

The **AUCTIONEER**

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They Buy Her A \$100 Ukulele



GARLAND E. SHEETS, his father, J. G. Sheets, and brother, Foster G. Sheets, paid \$100 for a ukulele for eight-year-old Sandra Jean Tyler at the benefit auction yesterday for the Virginia Society for Crippled Children and Adults. The uke was given for the sale by radio Entertainer Arthur Godfrey after Sandra Jean had written him, asking for a gift for the sale.



President's message...

First of all, I want to express my appreciation to Col. Carl V. Hopkins, president of the Virginia Real Estate Auction Association, and to the members of that Association for the wonderful convention which we enjoyed in Roanoke. I agree with the many letters



FOSTER SHEETS
President

received at headquarters from those who attended the convention that it was most constructive and very entertaining and the three days' time was well spent. I am sure that all of us who were in attendance benefited from this convention and gained much that we can use in the advancement of our association and in the daily practice of our own business. We now look forward to Decatur, Ill., where Col. C. B. Drake is already burning the midnight oil making his plans for an even greater convention next year.

To those who did not attend the convention: You missed one of the best things that ever happened to your profession and I sincerely advise you to mark your calendars now and let nothing prevent you from attending the 1951 convention on July 13 and 14. The fellowship enjoyed at these conventions will do more toward promoting our aims and increasing our membership than anything else.

Also, I want to take this opportunity to thank the membership for the honor of being elected your president for 1950-51. I am indeed proud to have been

elected to this office and will do my best to justify your confidence in me. To those who have given so generously of their time and efforts during the past seven months that I have served you, I am sincerely indebted and know that I can count on their continued support. I am looking forward to working with the other officers and the directors whom you have elected. However, we need the support of every member and want your suggestions and criticisms at any time. After all, your officers and directors can only do their jobs in relation to the support of the membership. Our chief aims for the coming year are to strengthen our forces and continue our growth. Can we depend on you?

Sincerely,
FOSTER G. SHEETS

Women ARE INTRIGUING

—Especially Some Seen At The
Shows And Sales

By Mrs. Hendrix Royston

Whenever I attend a cattle sale and/or show I am always intrigued by the types of women I see.

First, there is the true cattlegirl whose father or husband is in the cattle business and who is sincerely interested in the animals being offered for sale. Sometimes she is a widow or maiden daughter who is carrying on the traditions of her family. She can be distinguished by her low-heeled, sensible oxfords, tweed skirt and jacket and plain black or brown hat perched straight on her head. Often in winter she wears heavy cotton or woolen stockings. She comes dressed for the occasion. She wants to be able to walk around the stalls and examine the cattle without ruining expensive silks and three-inch heels. You will find her sitting close to the ring where she looks on with experienced eye as the cattle pass in review. Her knowledge of cattle equals or even sometimes exceeds that of the men around her. If the animal is a little weak in the back or a little high off the ground or has any other defects she spots them and judges them accordingly.

The second type of women who fre-

quents these affairs is an outsider, more or less. She has married into the cow business without any knowledge of animal husbandry whatsoever. A greenhorn or tenderfoot she may be, but chances are she is eager to learn and sincerely wants to become a part of her husband's bovine world. Here let me offer a little suggestion to the women of this group. Never, never say anything about cattle or related subjects unless you are absolutely sure you know what you are talking about. I speak from bitter experience. Perhaps the following little incident will serve to illustrate my point even though the subject is sheep instead of cows. One day a man came to our house looking for my husband. I told him my husband was down at the barn putting identification tags in the sheep's ears. The man gave me a rather odd look to which I paid no attention. After all we can't all be bright. Later when my husband came to the house I learned the bitter truth. After all, though, what would you think "tagging sheep" meant?

The third of the three most prevalent types is the sophisticate who feigns the most complete ignorance of the animal world. "Confidentially, my dear, I wouldn't know one end of a cow from the other, but I think they are so cute." This lady can be spotted immediately, bird nest or flower-garden hat, three-inch heels, fur neck-piece or expensive fur jacket and a dress that would be more at home in a cocktail lounge than on the rough wooden benches of a sales arena. She sits high above the crowd where she can see and be seen and then proceeds to eye all who enter and make appropriate remarks, interspersed with high tinkling laughter. During the course of the event she is sure to make some such interesting remarks as "Oh, isn't she, or is it a he, I never can tell the difference, but anyway isn't it the cutest thing?" "It looks almost human," or, "Oh, I just love that one, it has the most beautiful brown eyes." About halfway through the proceedings she decides she simply can't stand it any longer and takes her leave. "Honestly, my dear, I've been sitting so long that my callouses have developed callouses. I'll meet you back at the hotel." Enough said, I think you all know what I mean, and please, lady, I didn't mean you.

Auctioneers Sell Gifts At Charity Sale



Auctioneer H. H. Terry of Monterey (at microphone) gets plenty of assistance from other actioneers as he sells gift packages during the benefit auction at the American Legion Auditorium. All proceeds went to the Virginia Society for Crippled Children and Adults which netted \$2,113.

Set Auction At Tucker Plant . . .

Lavish Office Furnishings, Equipment To Go On Block

By Elgar Brown

Preston T. Tucker hasn't any of that \$28,000,000 left, but the "executive lounge" of his late lamented motor car organization has more Hollywood luxury couches than a psychiatrist's office.

None of those revolutionary rear-motored automobiles ever hit the market, but gathering dust in the sprawling former war plant on Cicero av. are a walnut refrigerator cabinet bar and a cluster of Florentine leather cocktail tables.

Many a rural investor is fixing to light fires with his Tucker stock this Winter, but the Kerman and Sarouk Oriental rugs and runners in the Tucker executive office suite are thick and soft and plentiful.

Preston No Piker

Genius or con man, Preston was no piker.

Those still wondering what happened to the millions that inflated the

Tucker car bubble to the bursting point are invited to attend a public auction to be held at the plant Aug. 15 by order of the U. S. District Court.

You don't have to wait that long for your eye-full. You can go now. Samuel L. Winternitz & Co., auctioneers, urge you to "make your inspection in advance and be prepared to buy!"

Examining items listed in departments of body painting, upholstery and trim, automotive equipment and body assembly, you get the notion Tucker was beautifully prepared to build a car—if he'd only had a car to build.

Lavish Offices

But peek into the lavish expanse of office space and you'll agree that the preoccupation here was not in making cars but in making comfort. Nothing, but nothing was too elegant or costly for President Tucker and his cabinet.

Aside from those sundry "Hollywood beds," the executive lounge is replete with bleached mahogany double dressers, glass top lamp tables, leather top lamp tables, tier tables, table lamps, lush drapes and Venetian blinds.

Things like that go far to console any Mr. Big who is down to his last

million, or his investors' last million. But the luxury, including those cushy Orientals, extends throughout the offices.

Latest Equipment

Grouped around that cabinet bar are Duncan-Phyfe leather top drum lamp tables; leather upholstered walnut arm chairs, club chairs, davenports; solid walnut executive and secretarial desks with "matching telephone cabinets."

Even the office equipment is the last word in elegance—electric typewriters, wire recorders everywhere, intercommunication system and a tremendous and expensive air conditioning and heating system—for Preston, as it happened.

It seems almost too bad that Uncle Sam decided to invade this treasure-house and salvage what he could from the debacle. Certainly it couldn't happen to a nicer fairyland.

—Chicago Herald-American
August 6, 1950.

Editor's Note: Col. Jack Gordon is associated with Samuel L. Winternitz & Company, the auctioneers who are going to handle this proposition.



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JOHN W. RHODES

Editor

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Whistling won't make the plow go, but any farm boy can tell you that whistling helps, and so it is with every Auctioneer. The problems of our profession and of your individual business become infinitely simpler when cheerfully approached. Wishful thinking, translated into planning, brings results.

REMEMBER THIS ADDRESS

**National Auctioneers'
Association**

101 South Jefferson St.
Roanoke, Virginia



JOHN W. RHODES

Well, another convention is past and gone and to some of us it is a big page in our own personal history. It was a treat to me and my family to be able to go down in that section of the United States. There are some wonderful sights down there and the people there seem to get along O.K. At the same time they have time to say what they want to say in a picturesque manner. It takes them a little longer maybe to say, "hello, how are you all?" but we got the impression that when they asked that they really wanted to know. We met some mighty fine people and were treated wonderfully well by the Virginia Association. They sat up nights for a month before the convention thinking up nice things to do for those who would attend the convention.

It reminded me of when some people from Iowa went down to the Ozarks to fish. There were two couples and they rented a cabin the first night that had a double bed and then a large cot on the porch. The next morning the lady cleaning the cabin asked this one Iowa woman, "Did you all sleep in the bed?" "No," replied the lady, "Just me and my husband." It was hard to know what was meant some of the time when they said, "You all," but we were given the impression that whatever they meant it was for our good.

Col. Russell Davis, St. Peter, Minn., A Past president of the Minn. State Ass'n., informed me that Minnesota is making arrangements now to try to get the National Convention there in 1952 probably in Rochester. I think that would be fine for then we would be able to try out some of that Minnesota fishing at the same time. My Brother and his wife just came back from a trip to Minnesota and it must be wonderful. He was thin when he left and it looks like he must have gained 15 pounds. Of course, all he gained is in small bumps scattered all over his body and it seems he itches quite badly every place he gained a bit, but if that ever evens out and quits itching he will be a lot bigger than he was when he left to go fishing. He said, when he got to the lake he walked right into a Mosquito convention and they had a special liking for white meat. I am

willing to try them though and would be glad to see the convention go there, of course I am willing to look around a little first and try to get another bid, naturally. It is quite encouraging to have someone already looking forward to 1952 for it shows the prestige the N. A. A. is beginning to have in the country.

This issue is a combination number, due to the fact that the deadline for material has been the 15th of the month and that was the time of the convention. This would have meant leaving out the convention news or making the paper late so it was decided to make it a combination number, make it a little larger and then get back on schedule in October. It is our intention to make the paper a sixteen page number from now on, of course, that is PROVIDING there is enough material that will come in to fill those pages. You will notice the Mail Box department in this number. We would be glad to get letters from you to publish as we did those in this edition. If you don't like to have letters put in, write and let us know for we are merely trying to run what you want to read about. Remember that the date is the 15th of the month to get anything in the following paper.

The last few hours at the convention there was quite a lot of talk about the ladies forming an auxiliary to the N. A. A. and the rumor was growing fast when I left. Some of the ladies also thought it would be nice for them to have a page in the paper. Well auxiliary or not, they really helped make the convention a success. I for one would like to see them get organized, perhaps they could do each other a lot of good by sympathizing with each other, and from past experience I would venture to say it would keep us men up on our toes for fear we would be passed up by our own auxiliary.

Beginning next month we will run the SALE BILL OF THE MONTH. We would like to have your cooperation in this and believe we will get it. This idea was suggested by a good booster in the N. A. A. and he suggested that the editor select what he thought was the outstanding sale bill sent in during the month and run it in the AUCTIONEER. We think he had a good idea and are at this time asking that you send your sale bills in to the AUCTIONEER office. These will be judged not only from the merchandise sold but by the get up of the bill. This will help us keep in touch with one another and also it might help in writing our own sale bills to read some another man has put out.

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Results Of 1950 Election

Every Year is election year in the National Auctioneers Association

The election was one of the features of the convention and the installation of officers took place at the banquet Saturday evening, July 15th. The results were as follows:

Col. Foster Sheets was re-elected as president despite his vehement contention that he had been in long enough. His re-election was due to the fact that he had taken over when the office was vacant because of the death of Col. J. Albert Ferguson, President-elect, and though he worked under extremely hard circumstances he has done a marvelous job of handling the affairs of the organization. Col. Sheets had been elected as 1st Vice President, at Sioux City, and was raised to presidency in Jan. 1950.

Col. Paul Bockelman, Sioux City had been elected in 1949 as second Vice President and been raised to First Vice president in Jan. 1950 because of Col. Ferguson's death. His term was up and he too was re-elected for another term and installed in office July 15th at Roanoke. Col. Bockelman is especially qualified, or at least is willing to get

out and work for the N. A. A. In 1949 he was awarded the president's cup for having signed up more new members in 1949 than any other member.

Col. Clyde Wilson, a life member in the N. A. A., was elected to the office of second vice president to succeed Col. Tom Wilson, Gambier, Ohio. Col. Tom Wilson has been in poor health for some time and his health forced him to miss the Roanoke convention. Col. Clyde Wilson lives and operates a large auction business in Marion, Ohio. He has specialized in the Furniture business and has conducted many huge close outs and stock reduction sales in many states.

There were three vacancies in the board of directors to be filled and these terms to be for three years. The three men whose terms expired were C. B. Drake, Decatur, Illinois; Robert Hood, Lawrenceburg, Tenn.; Col. O. L. Judy, Nevada, Mo. This seemed to be the year for renewals for Col. Drake was re-elected for another three years as director. The other two new directors elected were Col. H. L. Sigrist, Fort Wayne, Indiana and Col. Tom Berry, West Newton, Penna.

Col. Bill McCracken had one more year on the board of directors having been elected for three years at Asbury Park, New Jersey. He was also a Past President and it has been written into the by-laws that the past presidents become members of the board of directors immediately upon vacating the office of President and that the board be made up of the past presidents and nine elected directors. Thus Col. McCracken declared a vacancy on the board of a one-year term and Col. Russell M. Davis, St. Peter, Minn., was elected to fill this vacancy.

Some secretaries get the books in such a mess that it is hard to get another man to be able to take over. Others have such a very good set of books and workable system it is also very hard to find another to take the job. This last was the case with Col. Garland Sheets as Secretary. He took over by appointment in January, 1950, and when he took the office it was nothing but a vacancy. He has done a masterpiece of work and got the books and records in shape now so they

are in order and in view of such a good piece of work he was unanimously re-elected as secretary for the coming year. This too was done in spite of much objecting on his part but he finally agreed to put in one more year for the good of the Association.

The National Association knows a good man when it sees one. They elected Col. Walter Holford, Edwardsville, Illinois, as Treasurer at the convention in Sioux City. He has done a good job without complaining and is ready at any time to let the association know exactly how much money it has on hand. He has been willing to cooperate in every way with the other officers and he was as a result nominated and elected for another year as Treasurer.

This makes up the official family for the coming year. Some new faces and some old ones, all working together for the good of the National Association of Auctioneers. Let us all pledge our support to this fine group who will give of their time, efforts and money for the good of all of us.

HUMAN KINDNESS

By Mal Rose

Poem recited by Col. Guy Pettit in his speech delivered the second day of the convention.

If you meet with a chap who is down
on his luck
And is bruised by the rocks of despair
And his name has been dragged
through the mire and the muck
'Til tis past where a human would
care;
Then you're asked to relate all the evil
you can
Of this chap who has gone to the wall,
Then if you can't say something good
of the man
Let us learn to say nothing at all.
If you meet with a chap who it seems
cannot win
Shall we say that he never has tried,
That his heartstrings are tuned to the
discords of sin,
That he's lost all ambition and pride?
When it's true, like as not,
If our own deeds we scan
There is little we care to recall;
So if you can't say something good of
the man
Let us learn to say nothing at all.

It Seems To Me . . .

(Continued from Page Four)

Put us on your mailing list men and in so doing it will help create an interest among ourselves.

If you will recall in the June issue there was an ad sent in by the Minnesota Ass'n. in which they told of an old car they were going to sell. When Col. Tom Berry of Penna. saw that ad he sent a bid together with a check to the Minn. men and though he didn't get the car bought, it was a help in getting it sold. This to me was encouraging news for it was concrete evidence that it is worth while to advertise in the AUCTIONEER.

If at any time you are selling a sale and will sell anything outstanding it would pay you to consider putting the bill in THE AUCTIONEER. I know, many times, a man doesn't know far enough in advance that he is going to have a sale but if you do keep us in mind.

I am beginning to get an ingrown fingernail on my typewriting finger so for this time I'll call it a day.

John W. Rhodes.

