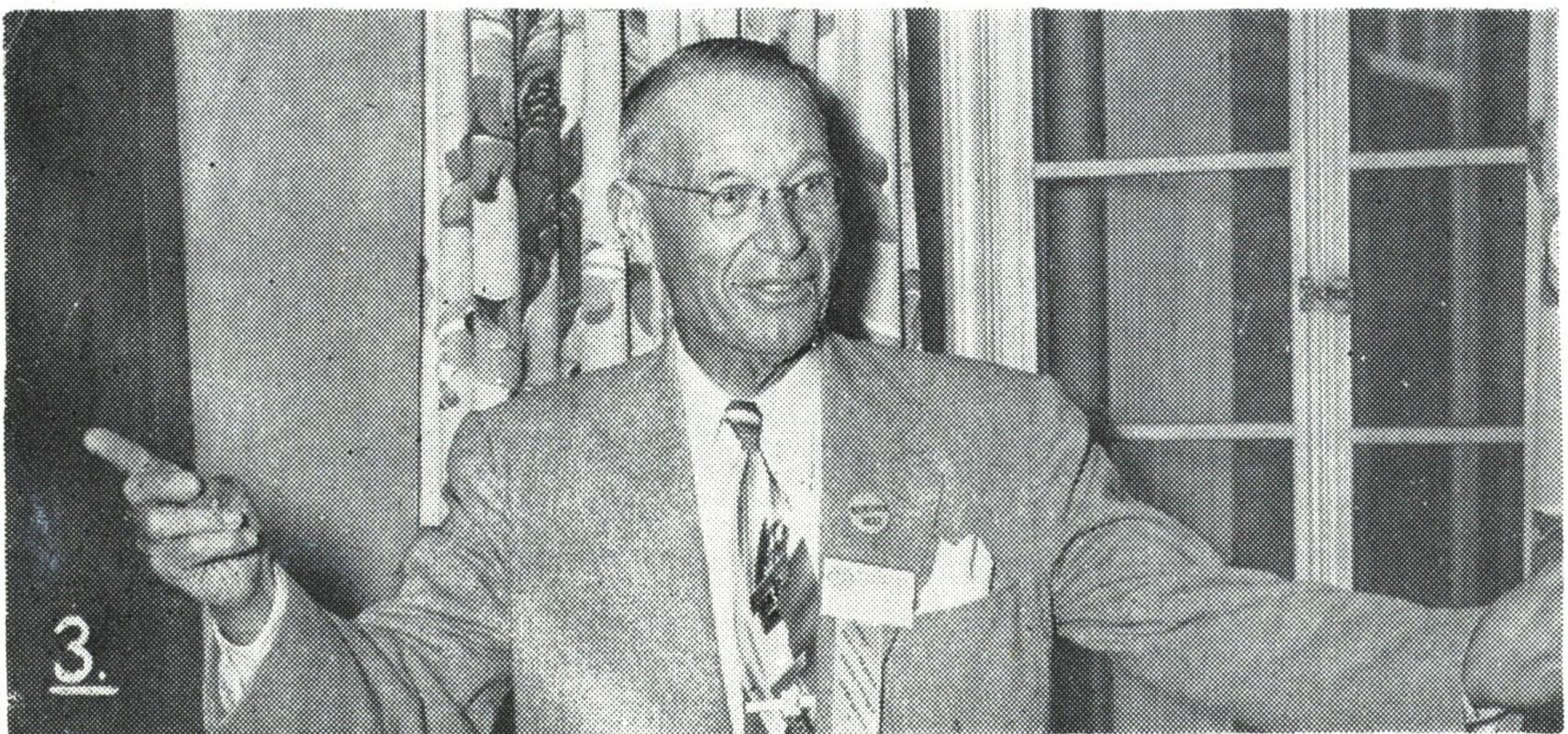
**Col. Jack Major, Paducah, Kentucky, who for an hour held the audience spell-bound at the convention. His subject, "Taxes, Women and Hogs".**



Col. Foster Sheets, president of the N.A.A., opened the convention by extending a welcome.



Col. Jack Gordon, Chicago, Ill., in a timely address, says, "I warn you, unless we are on our toes, and unless we become powerful by having a larger membership, bills will be introduced that will have clauses in them that will make it mandatory to have you pull up the stumps on the farm which you intend to auction, not only that, but you will have to fix and paint the fences, and if there are cattle on the farm, you'll have to trim their horns, curry their tails and manicure their hooves before you will be able to offer these animals for sale."



Col. Guy Pettit waxes eloquent in his own incomparable way.



Col. John W. Rhodes, editor of "The Auctioneer", as he addressed the convention.



Col. Walter Holford, Edwardsville, Ill., treasurer of the N.A.A. for the past two years, addresses the convention. Walter pleads for a united effort and cites what has already been done by the Illinois state group to keep out legislation proposed to curtail the work of auctioneers. The recent work done by the Illinois group has made it possible for all auctioneers in that state to continue to sell certain types of auction sales.



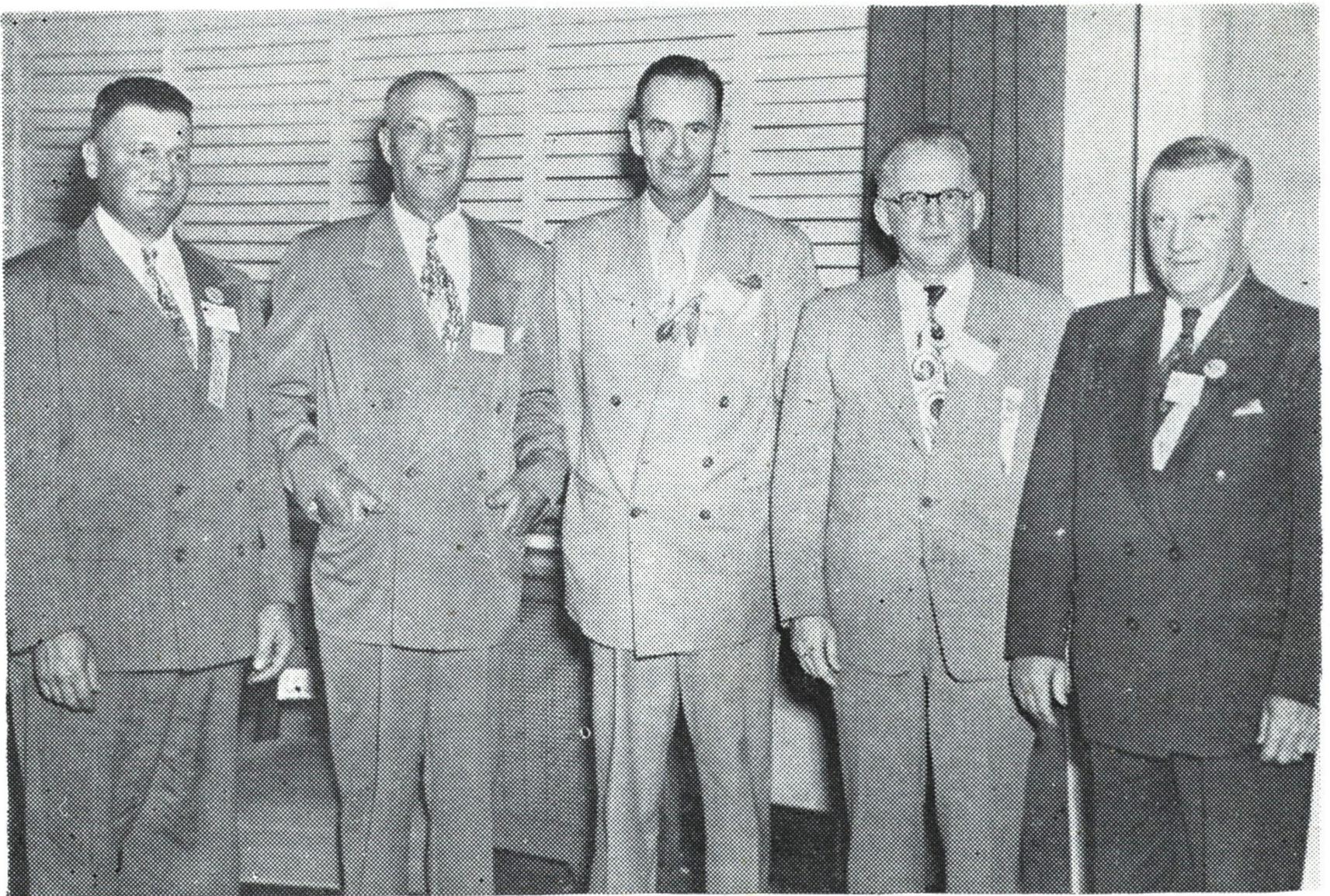
In an address at the convention, Col. Lester Winternitz, vice-president of Samuel L. Winternitz Co., of Chicago, gave many helpful ideas. His address will be printed in the October issue of "The Auctioneer".



**Hey! Hey! Whatta ya say? What am I bid to roll away? Eighty dolla, ninety dolla, and now one hundred. Col. Guy Pettit, Bloomfield, Iowa, works as hard on the charity auction, as he does on a pure-bred cattle sale. Here Col. Guy really turns on the steam.**



**B. G. Coats and Jack Gordon, two past presidents of the N.A.A., get together at the Decatur convention and talk over the progress that has been made since the time when they were in office. They have been on hand at every convention and have always been willing to lend a helping hand.**



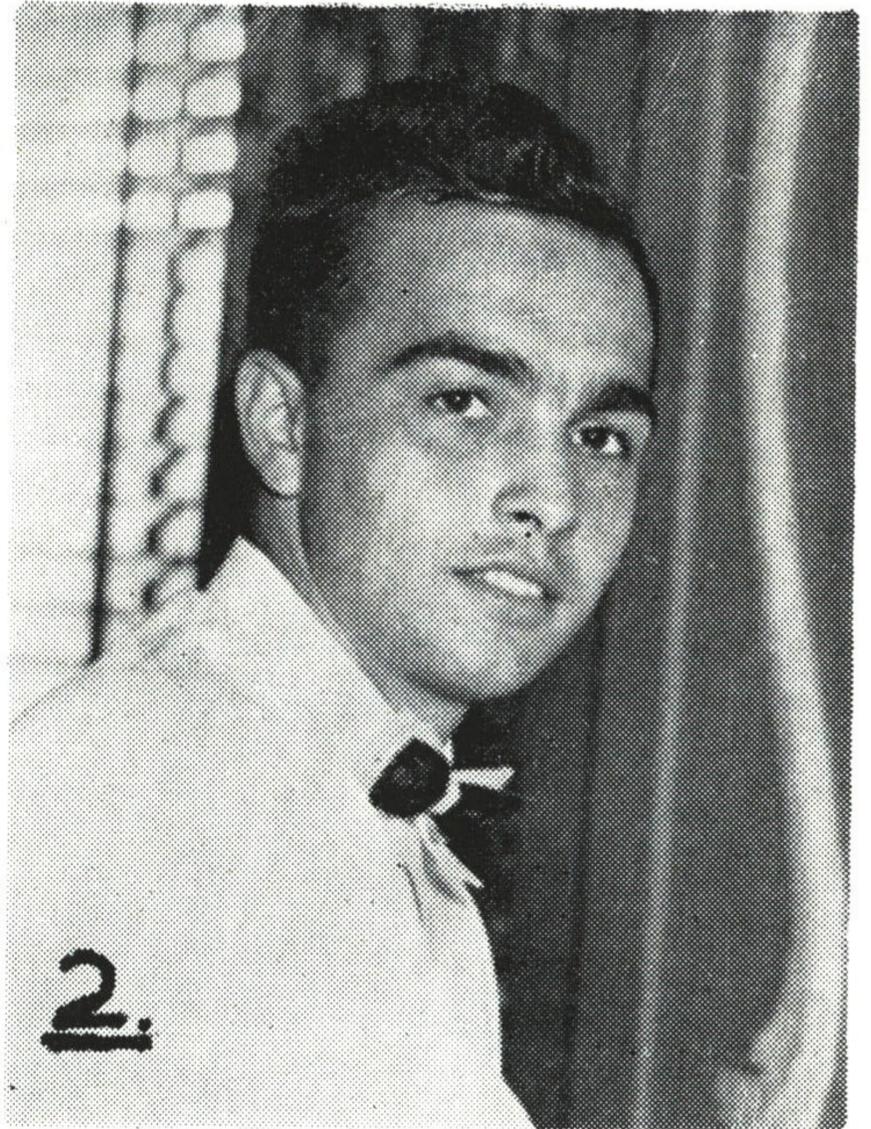
**Shown above are five Minnesota Colonels, who were delegates to the National Convention. They are, left to right, Martin Lampi, Paul Leitz, Russell Davis, E. T. Nelson and William Felton.**



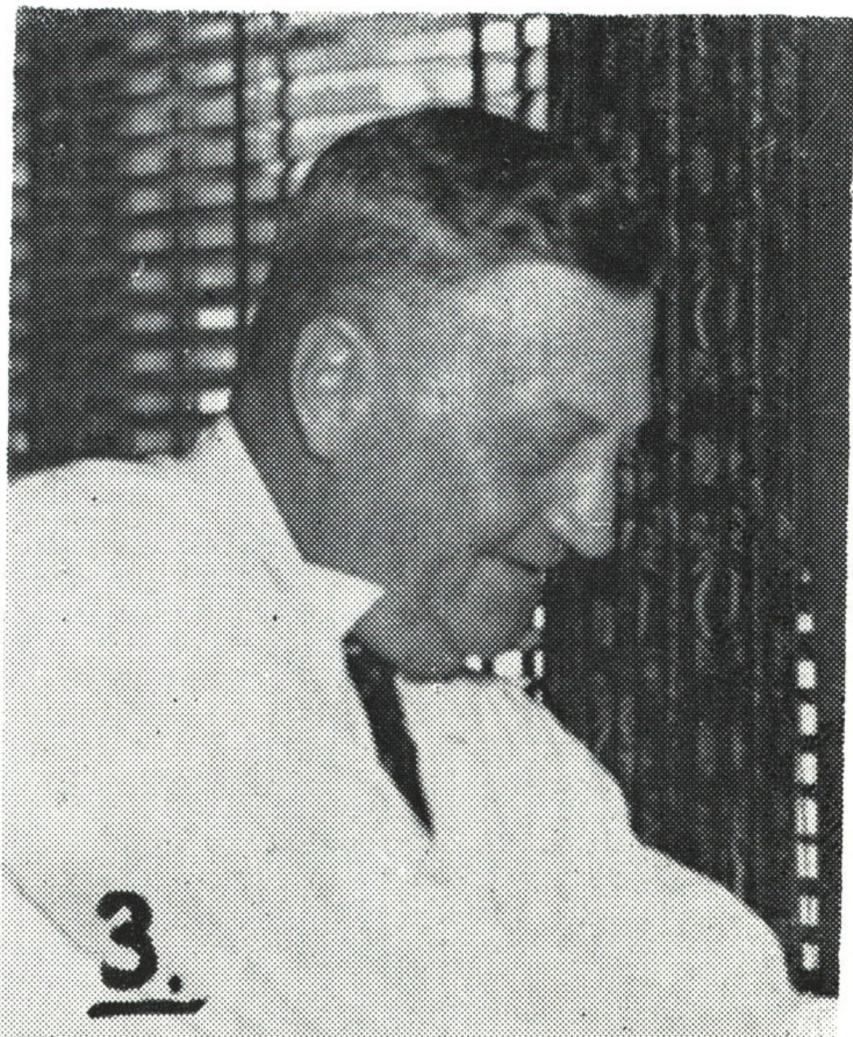
It was easy to determine who was the biggest Auctioneer at the convention, as Col. Bill Hagel, Springfield, Missouri, registered.



Col. Dan J. Fuller, Albion, Nebr., won the award for being the oldest Auctioneer in attendance at Decatur. Col. Fuller won with an even 70 years.



Col. Joseph A. Guzzi, Long Branch, N. J., was awarded two cups. One for being the youngest Auctioneer at 19 years of age, and another for traveling the greatest distance to attend the convention.



Col. Wm. Felton, Ortonville, Minn. was named most outstanding Auctioneer at the convention. Col. Felton was awarded a loving cup. This cup will become the permanent possession of any Auctioneer to whom it is awarded three years in succession.



Col. Hugh McGuire, Holstein, Iowa, accepts an award for the Iowa Association for being the state with the most delegates present. Col. McGuire is president of the Iowa association.



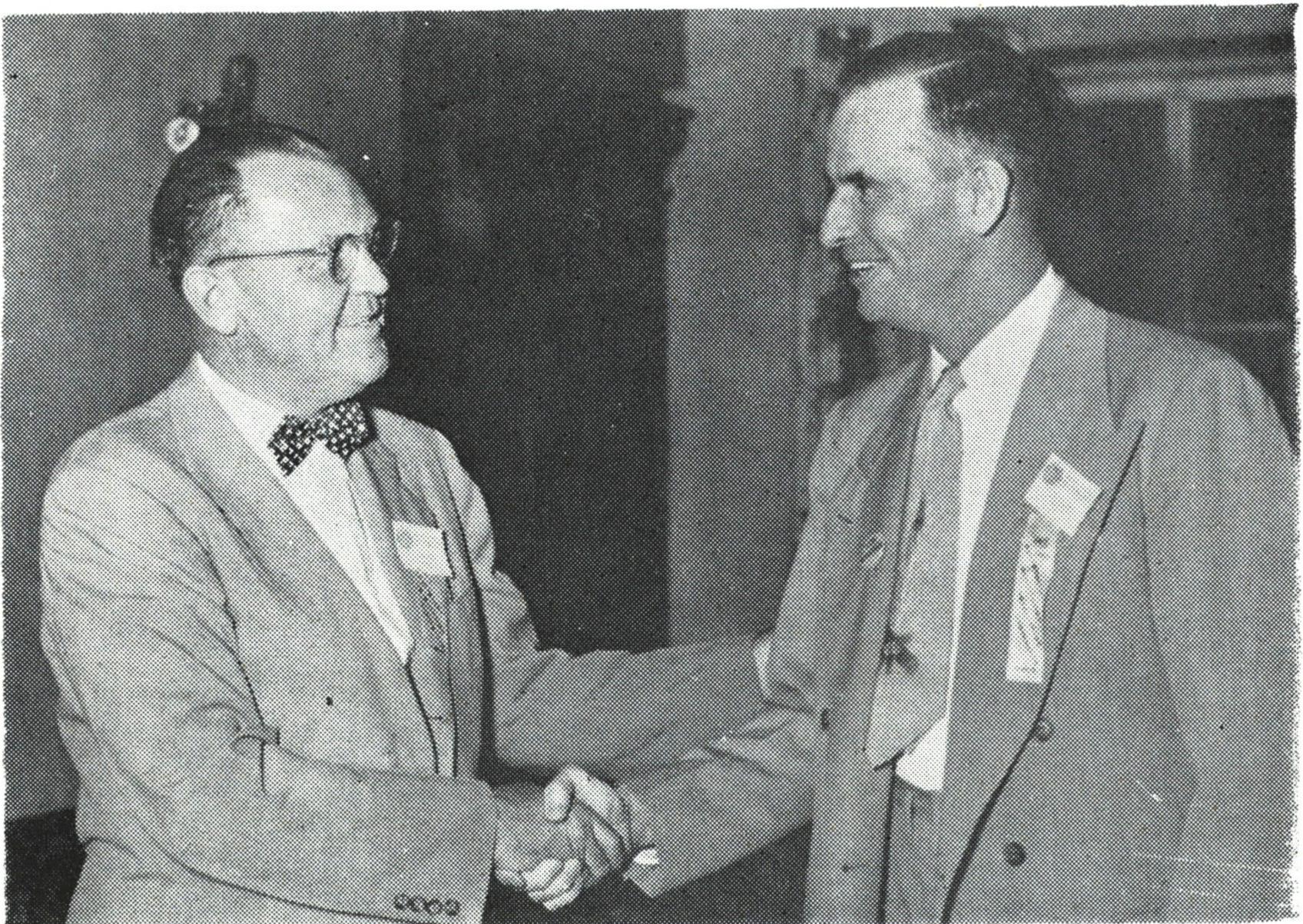
Pictured above are the ladies who met on Friday morning, July 13 and formed the Ladies Auxiliary of the National Auctioneers Association. Many of these ladies have never missed a convention, and all of them have expressed a determination to be at Minneapolis next year.



Here is the banquet scene at Hotel Orlando. The banquet is always a highlight of the national convention. Fellowship reaches its height around the banquet table.



Meet the new officers elected at Decatur, Ill., to head the National Auctioneers Association for the next year. They are, left to right, Henry Rasmussen, St. Paul, Nebr, treasurer; Clyde Wilson, Marion, Ohio, 1st vice-president; Paul Bockelman, Sioux City, Iowa, president; Walter Holford, Edwardsville, Ill., 2nd vice-president, and Russell Davis, St. Peter, Minn., secretary. These men have a full year's work ahead of them and by the time their term of office expires, at the 1952 convention, they will have burned a lot of midnight oil. The N.A.A. is proud to have such men at its head and the members pledge them their whole-hearted support.



Col. B. G. Coats congratulates the new secretary, Col. Russell Davis, and offers to help him at any time he can be of service.

# Why I Enjoyed The National Auctioneers' Convention . .

I liked the friendly, comradely feeling by the fellow auctioneers that is needed so badly and that existed at the convention.

**Paul Bockelman, Jr.**

The fellowship and new ideas gained from the National Convention was well worth the time spent.

**Laird N. Glover**

The association of old and new auctioneers, exchange of ideas and experience gained was well worth my time and money.

**Earl Ellis**

Because I collected a lot of much needed money.

**Garland E. Sheets**

I enjoyed the speeches and exchange of ideas most.

**J. Robert Hood**

Because of the unusual fellowship and friendships that existed among all the members present.

**Ray Elliott**

Because of the competitive breakfast.

**Joseph A. Guzzi**

Because of the efforts the officers put forth to make the convention successful.

**James F. Rife**

Because of the people we met and because everyone was interested in what I love — auctioneering.

**Clint Peterson**

Anyone of a half dozen speeches was well worth all the trip cost.

**H. W. Sigrist**

The convention was a remarkable expression of the value of association, fellowship and benefit.

**J. H. Spiceland**

Our profession can be made greater, help!

**Wm. J. Felton**

"You're charged with throwing your mother-in-law out of the window. Guilty or not guilty?"

"Guilty your honor, I did it without thinking."

"That's no excuse — you might have hit somebody on the head."

## PENNA. HOSPITALITY —

It seems there were four auctioneers from Pennsylvania, who attended the convention and occupied the same room, furnished with two double beds.

One night when the last man came into the room, he found four fellows already in bed. He supposed the odd man was an auctioneer, so being a good-hearted fellow from Pennsylvania, he preceded to make a bed on the floor for himself, with an extra blanket he found in the closet. Next morning this odd man woke up and wondered where he was. The night before he had drank too much hot Hadacol or a reasonable facsimile and found these men's room by mistake.

Is it only in Pennsylvania that a man full of Hadacol looks like an auctioneer or could this happen in your state? One thing sure, if you don't have a bed and will crawl in a Pennsylvania auctioneer's bed, he will gladly let you stay till morning and sleep on the floor himself — that's real hospitality

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with the ethics of the foregoing  
Associations.

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# Attend Convention . . .

Those present at the National Convention at Decatur, Illinois July 12, 13, and 14, 1951 were:

Mr. and Mrs. Henry Rasmussen and two daughters, St. Paul, Nebr.; Mr. and Mrs. Jack Gordon, Chicago, Ill.; Mr. and Mrs. Lester R. Winternitz, Chicago, Ill.; Mr. Homer H. Sparks, Sharon, Pa.; Mr. and Mrs. Clifton Suydam, Fairview, Ill.; Mr. and Mrs. Lewis G. Marks, Abington, Ill.;

Mr. and Mrs. Fred Frost, Newark Valley, N. Y. and guests, Mr. and Mrs. John Decatur, Oweoo, N. Y.; Mr. Jas. F. Rife, Lawrenceville, Ill.; Mr. and Mrs. Walter Holford, Edwardsville, Ill.; Mr. Joseph A. Guzzi, III, Long Branch, N. J.; Mr. and Mrs. Francis Kautzky, Glidden, Iowa; Mr. and Mrs. Fred S. Ramsay, Madison, Tenn.; Mr. and Mrs. Clint Peterson, Harcourt, Iowa.