Stars' Old Furniture Brings Fancy Price

HOLLYWOOD—(NEA)—The Hollywood auction is an institution right up there as a top tourist attraction with the stars' footprints a Grauman's Chinese theater, their homes on guided bus tours and their tombstones.

If it's a big-name auction, they break down the doors.

A lot of people would rather see a star's love seat than his face.

So today we have with us a Hollywood auctioneer, Roy J. Goldenberg, a quiet cagey master of the do-I-hear a thousand? jargon who is known around movietown as the "auctioneer of the stars."

Goldenberg is the spellbinding gavel-wielder who once auctioned off Charlie Chaplin's ornate \$250,000 pipe organ for the piddling sum of \$250.

"Nobody wanted it," Goldenberg explains. "Even my description — very flowery—of Chaplin playing Brahms on it as the moonlight streamed through his window didn't get a rise out of the audience."

"It was just too big. It was as big as a flock of dinosaurs playing pyramid. Finally an organ dealer bought it for the parts."

Goldenberg says he does a lot better with fancy beds, chairs, tables and bric-a-brac from the homes of Hollywood stars.

Give him a fat movie name, a van load of satinwood furniture with curlicues and he fetches prices that sound like bookkeeping entries at Fort Knox.

Fanmania

THE bid-coaxer is convinced that the movie-struck are funnier at auctions than any other place.

And he adds, they're not all teenagers, either.

They bid fancy prices, too.

In fact, Goldenberg wants it known that a Hollywood auction is where the fans do all the autographing—on blank checks.

There was the woman who bought Loretta Young's ottoman and said:

"I need it like a hole in the head, but Loretta is my favorite actress."

Goldenberg is a stickler about auctioneering ethics.

He will not put a star's name on the marquee outside his place unless the star can fill his gallery with furniture.

"Some auction houses don't give a hoot," he confides. "Give them a beat-up chair that was once in a star's living room and they advertise it as the star's complete household collection."

One high-powered male star calls

Goldenberg periodically and offers to lend his name to any auction for a percentage. Recently he cut his terms to a flat \$200.

That kind of thing burns up Goldenberg who is no slouch himself at burning up greedy actors.

Goldenberg says he told the fellow:

"I wouldn't put your name on my marquee if you had Queen Elizabeth's original bed."

Easy Prey

THE auctioneer blames decorators and overbuying for a lot of the all-star-cast auctioneering around Hollywood.

"Take an actress who hits big without having had a chance to develop fine taste in furniture," he says. "Nine times out of 10 some decorator sticks her with a lot of ornate Louis XV stuff. The same decorators show up at her auction, buy back the stuff and stick some other star."

Goldenberg says he has been ducking the "what a big dope I was" stars with carloads of gingerbread for years. But tourists aren't the only ones who do the thundering-herd act at his million-dollar bid fests. Stars like Ann Sheridan, Loretta Young, Cary Grant, Betsy Drake, Sonja Henie, June Havoc, and James Mason edge through the crowds and bid like crazy.

Goldenberg's pet is Loretta, who knows a good buy when she sees it.

A THOUGHTFUL GIFT

On Saturday morning, July 15, Col. C. B. Drake of Decatur, Ill., presented a Spin-A-File to the National Association, to be used by the national secretary. This is a very useful item and in addition to its original cost Mrs. Drake spent many long hours filing in it the names of all the auctioneers who had ever been connected with the N.A.A. When it was presented by Col. Drake it was all filled and ready for use.

Col. Garland Sheets was very happy

to accept such a useful piece of office equipment. He said it would be a wonderful aid in keeping check on the members and their standing in the organization. (When you get your delinquent notice now you can thank Col. Drake for part of it) Col. Sheets said he would make good use of it during this year and assured the convention that he would surrender it and all other records to his successor when his tenure of office expired. He spoke as though he would be glad to turn them over right then, but there were no takers.

Col. Drake was very thoughtful in making such a presentation for he realizes what a big job it is for a man to make a living in the auction business and at the same time keep an accurate record of the members of an organization that has grown as large as the National Association.

HONESTY SHINES LIKE DIAMONDS

Enroute to the convention Colonel and Mrs. Theo. Holland, Ottumwa, Ia., had quite an experience. As a result of this experience they have a warm place in their hearts for two young men they had never seen before. They were taught again the lesson 'that there are many really honest people left in the U. S. A.

The Hollands were on highways 223 and 20 going through Toledo, Ohio, when they stopped for gasoline and information at a station operated by Charles Yost and William Atkinson, 5065 Monroe St., in Toledo. Mrs. Holland went into the station to ask information about the route to New York City and while the attendant courteously outlined the best route, she laid her purse (containing quite a large sum of money) on a small table and forgot to pick it up when she left. The Hollands went merrily on their way for 20 miles and then discovered the purse was missing. They made a quick turn and started back with all sorts of dark ideas in their minds.

It was then they began wishing for things like traveler's checks, etc. It was no small task to find the same station but when they did locate it the boys were on the phone notifying the State Highway Patrol of the purse, asking them to try and stop the Hollands.

It was naturally gratifying to recover the purse and money but it was equally gratifying to find such honesty as was manifest by the service station attendants.

Alternate Pathways To Economic Progress...

Littlest Meets Biggest

Address by Clem D. Johnston, Director, U. S. Chamber of Commerce. Business Executive: President, Roanoke Public Warehouse, Roanoke, Va. Given at National Convention.

I don't hold with Leon Trotsky on many things, but I do agree with his statement that:

"Anyone desiring a quiet life has done badly to be born in the twentieth century."

This is especially true in our case because all uninvited and unsought, the leadership of the world with all its attendant responsibilities has been unceremoniously dumped into our laps here in the United States.

We have no choice in the matter. Either we lead the world and furnish the world with an example of one nation, somewhere, living free, happy, contented and successful under a democratic and capitalistic system and moving forward under that system to progressively higher standards of living, or we must reconcile ourselves to the fact that freedom will not again left its head during the lifetime of any of us.

Speaking for business men, I can say that emotionally we seem to be living as in expectation of a catastrophe—with resultant impairment of planning for progress. We have all the outward signs of good business but somehow enthusiasm is lacking.

Work used to be fun—business planning was high adventure—there was a zest about it that forgot all about hours, sweat and difficulties.

Work is still fun, but today the planning and operation of a business is a nightmare obstacle course of conflicting regulation, interferences, restraints and taxes, most of them unnecessary. Many of the men in government with whom we are forced to deal appear to be actuated by a sincere belief that all profit is evil, that bigness is monopoly and that outstanding success in business can be attained only through dishonest connivance or the exploitation of labor.

We business men are bewildered. We once thought of ourselves as useful, even honored, members of society. We now find ourselves treated by legislators and by government as though we are an enemy of society.

Unless we can somehow restore confidence, zest, joy and enthusiasm to work and enterprise, and make it mean some-

thing more than the grudging performance of duty in order to earn a subsistence, something great and vital will be lost to Americans and to the world.

Lord Halifax once said that the best qualification of a prophet is to have a good memory. Let's substitute history for a good memory and we will immediately have brought home to us that since the dawn of history any and all governments or nations which lessened the incentives for risk-taking and sought to substitute government guarantees or government subsidies have notoriously pursued monotonously identical courses. This governmental action takes place in four stages.

1. It beguiles with promises.
2. It paralyzes with tax burdens.
3. It stifles individual thinking.
4. It suppresses the right of protest.

Then comes the inevitable collapse.

Professor Toynbee, in his recent monumental book, lists more than twenty civilizations of the past who followed this course and crumbled into dust. Are we, with our vaunted twentieth century civilization, so different from those which preceded us?

We have been enjoying a post-war

boom. Despite the efforts to convince us that these are "normal" times on a new and higher plateau of our economy, we see too many unmistakable signs of "boom" to call it by any other name. It is easier to recognize the boom than to appraise its dimensions or to estimate its probable duration.

It is a safe assumption that with our grossly overswollen size and cost of Federal government, whatever administration is in power is going to use every effort to extend and expand the "boom." In its earlier stages inflation is enjoyable and is frequently mistaken for prosperity. Therein lies our danger.

The "boom" - "bust" cycles are a sort of rhythmic pulsation, the one a natural and proper corrective for the other. In moderation they are healthy attributes to an over-expanding economy. I'm not recommending or arguing for "boom" - "bust". I do take judicial notice of it as a sort of natural phenomenon, an indispensable attribute of a free market economy. As Dr. David McCord Wright of the University of Virginia has so well demonstrated, you will have these cycles even in a completely social-



Eight-year-old Ted Bailey of Newark Valley, N. Y., is the youngest auctioneer attending the National Convention at Hotel Roanoke. He is shown above shaking hands with the largest auctioneer present—Bab Brunsell from Evansville, Wis.

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Alternate Pathways—

(Continued from Page 7)

ized economy unless you limit the individual's freedom of choice, specifying exactly what and how much he can buy.

I believe that I speak the thoughts of many in industry when I say that we think that government price supports, government lending for housing, government support of labor demands for shorter hours, higher pensions and earlier retirement age have gone too far ahead of our present economy and we would like to see a progressive relaxation of such measures and mix a bit more of the "bust" with our current "boom" instead of building up to a cataclysm of 1929 proportions, or to one even bigger.

I think that our watchful comrades in the Kremlin are giving hearty approval to our current concept that everything must always move up, never down, no one is to be permitted to fail, and that the bottomless United States Treasury is a sovereign specific for every human ill.

I don't share the politicians' morbid dread of even a slight downturn in the business indicator. I am certainly not arguing for depressions as a good thing, but in my experience, even at their worst here in America a depression is merely a time when some people are forced to do without things that their parents never had.

What scares me is that in refusing to permit corrections in the commodity market and in the labor market we are, in effect tying down the safety valve and insuring that, when the explosion comes, it will be so violent that outside folks will have to come in to pick up the pieces.

That's the only way I can think of a five-billion dollar federal deficit in a boom year like 1949, our fourteen-million-per-aa deficit in 1950—**TYING DOWN THE SAFETY VALVE!** That's \$210.00 per second—\$210.00 deeper into debt everytime the clock ticks. Each of these is greater than all the losses of all bank depositors during the great depression of 1929 to 1935.

Perhaps many of the expressions of dissatisfaction with our profits and loss system which we hear are occasioned by the fact that the public hears only a part of the story but forms its judgment on the part that it does hear.

The other day I heard a gentleman who considers himself a "liberal" fuming about what he termed the "criminally excessive profits" of General Motors in 1949. Now the profits of Gen-

eral Motors in 1949 were large, so large as to startle even its own management. Costs were reported as roughly 88% of sales—a net income of around 12% of sales.

If we should follow that line of reasoning and say that General Motors is **bad** because it made a large profit, then we would immediately come to the company manufacturing Crosley auto-rather absurd conclusion that the mobiles was **good** because it lost money in 1949 at a rate of 10% of total sales, and Kaiser-Frazier was more than **three times as good** because its costs were more than \$135.00 for every \$100.00 of sales. And, of course, you as a taxpayer get an extra star in your own crown because it was your money, disbursed through the reconstruction finance corporation, that made up for his highly commendable deficit.

During 1949, which was a banner year, only four automobile manufacturers reported profits of more than 5% of sales; all the rest made smaller profit or suffered losses. So we come to the big, the serious, the \$64.00 question:

IS THE EFFICIENT INDUSTRY ENTITLED TO THE PROFITS OF ITS EFFICIENCY, PROVIDED THERE HAS BEEN NO ELEMENT OF UNFAIR COMPETITION AS TO THE SOURCE OF ITS PROFITS?

This is a moral question, not an economic question. You philosophers and leaders in moral thought owe the business man a straight "Yes" or "No" answer.

If profit is wrong, let's say so and change to another system; if profit is **not** wrong, then let's admit it and stop smearing successful business men with faint innuendo.

The whole future of America is wrapped up in the answer that we give to that question. It should therefore be an honest answer, based upon consideration of all facts.

One of the best-kept secrets, insofar as national awareness is concerned, is how far we have already gone toward confiscation of the income of those in the so-called "higher brackets." Let's not waste any tears on the high-bracket individuals themselves; they will get along somehow. Let's look at the matter as it affects our incentives to growth and as it affects the formation of the capital necessary to maintain and expand employment.

On an average it requires the investment of from \$10,000 to \$12,000 of venture capital to create one new job.

Are the sources of venture capital drying up? It is a hard but inescapable

fact that, because of death, retirements, dissolutions, failures and the increasing population, American business requires \$100,000,000 per week of new venture capital to keep on an even keel. We need more than that if we are to expand. But last year's record of new investment was reported as 18% down.

Let me refresh your memory as to our existing tax rates as I look at them from a 1949 tax form. Let's assume that you own a substantial share in a corporation which this year shows a substantial profit. Here's what you pay.

38%—federal tax on corporate profits

5%—state tax on corporate profits

This leaves 57% available for dividends to the investor. On this, he will, for example, pay:

52%—on excess over \$ 22,000

61%—on excess over \$ 38,000

66%—on excess over \$ 50,000

74%—on excess over \$ 80,000

78%—on excess over \$100,000

82%—on excess over \$200,000

—plus a 5% state tax in Virginia with no credit for the amount paid to the Federal Government. What has government contributed to merit such an inordinate share of your earnings?

I'm presumably here as a representative of business and I recognize that I am venturing out on ground which is usually avoided. But it is rarely that we have an opportunity to speak to an assembly of thought-leaders as intelligent and as influential as this one and I want you to know the facts and to evaluate them in terms of human nature.

Calvin Coolidge said:

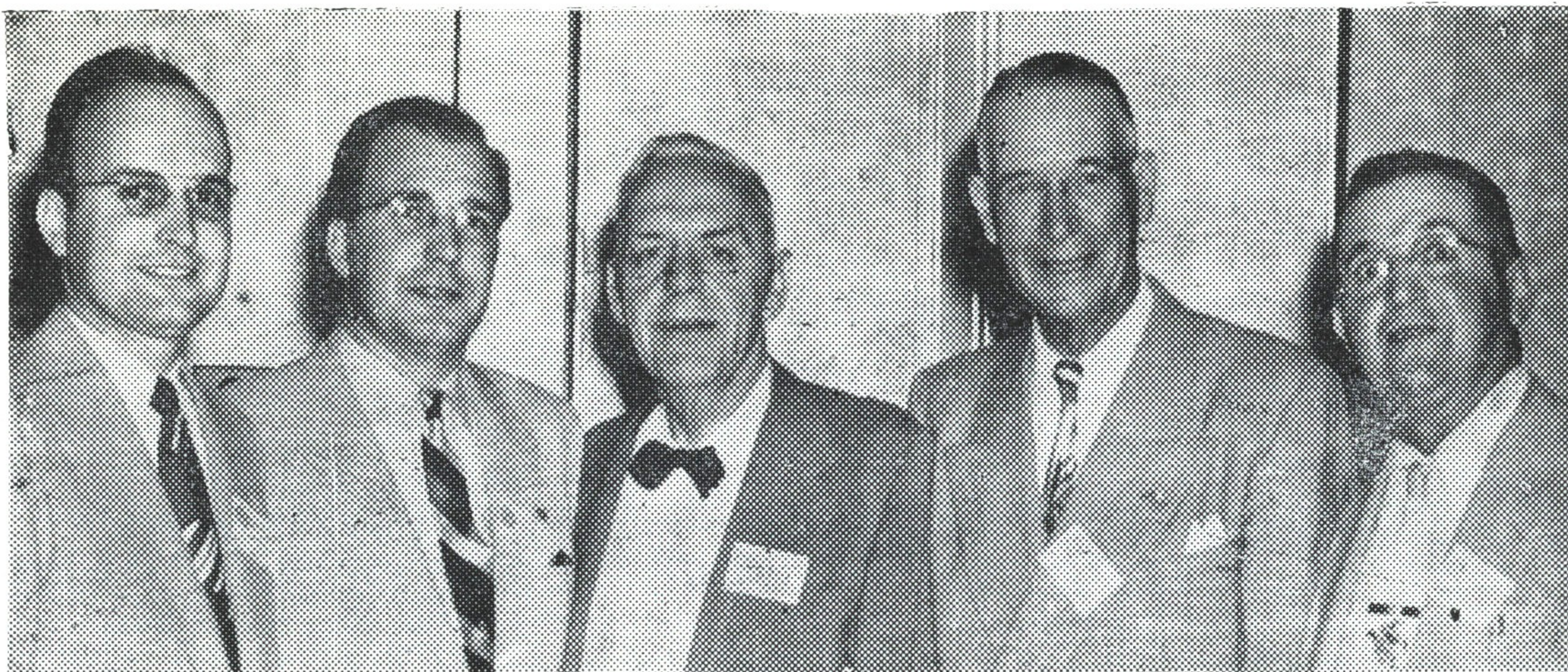
"When the Government takes 30% of what a man makes on Mondays, 40% on Tuesday, 50% on Wednesday and 60% on Thursday, he won't show up for work the rest of the week."