Mr. and Mrs. Cornie Vander Zyl, Pella, Iowa; Mr. and Mrs. B. G. Coats, Long Branch, N. J.; Mr. and Mrs. Laird N. Glover, Crawfordsville, Ind.; Mr. and Mrs. Wm. McCracken and daughter, St. Louis, Mo.; Mr. and Mrs. L. T. Crawford, Mishawauka, Ind.; Mr. and Mrs. Ray Hudson, Morrisonville, Ill.; Mr. Wendell Simpson, Wataga, Ill.; Mr. and Mrs. Albert Hirstein, Decatur, Ill.; Mr. A. C. Dunning, Elgin, Ill.; Mr. John R. Potts, Neshanic Station, N. J.; Mr. and Mrs. M. C. Bower, Elizabethtown, Tenn.; Mr. and Mrs. Dan J. Fuller, Albion, Nebr.; Mr. and Mrs. Hugh E. McGuire, Holstein, Iowa; Mr. and Mrs. Al VanLoh, Freeport, Ill.; Mr. Herb Walters, Zelionople, Pa.; Mr. Herbert VanPelt, Whitehouse Station, N. J.; Mr. Lyle Sweet, Jr., Asheville, N. C.

Mr. H. B. Mushrush, Franklin, Pa.; Mr. Glenn Foster, Shumway, Ill.; Mr. Whitey Williams, Decatur, Ill.; Mr. and Mrs. John Carr, Macon, Ill.; Mr. and Mrs. Bert O. Vogeler, Franklin Grove, Ill.; Mr. and Mrs. Homer Pollock, Delphos, Ohio; Mr. and Mrs. Q. R. Chaffee, Towanda, Pa.; Mr. and Mrs. Herman Sigrist, Ft. Wayne, Ind.; Mr. and Mrs. Clyde Wilson, Marion, Ohio; Mr. and Mrs. Chas. F. Smith and granddaughter, Butler, Pa.; Mr. Russell Davis, St. Peter, Minn.; Mr. and Mrs. John Norris, Alton, Ill.; Mr. and Mrs. Kendall Seeley, Whitehall, Ill.; Mr. L. Ooard Sitter, Anna, Ill.

Mr. and Mrs. Stanley Wasielewski, St. Louis, Mo.; Mr. Tom D. Berry, West New-

ton, Pa.; Mr. Hubert S. Post, Washington, Pa.; Mr. Lee Pillsbury, Bethlehem, Pa.; Mr. and Mrs. Neil F. Rich, Decatur, Ill.; Mr. John Spiceland, Chicago, Ill.; Mr. and Mrs. E. T. Nelson and daughter, Renville, Minn.; Mr. and Mrs. J. Robert Hood and son, Lawrenceburg, Tenn.; Mr. and Mrs. W. P. Drake, Decatur, Ill.; Mr. Paul R. Lietz, Rochester, Minn.; Mr. and Mrs. J. M. Darbyshire, Wilmington, Ohio; Mr. and Mrs. Wendell Ritchie and two sons, Marathon, Iowa; Mr. and Mrs. Guy L. Pettit, Bloomfield, Iowa; Mr. and Mrs. C. B. Drake, Decatur, Ill.; Mr. and Mrs. Garland E. Sheets, Roanoke, Va.; Mr. and Mrs. Foster G. Sheets, Roanoke, Va.

Mr. and Mrs. Gerald N. Mead, Owego, N. Y.; Mr. Martin Lampi, Annandale, Minn.; Mr. Willam Felton, Ortonville, Minn.; Mr. and Mrs. Virgil F. Scarbrough and daughter, Quincy, Ill.; Mr. and Mrs. Eugene Doran, Piper City, Ill.; Mr. W. L. Seabright, McDonald, Pa.; Mr. and Mrs. James McGrath, Oconomowoc, Wisc.; Mr. Paul Bockelman, Jr., Sioux City, Iowa; Mr. Dennis L. Crume, Kokomo, Ind.; Mr. Roy L. Crume, Kokomo, Ind.; Mr. and Mrs. Warren Collins, Jesup, Iowa; Mr. and Mrs. John W. Heist, Beatrice, Nebr.; Mr. and Mrs. John W. Rhodes, Le Grand, Iowa, and guests, Mr. and Mrs. Don Britton, Decatur, Ill.; Mr. Edward Ahrens, Staunton, Ill.; Mr. Melvin Wehrheim, Webster City, Iowa.

Mr. Howard B. Johnson, Story City, Iowa; Mr. C. A. Hilpiper, Clarion, Iowa; Mr. Leon E. Joy, Ames, Iowa; Mr. and Mrs. Paul Bockelman, Sr., Sioux City, Iowa; Mr. and Mrs. Geo. K. Burrows, West Middlesex, Pa.; Mr. and Mrs. Earl Ellis, Washington, Ind.; Mr. and Mrs. T. C. Jensen, Holdrege, Nebr.; Mr. L. M. Sweet, Sr., Asheville N. C.; Mr. and Mrs. Lloyd Cole, Sidney, Ill.; Mr. and Mrs. Gordon Clingan, Penfield, Ill.; Mr. Ray Elliott, Portland, Ind.; Mr. and Mrs. Watson VanSciver, Burlington, Iowa; Mr. Joe Moore, Farmer City, Ill.; Mr. and Mrs. Clarence Prange, Charles City, Iowa; Mr. and Mrs. Lawrence Dykes, Decatur, Ill.; Mr. Henry Peters, Jacksonville, Ill.; Mr. Frank K. Taylor and son and guest, Cortland, N. Y.; Mr. Bill Hagel, Springfield, Mo.; Mr. C. H. Couch, Chicago, Ill.; Mr. Carman Y. Potter, Jacksonville, Ill., and Mr. R. C. Foland, Noblesville, Ind.

# **Auctioneers Aren't "Reds"**

The By-laws contain a provision making it impossible for any Red sympathizer to become a member of the N.A.A. Not only do auctioneers detest communism, they also detest red ink.

"The Auctioneer" has been in existence for a little over two years. It was started as a mimeograph sheet before that and by a slow process has become the magazine you now hold. It is the property of the National Auctioneers Association, but like most small magazines, it has not been a paying proposition.

For the first few months, hundreds and hundreds of sample copies were mailed to almost every auctioneer whose name we found. This continued until the Decatur convention and, when the report was read, it showed \$1,064.40 in red ink. Col. Pettit, chairman at the time this report was given, asked the assembly what they wanted to do with the report. Col. Henry Rasmussen, St. Paul, Neb., rose to a point of order and said he did not want to approve the report - - he wanted to give \$25.00 toward erasing the deficit.

For the next five minutes there were constant subscriptions from various men until Col. Pettit announced the bill was paid. At the present time, "The Auctioneer" is in the black; my, what a pretty color! Col. Homer Sparks, Sharon, Pa., still wanted to contribute after the goal was reached. When his contribution was refused, he bought a quarter page for twelve issues. Col. L. M. Sweet rose and announced he would take a half page each month for the following year.

The National Association has more money on hand now than at any time in history and it appears almost certain the report on "The Auctioneer" at the next convention will be a black one — Auctioneers are not Reds.

Following is a list of those who helped erase the red ink: Samuel L. Winternitz and Co., Chicago, Ill., \$100.00; Col. and Mrs. Clyde Wilson, Marion, Ohio, \$100.00; Reppert Auction School, Decatur, Ind., \$50.00; Col. Frank K. Taylor, Cortland, N. Y., \$50.00; Col. and Mrs. Henry Rasmussen, St. Paul, Neb., \$25.00; Col. and Mrs. Herman Sigrist, Fort Wayne, Ind., \$25.00; Col. and Mrs. W. P. "Bud" Drake, Decatur, Ill., \$25.00; Col. and Mrs. M. C. Bower, Elizabethtown, Tenn., \$25.00; Col. and Mrs. Guy L. Pettit, Bloomfield, Iowa, \$25.00; Bockelman Auction School, Sioux City, Iowa, \$25.00; Col. and Mrs. Hugh E.

McGuire, Holstein, Iowa, \$25.00; Nelson's Auction School, Renville, Minn., \$25.00; J. G. Sheets and Son, Roanoke, Va., \$25.00; Col. L. L. Seely and Son, Carrollton, Ill., \$25.00; Col. and Mrs. D. J. Fuller, Albion, Nebr., \$25.00; Col. and Mrs. Al Hirstein, Decatur, Ill., \$25.00; Decatur Auto Auction Sales, Decatur, Ill., \$25.00; Holford and Ahrens Auction Co., Ill., \$25.00; Cols. Paul Leitz, Wm. Felton, Martin Lampi and Russell Davis, Minn., \$25.00; Ladies Auxiliary, \$25.00; Iowa Society of Auctioneers, \$25.00.

Nebraska Auctioneers Association, \$25.00; Illinois State Auctioneers Association, \$25.00; New Jersey State Society of Auctioneers, \$25.00 Col. and Mrs. Homer Pollock, Delphos, Ohio, \$25.00; Col. Ray Elliott, Portland, Ind., \$25.00; Lee Hy Valley Society of Auctioneers, \$25.00; Cols. L. M. Sweet, Dr. and L. M. Sweet Jr., Asheville, N. C., \$25.00; St. Louis Auto Auction Co., \$25.00; Western Chapter Pennsylvania Society of Auctioneers, \$25.00; Col. Lloyd Cole, Sidney, Ill., \$25.00; Penfield Community Sales, Penfield, Ill., (Col. Gordon Clingan), \$25.00; Col. Hughey Martin, Colchester, Ill., \$20.00; Col. Carman Y. Potter, Jacksonville, Ill., \$10.00; Col. and Mrs. L. T. Crawford, Mishawaka, Ind., \$10.00; Col. Lewis G. Marks, Abington, Ill., \$10.00; Col. and Mrs. Bert O. Vogeler, Franklin Grove, Ill., \$10.00; Col. and Mrs. Clifton Suydam, Fairview, Ill., \$10.00; Col. Herbert Van Pelt, Whitehouse Station, N. J., \$10.00; Col. and Mrs. C. Peterson, Harcourt, Iowa, \$10.00; Col. and Mrs. Fred S. Ramsey, Madison, Tenn., \$10.00; Col. L. Ooard Sitter, Anna, Ill., \$10.00, and Col. and Mrs. Wendell Ritchie, Marathon, Iowa, \$10.00.

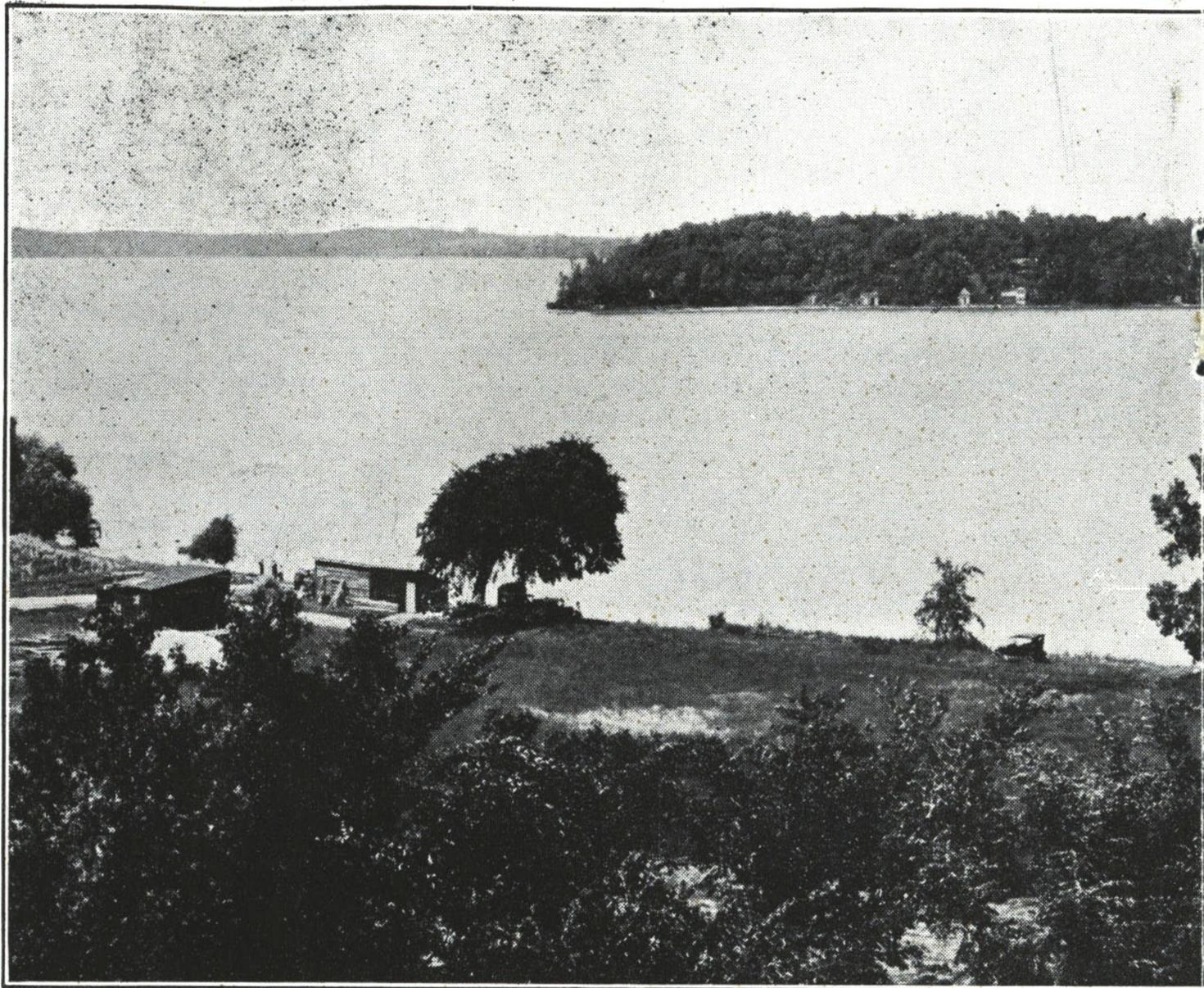
Total, \$1,120.00.

If you contributed to this fund and your name was omitted, it was an oversight and we will correct it if you will advise us to that effect.

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## **NOTICE TO THE LADIES**

The Auxiliary Charter has been held open until the 1952 National Convention. This will make it possible for you to become a charter member. The dues are \$5.00 per year, \$25.00 for a life membership. National Auxiliary pins are \$2.50 each. Make your checks payable to Mrs. Wendell Ritchie, secretary, Marathon, Iowa.



## *Waconia extends an invitation*

From the following friendly merchants and business men to all the auctioneers in the State of Minnesota and all the fishermen that you have your National Convention in Minneapolis near Waconia, Minnesota, we are sure that you will enjoy fishing that we are sure that you will enjoy. We are located on a scenic highway, and from the following, we extend this invitation:

**MAKE YOUR RESERVATIONS**

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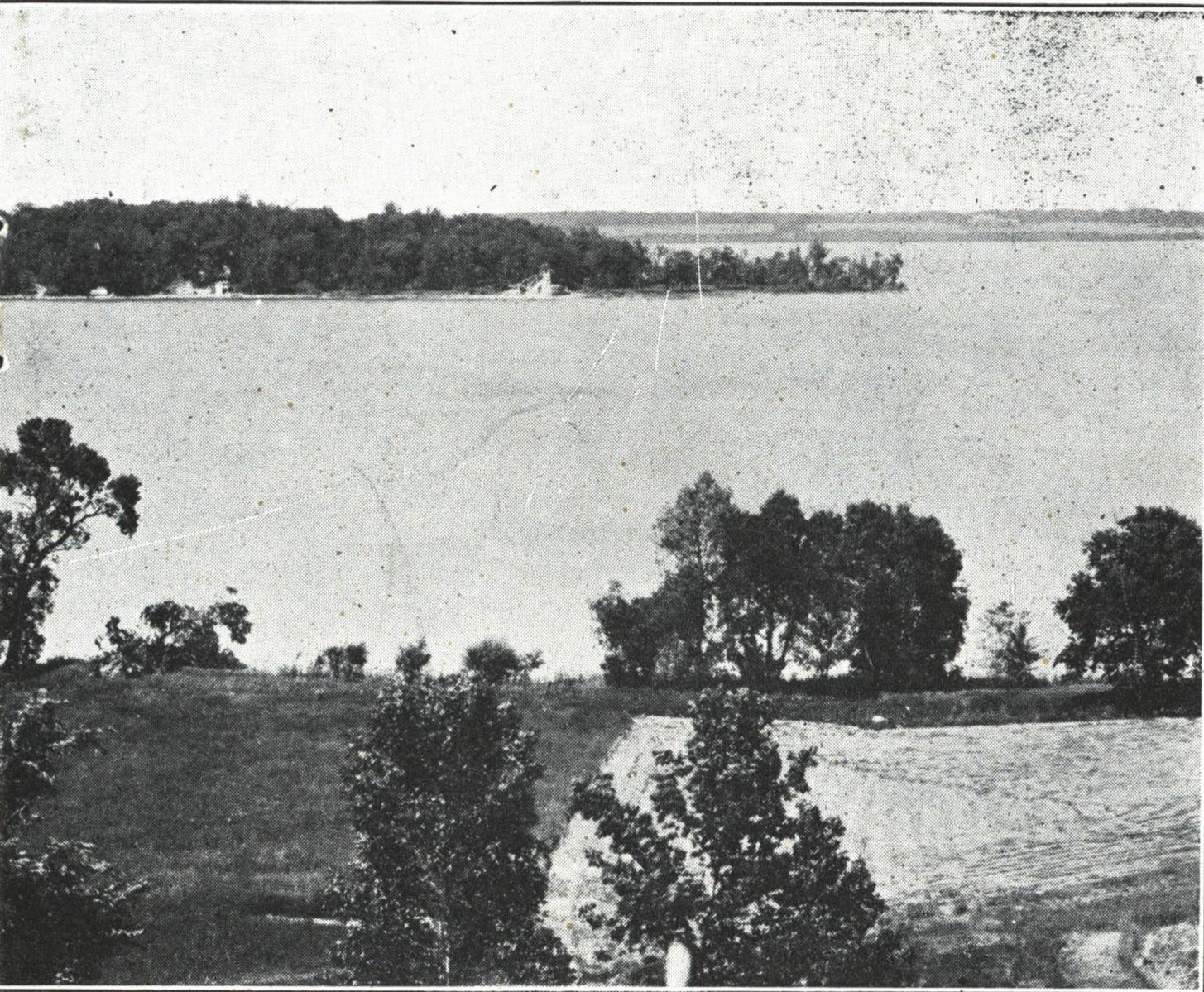
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**WINKLES BAR**



• • •  
n of the city of Waconia, we want to extend an invitation  
other states as well, to pay our city a visit during the time  
xt year. We have something in line of resorts and good  
just twenty-eight miles from Minneapolis, on a very good  
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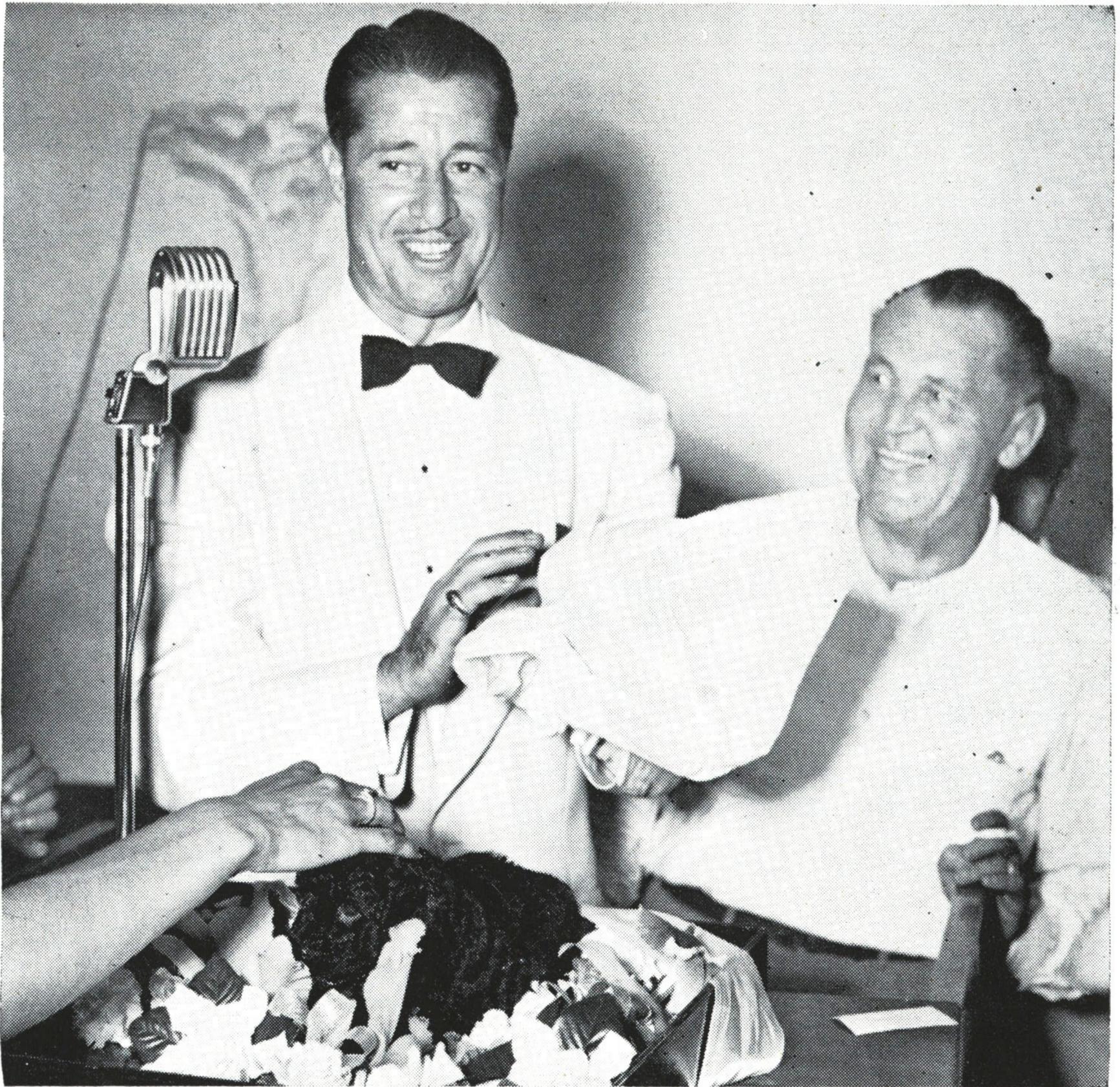
**KIRSCH MONUMENT**

**P. G. WIRMIER — DRY GOODS and GROCERIES**

**WACONIA MOTOR EXPRESS**

**S. and S. HARDWARE**

# Annual New Jersey Charity Turf Ball Raises \$50,000



Pictured above is Col. B. G. Coats, right, and Hollywood Star Don Ameche, at the Annual Charity Turf Ball, Monmouth Park, Oceanport, New Jersey. Col. Coats has just introduced Don Ameche to the 3,000 visitors and presented him with a Pedigree Cocker Spaniel to sell, when the dog mistook his hands for a telephone pole. Don proceeded to place the dog back in the basket and dry his hands. This brought an uproar from the crowd and resulted in a \$250.00 bid for the Spaniel.

Oceanport, N. J. — A festive crowd of more than 3,000 persons thronged Monmouth Park, Saturday evening, July 28, for the largest and most glamorous social event of the year, it being the fifth Annual Charity Turf Ball, for the benefit of hospitals in Monmouth County, N. J.

Col. B. G. Coats of Long Branch, N. J., officiated, assisted by Hollywood Star, Don Ameche. \$50,000 was raised for Monmouth County Charities, swelling to \$250,000 the amount collected since the ball's inception five years ago. Each year Col. Coats wields the gavel before a

throng of visitors eager to help in a cause they know and believe in. The Jockey Club was a scene fit for fairyland, or at the very least, Hollywood, Saturday night, with lights gleaming from all floors and beautiful women beautifully gowned, entering in a seemingly endless parade.

At 11 p.m. the auction was opened in the parterre lounge with the auction of Stallion Services. Among the many famous stallions whose services were sold

(Continued on next page)

## N. J. CHARITY BALL —

(Continued from previous page)

to the highest bidder were: Attention, 1938, Equipoise-Fizzaz, Estate of Wm. Helis, Jobstown, N. J., Case Mate, 1947, Case Ace-Kentucky Flash, James C. Brady, Harbourton, N. J., Easton, 1931, Dark Legend-Phaona, Mr. and Mrs. Wallis Armstrong Jr., Moorestown, N. J., Grand Admiral, 1944, War Admiral-Grand Flame, Mrs. Dodge Sloan, Upperville, Va., Heather Broom, 1936, The Porter-Janet Blair, J. J. Colondo's Point-A-View Farm, Yardley, Pa., Knave High, 1934, Jack High- Alice Foster, Amory L. Haskell's Woodland Farm, Red Bank, N. J., Loch-invar, 1939, Case Ace-Quivara, Joseph M. Robeling's Country Life Farm, Bel Air, Md., Orestes, 1941, Donatello-Orison, Syndicate Tyson Gilpin, Kentmere Farm, Boyce, Va., Piping Rock, 1937, Fairway-Eclair, Piping Rock Syndicate, Dr. Frank A. O'Keefe, Pine Brook Farm, Warrenton, Va., Platter, 1941, Pilate-Let's Dine, Mr. F. Eugene Dixon Jr.'s Old Kenny Farm, Lexington, Kentucky, Lord Boswell, 1943, Boswell-Fantine, Maine Chance Farm, Lexington, Kentucky.