I am an average American small-business man who happens to be in the warehouse business. My city needs additional warehouse facilities. To build an efficient unit would require investment in excess of \$500,000.00, most of which I would have to borrow. If the venture proved successful, 65% to 75% of the profit would go to the government. If unsuccessful, I would lose all. Reluctantly I reached the conclusion that it would be foolish to take such a risk for so small a return. So today there are a few less jobs in Roanoke. I feel somewhat remiss, but there is a point at which obligation and duty leave off and folly begins.

I am not alone. I was president of the

(Continued On Next Page)

In Charge of National Auctioneers Convention



AUCTIONEER OFFICERS—These five officers have charge of the National Convention of Auctioneers this week at Hotel Roanoke. They are (l. to r.) Garland Sheets, of Roanoke, secretary; Foster Sheets, of Roanoke, president; Paul Bockelman, of Sioux City, Iowa, first vice president; Guy Petit, of Bloomfield, Iowa, director, and Walter Holford, of Edwardsville, Ill., treasurer.

Alternate Pathways—

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American Warehousemen's Association last year and only one of our more than 800 members was doing any major construction of new facilities and he was doing it with a \$3,500,000 RFC loan. Does that signify anything to you?

When an entire industry, 800 American business enterprises, some large, some small, in all parts of the land, in effect "don't show up for the rest of the week," it means that our American enterprise system is failing to live up to its name. It means that we must restore incentives and eliminate disincentives. We must cut the taxes that so adversely affect venture capital—not increase them. And I am confident that the net long-range effect of such cuts would be increased revenue.

Tax rates of 60, 70, 80 and 90 percent violate our American sense of fair play. They do things to a man's spirit as well as to his pocket book. We need to foster enterprising spirits, not break them. A society which progressively penalizes its producers for the benefit of its non-producers is headed for trouble—big trouble. Economic stagnation is the terrible penalty of overstepping the bounds of taxation.

Today's substitutes — government loans, government guarantees, government subsidies—weakens rather than strengthen our system. They are at best mere palliatives that becloud the real issues and postpone the day of reckon-

ing.

Let's look at this thing another way, again using General Motors as the most extreme case.

In 1949 Charles E. Wilson, its president, was paid in salary, bonuses and other benefits, a total of \$586,100.00, from which the federal government promptly deducted \$382,240.00 in income tax, leaving a net of \$203,860.00, and making him far and away the most highly-paid executive of 1949. Now I, for one, am sort of sorry that they paid him that much. He may have earned every penny, but it's tough on public relations, hard to explain because the figure is so far above the average of human experience, particularly my own experience.

Is it right that any man, however capable and energetic, should receive \$200,000.00 per year? If it is not, what should the top figure be — \$25,000? — \$10,000? — \$5,000? — \$3,000? (No. I'm sure that it would be higher than \$3,000, because Mr. Truman has already promised \$4,000 to everybody.)

Again you have the whole future of our American economy wrapped up in the answer to that question. Again it is a moral question and not an economic one. Perhaps the answer will be easier for some of you when I tell you that executive salaries in General Motors—Mr. Wilson plus all the other top executives—were only \$2.00 on a \$2,000.00 automobile. But there are also more than 200 taxes concealed in the price of that new automobile—taxes totalling \$500.00.

If it were not for these big execu-

tive salaries, you could buy that \$2,000.-00 automobile for \$1,998.00; if it were not for government taxes, you could buy it for \$1,500.00

I suggest that the moral and spiritual aspects and effects of both high salaries and high taxes merit a searching re-examination.

I suggest that many sincere and well-meaning people have been misled into

(Continued on Page 10)

AUCTION BUSINESS FOR SALE

Complete business includes, auction house, seats over 250, PA system, office equipment, platforms, rollers, stock mdse. Long lease on building and a good name that is well known in this part of the country. A real chance for a young man that wants to get into business for himself. Present owner wants to retire but will help a new man get started. Can make investment back first year plus a good living. Sells furniture and commercial items in house, farm sales a large item in this deal. One of the largest and well known auction companies in the state. Call or write

AUCTION

1212 West 8th Topeka, Kansas

Alternate Pathways—

(Continued from Page 9)

thinking that equality of condition is an essential of social justice. The true essential is equality of opportunity. But the philosophy of giving everyone, regardless of how much work he does or how well he does it, an equal share of everything has made tremendous progress.

There's a lot of talk about security these days. Our forefathers came to this country looking for security, security from arbitrary, despotic, highly centralized government. They were willing to face wild Indians and the perils of the wilderness to get it.

We, their complacent sons, applaud those who promise us freedom from want and freedom from fear, blithely forgetful of the fact that we can obtain these two only at the cost of an even more important freedom, our freedom of action.

Democracy is an unfinished business. Our American way of life is a dynamic and constantly evolving concept. It is not perfect and none of us will live to see it perfect. I hope to live to see it better.

As I look at this indefinable thing we call the American way of life, I can see at least five essentials, none of which can be violated if our system is to endure:

1. **The dignity of man (that means let him alone; don't mess in his private affairs).**
2. **Faith in the capacity of man to solve his own problems (this implies willingness to let him alone).**
3. **Equality of opportunity rather than equality of condition (let him alone; give him a chance but don't breathe down his neck).**
4. **Social change must take place by persuasion rather than by fiat (let him alone).**
5. **Maximum opportunity for the release of individual potentiality (let him alone).**

Yes—"Let him alone". You want to be let alone and I want to be let alone. But today every remedy for our economic ills that is proposed involves the granting of powers to some people to do things **to** or do things **for** other people. And never in all history has that power been used in the way in which it was intended. But power is something that those who have the energy to seize never have the will to give up.

Individual freedom is a religious idea and not a political or an economic idea. Today the mass man is being trained

It's Illinois For '51

There are many things to be considered in deciding where the National Convention is to be held. One thing of course is the location. It is the thought of all that it should be located as near the central part as possible. The big thing in making the decision is being invited. The National Association has never held a convention where it has not been invited. In Roanoke Col. C. B. Drake, Decatur, Illinois invited the National Association to hold the 1951 convention in his home town. He stated that he would give the Illinois State Association an opportunity to share the role of host with him but should they see fit to decline the offer he would play the part himself.

It was the unanimous vote of those attending the 1950 convention to accept Col. Drake's invitation and the date set was July 12, 13, and 14.

The word now seems to be as Auctioneers shook hand to leave, instead of good bye, it is, "See you in Decatur."

for slavery. Under the influence of honeyed political phraseology he has lapsed into a state of beatific lethargy, unwilling to think or act for himself. **WAKE UP!**

The time has come for man to put his trust in himself and in God—not in administrators, not in committees, not in bureaus, not in government.

One gains the impression that the great fund of moral strength which has been handed down from the tears and the labors of the ages is not being creatively replenished. If we had a moral rearmament of America, I doubt whether we would need a physical rearmament of Europe.

Today we see the melancholy spectacle of a gullible citizenry being bribed with its own money, accepting at face-value the promises of political adventurers, each adventurer under the guise of a prophet of better things to come seeking to outbid every other adventurer with promises of more and better benefits, more and more security through more and more controls, the whole founded on the shifting sands of government credit. Beware of those who promise you something that does not belong to them.

Our danger is not from any dramatic abandonment of the American way of life, but from a leaking away of principles—a creeping socialism that under the guise of conferring this or that benefit almost imperceptibly, engulfs our nodding citizenry.

Coupled with that is this new passion

for personal security—an opiate which tends to destroy the virile characteristics which have made us great. The desire for security keeps little men little and threatens even the great with smallness.

Men in government—when faced with a choice between national welfare and remaining in power—sometimes compromise with principles. They are not above prescribing sedatives instead of necessary surgery nor above describing these sedatives as a cure.

The utterly fallacious theory that we can spend ourselves into prosperity is a person believes it, no economist of standing endorses it—it's like trying good example. No really intelligent to get rich by kiting checks.

I was deeply impressed by Dr. Vannevar Bush's recent statement:

"If we are deluded into believing that security of the individual against all hazards of all ills can be obtained by fiat and by law, without limit, we will sacrifice the foundation which made humanitarianism possible and start the long wear climb over again **only** after a long dark interval."

You cannot set up a system where the inefficient do not fail, where the improvident do not suffer for their improvidence and expect a capitalistic economy to endure.

Our so-called profit system is in reality a profit-and-loss system and the weeding out of the inefficient is as in-

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County Auctioneer Dean Has Colorful Career

Ralph Drake Once Thought Of Taking It Easy At 50 Years

"When I was 36, my wife and I thought I would have to work until I was 50, then I would have enough money to buy a car and take it easy the rest of my life," mused Ralph Drake, dean of the Williams county auctioneers. Now 65, Mr. Drake, better known as Ralph, or Colonel to all, has since chalked up an auctioneering career that is nearly overwhelming.

He has sold just about every type of goods possible since first beginning 45 years ago in 1905. In that time, he has conducted about 10,000 auction sales in 19 states from the East Coast to Texas, from Minnesota to Florida. Today, when he has cut down to some extent the amount of auctioneering he does, he will still handle a local sale, no matter how small.

His motto, "Every good sale gets another," is the basis for his success.

For the first eight or 10 years, Ralph limited his sales to the area in which he was known—the tri-state district. His success as an auctioneer brought him sales from an increasingly large area, but it was not until he became associated with the Louisville Real Estate Development Corporation that he began to expand into sections of the country far from home.

His first contact with the firm came, appropriately enough, in Williams county where he assisted in the sale of the Throne Addition to Pioneer shortly before the outbreak of the First World War. From his work there, he was hired by D. C. Clark, president of the Louisville firm, to assist in a subdivision sale at Milan, Mich.

"I did very little auctioneering at that sale," he said, "handling the gavel for just a short time. After the auction was over, Mr. Clark asked me how much I wanted for my work. I told him I would take what he would give me."

Mr. Clark then proceeded to write a check for \$50, the largest sum of money Ralph had ever received for an auction up to that time Ralph didn't think that it was proper to take so much money for the little work he did, so he tore up the check. Mr. Clark, thinking he had underpaid him, asked Ralph to fill in the check.

"I made it out for \$35," he added, "and won the respect of Mr. Clark from that minute." After that, the Colonel came to handle more and more of the firms land sales, disposing of sub-divisions in many states.

The biggest sale in which he ever participated was at Camp Taylor near Louisville, which sold for a total of \$1,800,000 shortly after the end of World War 1.

In that sale, the firm disposed of buildings, furnishings, real estate, supplies and everything else for \$1,800,000. The government had planned to



COL. RALPH DRAKE

sell it to a New York firm for something less than \$1 million, lock stock and barrel, but the real estate company convinced the War Department that an auction would net more money.

The group of auctioneers had to put up a bond of \$100,000 for performance of the contract, which included one provision for spending \$25,000 for advertising in such places as Philadelphia, Chicago, New York, Toledo, Detroit and other large cities, as well as in Louisville.

There were 2,200 parcels of land in the sale, ranging in size from 50 foot lots to a 65 acre tract.

The second largest sale in which Ralph has taken part is the one at Camp Lee in Virginia, which sold for 750,000 shortly after the Camp Taylor sale. When Camp Lee was sold, there was no real estate involved accounting for the smaller income from the sale.

Prior to his affiliation with the Kentucky firm, Ralph devoted some time to farming. However with the development of the subdivision sales, he de-

voted all his time to auctioneering. It is strange that in all his years in Williams county, the Colonel never has owned a tractor which he operated himself.

Finding land for subdividing is one of the most difficult parts of selling real estate. Three things are necessary. You must find the right land, owned by a person willing to sell and located in or adjacent to a community that is thriving.

When Ralph undertook his own subdivision work, he would get on a train and ride to a town. Then he would get off, hire a horse and scout the countryside. After finding the right kind of land, not necessarily in the first town and buy a local paper. A look at the sale page would tell him in an instant if the town was dead or alive.

If there were many pieces of land offered for sale, he would forget the town and go on to another. A great number of sales indicate that people are not confident of the success of the town. Also, a look at the business houses would show if they were all open or several closed.

When a healthy town, having right land at the right price and a willing owner can be found, the next step is to win the confidence of the people. This calls for a great deal of advertising in the paper and other personal contacts to show residents that the auctioneer is sincere.

(Continued on Next Page)

DISPLAY ADVERTISING RATES

One Page	\$35.00
One-half Page	18.00
Quarter Page	10.00
Column Inch	2.00

5% discount allowed for one year's contract for one quarter page or more per month. All display advertising strictly cash with order, except for rated concerns.

Prices for special engraving or artwork quoted on request.

CLASSIFIED ADS

RATES: 5 cents per word. Minimum ad 50 cents. All advertising strictly cash with order.

County Auctioneer—

(Continued from Page 11)

Another important factor is in preparing the site. The lots have to be well marked, fence rows cleared, the entire area mown so that it looks presentable. After all the work is done, the sale is held. In such sales, Ralph has made goodly sums and he has lost. Several times, he has come out ahead just by the skin of his teeth. Once, he lost \$3,500 in an afternoon. But he has won more often than not.

Part of the fault there, he explained, lay in the fact that the subdivision had not been properly prepared for sale. The property was not cleaned up and the stakes were not well driven. It is details such as this, he pointed out, that make the difference between a successful sale and a failure.

One of the penalties of subdivision sales is the intense loneliness accompanying the job. Ralph estimated that he has spent nearly as many nights in hotels and trains as he had spent at home.

All the land which he bought for subdividing, he sold as soon as possible. According to Ralph, "If the local people don't want the land, I certainly am not going to hang on to it."

One of the largest real estate sales he ever conducted was in Syracuse county, Kans. There, he sold 9,600 acres.

In Williams county, he has sold more real estate and conducted more sales than any other auctioneer. Eight separate subdivisions in Montpelier have been sold under his gavel.

After the bank holiday in 1933, Ralph sold for the U. S. Comptroller of Currency, disposing of the poor assets of national banks. His territory included this section of Ohio as well as Maryland, Virginia, parts of Michigan, Indiana, Illinois, Wisconsin and Minnesota. During that time, he was working with the Ben Temple Auction Company of Richmond, Va.

The largest jump that Ralph ever took in his auctioneering was from Sutton, Neb., to Glenco, a suburb of Baltimore. The distance between the two points is about 1,500 miles.

He estimates that the number of miles traveled with horses in his early career would be enough to take him around the world.

Ralph had been auctioneering for several years before his brother, Ray, joined him. The two worked together for many years until Ray's death in 1948. For the past several years, Earl Snyder, Ralph's son-in-law, has been doing an increasing amount of the

work.

One of Ralph's most famous recent enterprise's is the Auto Auction just north of town. There, he operates the company in partnership with Basil Jenkins and Fay Woodruff. The auction is for car dealers and draws automobiles from many surrounding states.

Before Ralph ever accepts a bid at a sale, he spends time describing the articles and convincing the audience of his sincerity. After that, half the battle is over and he will be assured of a good sale. There's much more to auctioneering than merely talking fast, he pointed out.

The sales talk before a real estate auction is especially important, he declared, for the land is there to stay. Anyone selling that commodity must be sincere in his desire to sell otherwise it wouldn't be on the market.

He puts the clincher to the sale by pointing out that if anyone leaves saying that the property sold too low, then he has only himself to blame for not bidding on it.

The 19 states in which Ralph has conducted auctions are: Florida, Virginia, Alabama, Maryland, Pennsylvania, West Virginia, Ohio, Kentucky, Tennessee, Michigan, Indiana, Illinois, Wisconsin, Minnesota, South Dakota, Nebraska, Kansas, Missouri, Texas and the District of Columbia.

Ralph's raspy voice is well known in The Leader-Enterprise office, where many of his sale bills are printed. His manner is always friendly and he'll call "Hello boy," or "Hello girl," clear across the street if he sees someone he knows.

After all, you never can tell but what that "hello" may mean a \$500 auction sale some day in the future.

HONORARY MEMBER

Mrs. Ferguson, wife of the late Col. J. Albert Ferguson, Grand Forks, N. D., was made an honorary member of the National Auctioneers Association recently. She attended the 1950 convention as a guest of the association and everyone was happy to see her again with her ready smile and her extremely pleasant disposition. It brought back to all of us the memory of Col. Ferguson and of our great loss at his death.

Col. Ferguson sold a lady's compact at the charity sale held in connection with the Sioux City convention. Mrs. C. B. Drake bought the compact there

for \$16.50 and had never used it yet. She sent it to Roanoke with the suggestion that it be sold at the convention and that the money be put into the J. Albert Ferguson memorial fund.

The compact was presented to the group by John W. Rhodes and was auctioned off in regular session by Col. Jack Gordon. After a few preliminaries Col. Gordon got the bidding started at \$10.00 and then soon cried, "Sold for \$50.00 to Jack Gordon and Bill McCracken." After these two gentlemen had paid for their purchase they opened it up and looked at the mirror on the inside of the lid. It is presumed they each decided their faces were too far gone to be repaired with a kit like that for Col. Gordon rose to the point of attention and announced that they had decided to present the compact to Mrs. Ferguson, which they did at the night session. There was a round of applause from the auctioneers at the announcement of their thoughtfulness. It becomes now a treasure to Mrs. Ferguson, for not long after he had sold it in Sioux City he was called to his reward.

The \$50.00 was the beginning of a fund in his memory to be used, when it grows larger, in the advancement of the auction profession.

It's Vibrator Too



Sheila Jackson, an attractive Chicago model, demonstrates for National Patent Council this unique machine that has many uses, according to the inventor. Its primary use is as a sander to smooth hardwood floors. Extra equipment includes a vibrator for massaging muscles or milady's wishbone. It is a Dremel product.

To My Auctioneer Friends...

I am still in a position to assist most of you in getting a New or Late Model Car through my Auction which is held Every Monday at 2900 North Oakland Ave.

Decatur Auto Auction Company

C. B. DRAKE, Owner

Box 308 - - - Decatur, Illinois
Telephones 5512 3-4222 Res. 2-6352

MEMBER AND PRESIDENT OF NATIONAL AUTO AUCTION PROTECTIVE
ASSOCIATION

Alternate Pathways—

(Continued from Page Ten)

dispensable to it as the rewarding of the energetic and efficient.

Few people realize how delicately balanced is our American business machinery—how narrow are the margins between success and failure.

I am associated with a group of a half-dozen wholesale groceries which have been in operation for more than fifty years and which have the reputation of being successful. Would it surprise you to know that our average profit over that fifty-year period is slightly less than 1% of the total amount of our sales—less than 10¢ per 100 pounds of merchandise delivered by our wagons and our trucks.

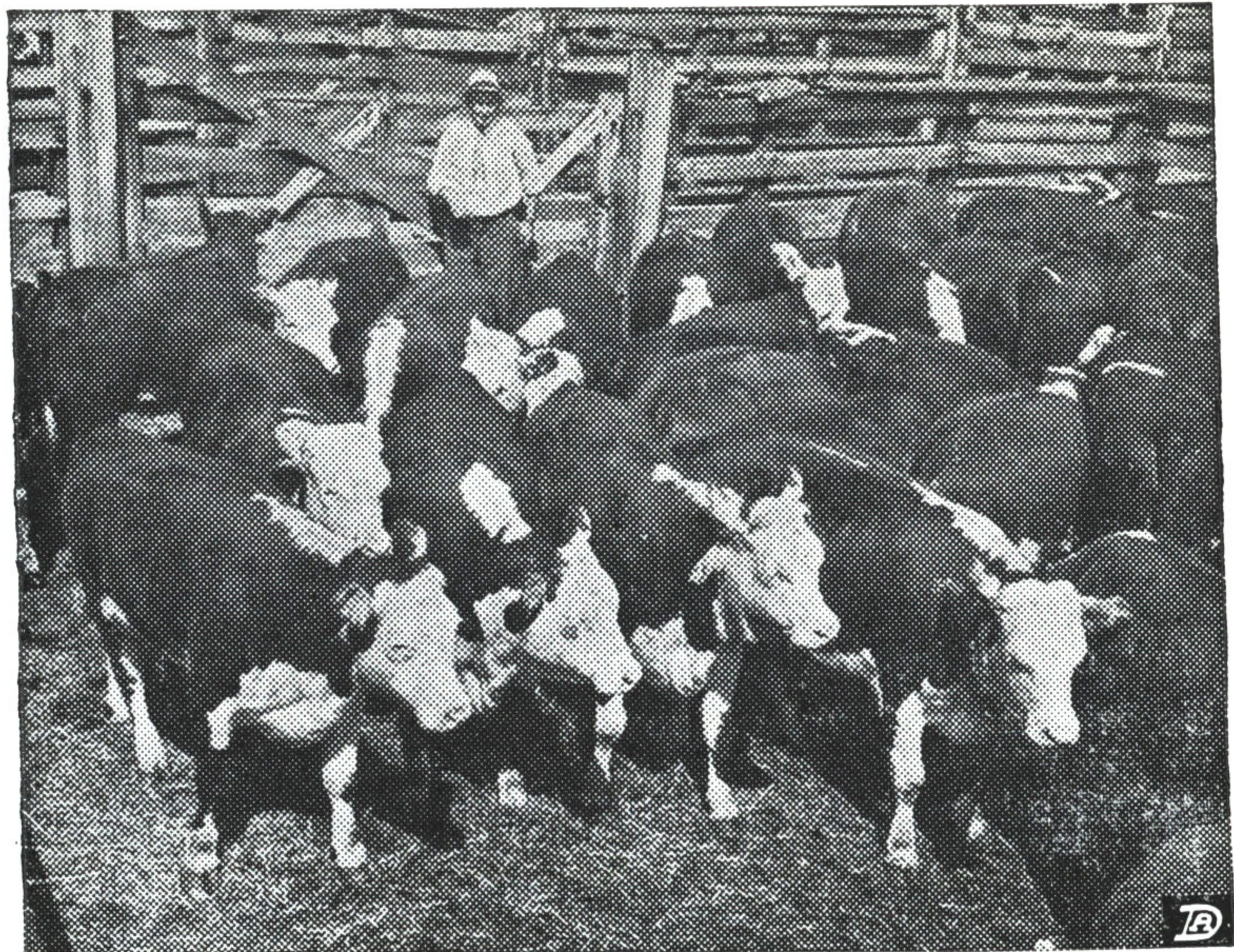
Perhaps it won't surprise you because you may have noticed that the great A & P chain groceries make a profit of only 1½%. It's that 1% or 1½% that is the indispensable attribute of success.

I have been in business something over 35 years and I have seen many firms who were only 99% efficient gradually dry up and blow away—nothing spectacular, no suicides or defaults or anguished creditors—just a quiet stepping aside, a going to work for the other fellow or operations on a more modest scale. Today's tendency is to give the 99 percenters an RFC loan—to use tax funds to make up the difference, tax funds deducted from the already narrow margins of the successful.

The economic future of the United States is a race between the progressive forces seeking to raise the national income and the slow strangulation of taxation. Perhaps I shouldn't say "slow" strangulation because the rate of taxation is so alarmingly rapid. Part of this increase is because many individuals, organizations, localities, states (and even some Chambers of Commerce who should certainly know better) evince little hesitation in putting on pressure to get government handouts for things they would never buy with their own money. They should be ashamed; they should apologize to the future generations whose birthright they are destroying.

You can have only as much socialism as capitalism can pay for and we have already passed the effective limit. It is likewise obvious that we have more politicians in congress and in government than we have statesmen, and politicians are notoriously unwilling to cut down on government jobs or government spending. Like J. Wellington Wim-

Third Generation To Same Market



Three generations of a family have marketed their livestock at the same terminal for more than a half a century, setting an outstanding mark for sustained consistency. H. L. Bass of Red Oak, Ia., shown above in cattle sales pen, was on the Chicago market recently with 59 Hereford heifers which were sold for him and his son, Gordon. "We have found through long experience," commented Bass, "that our stock receives the best of attention at the Chicago market. My father, J. A. Bass, now 95, began coming to the Chicago yard back in the nineties. I have followed in his practice since 1912 which, in itself, is a long period of time. My son, Gordon, who incidentally fed these heifers, now markets here with me, the third generation in our family to do so." Sales weight of the heifers shown in picture was 29,020 pounds, which represented less than three per cent shrink from the home weight when the cattle left Red Oak, a distance of 443 miles from Chicago.

py, they say, "Let's you and him economize."

So I think that it is safe to predict a movement to create the illusion that debt is a good thing—that government spending creates currents that sweep up upward into a vortex of great and continuing prosperity. They can make this sound very fine and convincing. The only trouble is that the left-wingers can't find any economist or financier of reputation who will agree with them (I'm sure that Mr. Keyserling doesn't agree with them) and they are forced to rely on the kept-economist of doubtful reputation who will, on order, grind our specious reasoning to support any desired objective.

Francis Truslow, president of the New York Curb Exchange, recently said: "The same policies which whet the thirst for security debase the money in which that security is measured."

A government that is always borrowing is morally insolvent and moral bankrupts becomes financial bankrupts.

Our government has become frankly predatory. It is stealing the savings of the thrifty. A government bond costing \$750,000 in 1939 has shrunk to a true

worth of \$594,000. If you bought one, you are out 20% of your principal and 100% of your interest. Are the bonds being sold in the current drive being made safer?

I wouldn't care to be in the shoes of any politician who countenances deficit spending when the 80,000,000 holders of life insurance policies finally wake up to the fact that the value of these policies has been depreciated by about 40%. The savings provided through the thrift and self-denial of these good people for the needs of their old age and for the protection of their families now no longer adequate for the purpose—betrayed by the very man who talked about security and aid for the helpless but whose real purpose was to win the votes of the 'have-not' group. Lenin was right when he said, "The way to destroy the capitalistic society is to debauch the currency."

Yes, we have some basic moral and spiritual questions to solve before we can with any certainty be sure of our pathway to economic progress. I recognize no effective alternative pathway.

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Alternate Pathways—

(Continued from Page Fourteen)

The path to the left leads into the mire.

Does anyone believe that a socialist commonwealth can do without coercion and compulsion? Look at England, for so many centuries the strong bulwark of individual freedom. England today, by law, may jail a man who refuses to work at the job assigned to him under the unemployment system! Is that freedom? Is that happiness? Here in America, can a member of the United Mine Workers rightly be called free labor?

No, gentlemen—we don't make progress that way, not through compulsion. As Ludwig von Mises points out:

"The abolition of slavery and bondage is to be attributed neither to the teachings of theologians and moralists nor to the generosity of the masters."

Slave labor disappeared because it could not stand the competition of free labor. Its unprofitability sealed its doom in the market economy.

A great new world of glittering promise lies just over the horizon. Shall we push the horizons back even as Columbus or shall we retreat and huddle

together in the fancied security of the welfare state? Do we want the high adventure and challenging variety of competitive endeavor, or do we prefer the drab, uninterrupted routing of socialism? Merely to live is an unworthy goal.

Those who speak of a middle-way—with limited control and limited freedom—just don't know the facts of life. There is no middle way—freedom and fetters just don't go together. It may not be going too far to say that today's planners of the welfare state are the inadvertent architects of the total state.

Our most pressing job is to sell America and its free institutions back to the American people. The strength of America is the strength of free men and the initiative and aspirations of free men. True freedom is political power divided into small fragments. Let's keep it that way. Monopoly is bad whether practiced by business, by labor, or by government.

Today many men seem to be trying to make a religion of government and of economic relations. The Communists have gone furthest in this direction. Religion is of God and should embody perfection. Our economic system is of

man—four million separate enterprises, four million centers of initiative, four million places where innovations are made and tested, 60 million employed persons — and being human, must necessarily be imperfect.

Don't let anyone tell you that we haven't made and aren't making great strides toward improvement. Let no one make the mistake of assuming that because there are imperfections and occasional injustices, our economic system is enfeebled and destined for failure. The future still belongs to those who accomplish the most for humanity and that "most" is invariably accomplished under the incentives of private capitalism and freedom of enterprise.

Let no one make the mistake of trying to compare our human, and therefore imperfect, system with some theoretically perfect system of socialism because such a system does not and cannot exist.

Rousseau said, "Democracy is made for Angels." That may be stretching it a little far, but by now we should know that if we are to successfully maintain a democracy, consecrated citizenship and a spirit of self-dedication are required.

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SOMETHING for NOTHING RARELY has VALUE

Liquidating Estates From Coast to Coast

Auctioneer B. G. Coats Appraiser

490 Bath Ave., —:— Phone 6-3599
Long Branch, N. J.

Member— "National Auctioneers Association"
"New Jersey State Society of Auctioneers"

Alternate Pathways—

(Continued from Page Fifteen)

This country must be saved spiritually before it can be saved materially.

The secret of Democracy's survival to date is the intuitive ability of people to detect an honest man. We still have such men. There is nothing wrong with this country that can't be cured through good administration by competent and qualified men devoted to the principles of freedom and fair play.

We have a tough battle ahead; we know what we are fighting against; but do we all know what we are fighting for?

There is a great need for men capable of bold thinking. There is a great need for men capable of grasping large concepts. This is a time for heroic citizenship.

Man desperately wants to know and be in on the truth. Truth may be on our side but many are wavering or unconvinced because we who believe in individual freedom have not yet articulated a ringing message, full of truth and content, appealing to the imagination, firing the will.

If the times in which we are now living do not bring a fuller understanding of our great traditions and an almost Messianic desire to affirm them, we are not worthy of our heritage.

Americanism is a political system but it is even more an economic concept that has permitted the genius of man to function. Because it was so full of "self"—self-reliance, self advancement, self responsibility—it has developed into the most unselfish economy the world has ever known.

We all believe in progress, but mere **change** is not progress and anything the politicians and self-styled liberals do to thwart the **enterprise** that is the dynamo of Americanism and to make individuals **dependent** instead of **independent** will be a blunder that is worse than a crime. The indications are that we are going to make a blunder—my only doubt is as to the degree. Today our American enterprise system stands in the prisoner's dock on trial for its life!

Whether or not we succeed with our job of world leadership, whether or not communism is shortly to become the dominating force in the world, depends in large measure upon the degree to which we undertake to supplant our traditional American way of life with some new concept, and the degree to which we lessen our influence in the world by **betraying** our **ideals** at home. The one sacrifice which will avail us nothing is the pouring out of the blood

of individual freedom on the dreary altar of Karl Marx.

No man's performance exceeds his belief in himself. No nation's performance exceeds its belief in itself. DeMontesquieu in the Spirit of Law said:

"The deterioration of every government begins with the decay of the principles on which it was founded."

Is there real deterioration of the basic principles of the American way of life? Are we sickening of a vague disease? Are we being taken for a ride? Will a single **welfare state** supplant our four million centers of initiative? Have we lost the **WILL** to be **FREE**?