Spirited bidding prevailed on each of

the services, with Piping Rock topping all at \$2,500.

Valuable items consisting of art, antiques, gowns, furs, diamonds, jewelry and pedigree dogs, climaxed the auction, as Col. Coats and Don Ameche concluded the sale at 2 a.m., thereby causing the fifth Annual Turf Charity Ball to pass into limbo, leaving in its wake a host of pleasant memories.

### DO YOU NEED A SPEAKER?

If, for any reason, you find yourself on a program committee and need a speaker, who can hold an audience of men and women spellbound for an hour; a man who makes the audience laugh till they cry and still have many solid thoughts — don't overlook Col. Jack Major of Paducah, Kentucky.

Col. Major was the banquet speaker at the Decatur Convention and though he had been ballyhooed well in advance, he delivered far above the expectations of any, except those who had heard him before. His subject was, Taxes, Women and Hogs". This address has gained nation-wide fame.

If you ever need a speaker, we heartily recommend Col. Major.

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# Certificate of Appreciation



*May it be known that*

*This Certificate has been presented to*

New Jersey Association of Auctioneers

*by the*

Point Pleasant Lions Club

*In appreciation of the invaluable services  
and cooperation extended.*

*Presented this 18th day of June, 1951*

*Shirley K. Erickson*  
Secretary

*Reginald D. Durbell*  
President

# **N. J. Lions Club Raises \$900 At Charity Auction**

Point Pleasant, N. J. - June 18: — The New Jersey State Society of Auctioneers gave of their time and talents in raising money at a charity auction sale for the benefit of the Point Pleasant Lions Club, who will disburse the monies for the benefit of crippled children. As a result of their efforts, \$900.00 was realized for the Lions Club.

The spacious sales rooms of the Point Pleasant Moving and Storage Company was given over to the Lions Club by Col. Warren Fairbanks. Long before sale time, the rooms were filled to overflowing and many were unable to view the entertainment and see the auctioneers in action. All items sold were donated by the business men and residents of Point Pleasant and surrounding communities.

Bidding was active throughout the entire sale and the crowd was kept in a laughing, jovial mood by the auctioneer's steady chant and humorous quips. Members participating were Col. Warren Fairbanks, Col. Watson VanSciver, Col. George Bird, Col. Joe Guzzi, Col. Otto F. Seng and Col. B. G. Coats. Not only were these men happy to give of their time for so worthy a cause, but were equally happy to pinch hit for the members that were unable to be present.

Mr. Reginald D. Walls, president of the Lions Club, expressed his sincere appreciation to the New Jersey State Society of Auctioneers, for making the charity sale such an outstanding success. So gratified was the club that they voted unanimously to present a Certificate of Appreciation to the New Jersey State Society of Auctioneers, and "The Auctioneer" is happy to publish a copy of the certificate, and to extend congratulations to a state organization that puts service before self, in order that others less fortunate may benefit thereby.

The certificate now hangs in the office at their state headquarters at 159 Main Street, Matawan, N. J., where the members view it with pride, and justly so.

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## **Auctioneer Boasts Four Auctioneering Generations**

The Sac Sun, Sac City, Ia.

It isn't often that there are four generations of auctioneers in a single family, but Dave Green, popular Sac City auctioneer, is boasting of that record. Last week a son was born to Mr. and Mrs. Green in the Loring hospital, and he completes the fourth generation. Dave says there is no doubt but that the young man will become an auctioneer in time, and he is looking forward to some help in the ring later on. The member of the fourth generation hasn't cried any sales yet, his dad reports, but he has been doing some crying.

F. J. Green was the first in the cycle of auctioneers. For some 50 odd years he cried sales in Sac and surrounding counties, and was known all over northwestern Iowa. His son, Roy J. Green, followed in his dad's footsteps and for 25 years was an auctioneer in this part of the state. Roy passed away very suddenly at the age of about 45, just when he was really getting into the money. He was the victim of a heart attack. And now for more than 15 years, David L., has been following the profession and making a success of it. He is friendly, popular and entertaining, and very much in demand.

And recently the member of the fourth generation appears on the scene. The Sun regrets that it is impossible to have a picture of all four, but of course that is out of the question. Ye editor hopes, however, that he will live to see the day when young Robert James Green, son of Mr. and Mrs. Dave Green, will walk into the ring, cane in hand, and really do the job of crying a sale, along with his dad.

Really, it is quite a remarkable record and auctioneering in the Green family has become a tradition. Nearly 100 years of auctioneering in the Green family!

# Helis Farm Sells Horses In "Million Dollar" Deal; 175 Head

August 6

Before the end of this week, several head of race horses will be leaving the Helis Stock Farm at Jobstown, N. J.

They have been purchased by Henry H. Knight of Lexington, Kentucky, from the estate of the late William G. Helis for more than \$1,000,000. One hundred and seventy-five horses have been involved in the deal, which is said to be the largest single purchase of race horses ever made by one man.

Knight, who is known as one of the largest commercial breeders of thoroughbred racing stock in the country, owns the Almahurst Farm at Lexington.

The horses bought included "babies", brood mares and stallions.

William Helis Jr., now owner of the Jobstown holdings, would not tell of the exact figure or the number of horses involved. However, he did say that this does not mean that he is quitting the horse racing business, since he has a substantial stable left.

Knight is quoted as saying he purchased 87 brood mares, 51 sucklings, 32 yearlings, 5 stallions and one-eighth interest in the French syndicate.

Horses which remain at the Helis farm are stallions, Pericles, reputedly bought for \$35,000, Greek Warrior; six fillies, six colts. Also owned by Helis are the horses which are racing at the country's many tracks.

The horses of note which were sold, included mares, Miss Kimo, Earshot, Alamoud, Pamela C and Arisbi; stallions, Cosmic Bomb, Ripley, which still holds sprinting records at some of the Eastern tracks, and Attention.

The Helis interest in the French syndicate consisted of an interest in Goya II, Priam II, Hercules II, and Adaris II.

Reason for the move is said to be to settle the estate. According to one source, the Helis holdings were so extensive that it presented a difficult problem, as the number of employees and stable room.

Six of the fillies retained and several of the mares and fillies now running will be converted to brood mares next year.

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## FREE MINTS —

Did you get any of the mints Jack Gordon passed out after the competitive breakfast? Many people did; he had several boxes of them. Everyone thought they were very good. Couldn't figure out why Jack was so generous, until it was finally discovered they followed him out of the restaurant.

Seems Jack got tired of waiting for his table, charged the people for his time and took it out in mints. It's easy to be generous with someone else's mints. It's like the old saying, "Easy come, easy go".

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"Serving The Great South Under The  
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# To Give You An Idea . . .

## 450 MILE CANOE DERBY OPENS HUGE AQUATENNIAL

An air of expectancy and excitement hovers over Minnesota this week. Minneapolis Aquatennial is almost here.

The world's best paddlers are beginning to arrive from Canada and the principal canoeing centers in the United States for the start of the 450-mile Aquatennial Paul Bunyon Canoe Derby July 13 down the Mississippi River from Bemidji, near its source.

Most of the 40 preliminary queen contests throughout the state are over. The winners will arrive July 20, the day the derby ends. All activity builds toward Coronation of the Queen of the Lakes Friday, July 27, at the Minneapolis Auditorium. Entire towns are expected to be on hand for this dramatic event. A week in glamorous Hawaiian Islands awaits the young woman who will wear the 1952 Aquatennial crown. The show that precedes the Coronation builds the suspense with both music and drama. All spectators are invited to join in the dancing that follows.

Along with the anticipation of the queen candidates and the Canoe Derby teams now training for prize money topped by \$1,500.00 for first place and \$1,000.00 for second, musicians, vocalists and baton twirlers, choral groups and bands are preparing for the Aquatennial Music Festival contests which carry the winners from regional to national competition. Culmination of this event is Aquaster Night, July 24 at Minnehaha Park.

Meanwhile friends of the Lone Ranger throughout the Upper Midwest are circling their calendars for Wednesday, July 25, proclaimed Lone Ranger Day by Mayor Eric Hoyer. That is when the famous radio personality and his beautiful white stallion, Silver, will be in Minneapolis for Aquatennial Children's Day at Powderhorn Park. The Lone Ranger will also be featured at the Parade Stadium at 8:30 p.m. just before the illuminated parade.

Grand opening parade is Saturday, July 21 at 2:30 p.m. Aquatennial officials declare it is to be greater and more spectacular than ever before. Theme is "America the Beautiful".

Mayors of Minnesota, legislators, editors and radio executives throughout the Northwest all have their special days at Aquatennial with luncheons, dinners and entertainment carefully planned. Legislators and editors share honors July 21; mayors are feted July 25 with an afternoon boat tour of Lake Minnetonka on schedule. Radiomen arrive July 27 for a program highlighted by the spectacle of the Coronation.

Celebrities of stage, screen, radio, television and the sports world also have the Minneapolis Aquatennial in their date books. Bruce Harlan, Olympic springboard champion will join other big name stars for the Aqua Follies which opens July 18 and continues through July 29. Faye Emerson will be honorary judge of the Queen of the Lakes contest, arriving in time to ride in the night parade Wednesday. Ken Murray, Dennis Morgan, Coleen Gray, the Chordettes of the Arthur Godfrey show, will all be here in person for WCCO's Aquatennial party in the Minneapolis Auditorium July 21 at 8:00 p.m.

Joining the trek of summer vacationists to Aquatennial and the Land of 10,000 lakes is the Antique Automobile Club of America, Veteran Motor Car Club of America, the Horseless Carriage Club and the Sports Car Club of America. All will rendezvous in Minneapolis July 24, 25 and 26.

The great civic festival will end July 29 with a parade of illuminated watercraft around Lake Calhoun in the heart of Minneapolis and a gigantic display of fireworks.

Aquatennial Commodore Evald C. Bank invites the entire nation to join Minneapolis in a salute to summer vacations July 20 through 29.

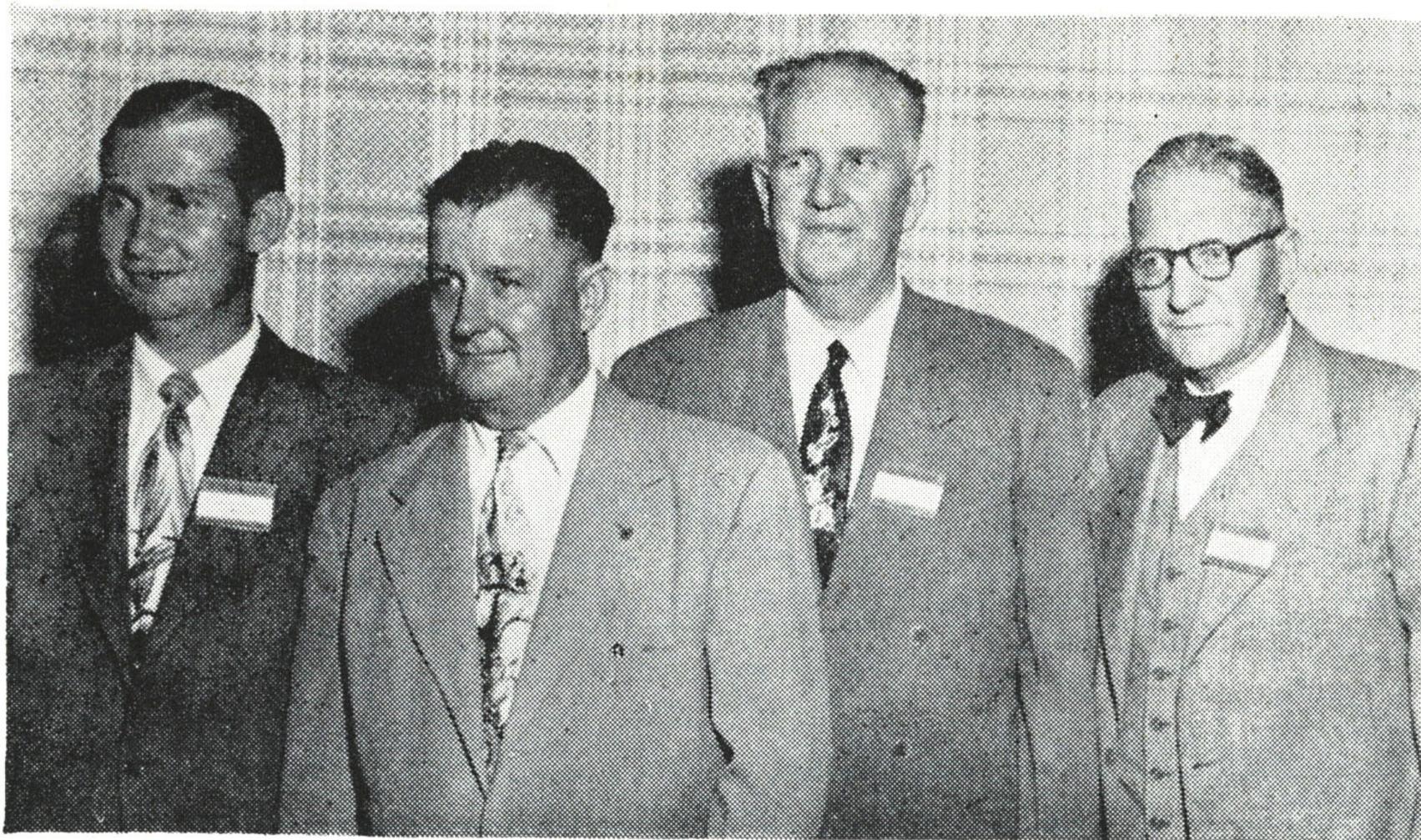
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X Waiter — "May I help you with that soup, sir?"