Those are big questions upon which the fate of future generations depends, but you don't have to look overseas or to Washington for the answers, for the answers are already in your own heart as a typical American of superior attachments.

Do you value security more than freedom? Do you believe in federal aid for education? Do you believe in socialized medicine? Pensions for all persons over 60 regardless of need? Compulsory retirement at age 60? Do you believe in limiting the farmer's right to plant? These are not, in themselves, evil or reprehensible ends but they symbolize a type of thought. If the answer is "yes," then you yourself are, perhaps unconsciously, helping the continuing drift to the left and a continuing retreat before the forces of Communism. If the answer is "no," then you

may expect some rough times ahead, trials and problems and uncertainties (for there will always be uncertainties in a dynamic civilization), but mixed with that you will have a occasional taste of swelling exultant rapturous feeling that comes with truly glorious achievement—**AND YOU WILL CONTINUE TO LIVE AS A FREE MAN?**

We meet today in academic surroundings almost unrivalled in America, but it is no mere academic question that we are discussing. Your future will not be a happy one unless we find a proper answer. I am reminded of those lines from John Donne's "Meditations:"

"Any man's death diminishes me, because I am involved in mankind.

"And therefore do not send to know for whom the bell tolls

"It tolls for thee."

A young Auctioneer was called to serve his country in the late war and was assigned to the Navy. He reported to the commanding officer of a battleship for duty. The captain was gruff and sized the Auctioneer up with anything but a friendly air. "Well," he said, "I suppose as usual they have sent the fool of the family to sea."

"Oh, no," the Auctioneer quickly responded, "they've changed all that since your time, sir."

If we find it easy to misconstrue the actions of others—it's usually because we dislike them.

S O R R Y

To have missed the National Convention. Being in the hospital at Rochester, Minnesota was the cause of my absence. I was with you in spirit and want to take this means of congratulating the new Officers and Directors, and pledging my continued 100% support and cooperation.

HUGH E. MCGUIRE

McGuire Auction Co. :— Holstein, Iowa

From The Mailbox

July 11, 1950, Albert Lea, Minn.

The Auctioneer
LeGrand, Iowa
Dear Sir:

I am enclosing a check for \$2.00 for subscription to "The Auctioneer." We have read with interest the copies sent us and very glad to see space Minnesota had in the June issue.

I took some snapshots at the Minnesota Convention, held June 23rd and 24th at St. Peter, and am enclosing the best one I took, as I am an amateur. I thought possibly you might be interested in it for your magazine.



The driver of the "Rambler" which was auctioned, is Col. Russell Davis, of St. Peter, president. The women are: in front, Mrs. C. V. Beck, East Grand Forks, Minn., in the rear seat from left to right: Mrs. Vrom Meier, Alpha, Minn., and Mrs. K. Mueder, Renville, Minn.

We all were taken for tours of the city before the banquet although these women were the only ones to go in the "Rambler."

I am quite sure Mrs Garth Meier of Jackson, Minn., is in the rear seat of the car also, although the picture does not show her.

The wives who attended the convention were given a "royal" welcome and those who wished to go out attended a country style breakfast at beautiful Camp Norseland on Saturday morning.

The convention was very well planned and thought out and all the women there hoped more wives would be encouraged to come another year.

My husband is an auctioneer and we have a sale barn in Albert Lea and he took part in the selling of the Auction at St. Peter to benefit Camp Norseland.

Will be glad to get "The Auctioneer" every month and you can address it to Col. Ames.

Sincerely,
Mrs. Harold Ames

Princeton, Minn.
July 9, 1950

Dear Col. Rhodes,

As I was reading the paper today, I saw something that makes me wonder, as all us Auctioneers in Minnesota are required to be licensed and bonded, to be able to cry a sale in Minnesota and that our licenses are no good in Wisconsin or other states.

When some big shot has a sale they bring in Auctioneers from Wisconsin to sell it.

Now it is my opinion that we have some very good Auctioneers in our own state that could cry any sale that comes their way and do just as good a job as any auctioneers from Wisconsin or any other state. I also know that there are Minnesota Auctioneers

who go out of the state and sell large sales, but when an ordinary farmer has a farm sale in another state and has an auctioneer from some other state to sell it some one tries to stop the sale, as it has happened to me. Now, I may be all wrong in my thinking but I sure would like some other Colonel's view point of it.

Now don't get the idea that I am mad that I was not one of the Auctioneers crying this sale, as I know I am not well-known enough as yet to be called upon to cry at this type of sale.

I also would like to have you send The Auctioneer to Col. Vern Passage, 969 42nd Ave. NE, Columbia Heights, Minnesota. Thank you.

Yours truly,
Col. Al Wilhelm

Edwardsville, Ill.
August 1, 1950

Dear Friend John:

I have put off writing this for over a week, but I guess if Walter's part of "The Auctioneer" isn't left blank, I better take over this job as well as the others.

We arrived home from Roanoke in fine shape but tired of course. We are both very happy about the trip, the convention and that 'southern hospitality'. I was so elated and excited over the aspects of our Ass'n. that I just nearly burst with pride and joy. We just couldn't have held our convention in a more beautiful part of our grand and glorious U. S. A. I don't believe I have ever seen such magnificent beauty. I just wonder if we will ever get through talking about it. We had the old Kodak along and was fortunate in getting several nice pictures. We didn't go back by the way of the "Sky Line Drive" and the "Turn Pike" highway but doubled back on part of our route. I'm glad we did for we saw a lot of things that we had missed going out. Went up into Ohio and down on route 50. We were in five different states, not counting Illinois and believe it or not but all our expenses from Home to Home were less than \$150. I don't see how we could ever spend another \$150 for a trip of 1,300 miles so full of beauty and wonderment. We would see houses built on the side of a mountain and with no apparent road to be seen and we would say to each other "How in the world did they get that lumber up there to build a house. Beautiful water falls coming from no-where it seemed, then the beautiful cattle (Herefords, Angus, Shorthorn and Guernseys), crops and farm homes in that beautiful Shenandoah Valley.

The beautiful mansions in Kentucky

From The Mailbox . . .

(Continued from Page Seventeen)

and West Virginia, completely surrounded by rock fences or white board fences and a lot of them made famous by outstanding race horses and saddle horses.

Beautiful rivers that have found a way to crawl through those mountains and by so doing have provided a way for mile after mile of highways.

We visited cities and towns made famous by one way or another; Charleston, W. Va., Louisville, Ky., and Lexington, Kentucky and several others. We would both liked to have seen more of that country but business was waiting. Now we have hopes (the state of Illinois) that everyone that was in attendance in Roanoke, Col. Moss from New Mexico, Col. Brunsell from Wisconsin, Colonels from every where will give us the extreme pleasure of being with us in Decatur, Ill., July, 1950. Yes, Col. Rhodes you may come also but please bring Mrs. and those two nice daughters of yours. Our state meeting will be Sept. 2-3 in Alton, Illinois, but I will write you about that later.

With best regards,

Mr. and Mrs. Walter Holford

Roanoke, Virginia
July 27, 1950

Col. John W. Rhodes
LeGrand, Iowa
Dear Col. Rhodes:

All of the people here in Virginia interested in helping medically-indigent crippled children desire to write you a personal letter of thanks for the unusual consideration that you gave us while attending the National Auctioneer's Association conference in Roanoke.

It was a genuine pleasure to have you in Roanoke, and to know that crippled children were being helped by your conference and professional interest.

The Society cleared \$2113.60, and this will enable us to give additional help to crippled children who were not otherwise cared for in our regular budget.

With every personal greeting and thanking you from everyone in Virginia, I am

Very sincerely yours,
Walter C. Chapman
Executive Director



Show Your National Association Emblem

Beautiful Gold-Filled Pins showing the exact replica of the above emblem are available now at a price of only \$2.50 each. This emblem stands for all that is best in auctioneering. ORDER TODAY and wear it with pride.

National Auctioneers Assn.

101 So. Jefferson St., —:— Roanoke 11, Virginia

Former Clerk, Sheriff, Sleuth, Dies At Age 67

NEW MONMOUTH — George H. Roberts, former Monmouth county sheriff, county clerk and chief county investigator, died yesterday at his home, off Wilson avenue, here, at the age of 67. He had been in poor health several years.

A prominent Democrat in county political ranks, Mr. Roberts had conducted a private detective agency and employment agency since his retirement as county investigator in 1945.

He died in the homestead his great-grandfather, the late Thomas Roberts, pioneer of Monmouth county, erected in 1828. The former sheriff had occupied the dwelling since 1888.

Born in Brooklyn, son of Henry C. and Francis M. Hendrickson Roberts, he was a graduate of Keyport high school, at the age of 15, and later received a certificate from the Jones National School of Auctioneering at Chicago, Ill. His life included many occupations among which were farming, soldiering, real estate and politics.

At 20, he was night ferry-master at the Central Railroad of New Jersey depot at Liberty street, New York. At 21, he joined the Army, serving in the United States and Philippines until his discharge in 1907. He had been first sergeant of Company I, Twelfth U. S. infantry, in the Philippines, reported-

ly the youngest first sergeant in service at the time.

He worked several years on a 640-acre Kansas farm owned by John W. Phillips but left the range when the owner died and heirs acquired the vast lands. As an auctioneer, he once reported, he had officiated at 1,300 sales of farms, farm machinery, cattle, town property and real estate generally.

In 1932 he was appointed undersheriff by the late Sheriff Howard Height and in three years, he once estimated, he conducted 1,700 sheriff's sales.

Named Sheriff in 1935

He was elected to succeed Mr. Height in 1935, the lone Democrat to win among county contests that year.

Mr. Roberts resigned as sheriff in 1938 to accept appointment as county clerk, succeeding Joseph McDermott, who had died. The new clerk was succeeded as sheriff by Mr. Height. Both had been nominated by then Gov. A. Harry Moore.

Mr. Roberts, seeking election as county clerk later in 1938, was defeated by Raymond L. Wyckoff. The following year Mr. Roberts was as unsuccessful aspirant for the county board of freeholders. He was frequent-

(Continued on Page Nineteen)

We Were There . . .

Following is a list of those who registered for the convention. This is probably not 100 per cent perfect for we no doubt missed some.

Col. and Mrs. Wm. McCracken and daughter, 820 W. Essex, Kirkwood, Mo.; Mrs. C. M. Wilson, Marion, Ohio; Col. and Mrs. Guy Pettit, Bloomfield, Iowa; Col. Eli Holcomb, Roanoke, Va.; Col. and Mrs. Adolph Zicht, Norfolk, Neb.; Col. Ray Hudson, Marrisonville, Ill.; Col. and Mrs. Watson Van Sciver, Burlington, N. C.; Col. Fred Frost, Newark Valley, N. Y.; Col. and Mrs. Henry F. Wilber, Bronson, Mich.; Col. J. Robert Hood, 7 Public Sq. Lawrenceburg, Tenn.; Col. John F. Culler, McConnellsburg, Pa.; Col. and Mrs. Theo. H. Holland, Ottumwa, Iowa; Col. and Mrs. Clifton Suydam, Fairview, Ill.; Col. John R. Potts, North Branch, N. J.

Col. Herbert Van Pelt, Whitehouse Station, N. J.; Col. Wm. R. Guthrie, R.D. 1, Glen Mills, Pa.; Col. and Mrs. Wendell Ritchie, Marathon, Iowa; Col. C. B. Drake, P.O. Box 308, Decatur, Ill.; Col. Wm. Lockridge, Rt. 3, Staunton, Va.; Col. and Mrs. Bert Vogeler, Franklin Grove, Ill.; Col. Stanley Wasielewski, St. Louis, Mo.; Col. and Mrs. Carl W. Hopkins, Lynchburg, Va.; Col. Charles Schoew, Lynchburg, Va.; Col. Dale Beck, Noblesville, Ind.; Col. R. C. Foland, Noblesville, Ind.; Col. and Mrs. Robt. L. Post, Box 622, Clarks-ville, Pa.; Col. C. J. Leiby, 1541 N.

Former Clerk . . .

(Continued from Page Eighteen)

ly mentioned as a possible candidate for the state senate and assembly.

Mr. Roberts was appointed chief county investigator in 1939 and served until 1945. In 1942 he was designated chairman of the war price and rationing board at Red Bank, retiring after several months service because of the press of other duties as county detective and with his own recently organized private detective agency. Prior to his appointment to the rationing board he served briefly with Rufus C. Finch, Rumson, as head of the Monmouth county tire rationing authority.

The former sheriff was married in 1909 to the former Emma H. Allen. He is survived by a son, Norman H. Roberts, with whom he lived, and a sister, Mrs. James E. Griggs, New Monmouth, and two grandchildren.

Arrangements are in charge of the Scott funeral home, Belford.

19th St., Allentown, Pa.; Col. F. W. Sparrow, Washington, N. C.

Col. A. T. Baldree, Wilson, N. C.; Col. and Mrs. James E. Liechty, Berne, Ind.; Col. and Mrs. Hubert S. Post, 395 Duncan Ave., Washington, Pa.; Col. and Mrs. Fred S. Ramsay, Madison, Tenn.; Col. and Mrs. Q. R. Chaffee, Towanda, Pa.; Col. D. L. Donnell, Oak Ridge, N. C.; Col. Ray Austin, 221 N. Chestnut St., Jefferson, Ohio; Col. H. H. Terry, Monterey, Va.; Col. Sam Lyons, Saltsburg, Pa.; Col. Earnest E. Young, Anaheim, Calif.; Col. and Mrs. Carl Setterberg, Burlington, Iowa; Col. George Wilson, R.D. 2, Media, Pa.; Col. Babe Brunsell, Evansville, Wis.; Col. and Mrs. Walter Holford, Edwardsville, Ill.; Col. and Mrs. Homer Pollock, Delphos, Ohio; Col. Henry Rasmussen, St. Paul, Neb.; Col. D. Frank Crim, Roanoke, Va.; Col. and Mrs. Laird Glover, Rt. 5, Crawfordsville, Ind.; Col. and Mrs. Charles F. Smith, Rt. 1, Butler, Pa.; Col. W. O. Donnell, Oak Ridge, N. C.; Col. H. D. Bruce, Rt. 3, Greer, S. C.; Col. Paul F. Bockelman, Sioux City, Iowa; Col. and Mrs. Jack Gordon, Chicago, Ill.; Col. Russell Davis, St. Peter, Minn.; Col. and Mrs. J. G. Sheets, Roanoke, Va.; Col. and Mrs. Foster G. Sheets, Roanoke, Va.;

Col. and Mrs. Garland Sheets, Roanoke, Va.; Mrs. J. Albert Ferguson, 523 Walnut St., Grand Forks, N. D.; Col. and Mrs. B. G. Coats, Long Branch, N. J.; Col. and Mrs. John Pfarr, Jr., Richmond, Ohio; Col. Paul R. Leitz, Cyota, Minn.; Col. T. B. Palmer, West Jefferson, N. C.; Col. Wayne R. Posten, Stroudsburg, Pa., and niece, Mrs. Lorraine Rochell; Col. Dennis L. Moss, 1216 Calhoun St., Clovis, New Mex.; Col. D. R. Whitaker, 118 Washington St., High Point, N. C.; Col. and Mrs. Lee Pillsbury, Bethlehem, Pa.; Col. Tom D. Berry, West Newton, Pa.; Col. Claude Wilson, Wilmington, Ohio; Col. H. W. Sigrist, Fort Wayne, Ind.; Col. H. B. Mushrush, 122 Frost St., Franklin, Pa.; Col. and Mrs. Woodrow Roth, 539 Elm St., Emmaus, Pa.; Col. and Mrs. John W. Rhodes, LeGrand, Iowa;

Col. G. W. Meador, Roanoke, Va.; Col. Ashton Clark, Winston Salem, N. C.; Col. S. M. Francis, Roanoke, Va.; Col. C. H. Vernon, Marion, Va.; Col. J. E. Neikirk, New Castle, Va.; Col. Odell Williams, 118 W. Washington St., High Point, N. C.; Col. Robert Mendenhall, 118 W. Washington St., High Point, N. C.

KIWANIS CLUB TOLD HOW WILLS ARE BEST MADE

**Times-Republican
Marshalltown, Iowa**

About the most intelligent thing any person can do while he's living which will reflect his intelligence after death is the making of his will.

That thought was brought to members of Kiwanis Wednesday by Clyde H. Doolittle, vice president and trust officer of the Iowa-Des Moines National bank, speaker for the day.

Advice That Helps

Doolittle told Kiwanis members that what he had to say regarding wills was something that a person would never get from his lawyer or his banker.

"Only the individual can plan his will so that it will best benefit his survivors," Doolittle declared, warning against making what is known among lawyers and others as a "vacation will."

A man who spends his lifetime building up an estate for the benefit of his survivors and who hasn't the forethought to take enough time to devise a will of future worth is a person difficult to understand, the speaker said.

"The wise thing for a person to do is to think out the terms of his will all by himself but in terms that won't make either he or his survivors appear ridiculous after his death," Doolittle pointed out.

Choice Of Executor

A will should be planned so that the executor has leeway to continue operations of the estate in accordance with the changing times. And the executor chosen for the job should be a person or persons who will step in and handle your business exactly as you would have handled it had you continued living, Doolittle said.

He denounced the idea of a man restricting his wife's future through terms of a will. "Give your wife credit for having enough sense to do what is right. She had the good sense to marry you, didn't she?" Doolittle asked.

A doctor who was superintendent of the Sunday school asked: "Willie, what must we do in order to get to heaven?"

"We must die," said Willie.

"Yes," replies the doctor, "but what must we do before we die?"

"We must get sick and send for you."

Notes On National Convention

Thursday, July 13, 1950

Morning Meeting

The meeting was called to order at 9:45 by the president, Col. Foster Sheets. Everyone stood and sang "God Bless America." Invocation by Col. J. Robert Hood. The Hon. A. R. Minton, Mayor of the City of Roanoke, gave a welcoming address. He spoke of the development of Roanoke and its future development in the way of schools, hospitals, library, health center, etc. Greetings from Mr. B. F. Moomaw, Executive Director of the Roanoke Chamber of Commerce. He gave statistics and a brief summary of the history of Roanoke.

In 1880 the population was 669 in 1950 it is 91,070. Roanoke has 240 independent enterprises and 13 utilities. A welcoming address was given by Col. C. B. Hopkins, president of the Virginia Real Estate Auction Association, Inc.,—host to the convention. The first speaker of the day was Col. R. C. Foland, president of the Indiana Auctioneers Association, who spoke on "The General Auction Plan" or "Pure-Bred Auction Method."

Col. Foland said that he believed all property should be sold at absolute auction and explained the difference between the two types of sales—private and at auction. Col. Foland spent five years trying out various types of sales with different types of reservations. He stated that a person who conducts auction sales must be sold on the auction method of selling. He gave some of the arguments he used in obtaining auction sales (1) Sure sale. You want to know you are going to sell. Private system is unsure. (2) Sale can be made at the time you desire to sell. (3) Highest price can be secured. He further stated that the "auction method is the greatest way of selling real estate." At the end of his address there was a very lengthy discussion on whether or not an auctioneer should use by-bids or by-bidding.

Nearly everyone was of the general opinion that by-bidding should not be done and should not be encouraged. After this discussion period, each member present was asked to stand, give his name and the state he was from. The following states were represented: Iowa, Ohio, Pennsylvania, Michigan, Tennessee, Illinois, Virginia, Indiana, Nebraska, New Jersey, Missouri, North Carolina, South Carolina, New Mexico, North Dakota, Minnesota, Wisconsin, California, and New York, nineteen in all. The meeting was then adjourned

for lunch.

Afternoon Meeting

The meeting was called to order at 1:30 by the president. Recognition of past presidents: Cols. B. G. Coats, William F. McCracken and Jack Gordon. Address by Mr. Ralph Repass, General Counsel for the Virginia Real Estate Auction Association, Inc. He spoke on laws in the State of Virginia pertaining to the auction profession and told of the trouble the Virginia Real Estate Auction Association had had in regard to zoning ordinances passed by planning boards in different counties. Excerpts from his speech, as follows:

"The reasons why we are here are to improve our positions and to further the objectives of this national association."—"I think that every man in here realizes that we must progress with progress."—"You are selling a service that is indispensable, and we might as well consider it on that basis." Discussion period. Questions asked Mr. Repass:

Col. Bockelman: "Do you have an examining board in Virginia, or just what is the procedure?"

Mr. Repass: "We file an application with the board in Richmond testifying as to the character, etc, of the applicant, and after due consideration, if approved, the permit is issued."

Col. Brockelman: "Do they have a strict examination?"

Mr. Repass: "Not too strict."

Col. Gordon: "Do you have a reciprocal arrangement with other states?"

Mr. Repass: "That depends, largely. You must be approved in order to get licenses. I am not too familiar as to whether a man from Tennessee can come into Virginia and conduct his business—one sale at a time—but I am of the opinion that any state which recognizes this board—if a state recognizes our board, we recognize theirs. But that is sale by sale rather than to go there and locate permanently."

Col. Bowers: "Do you know how many planning boards you have in the State of Virginia?"

Mr. Repass: "I do not know at this time just how many we have. Some of them have gone into it in a big way—it is like a fire breaking out."

Col. Bowers: "Do you know how many states in the union have planning commissions?"

Mr. Repass: "I do not."

Col. Drake: "Do you have a written examination as we do in Illinois?"

Mr. Repass: (Turns to Col. Garland Sheets who answers question). "Yes, sir, for brokers and salesmen."

Col. Gordon: "Do you issue any complimentary permits?"

Mr. Repass: "For Saturday I think you all have one."

Col. Pettit: "To sell at auction do you have to make an application for an auctioneer's license in the State of Virginia?"

Mr. Repass: "An auctioneer has a different states in Virginia than an estate salesman, and there is a statute that deals with the sale of jewelry, antiques, etc. It is my opinion that if you carry a broker's license you are entitled to apply for an auctioneer's license also."

Col. Pettit: "I am informed that you could not sell in some states unless you have been a resident of that state for six months. Is that true here?"

Mr. Repass: "I do not believe so."

Col. Bockelman: "I think you have answered the last question I was going to ask. I know from experience that most states do not have that restriction. In Minnesota I could not go and conduct a sale without being a resident of that state. Also Florida. I think we should establish a uniform national law to protect auctioneers."

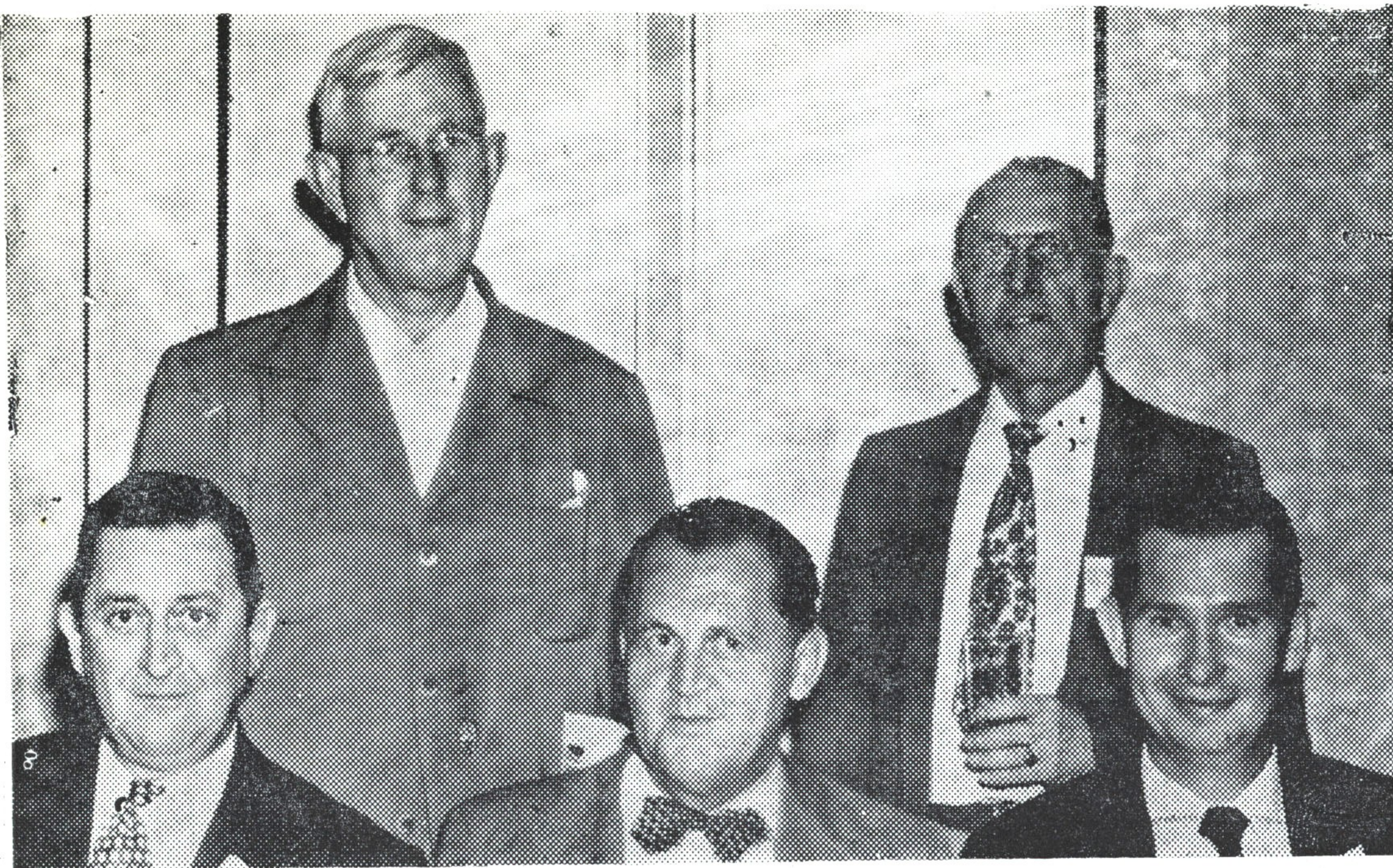
Col. Brunsell: "Speaking as the only man from Wisconsin, is the national organization doing anything to set up a state organization out there?"

Mr. Repass: "I do not know." Col. Drake answers question: "The life of our national is definitely dependent upon our state organizations. I am sure that any of the officers and directors anywhere near Wisconsin would be glad to cooperate."

Col. B. G. Coats was appointed Convention Chairman by the president. Address by Col. H. W. Sigrist of Fort Wayne, Ind., publisher of a book entitled "The Art of Selling Real Estate at Auction." Excerpts from his talk, as follows: "In the first place, I contend that the fundamental principals of selling, let it be at private sale or public outcry, are based upon the one word 'confidence.'—"As far as picking bids out of the air, the ultimate job that you are there to do is to finish the job, and I say that your first duty is to the man for whom you are making the sale. He is the fellow who is going to pay you the commission. The second thing is that before you make that sale you have to have a contract, either verbal or written, with the man whose property you are going to sell, or with his representative. So this is the sum-up! First, conduct yourself so that you will

(Continued on Page Twenty-One)

Auctioneers Gather At Roanoke



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Auctioneers attending their 5th annual national convention here included (front row) Carl Hopkins of Lynchburg, president of the Virginia Association; B. G. Coats of Long Branch, N. J.; a past national president; John W. Rhodes of Legrand, Iowa; and (back row) Stanley Wasielewski of St. Louis and Frank Grim of Roanoke.

Convention Notes . . .

(Continued from Page Twenty)

enjoy the confidence of the public. Second, if he isn't so sure that he wants to sell his property without strings attached, then do not take the sale. Third, if you can look a man in the eye and say that you are going to sell the property regardless of what it brings, it makes the sale so much easier."

Address by Col. Henry Rasmussen of St. Paul, Nebraska, who spoke on behalf of the president of the Nebraska Association of Auctioneers, Col. Jim Webb, who was unable to be present.

Col. Webb and Col. Ernie Weller had made reservations for the convention but at the last minute found they could not attend. Col. Rasmussen gave a report on the Nebraska Association of Auctioneers, as follows:

Received a letter in May, 1949, from Columbus, Nebraska, saying they were going to organize a state association. Called another meeting in June. Did not set up permanent organization until September. Have approximately 87 members from the eastern and central parts of Nebraska. They are holding their annual meeting on the 13th of this August. Have sent out letters to 200

diferent auctioneers asking them to join their association.

Col. Rasmussen then read a letter from Roy Tucker, president of the National Livestock Association, telling about the livestock auction market. Ten-minute recess. Col. Coats announced that the State of Minnesota had voted to affiliate with the National Association and were coming in with 72 members, that the State of Ohio had affiliated with approximately 80 members, and that Nebraska would be recognized with about 85 members.

Address by Col. Guy L. Pettit of Iowa. Excerpts from his speech, as follows: "The livestock auction business in America amounts to ten billion dollars annually."—"The auction business is a big business, and I think it is destined to get bigger as time goes on." It was announced that there would be a meeting of the Board of Directors at 9:00 p. m.

Col. Herbert Van Pelt of New Jersey spoke on behalf of the president of the New Jersey State Society of Auctioneers who could not be present. He said they were having a meeting the first week in August and a deep-sea fishing expedition was scheduled. Invited anyone at the convention who was in that vicinity to come to their meet-

ing. The meeting was adjourned at 5:00.

A reception was given by the Virginia Real Estate Auction Association in the Railroad Room of Hotel Roanoke at 8:00 for all members and their guests. Several pictures were made. The meeting of the Board of Directors was held at 9:00, and any member desiring to attend this meeting was invited to do so.

Friday, July 14, 1950

Morning Meeting

The meeting was called to order at 9:30 by the president. Col. B. G. Coats then took over as convention chairman. Address by Col. Paul Bockelman who talked on "Sub-divisions." He spoke on the way to sub-divide property and the necessary things to be done before a sale such as streets, utilities, shrubbery, staking and numbering lots, etc. He told of the advantages of selling lots by the front feet and said that he reserved the right not to sell a lot by giving the person who had the top bid a one-dollar bill—if he thought the price was not in keeping with the value of the property. He talked about giving prizes at his sales. This address was followed by a very lengthy discussion period.

Address by Col. C. B. Drake of Deca-

(Continued on Page Twenty-Two)

Convention Notes—

(Continued from Page 21)

tur, Ill., who outlined the history of the organization and named its past presidents: Col. "Bud" Cutter, 1946; Col. Jack Gordon, 1947; Col. William F. McCracken, 1948; Col. B. G. Coats, 1949; Col. J. A. Ferguson, 1950, upon whose death Col. Foster Sheets took over the office.

Col. Drake in his talk explained about the special meeting of officers and directors which was held in Pittsburgh, August 14, 1949. He explained how the committee appointed then to work out a solution to the then existing problems of the organization did all they could to bring about unity among all people. After having used every possible means of reconciliation known, Col. Drake then told that it was necessary to re-organize and thus the National Auctioneers Association was brought into being. Col. Drake asked that everyone stand behind the N. A. A. Discussion period.

Afternoon Meeting

The meeting was called to order at 1:30 by the president. Address by Col. Q. R. Chaffee, past president of the Pennsylvania Auction Association. Excerpts from his speech, as follows: "An auctioneer's business is built up and based upon the confidence and integrity of the individual."—"The business will grow and expand only to the extent that it produces men that the public can trust." Address by Col. Clyde Wilson of Marion, Ohio, who spoke on selling furniture at auction. Talk by Col. Jack Gordon whose topic was "Questions and Answers." Some of the questions asked and his answers, as follows:

Question: "Who, in your opinion, is a successful auctioneer?"

Answer: "I will answer that in two parts. First, a successful auctioneer, in my opinion, is one that makes more money than his wife can spend. Second, a successful auctioneer is one who has established a reputation for fair and honest dealings, both with his clients and auction buyers, because when you have established this reputation you cannot help but be a successful auctioneer due to the fact that clients would be more than happy to have you handle their business."