Diner — "What do you mean? I don't need help!"

Waiter — "From the sounds you're making, I thought you wanted to be dragged ashore."

# Nebraska Auctioneers Elect St. Paul Man



Omaha World-Herald Photo — Aug. 16

**Henry Rasmussen (second from left) of St. Paul, Neb., is president-elect of the Nebraska Auctioneers Association. The group meeting, at Holdrege over the week end, selected St. Paul as the site of the 1952 meet. Left to right: John Rhodes, LeGrand, Iowa, editor of the National Auctioneers Magazine; Mr. Rasmussen; T. C. Jensen of Holdrege, this year's president, and Col. Art Thompson of Lincoln.**

The Nebraska State Auctioneers Association held its third annual convention at Holdrege, Nebraska, Aug. 12, 1951. The meeting was under the direction of T. C. Jensen, president of the association. Col. Jensen was scraping the bottom of the barrel when he asked me to attend this convention and address the business session as well as speak at the banquet.

Mrs. Rhodes and I left home Saturday afternoon and had good going until we crossed the Missouri River where the wind started blowing - - it continued until we came back to the Iowa line. The mayor of Holdrege thought the auctioneers caused the wind, but I think the wind caused the auctioneers. It was a thrill to attend the meeting and see the interest shown by the 83 who were present.

There was a director's meeting at 10:30 a.m., at which time much discussion was given to legislation that had been proposed by the real estate board, aimed at auctioneers, and which the auctioneers just defeated at the legislation. There are over 400 auctioneers in Nebraska and they all profited by the work the 60 members of the Nebraska Association did in de-

feating the bill. This shows the worth of an auctioneer association. At 2:00 p.m. the meeting was called to order by Col. Jensen. A. W. Storms, city attorney, gave the welcome and Col. Ernie Weller the response. Col. A. W. Thompson gave a timely address and I spoke on the subject, "What the Association Can Do For You", after which Col. Dan Fuller gave an address entitled, "Real Estate at Auction".

The new officers elected at this meeting were: Henry Rasmussen, St. Paul, president; Adolph Zecht, Norfolk, vice-president, and John T. Ryan, Greeley, secretary and treasurer.

A banquet was held in Hotel Dale at 6:00 p.m. The entertainment consisted of a barbershop quartet, community singing and trombone solos. Addresses were given by A. W. Thompson and myself.

The convention is to be held in St. Paul, Nebr., next year. It will be advertised in "The Auctioneer" and I recommend it to any auctioneer for the enthusiasm shown. The cooperation and fellowship is second only to the National Convention.

We left Holdrege at 11:00 p.m. I floor-

(Continued on next page)

# **The Ladies' Meeting . . .**

The organization meeting of the Ladies Auxiliary to the National Auctioneers Association, was held the morning of July 13, 1951, in the Dubonnet Room of Hotel Orlando, Decatur, Ill.

Mrs. B. G. Coats, Long Branch, New Jersey, opened the meeting by stating, "Where it is necessary in order to more effectively assist in cultivating a spirit of cooperation, to aid in protecting the interest of the profession and assist on its health program, the wives, daughters, and mothers of members of the National Association of Auctioneers, wish to pledge ourselves and form a Ladies Auxiliary to same".

Mrs. Coats then moved that Mrs. Walter Holford of Edwardsville, Ill. be elected chairman of the meeting. Motion was seconded and carried.

Mrs. Guy L. Pettit of Bloomfield, Iowa, was selected as secretary, after which Mrs. Holford and Mrs. Pettit took their places.

Mrs. Holford discussed the problem of baby sitters for conventions, as a part of the health program.

Mrs. Holford, as chairman of the organization, called upon other members of the committee, namely: Mrs. Foster Sheets, Roanoke, Va.; Mrs. Clyde Wilson, Marion, Ohio; Mrs. Wm. McCracken, St. Louis, Mo., and Mrs. John Norris of Alton Ill., for suggestions and all voiced much interest in forming an Auxiliary.

Mrs. Pettit then read a copy of the Constitution and By-laws, as compiled by the committee and signed by them and the president of the N.A.A. Mrs. Pettit then moved their adoption, motion was seconded by Mrs. John Rhodes of Le Grand, Iowa. After much discussion, the motion carried unanimously.

The meeting was then adjourned, while forty-three ladies present, signed the charter.

Respectfully submitted,  
Mrs. Guy L. Pettit, sec'y.

The meeting was called to order by Chairman June Holford, after a short adjournment.

Mrs. June Holford was nominated for the office of president and was unanimously elected first president of the Ladies Auxiliary to the N.A.A. Mrs. John Norris was elected first vice-president, Mrs. Fred Ramsey was elected second vice-president and Mrs. Wendell Ritchie was elected secretary and treasurer.

Six directors were unanimously elected, three for three years, as follows: Mrs. Foster Sheets, Roanoke, Va.; Mrs. Guy Pettit, Bloomfield, Iowa, and Mrs. Wm. McCracken, St. Louis, Mo.

Two directors for two year terms elected were Mrs. Clyde Wilson, Ohio, and Mrs. Hugh McGuire of Holstein, Iowa.

One director for one year is Mrs. Jack Gordon, Chicago, Ill.

A motion was made by Mrs. Guy Pettit that the charter be closed in thirty days. Seconded by Mrs. Bud Drake. Mrs. Pettit amended the motion to read thirty days after the publishing of the August issue of "The Auctioneer". Discussion followed. Mrs. Pettit moved the charter to be closed at our next regular meeting of our 1952 convention. Seconded by Mrs. W. P. Drake. Motion carried.

Mrs. Holford mentioned the desire of having a welcoming committee for our conventions. Nursery committees was also discussed.

Motion for adjournment by Mrs. Ruth Marks.

Mrs. Wendell Ritchie, sec'y-treas.

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## **NEBR. CONVENTION —**

(Continued from previous page)

boarded the Oldsmobile until 4:00 a.m. at which time the curves seemed awfully crooked. So we took three hours off for sleep and then came on home. We arrived home at 12 noon, threw out my suitcase, grabbed my gavel, and headed for Belle Plaine where I struggled thru my regular weekly cattle sale. My 50's sounded like 60's and my 60's didn't even sound; but I'm glad I went to Nebraska and would like to go again next year.

John W. Rhodes.

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The Sunday School teacher was telling the class about Noah and the Ark. Finally she finished and said, "Now - - - are there any questions"?

"Yes", replied one little boy in the last row, scratching his ankle. "I'd like to know why Noah didn't kill those two mosquitoes in the first place"?

# **Fifty Years At Auction . . .**

By 'POP' HESS

THIS IS WRITTEN ON JULY 10th, AND IS MY FACE RED! The summer heat is right at 90, the air is minus, the sun is straight up and coming straight down, on top of this I have just been fully advised my trip to Decatur, Ill., for the convention will have to be cancelled, due to a mix-up in dates. I find myself attending a dry meeting, much different than the one I had planned, but it is important that I stay here and look after the business that is coming up. And just as I typed that last word UP, got a long distance call for an appointment in my office, early the morning of the 12th, to arrange some important cattle sales to be held, where they want to put them on the air, by Radio Station WRFD, and the only day they could come my way in July. So there it is again, and the vacation trip and Mom Hess' egg money, both get a let down. However John Watson, who was to drive thru with me, got mixed up in a sale or two and cancelled his part of the trip last Monday. All the boys that said they wanted to go along, went off on fishing trips. Chet Guffy's wife would not let him go, she did not like the kind of company we would make for Chet, and I agree with her on that, Chet is a very good scout and such men are hard to find. BUT regardless of all that I still had my old tin wagon running and shining, and had it all figured out, how many dozen of Mom's eggs I could spend on myself. BUT IT ALL STACKS UP LIKE WHAT YOU READ IN A RAILROAD TIME-TABLE, "SUBJECT TO CHANGE WITHOUT NOTICE".



"Pop" Hess

Well as you, who attended the convention, are aware, the man I got to take my place was the outstanding Col. of Ohio, Wilson Pollack. I know he took good care of everything, however I had to make the last minute arrangements with him by phone, so I could not pass on to him the story I had for the convention. Due to mail censor could not mail it, so that will have to be put back in silence for some other time. Hope this year he

did not get into the same kind of a watermelon deal he did at the last convention in 1950. All I know about that is what I read in the papers.

From the early appearance here in Ohio, this will be a busy fall and winter sale season, in all divisions of sales. In fact, we have many sales in progress thru-out the state right thru the month of July. But it is not surprising. **THE AUCTION WAY, IS TO-DAY THE STRONGEST IN DEMAND OF ALL TIME, AND THE PRICES WERE NEVER BETTER.**

**THE EYES AND EARS** of all people of the world, as of this date, are tuned on **PEACE** for the world. We hope the day will soon come when all nations can be at peace, and we once again go about our work and live our lives, free from war, and our youth in service in the battlefields can come home. Let us hope we can get off from the crossroads, where each one could lead to world destruction, and make use of the many modern inventions we have for comfort and contentment.

**HARVEST FIELDS OF OHIO** are the busy spots in Ohio on this date. From it all and the prospects for abundance, looks like Ohio will do her share in helping to feed this world of hungry people. And still what more abundance there could be if we once more could be free from war and strife. Of course some will say, **KEEP IT SCARCE AND THE PRICE HIGH.** Well what is a better price than peace and plenty. The price will take care of itself, and once again a contented world, the choice, of all prices.

Due to the heat of this date, and the stack of items on my desk I must clean up before this day is over, I am going to pass writing a long column. How well I can enjoy that shade tree and deep well pump out at **HOBBY ACRE.**

I'll keep my ear to the ground on what takes place at the **NATIONAL AUCTIONEERS CONVENTION** from the nite of July 12th thru to the morning of July 15. They may strike a chord I can tune in on and wind off a column for Sept. that will pin all ears back. If the boys will just get something going to heat me up.

So digest this little writ-up for what it is worth and I will be back with some kind of a thinking subject in Sept.

# "Along the Way"

With Walter Carlson

Just why should an auctioneer spend money to advertise his service after he has a good business established? That's a fair question. In the following illustration used by Wesley I. Nunn, advertising manager of Standard Oil Co., before a meeting of the Northwest Daily Press Association, we believe the very best answer is brought out.



Walter Carlson

## "TWO MILLION AMERICANS HAVE NEVER SEEN AN ELEPHANT"

That headline over a newspaper editorial tells the story of why the circus will come back next year. 'Same old stuff', you say. 'Same old animals—same old stunts—same old ballyhoo. Maybe a few new thrills—but mainly the same old circus we saw when we were kids'.

"True, but every business man should be compelled by law to see the circus every year—because of the great advertising truth it teaches. Sure, the same old elephant walks around, but between the time you saw the elephant this year—and the time when you'll see him next year—two million Americans will have arrived in this old world.

"Every year two million babies are born. Every year one million boys reach the girl-crazy age and start shaving the down off their chins, for the benefit of a million young women suddenly become acutely clothes-and-cosmetic conscious, and every year, in spite of everything, two million young folks up and get married, and start new homes."