Question: "Must one be a specialist?"

Answer: "In my humble opinion, a capable, experienced auctioneer should be able to sell anything anywhere under all circumstances."

Question: "Is it necessary to chant?"

Answer: "Definitely, no. I do not

think it is necessary."

Question: "How do you handle hecklers?"

Answer: "It requires tact and diplomacy."

Question: "How would you sell the items at a farm sale off the hay rack?"

Answer: "I do not know."

Question: "If you were asked 'Who bid?' how do you handle that situation?"

Answer: "Well, I generally say, humorously: 'I don't want to stop the sale right now but will be more than happy to introduce you to the party after the sale.' Other answers, also. Bidder may not want his name disclosed."

Question: "What was the oddest sale you have conducted?"

Answer: "Have conducted sales of some very unusual articles, but the oddest was sale of a mausoleum."

Question: "Should an auctioneer deceive his buying audience by misrepresenting an article he has for sale?"

Answer: "There are two types of deception, one innocent and one harmful."

He then auctioned off a small box after saying that what it contained was neither edible nor ornamental, that children cried for it and grown-ups sometimes begged for it, that it would not deteriorate, and that if you were going somewhere by car, bus, train or plane and lacked what was in that box you wouldn't be able to get there. Col. H. D. Bruce of Greenville, S. C., bought the box for \$5.00, and Col. M. C. Bowers of Elizabethton, Tennessee, also bought one at the same price. However, Col. Gordon disqualified their bids when he told what was in the box—a Lincoln penny.

Report by the president on what had happened at the convention thus far for the benefit of those who were late in arriving. Address by Mr. Moss A. Plunkett, attorney, of Roanoke. His subject: "An Outsider Looking In." Excerpts from his speech, as follows: "The perfect sale is one where two people go away pleased—the one who sells and the one who buys." Introduction of Mr. Dick Quick, president of the Roanoke Real Estate Board.

Address by Col. B. G. Coats, on "Integrity." He stated that there are twenty-three auction schools. Address by Col. John W. Rhodes, editor of "The Auctioneer," who talked on how he got into the auction profession and the benefits he had derived from being a member of the National Auctioneers Association. He stated that "no transaction is a success unless it works out to the good of both the buyer and the seller."

Talk by Mr. Dick Quick. The meeting was adjourned at 5:30. At 7:00 the

Grand Banquet was held in the Ballroom of the Hotel Roanoke. Mr. A. S. Rachal, Secretary of the Roanoke Chamber of Commerce, introduced the guest speaker, Mr. Clem D. Johnston, Director of the United States Chamber of Commerce. His talk was followed by entertainment. Several pictures were taken, one of all the women who were present.

Saturday, July 15, 1950

Morning Meeting

The meeting was called to order at 9:00 by the convention chairman, Col. B. G. Coats. A motion was made by Col. Clifton Suydan of Illinois that at the 1951 convention registration begin Thursday evening with night session and full two-day meeting—Thursday evening through Friday and Saturday. The motion was seconded and carried.

Discussion of site of 1951 convention. Col. Young asked that a more central locality be considered, such as St. Louis or Omaha. Col. McCracken suggested that the convention be held in Decatur, Ill.—the home of Col. Drake. Col. Wasielewski of St. Louis stated that he was in favor of having it there (Decatur). Col. Rasmussen of Nebraska said that Col. Jim Webb, president of the Nebraska Association, suggested Denver as an excellent place for the next convention. Would like to have it at Grand Island, Nebraska, if Decatur couldn't have it. Col. Russell Davis of Minnesota asked for the 1952 convention in Minnesota. Col. Davis made the motion that the 1951 convention be held in Decatur, Ill., Col. Pettit seconded the motion. Motion voted on and was carried. The 1951 convention will be held at Decatur, Illinois, beginning Thursday evening, the 12th, and continuing through Saturday, the 14th, of July.

The floor was then open for the election of officers and directors. It was stated that in addition to the officers that four directors were to be elected—three for a period of three years and one for a period of one year. The president explained that according to the new By-Laws past presidents automatically become board members. Therefore, Col. McCracken was a board member by virtue of being a past president, and the one year left of his elected term had to be filled. The directors whose three-year terms were expiring were Cols. Drake, Hood and Judy. The floor was then open for nominations for president. Col. Bowers of Tennessee nominated Col. Paul Bockelman. Col. Drake made the motion that Col. Foster Sheets be nominated to carry on as president until July, 1951, as he had only been in office

(Continued on Next Page)

Convention Notes—

(Continued from Page 22)

for six months and was entitled to a full term. Col. Bowers then said that he did not know about this complication and, under these conditions, thought it might be well to withdraw his nomination of Col. Bockelman. Col. Drake's motion was seconded by Col. Holland. The nominations were then closed, and Col. Foster Sheets was elected president by a unanimous vote. The floor was then open for First Vice President. Col. Gordon nominated Col. Paul Bockelman. The nomination was seconded, and a motion was made and seconded that the nominations be closed. Col. Bockelman was elected First Vice President by a unanimous vote. The floor was then open for nominations for Second Vice President. Col. Clyde Wilson was nominated. The nomination was seconded, and it was then moved and seconded that the nominations be closed. Col. Wilson was elected Second Vice President by a unanimous vote. The floor was then open for nominations for Secretary. Col. Garland Sheets was nominated. The nomination was seconded, and it was then moved and seconded that the nominations be closed. Col. Sheets was elected Secretary by a unanimous vote. The floor was then open for nominations for Treasurer. Col. Walter Holford was nominated. The nomination was seconded, and it was then moved and seconded that the nominations be closed. Col. Holford was elected Treasurer by a unanimous vote. The floor was then open for nominations for the one-year director. Col. Russell Davis of Minnesota was duly elected a director for one year. The floor was then open for nominations for the three three-year directors. The following were nominated: Col. Sigrist of Indiana, Col. Berry of Pennsylvania, Col. Drake of Illinois, Col. Wilber of Michigan. Col. C. B. Drake was elected with 44 votes; Col. H. W. Sigrist was elected with 44 votes; Col. Tom Berry was elected with 45 votes. Treasurer's Report: Book was started September 19, 1949. Deposits since that time: \$1,442.00. Disbursements: \$1,145.87. Check written the day before for \$30.00 to the Roanoke Chamber of Commerce.

Secretary's Report: Appointed temporary secretary the 14th of August, 1949. Unable to secure records of former organization. Received approximately 240 new members (some came in through state organizations and might have been members before,) and 30 to 35 renewals. At this meeting the

State of Pennsylvania came in with 48 members and the State of Nebraska with 87 members.

Complete new membership of around 350 to 400. None of old members delinquent. Everyone's dues will be due the first of September with the exception of names received since first of September, 1949. No books on auctioneering are available at this time. Some publishers said they would be in the near future. An extemporaneous talk by Col. R. C. Foland.

Col. Lee Pillsbury of Pennsylvania suggested that certain changes be made in the By-Laws pertaining to the dues. It was moved and seconded that a committee be appointed to study the Constitution and By-Laws. Col. Coats suggested that someone make a motion suggesting that the secretary write a letter to the president of the Virginia Real Estate Auction Association expressing the National Association's appreciation of their wonderful hospitality. Col. Drake made such a motion. Motion was seconded and carried. Col. Drake also made a motion that the Sheets Brothers and their secretaries be given a vote of thanks for their work. Motion seconded and carried. Editor's Report: The ed and carried. Editor's Report: The paper will have sixteen pages for the next two issues, anyway. Almost \$500.00 owed on paper. Contract drawn up for him to put out the paper for the next three years with an option for two years. The Association is to pay for the actual putting out of the paper, and when it shows a profit he is to receive one-half of the profits and the Association the other half. Asked the members to the convention.

Also asked them to send in more articles, letters, advertising, etc. to the paper. A compact which was sold to Mr. Drake at the convention last year by the late Col. J. Albert Ferguson was donated by her to be sold for funds for the "J. Albert Ferguson Memorial Fund." It was auctioned off and bought for \$50.00 by Col. McCracken, then donated by him to Mrs. Ferguson (to be given to her at the banquet that night). Col. Drake presented a "spinner file" to the secretary. Accepted by Col. Garland Sheets who stated that a letter would be written to Mrs. Drake thanking her for fixing it up and putting in so much time and work on it.

Judge recipients of awards. Col. John Rhodes received the permanent award for the most outstanding auctioneer—third year in succession he has received it which entitled him to keep it.

Youngest auctioneer: Col. Lockridge of Virginia. Oldest auctioneer: Col. Foland of Indiana. Auctioneer traveling

greatest distance to convention. Col. Dennis Moss who traveled 1800 miles from New Mexico. State having largest delegation present: Pennsylvania. The meeting was then adjourned.

Saturday, July 15, 1950

Afternoon Meeting

The Charity Auction sale began at 1:00, the first thirty minutes of which was broadcast. Some of the articles sold, as follows: Map of Texas, \$10.00; autographed ball Boston Red Sox, \$10.00; package from Lady Esther, \$7.00; etching of the White House from President and Mrs. Truman, \$50.00; bicycle, \$31.00; goat, \$3.00; 100 baby chicks, \$7.50; lapel pin from Ruth Hussey, \$5.00; autographed picture from Dorothy Lamour, \$7.50; autographed records from Paul Whitman, \$6.00; stars worn by Gen. Marshall, \$21.00; package from Gen. Eisenhower, \$50.00; ukulele from Arthur Godfrey, \$100.00; 1950 Ford, \$1,650.00; 1950 Pontiac, \$2,335.00; 1936 Pontiac, \$350.00; frigidaire, \$225.00. The net proceeds from the sale of \$2,113.00 to go to the Virginia Society for Crippled Children and Adults.

Hotel Roanoke

Banquet in the Ballroom at 7:00 at which time the new officers and directors were installed, installation of the "J. Albert Ferguson Class" was made, and the awards were presented. Mrs. Ferguson was given an honorary membership card and was presented a compact. Entertainment followed. After brief comments from some of the members, the 1950 convention was brought to a close.

What's a public servant? Wouldn't you say that a public servant is one who gives service to the public? That's the way the National Auctioneers Association looks at its responsibilities. Yes, we believe that public service means service to our membership and our profession. In order to fill this basic belief in service, we are constantly planning and building to meet your demands. To give you better service means new members and the more members we have the better we can serve you.

"I'm glad you children are not disturbing daddy while he has his nap."

"Shhh, mom, we're waiting for his cigarette to burn down to his fingers."

B. G. COATS

LIQUIDATING ESTATES

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Auction Sale Dates

Shorthorn Sale Dates

Sept. 19 — Southwestern Indiana Shorthorn Breeders' Show & Sale, Washington, Ind. — H. W. Walker, Sale Mgr., 904 E. Maple Road, Indianapolis 5, Ind.

Sept. 20 — Hunsecker-Cooper Sale, Willowdale Stock Farm, Broken Arrow, Okla.

Sept. 21. — Minnesota Shorthorn Breeders' Ass'n. Sale, Marshall, Minn. Norman T. Findahl, Sale Mgr., Waterville, Minn.

Sept. 22 — Southwest Iowa Shorthorn Breeders' Show and Sale. Red Oak. Iowa—Malcolm Lomas, Sale Mgr., Red Oak, Iowa.

Sept. 23 — Hawkeye Downs Polled Shorthorn Sale, Cedar Rapids, Iowa. Earl S. Girton, Sale Mgr., Marshalltown, Iowa.

Sept. 27 — National Polled Shorthorn and National Shorthorn Sale, Memphis, Tenn.

Sept. 29 — West Central Illinois Shorthorn Breeders' Ass'n., Princeton, Ill. Don Longley, Sale Mgr., 16 S. Locust St., Aurora, Ill.

HEREFORD

Sept. 20 — Davis Hereford Farms, Cameron, Mo.

Sept. 20 — J. A. Stovall, New Sharon, Iowa.

Sept. 21 — J. H. Pullman, Sidney, Ia.

Sept. 21 — Hereford Heaven Assn., Ardmore, Okla.

Sept. 22 — Clifford Bell, Jr., Est., Pulaski, Ia.

Sept. 23 — Southwest Minnesota Hereford Assn., Marshall, Minn.

Sept. 25 — Elmac Hill Ranch, Gaylord, Mich.

Sept. 27 — Four State Hereford Sale, Joplin, Mo.

Sept. 28 — Longview Farms, Lee's Summit, Mo.

Sept. 29 — Victor Johnson & Son, Altamont, S. D.

Sept. 29 — Homestead Stock Farm and Loren Burr, Lone Tree, Ia.

Sept. 30 — Harwood Hereford Farm, Ionia, Mich.

Sept. 30 — Clark Lamport, Britton, S. D.

Sept. 30 — Wiese Bros., Donahue, Ia.

Sept. 30 — H. S. Haller, Philippi, W. Va.

ANGUS

Sept. 20 — Annual Fall Sale, Central Illinois Aberdeen-Angus Breeders, Congerville, Ill. Simon E. Lantz, Secretary, Congerville, Ill.

Sept. 21 — Jesse Hagler, Bloomingburg, Ohio.

Sept. 21 — Rich Mar Farm, Richard A. Graves, Owner, Georgetown, Ill.

Sept. 22 — Southwestern Wisconsin Angus Sale, Bloomington, Wis. J. C. Perrin, Sec'y., Bloomington, Wis.

Sept. 23 — J. V. Hampton Sale, San Angelo, Texas.

Sept. 23 — Harrison County Aberdeen Angus Breeders Association Sale, Eagleville, Mo., Harry R. Sheets, Sale Mgr., Eagleville, Mo.

Sept. 23 — Cornbelt Aberdeen-Angus Breeders' Calf Sale, Piper City, Ill.

Sept. 23 — Springwood Farms' Sale, Springfield, Ohio, L. C. Aleshire, Springfield, Ohio.

Sept. 25 — "Bandolier Review" Sale at Great Oaks Farms, Rochester, Mich.

Sept. 26 — Raona-Grand River "Breed Builders" Sale at Raona Farms, Williamston, Mich.

Sept. 27 — Michigan Aberdeen-Angus Breeders' Association Show and Sale, East Lansing, Mich.

Sept. 29 — Northeast Missouri Aberdeen-Angus Sale, Memphis, Mo. W. R. Dierks, Sec'y., Memphis, Mo.

Sept. 30 — Niagara Frontier Invitation Sale at Ess Kay Farm, East Aurora, New York. Myron Pangburn, Sale Mgr., East Aurora, New York.

Sept. 30 — Minnesota Aberdeen-Angus Breeders' Sale, Montevideo, Minn. Clement C. Chase, Secretary, Pipestone, Minn.

SUPER FUND PLAN

Editorial appearing in Knoxville, Tenn., Journal, May 31, 1950

There has been some talk around here about setting up a super fund, one to combine and consolidate every big, whopping drive. The Community money-raising campaign ordinarily held in the course of a year into one, Chest, the Red Cross, Cancer and Infantile Paralysis campaigns, under this plan, would all be merged to establish a super-dooper community campaign.

This would mean an over-all allotment committee, one to say just how much each organization should receive; one fund-raising group; and one combined bureaucracy to make collections, keep records and so on.

The super-fund idea is relatively new. It got its start in Detroit and has been adopted by a few other cities. Off hand, it appeals to a considerable number of people, especially after they have had three or four solicitations in a period of weeks. It also would have an appeal for those hapless civic-minded persons whose services are enlisted for almost every money drive in the community.

However, the disadvantages of such a consolidated campaign for all kinds of agencies seem to us to be about as apparent as the advantages which are first off claimed by supporters of the proposed change.

In the first place, a great body of informed opinion holds that one big combined campaign will not raise the total of money that four or five separate drives will yield. Diffusion of appeal and, lack of special interest on the part of workers, but mainly, the human traits of the average giver, are suggested reasons. The average giver, this opinion holds, will turn loose of only a certain maximum amount of money at any one time, whether the number of organizations included in the package is twelve or thirty.