"Every day, in every year, NEW PEOPLE become INTERESTED in automobiles and the fuels and lubricants which keep them or whatever it is YOU sell. Yesterday they weren't interested—TODAY, they are—TOMORROW, OTHER PEOPLE WILL BE."

"The market in our business, yours or mine, is not stationary, but CHANGING. We are not advertising and selling to a grandstand, but to a PARADE, always on the move, continually bringing NEW eyes over our ADS and our DISPLAYS. To some prospects these ADVERTISEMENTS

and DISPLAYS may be 'old stuff',—but to others they are as interesting as is an elephant to a kid who never saw one."

So, the elephant walks around—serenely confident—that among every bored group that says: 'That's just an elephant'—some eager voice will cry, 'So THAT'S an ELEPHANT!!!!'

Let this expression, "Two Million Americans Have Never Seen an Elephant," be your guide, when you wonder whether you should launch an AD to bring in some NEW business.

## The Last Issue

If your membership in the National Auctioneer Association has expired.

or

If your subscription to The Auctioneer has expired.

This will be the last copy you will receive.

**ACT NOW AND CONTINUE TO RECEIVE THE AUCTIONEER EACH MONTH.**

## WANTED

The Names of Graduates from the Old  
**AMERICAN AUCTION COLLEGE**  
Kansas City, Missouri

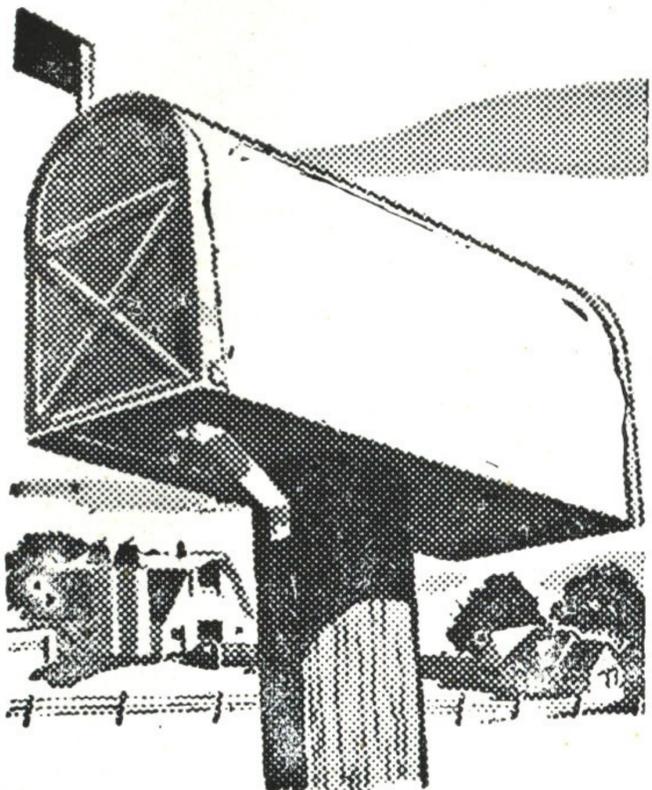
and

**MISSOURI AUCTION SCHOOL**  
Trenton, Missouri

I have purchased all the text books left by Col. W. B. Carpenter. Would you like to buy a set of these books for a keepsake? Send us your name today! I will send you a list of titles available, by return mail.

**COL. E. T. NELSON**  
**RENVILLE, MINNESOTA**

# FROM THE MAILBOX . . .



Sioux City, Iowa  
August 7, 1951

John Rhodes  
LeGrand  
Iowa

Friend John:

Enclosed please find \$6.00 for three subscriptions to the AUCTIONEER that I have obtained from Auctioneers.

They are as follows:

Col. Robert Lynott, Jr., Hawarden Iowa.  
Col. Lee Warren, Box 5, Perry, Ohio  
Col. Jim Warrick, Wadena, Minnesota

John, I have made a pledge to myself to try to get every Auctioneer with whom I meet who is not an AUCTIONEER subscriber to do so at once. Last week while fishing in Minnesota, I went to the Livestock Sale at Wadena and suggested to Jim that he subscribe to the AUCTIONEER, so he gave me \$2.00. Col. Warren was a visitor in our home and promptly gave me the money for another subscription.

What say that each Auctioneer appoint himself subscription salesman for the AUCTIONEER. I trust that you will see that each of these men get their magazine. I remain yours for a bigger and better organization.

Paul F. Bockelman, Jr.

Edwardsville, Illinois  
Sunday 15th

Dear Johnny:

It is with the deepest gratitude, appreciation, and pride that I am able to report to all the wives, mothers, daughters or widows of auctioneers all over the country, that the organizing Committee for the Ladies Auxiliary has been most successful in completing our plans to organize. Johnny, it is even now that I am finding it very hard to keep the tears back (even if you did laugh at me) while I'm trying to tell all your readers the **wonderful, gracious** cooperation we received from every lady there. It was so gratifying to see that room fill up. If possible, it was as gratifying to have one gentleman after another walk up and say "here, sign my wife up for a year" and wanting to be fair and give credit where credit is due, the very first man to speak for his wife was Col. Russell Davis of St. Peter, Minn. Every one of the committee was most helpful.

I want to thank every one sincerely for the HONOR they have bestowed upon me by electing me the first President of our newly formed Auxiliary. I want to thank the National Auctioneer's Assn. for their cooperation.

After our By-laws were passed and had been approved by NAA we signed our Charter. Col. Guy L. Pettit of Bloomfield, Iowa acted as our installation officer. Col. Foster G. Sheets of Roanoke, Va., President of the NAA was our installation officer for the permanent officers. And last but not least the approval and applause we received from their assembly body was wonderful.

Johnny, my friend, with the staff of officers that have been elected to serve with me "I cannot fail". You have heard of DUDES & SNOBS in a lot of clubs and societies, "we **do not** have a one (not even one) in 56 members". I think that is something to brag about and I intend doing it.

It was so wonderful to renew old acquaintances and making a lot of new ones. I have just been looking at the picture of the group of ladies that were in Roanoke, Virginia last year. Twenty of those ladies were present in Decatur. That should prove that those ladies have done just what I said they would do, "Come

(Continued on next page)

## FROM THE MAIL BOX —

(Continued from previous page)

once girls and you'll never miss another". There are exceptions to the rule, of course, for we were very much afraid it might become necessary for us to be absent. Mr. Holford's Mother is 84½ years old and has been and still is ill.

The Officers of this "Ladies Auxiliary to the National Auctioneer's Assn." have pledged ourselves to try our best to perform our duties to the satisfaction of our fellow members.

I would love to introduce our officers personally, but since it is impossible now I hope to be able to do so in Minneapolis next year. I'll be there (God Willing) — will you be there? I hope so.

Until later, respectfully I sign

Your humble servant  
/s/ June N. Holford

Hongchon, Korea  
July 22, 1951

Col. B. G. Coats  
490 Bath Ave.  
Long Branch, N. J.

Dear Col. Coats:

It was such a pleasant surprise the other day when your letter arrived.

I realize you are a very busy man and I appreciate so much you taking time off from your work to write.

Am now with what is known as the M A S H unit. Which means Mobile Army

Surgical Hospital. We are located at Hongchon which is 37 miles below the 38th parallel.

I am getting along fine and will be looking forward to the day that I return and can again take up where I left off.

Do wish I could attend the convention this year as I find them very interesting, helpful, educational and so worthwhile. Am in hope of attending the one next year.

I hope you and your family are all well and that business is good.

Thanking you again for your nice letter and the best of Auctioneering to you.

I remain,

Sincerely

Pvt. G. W. Lockridge  
US - 52 048 098  
8209th MASH, AU  
APO - 301 c/o P.M.  
San Francisco, Calif.

(Continued on next page)

## GREETINGS

WE ARE BEHIND THE ETHICS  
AND PRINCIPALS OF THE  
N. A. A. 100%

ILLINOIS AUCTIONEER'S  
ASSOCIATION

## APPLICATION FOR MEMBERSHIP

NATIONAL AUCTIONEERS ASSOCIATION  
RUSSELL DAVIS, SEC'Y.  
ST. PETER, MINNESOTA

I am actively engaged in the Auction Business and do hereby apply for membership in the National Auctioneers Association. I enclose \$10.00 for a years dues with the understanding this money will be refunded in the event this application is rejected.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_  
(City) (State)

REFERENCE: \_\_\_\_\_  
(Name) (City) (State)

The Above Reference Is An Auctioneer

## FROM THE MAIL BOX —

(Continued from previous page)



**Pfc. Geo. W. Lockridge**

Honchon, Korea  
August 8, 1951

Col. John Rhodes  
Box 174  
LeGrand, Iowa

Dear Col. Rhodes:

Yesterday as I sweated out the line for mail call I was deeply touched. For along with my other mail I had the pleasure of receiving a letter signed by many of the fellows who were attending the Convention at Decatur, Ill.

I only wish I had the time to write each fellow. As our free time is limited here, it makes that impossible.

So, Col. Rhodes, would you please give me the space in "The Auctioneer" to thank them?

Fellows, it was very kind and thoughtful of you all to think of me. I really appreciate your letter and will treasure it for years to come.

I hope that you enjoyed the Convention and returned home safely with new ideas to better the auctioneering profession.

It is my heart's desire to be able to attend the Convention next year, and to renew our friendship.

Will be looking forward to receiving

"The Auctioneer" in the months to come. Reading the different individual personal experiences at the Convention in Decatur.

Thanks again for the letter, fellows, and the best of Auctioneering to you all.

With kind regards, I remain

Sincerely,

Pfc. Geo. W. Lockridge  
US - 52 048 098  
8209th MASH, AU  
APO - 301 c/o P.M.  
San Francisco, Calif.

## Annandale Man To Head Minnesota Auctioneers

Martin Lampi, Annandale, Minn., was elected president of the Minnesota State Auctioneers Ass'n at their annual convention at Ortonville, June 8.

Lampi, along with a partner, has been in the auction profession for the past sixteen years and in that time they have conducted over a 1,000 sales.

Other officers elected: Fred W. Radde Jr., of Watertown, vice-president; Russell Davis, St. Peter, secretary-treasurer, and directors were elected from the respective districts.

Mr. Lampi has been very active in 4-H club work and I quote him in a statement, "During the time that I am president of the Minnesota Auctioneers Ass'n I would like to see the other members of the association, get a chance to work the sale at the JUNIOR LIVESTOCK SHOW instead of going out of the state to get auctioneers. It is something that really belongs to the auctioneers of this state. It will be my aim to try and accomplish that purpose.

One of the many features of the state convention was the auctioning of \$3,000 worth of donated goods, the proceeds going to build a boy's cottage at Victory Farm near Ortonville. Another feature was picking the champ auctioneer and that honor went to M. W. Sickman of Wood Lake, and he received the St. Peter trophy.

The convention for next year will be at Mankato and it will be held the first week in June.