The second objection to the group plan is the same one all of us have heard a thousand times in reference to the Community Chest. A giver will be moved to give to most of the agencies included, but perhaps some one of them is his pet peeve. His interest in the whole is dulled by reason of his objection to a single part. Adding to the number of causes represented, forcing the giver to support all or none, would contribute to the smaller total suggested above.

Another argument advanced for several individual campaigns is that there are some by-products of public education which a consolidated campaign could not provide. The fact that cancer is held curable if detected in its early stages is now thoroughly publicized. It became so in the course of thousands of cancer fund campaigns. This is a typical example.

Finally, it is reasoned that since the American public has, generally speaking, contributed increased amounts every year to all individual campaigns by national organizations, as well as Community Chests, the public must approve of the methods which have been in use.

The Knoxville Journal is not crusading either for the plan of individual campaigns previously used or for the super fund idea. We prefer the present method, candidly, because it provides the giver a greater opportunity to put his money where he wants to, free from the dictation of some super-committee. With regimentation on the increase almost everywhere one looks, it seems to us that when it comes to charity, the citizen might be well given a little choice.

Two partners were interviewing applicants for a job as private secretary. One female bombshell had excellent references, but the partners did not enthruse after she waddled out. "I don't think she'll do," said one. "In the first place there's too much of her." His partner added: "That goes for the second place, too!"

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street
But I missed my house by 15 feet.
Next week I got a great big laundry
bill
All on account of some little black pill.
From now on I'm gonna stay at home
And leave those auctioneers alone.
If there's anything wrong, don't blame
me
Cause this is exactly the way Mr. J. G.
Sheets tole it to me.

Read From Scroll

Written and delivered by Joe Grant,
Master of Ceremonies

Now this ain't been so long ago
Just how long I don't know
I got tired o stayin so broke
I decided I would move to Roanoke.
I lit in town on a July afternoon
An I didn't get here a minute too soon
I had already spent all uh my money
I was so doggone hongry it wasn't even
funny.
I stood on a corner for a little while
Along come a man wid a great big
smile
He sez to me "How do you feel?
You looks like you could use a meal."
I sez "Can you tell me where I can
find sump'n tc eat
And rest my po achin feet?"
He sez to me "Now don't you fret
The Auctioneers Association is your
best bet."
Well, I lost no time after dat invitation
So's I headed for the place widout a
hesitation
Now de rest o dis story is plain to see
Zactly what has happen to me.
Well, I walk in de room with de bes
intentions
To my surprise dey wuz havin a
convention
I could hardly move aroun cause de
room was so full
All uh dem auctioneers "shootin de
bull."
Some was talkin bout dis and dat
Others was talkin bout ladies hats
Some was talkin bout bees and honey
But most everybody dere was talkin
bout money.
I thought I'd be welcome with a
friendly greetin
But I landed in de middle of a red hot
meetin!
I couldn't figger out what it was all
about
Til Col. Foster Sheets got up wid a
shout
"As president of dis organization
I'd like to make an observation
That all past presidents and presidents
too
Don't ever have to pay any more dues."
To which Col. Bockelman quickly
replied
"Col. Wilson and me are satisfied
But all this money talk is makin me
sick
Let's drop the subject and talk
politics."
Col. Holford said "Now hold on there
I don't think that—that is fair
Wese come here for some business
transactions

An I means what I sez when I wants to
see action
You know wese come here wid one
intention
To raise enuff money to pay for dis
convention."
Col. Gordon say "I must be off
Col. Pettit and me are gonna play golf
Don't come to me singin de blues
It takes all I can make and scrape to
pay my dues."
Col. Coats say "Omma man uh meagre
means
I aint as rich as I seems
I propose we all go strictly Dutch
Cause the whole thing's costin me too
much."
"Now there's a proposal that sounds
mighty good"
Up spoke Col. Robert Hood
"In order to get here I had to break
some rules
I had to auction off all uh my mules."
Col. McCracken said "me and Col.
Drake
Knows exactly some uh de chances you
had to take
Where we got de money we aint gonna
say
But a couple uh back door deals is de
reason we're here today."
Col. Garland Sheets say "I got sump'n
to say
Here de reason I'm here today
Being secretary's bout got me broke
I'd never made dis convention if it
hadn't been in Roanoke."
Col. Rhodes say "Who's dis I see?"
An ever one of dem look at me
I tell you right now it was plain to see
Dat I was in de wrong localitee.
Col. Weller say "Omma hit you wid my
fist
For breakin in on us like dis."
I sez "Now, I aint trying to cast no
reflection
But I was sent in dis direction
I was also told dat I would meet
Somebody dat would gimme sumpn to
eat
But since I been here I aint hungry no
mo
An if yaw'll uh turn me loose
I'd be glad to go."
Col. Sayer say "He can't leave here
sick
Get some medicine and get it quick."
Col. Taylor gimme sumpn made by
Sharpe & Dhome
And told me to head fo home.
To go real fast and take de shortest
way
And by all means don't delay
Well, I ran out de room and down de

Watch Scramble

You have no doubt all heard of the calf scramble featured at many county fairs where a group of boys and calves are turned loose in a corral together and the boy that catches a calf and leads him out is awarded the calf. There is always more boys than calves and they have an awful tussle before it is over. Well in Roanoke at the convention we had a scramble but rather than a calf we used a watch. There were more auctioneers than watches and it was an awful melee until it was finally settled.

It all started very peacefully as Col. Coats announced from the speaker's stand that he had a 17-jewel wrist watch which he would like to have sold at auction to the men present and the money received for it was to go into the treasury of the National Auctioneers Association. He called on the most enthusiastic auctioneer there to come forward and sell the watch, Col. Stanley Wasielewski of St. Louis, Mo. Col. Stanley (his last name is too hard to write again) took the watch and before he got warmed up he had sold it to Col. Paul Bockelman, Sioux City, Ia., for the sum of \$31. Col. Bockelman then asked Stanley to sell it again with the idea that each man just paid the amount he raised the bid and the man who had the last bid when the time was called would own the watch.

Col. Stanley then got down in earnest and was all over the house selling, collecting and razzing the boys as he went. Col. Clyde Wilson, Bucyrus, Ohio, and Col. Garland Sheets, Roanoke, Va., helped him collect but no one felt it was necessary to help him call bids.

The next man said 32 and paid his dollar and was forgotten immediately for another bid 33 and paid another dollar, then a rich Colonel from down south said \$35 and shelled out \$2, all at once. Then for a period there were \$5 bids (I think the real estate auctioneers started this) and by that time Col. Stanley was really singing a tune. The doors to the room were becoming jammed with people who wondered just who was being murdered without the help of the police and then Jack Gordon, Chicago, Ill., bid \$200.00 and the bidding closed. He had raised the bid from \$183 and paid the difference. Col. Gordon accepted the watch and then very graciously presented it to Mrs. Saunders who worked so faithfully throughout the convention keeping a record of the events. Mrs. Saunders evidently liked to hear Col. Stan-

ley work for she immediately gave the watch to him with the request that he sell it again and the money still go into the treasury of the N.A.A.

He sold it once more and this time it was at regular auction and it went to Garland Sheets for \$25.00. He felt he needed a watch to be able to get all the work of secretary done on time so that was the end of the watch scramble.

When it was all counted up there were \$109 plus the \$25.00 Col. Sheets paid. That is proof positive that it was a scramble and that Col. Stanley Wasielewski can sell faster than three men can collect and he did it easy too.

Then as though that was not enough, Col. Russell Davis of St. Peter, Minn., presented a cane to the association to be sold to bolster the treasury. It was a beautiful cane which I think he said was made in Mexico. It sold for \$30.00 but there was a tie bid between Col. Davis and Col. A. T. Badree, Block Creek, N. C., so the bid was opened again between those two men and Col. Baldree was the successful bidder at \$35.00. Again when the count was made it was discovered that Col. Stanley was \$3 ahead of the collectors as they gathered in only \$32.

This was a source of lots of fun, everyone got in on it and the treasury was given a shot in the arm. It just goes to show what a group of auctioneers can do with a watch and a cane.

THREE NEW LIFE MEMBERS

At the annual directors meeting held July 13 at Roanoke the directors voted unanimously to award three life memberships in the National Auctioneer's association. These memberships were given because the work done by the three recipients was above what could normally be expected of anyone. The memberships, when purchased outright, cost \$100.00 each.

The awards were given to Paul Bockelman, Sioux City, Iowa., Foster G. Sheets, Roanoke, Va., Garland E. Sheets, Roanoke, Va.

The award was made to Col. Bockelman because in addition to his untiring efforts to promote the Sioux City

convention in 1949, he dug deep into his own pocket and cheerfully made up the deficiency created by the convention. (Incidentally that amounted to more than two life memberships.

The Sheets brothers were given life memberships because they took office at a very critical period in the history of the N.A.A. and with nothing to work with but faith and hope, have brought the association to the lace where it is commanding the respect of auctioneers everywhere.

To each of these three men it was a small token of appreciation for a big job well done. Each of the three were happy to receive such an award though for each it would have been cheaper to have bought the membership. These three men have a better idea of the possibilities than some auctioneers, that's why to them these life memberships are something they will treasure all their lives.

PROFESSIONAL CARDS

\$6.00

\$6.00

\$6.00

\$6.00

WHO'S WHAT AND WHY

Improvement of the Auctioneering Profession and the National Auctioneers Association is every Auctioneer's responsibility.

Never before has there been such wide acceptance of that fact as indicated by the large attendance and the spirit of cooperation at our national convention held in Roanoke, Virginia, July 13, 14, 15. Never has so many Auctioneers in all parts of the country joined so unanimously in testifying to it by explaining their plans for making their profession and their Association better. They came by plane, by train, by bus and in their own cars. From twenty-two states they came. The results in new and renewed enthusiasm and interest should and will be evident for years to come as the National Auctioneers Association and the Auctioneering Profession scales new heights.

Every member is proud of the constructive accomplishments and the large attendance, yet it remains for the individual Auctioneer to take unto himself his full share of responsibility for improvement of our Association and of our profession. Others may guide and direct, but you Colonel must shoulder the load. No one else can do it for you. No two or three Auctioneers or 200 or 300 Auctioneers can make the Association and the Auctioneering profession appreciably better, working alone. That is why it was so gratifying to see so many Auctioneers join in a common effort in behalf of their Association and their profession, and your humble servants look ahead to the day when every state will join forces.

The Auctioneer who is content to merely take things as they come, assume a selfish attitude, shirk his duty to his fellow Auctioneers. He is content to ride along on their coat tails, doing nothing to make his profession better and making no effort to create a better Association. He affords a perfect example of the fellow who goes through life content to "let George do it."

Happily this number is few. Else the National Auctioneers Association would not have grown so great. But until every Auctioneer everywhere assumes his individual responsibility there is room for improvement. General Auctioneering improvement and organization improvement begins at

home with each individual Auctioneer, and stays at home. It continues always, as does promotion of organization, as an individual matter. As each Auctioneer succeeds, so does the entire Auctioneering profession. As he fails, his loss is felt through all the Auctioneers, but if he will associate himself with National Auctioneers Association that is striving for his betterment the chances are he will not fail.

The years 1950-51 points to greater progress than ever before, greater constructive progress. The National Auctioneers Association is fortunate in being and guided by a group of unselfish Officers that give freely of their time and at great personal sacrifice so that you Colonel may reap the benefits of their efforts, so that we may all be honored by belonging to a profession that is rapidly taking its place at the top, so that we may all improve our business and help the other fellow to improve his, so that by united effort we can achieve many objectives never before attempted in the history of the Auctioneering profession. These will be accomplished through organization.

The National Auctioneers Association points the way to tomorrow's progress. Under the leadership of our President Col. Foster G. Sheets, and his capable staff of Officers we can all look forward to our greatest conclave at Decatur, Illinois, in 1951. If you know of some Auctioneer that is not a member, speak to him now and we will increase our membership to a staggering number if you will remember WHO'S WHAT and WHY., and accept your responsibility.

B. G. COATS

As an Auctioneer hold yourself responsible for a higher standard than anybody else expects of you. Never excuse yourself. Never pity yourself. Be a hard master to yourself and be lenient to everybody else.

GOOD GROWTH SHOWN IN 1950

There were 240 new members added to the National Auctioneer's Association from Jan. 1, 1950, until the Roanoke convention. That is a sizeable increase and we feel proud of the gain but it is small to the number that can be added in the next year. There are now 240 more men who will contact other auctioneers asking them to become affiliated with a wide awake National Association.

Auctioneers are super salesmen so this is a test of your ability. If you are unable to sell anyone else a membership in the N.A.A. in the next year it might be wise for you to look for some sort of side-line that you can fall back on, for as sure as the world your ability must be limited. It is a very worthwhile item you are selling and at a bargain price—JUST \$10.00 for a year's subscription. Our slogan should be EVERY MEMBER GET A MEMBER.

A young Auctioneer was conducting a sale for a farmer and the prices were not what the farmer expected. After the farmer had made it rather embarrassing for the Auctioneer, he left the auction stand and the old farmer approached him and said, "When I was your age I was working for five dollars a week in a store, and at the end of five years I owned the store."

"You can't do that nowadays," replied the Auctioneer, "they have cash registers." The sale was continued.

Never allow caution to become the substitute for courage. Many Auctioneers not knowing by experience that "things can't be done," gets up and does them.

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The Watermelon Parade . . .

Last Friday, past midnight, after an enjoyable half-hour in Suite 424 in the Roanoke Hotel occupied by our genial host and president, Foster G. Sheets, my wife and I went down to our suite and my wife decided she would like to have a hamburger sandwich and some milk. So, I—like a faithful husband—went down to get it for her.

In the lobby, I met Colonels Wilson, Pollack and Bockelman and invited them to join me in a snack. When we reached the restaurant, there were whole watermelons on display on a shelf and Colonel Wilson said he would like to buy one to take back to his hotel room. I endeavored (in my own persuasive manner) to purchase one for him but the waitress, who was serving us, refused to sell us a whole melon.

As we were leaving the restaurant to return to our hotel, twenty members and their wives marched in to the restaurant and Colonels Wilson, Pollack and Bockelman decided to join them and I left by myself with my wife's sandwich and carton of milk.

About 2:30 in the morning my 'phone rang and a southern gentleman said to me: "Colonel Gordon ... you all want some watermelon?" And I said: "Not at this time of the morning." The Colonel then replied: "You're going to get watermelon whether you like it or not." "What's more," he said, "If you don't come down here, we're coming up there." I thought he was just kidding so I said: "Okay," and before I could say Jack Robinson ... there was a knock on our door and in marched ten Colonels with their wives ... the procession was headed by two of the wo-

men each carrying a watermelon.

I was in my pajamas; just barely had time to put on my robe. It was somewhat embarrassing to my wife, as she was lying in bed. But the surprise and spontaneous display of good-fellowship and clean fun, more than offset her embarrassment. Of course, we had to eventually shoo them out of our room and we learned, the next morning, that this whole mob marched back to Garlands suite and proceeded to devour one of the watermelons. They squatted on the floor and all they had was a little pocket knife with which to cut the melon, but they did a thorough job of it just the same.

In the morning, a committee greeted us in the lobby of the hotel and the chairman of this committee, Colonel Garland Sheets, handed my wife a large envelope and told her not to give it to me until we got on the plane. I was completely unaware of this presentation until we got on the plane and my wife handed me the envelope. Upon opening it, I found 12 small envelopes each with the name of the Colonels who were members of the "Watermelon Parade" ... and what do you suppose was in the envelopes? "Watermelon Seeds."

My wife and I enjoyed every moment of the three-day convention but the un-rehearsed episode of the "Watermelon Parade" capped the climax and was a fitting ending to a wonderful three-day holiday.

Col. Jack Gordon

P.S. Confidentially I learned from reliable sources, that the Colonels "stole" those melons out of that restaurant.

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