**These happy people helped make the convention one long to be remembered.**

# Booster's Page

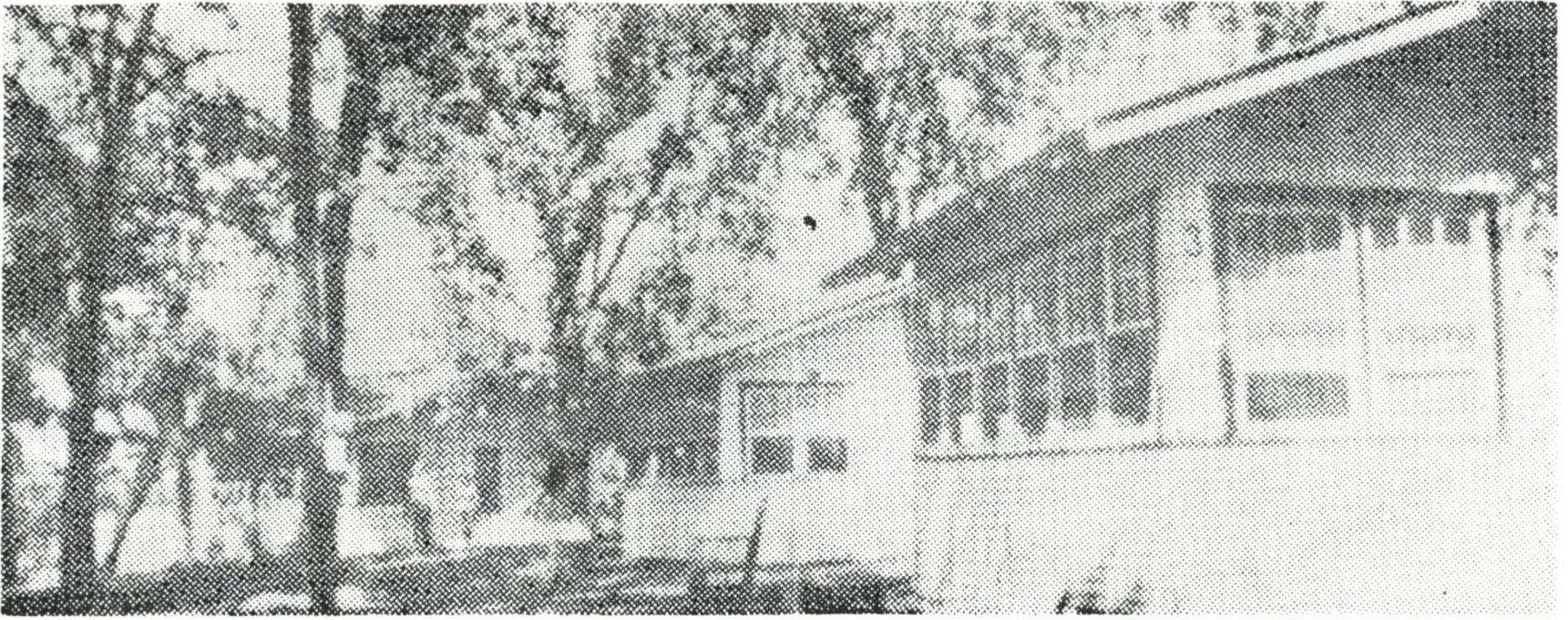
**\$5.00 WILL KEEP YOUR NAME AND ADDRESS ON THIS LIST A WHOLE YEAR**

Col. Bart Bielenberg .....		Schleswig, Iowa
Col. W. C. Heise	915 Park Ave.	Oconto, Wisconsin
Col. Fred S. Ramsay .....		Madison, Tenn.
Col. C. B. Drake	P. O. Box 308	Decatur, Illinois
Col. Henry Rasmussen .....		St. Paul, Nebraska
Col. Bill McCracken	3807 Easton Ave.	St. Louis, Missouri
Col. M. C. Bowers .....		Elizabethton, Tenn.
Col. William A. Porter	117 N. 5th St.	Monmouth, Illinois
Col. Wendell Ritchie .....		Marathon, Iowa
Col. J. D. Kirkpatrick	224 West 2nd St.	Grand Island, Nebraska
Col. Philip A. Engelmeier	500 Foreland St.	Pittsburg, Pa.
Col. J. Robert Hood	7 Public Square	Lawrenceburg, Tenn.
Col. Walter Holford .....		Edwardsville, Illinois
Col. E. F. Volzke	Box 65	Broken Bow, Nebr.
Col. Mac M. Rothkopf	317 Bushwick Ave.	Brooklyn 6, New York
Col. George W. Lockridge	Route 3	Staunton, Virginia
Col. Watson Van Sciver .....		Burlington, New Jersey
Col. Wilbur D. Whittle	1402 East Monroe St.	Goshen, Indiana
Col. Earl Ellis .....		Washington, Indiana
Col. Leon S. Nelson & Col. Dan J. Fuller .....		Albion, Nebr.
Q. R. Chaffee & Son	Auction Mart	Towanda, Penna.
Col. Joseph A. Guzzi	477 Patten Ave.	Long Branch, New Jersey
Col. Stanley Wasielewski	10039 Diamond Dr.	St. Louis, Missouri
The Davis Twins, Identical Auctioneers .....		St. Peter & Madison Lake, Minn.
Col. Bud Drake .....		Decatur, Illinois
Col. John A. Carr .....		Macon, Illinois
Col. Howard B. Johnson .....		Story City, Iowa
Col. Leon E. Joy .....		Ames, Iowa
Col. Slim Kautzky .....		Glidden, Iowa
Col. Martin Lampi .....		Annandale, Minn.

# Booster's Page

**\$5.00 WILL KEEP YOUR NAME AND ADDRESS ON THIS LIST A WHOLE YEAR**

Mrs. Tom Berry	Hill & Main St.	West Newton, Penna.
Col. Hubert S. Post	395 Duncan Ave.	Washington, Penna.
Col. Tom Berry	Hill & Main St.	West Newton, Penna.
Col. John W. Heist	P. O. Box 22	Beatrice, Nebraska
Col. Homer H. Sparks	1244 East State St.	Sharon, Penna.
Col. Herbert Van Pelt	Maplewood Farm	Readington, New Jersey
Col. B. G. Coats	490 Bath Ave.	Long Branch, N. J.
Col. Harold "Babe" Brunsell	.....	Evansville, Wisconsin
Col. Henry Wilber	.....	Bronson, Michigan
Col. R. D. "Jim" Brown	.....	Ida Grove, Iowa
Col Ray Hudson	Route 1	Morrisonville, Illinois
Col. Romaine Sherman	Route 1	Goshen, Indiana
Col. T. C. Jensen	509 Blaine St.	Holdrege, Nebraska
Col. Alvin Van Loh	1326 S. Rotzler Ave.	Freeport, Illinois
Col. Ralph Rosen	Genesee Bldg.	Buffalo, New York
Col. L. T. Crawford	219 West 7th St.	Mishawaka, Indiana
Col. E. L. McCloskey	.....	Edina, Missouri
Col. Ralph Drake	.....	Montpelier, Ohio
Lehigh Valley Society of Auctioneers	C. J. Leiby, Secretary	Allentown, Pa.
Col. J. B. Robinson	1623 West 15th St.	Sioux City, Iowa
Col. James Webb	.....	Grand Island, Nebraska
Col. Guy L. Pettit	104 North East St.	Bloomfield, Iowa
Col. C. H. Riley	.....	Valentine, Nebraska
Col. E. W. Sparks	511 Pearl St.	Sioux City, Iowa
Col. M. F. Boner	.....	Marshall, Missouri
Col. Laird N. Glover	Route 5	Crawfordsville, Indiana
Col. Walter Carlson	.....	Triumph, Minnesota
Col. Joseph W. Donahoe	706 Harriet St.	Darlington, Wisconsin
Col. Harry J. Argus & Co.	5217 Hohman Ave.	Hammond, Indiana
Col. Frank K. Taylor	Route 3	Courtland, New York

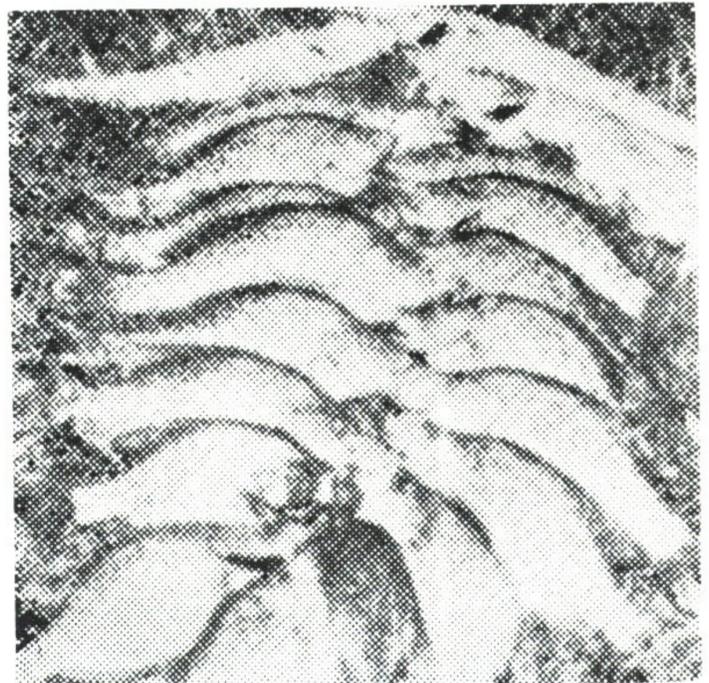


**ANNANDALE**, the home of Martin Lampi, Minnesota's State President of the Auctioneer's Association, is the vacation ground for Minneapolis conventioners. An hour's drive from the loop in Minneapolis, families can enjoy the hospitality of thirty resorts and all the pleasures of the twenty-six lakes, which lie within five miles of Annandale.

The Annandale Commercial Club holds out a warm invitation to visiting delegates of the National Auctioneer's Convention.

Make your Reservations while you attend the Aquatennial and the Auctioneer's Convention.

**Annandale Commercial Club**  
**Annandale, Minnesota**



## DECATUR FIRST!

It was bound to come sooner or later; it happened at Decatur first.

For the first time, the National Convention of the NAA turned in a profit. Col. Drake sent a check for \$321.20 to the treasurer of the NAA after having paid all expenses connected with the convention. Col. Drake and his willing helpers deserve our heartiest congratulations for a well-planned, well-executed, convention. The net receipts for the charity auction held in conjunction with the convention amounted to \$1,283.57. This amount was contributed to Crippled. Inc. The NAA was glad to do what it could to help people less fortunate than ourselves.

Slowly, but surely we are getting on our feet financially and in the not too distant future, will be able to do things that will be a great help to the auctioneering profession in all parts of the country.

Blonde — "I want to see the man who was hurt in the auto accident last night."

Nurse — "Are you the girl who was with him?"

Blonde — "Yes, and I thought it only right to come over and give him the kiss he was trying for."

A man never sees the stork which brings his children, only the bill.

The twins who had just celebrated their ninety-fifth birthday were the wonder of the village.

Newcomer — And to what do they attribute their age?

Native — One to the fact that he's an early riser, and the other to the fact that he isn't.

Lawyer, reading client's last will and testament to circle of expectant relatives:

"And so, being of sound mind, I spent every cent I had before I died."

He (taking her hand in his and admiring proudly the engagement ring he had given her) — "Did your friends admire it?"

She (coldly) — "They did more than that - two of them recognized it."

## AUCTIONEER'S PLEDGE

I pledge my loyalty to the Auctioneer Profession,

By doing better than ever before what work I have to do;

By being prompt, honest, courteous.

By living each day trying to accomplish something;

Not merely to exist.

Nervous lady — "What's the matter, conductor?"

Conductor — "We ran over a cow."

Lady — "Was the cow on the track?"

Conductor — "No, we left the track and chased her through a cornfield."

## "WHY NOT RECOMMEND A FRIEND TO ATTEND?"

### Our Next

### Auctioneering Classes

#### IN RENVILLE BEGIN ON:

DECEMBER 3, 1951

APRIL 7, 1952

JUNE 1, 1952

SEPTEMBER 1, 1952

TERM: Two Weeks.

TUITION: \$125.00.

HOME STUDY COURSE: \$20.00

FREE CATALOGUE

COL. E. T. NELSON, President.  
NELSON AUCTION SCHOOL  
RENVILLE, MINNESOTA

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Permit No. 1

LEGRAND, IOWA

## 2,000 Leases To Be Sold

Lincoln, July 11. —The state board of education lands and funds today faced the problem of selling 2,000 school land leases at public auction as the result of Tuesday's supreme court decisions.

About 40 per cent of the existing leases are affected by the court action.

The court held that the automatic renewal provision passed by the 1947 legislature for the protection of lease-holders who had been good tenants is invalid.

The court also ruled out the state's claim of 50 per cent of the consideration paid in assessment of leases dated prior to August, 1949.

Effect of the court's decisions was to throw on the market almost all of the leases made since 1947.

A board spokesman predicted that the state school fund would become about \$2,000,000 richer as a result of the court's action.

The "bonus" realized from sale at auction recently of the lease on an unimproved section of wheat land in Kimball county was \$17,800.

Not all leases involve a full section of land, and not all of the land is as good as the Kimball county tract. But board members believe the profit to the fund from the resale of the 2,000 leases will average about \$1,000 each.

The board will consider procedure to be followed in re-sale of the leases, when it meets July 23.

In addition to the "bonus" which he pays once to obtain the lease, the tenant pays an annual rental of 6 per cent of the appraised value of the land. Leases run twelve years. —Grand Island paper July 11, 1951.

Man at phone — "Hello! Reserve me a box for four."

Voice back — "Very sorry, sir, but we've got no boxes for four."

Man at phone — "Say, isn't this the Princess Theater?"

Voice back — "No, this is the Elite Funeral Parlors."

A little boy was rubbing his face with his mother's powder puff, when his small sister snatched it from him.

Little Sister — You're not supposed to do that. Only ladies use powder. Gentlemen wash.

## SUBSCRIBE NOW

"THE AUCTIONEER"

BOX 174

LEGRAND, IOWA

Herewith is \$2.00 for a one year subscription to "The Auctioneer."

Name \_\_\_\_\_

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