

the AUCTIONEER



"Well Dear, How'd you make out at the Auction?"

1960

National

Auctioneers

Convention

Louisville, Kentucky

Sheraton Hotel

July 14 - 15 - 16

Y'all Come

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Frankfort

A Happy New Year

By Col. B.G. Coats

1960 is a year that can be and should be made a happy one for all Auctioneers. From all reports and the economic trend there will be more auction sales in 1960 than any previous year. Many factors enter into this splendid record. In each succeeding year as we improve our profession, our ability as Auctioneers and fully realize the paramount importance of organization on a state and national level, the more auction sales there will be and the more successful auction sales will be recorded.

If each of us would devote more time to our state and national associations, 1960 would be a much happier year for all. We can make it a very happy year by just cooperating with each other, helping the other fellow and resolving to be more active in the auctioneer organizations that were organized and are now operating in the interest of all Auctioneers.

All state Auctioneer's Associations and the National Auctioneer's Association realize that it is necessary to develop a thoroughly dedicated leadership if we are to grow and prosper. In the past during my travels in serving the N. A. A. in various capacities, I found that state associations of Auctioneers who understand and follow this practice stand out head and shoulders above the others whose leadership just lets the Association drift with the line of least resistance and lacks the aggressive well-planned directive force to insure success in all programs and activities.

I have found from experience that the successful operation of an association is teamwork in the highest sense of organization and when dedicated leadership functions as a team no program can be a failure.

This has been one of the things that has made the National Auctioneers Association the biggest little organization in the United States. The unceasing efforts of a large group of dedicated leaders bring new thoughts and ideas with each administration, and throughout the

history of the National Auctioneers Association all have had but one thought uppermost in their minds: "What impression may I leave for the future use of my state and national association?" If you will but visit other state Auctioneer's associations, this thought will come to your mind even more vividly.



If you want to make 1960 a very Happy New Year be more active in your state and national Auctioneer Associations. Give something of yourself. Resolve now to make the New Year a happy one for you and your family by taking your wife and family to the National Convention in Lexington, Kentucky. There are so many ways we can all make the New Year a happy one and if we try to do just that then we in turn will have the pleasant experience of enjoying a more lucrative business. We can only receive by giving and by all giving, the most Happy New Year of all is in store for us.

There are no office hours for leaders.
— Wm. Geo. Steltz

Greetings!!

This is the time of the year when we have closed our books on 1959. Many of our families are giving thanks for the blessings of the past year. 1960 stands before us with its many challenges and opportunities to make of it what we will.



Mrs. Freund and I wish to take this opportunity to wish all of you in this great profession a happy and prosperous year.

The officers of the Kentucky Auctioneers Association, Bernie Hart and I are meeting in Louisville on December 17 to make initial plans for what we expect to be a great national convention in July of 1960. Bernie informs me that the enthusiasm expressed by the Kentucky Auctioneers Association cannot help but mean a good program and a record attendance.

Planning a convention is much like each days work — new challenges are presented. We expect to meet these challenges and ask you to make plans now to attend the 1960 convention in Louisville.

Several states are having their conventions and annual meetings this month. The Colorado auctioneers, the group that proved such wonderful hosts last year for our national convention, are meeting on January 9 at the Shirley-Savoy in Denver. Bernie Hart is planning to attend their meeting.

On January 10, members of the Ohio

Auctioneers Association will convene at the Southern Hotel in Columbus.

January 24-25 will find the Kentucky Auctioneers meeting at the Sheraton in Louisville, same location as our National Meeting in July, and we would guess that this one will be jam packed with enthusiasm and ideas pertaining to their proposed license law and their responsibilities as hosts for the National Convention.

We hope all of you are active in your respective state organizations and will attend your state meetings. Of course many of you live in states not yet organized but we feel that will soon be remedied. We hear that South Dakota and North Carolina will probably have their own associations in the near future and no doubt other states have similar plans.

In closing I urge you to promote your profession to the fullest. You will be the one that will gain the most.

Ernest Freund,
President of N. A. A.

Ohio Auctioneers To Hold Winter Meeting

Auctioneers from throughout Ohio will gather at the Southern Hotel in Columbus Sunday, January 10, for the Annual Convention and Business Meeting of the Ohio Auctioneers Association.

The Ohio Ladies Auxiliary will also meet at the same time and place.

The meeting will open at 10:00 A.M. with a business meeting and election of officers. At noon a Banquet will be served and principal speaker will be William B. Saxbe, prominent lawyer and former Ohio Attorney General.

"Sale of Real Estate At Auction" will be the subject of a panel discussion moderated by Gene Slagle, former Secretary-Treasurer of the Ohio organization.

All auctioneers and their wives are invited to attend.

New Record

Detroit, Mich.—A new sales record was set by the 100-pound grand champion lamb of the Junior Livestock Show here, owned by 13-year-old Douglas Struble of rural Mt. Pleasant. The Southdown-Hampshire crossbred went for \$7 a pound to Carl's Chophouse, Detroit.

Livestock Auctions To Double Volume

KANSAS CITY, MO. — A review of the greatest year in the annals of the nation's fast-expanding livestock auction market industry, optimistic predictions and enthusiastic trade association planning for accelerated growth during the new decade of the 1960s highlighted the 1959 Industry Trade Assn. Assembly held here Saturday and Sunday at the Muehlebach Hotel.

The two-day year-end event, sponsored by the National Association of Livestock Auction Markets, drew a record attendance of auction market operators and trade association leaders from 33 states, and was established as the regular annual industry meeting of the trade association's governing bodies.

Planning and initiating action "to intensify the advancement and promotion" of the nation's livestock auction market industry "in competitive, customer-satisfying market services" was the way J. T. Wooten, Rocky Mount, N. C., president of the national organization, summed up the purpose of the 1959 Assembly. Wooten, owner and operator of the Lancaster Stockyards, Rocky Mount, N. C., keynoted the NALAM-sponsored event with a Saturday night banquet address titled "Our National Trade Association Leads Our Industry." He predicted that 200 million head of livestock would be sold annually by the industry by 1970.

In important action Sunday, the Board of Directors instructed the Association's 15-member Livestock Market Council to vigorously oppose, on behalf of the livestock auction market industry, the highly controversial issue of a possible regulation by the U. S. Dept. of Agriculture relating to weight and price factors in livestock purchase and sale transactions.

The Council formally discussed all ramifications regarding any regulation on the so-called "pencil shrink" during a November trade practices conference with USDA officials in Washington, D. C.

Opposition was also recorded to a proposed "prompt purchaser payment" regulation by the USDA as an unwarranted interference with market-customer business relations.

C. T. 'Tad' Sanders of Kansas City, Mo., executive director and legal counsel, reported that the Association's number of participating "Nationally Certified Livestock Auction Markets" had shown a gain of 33 percent during 1959, and the NALAM board voted an increased budget to finance expanded association services and activities for 1960, and also approved support of the livestock industry-sponsored Livestock Market Foundation, independent business research organization.

NALAM directors also extend a formal invitation to the National Livestock Dealers Assn., inviting the dealers and order buyers to participate in the 1960 Livestock Marketing Congress at Lexington, Ky., next June and to hold their annual business meeting in conjunction with the convention of the Natl. Assn. of Livestock Auction Markets.

A second annual "Continental Sweepstakes Cattle Sale" was approved as one of the highlight features of the 1960 livestock market industry event which were planned by the State Associations Council during a Saturday afternoon session. Preliminary program for the annual Livestock Marketing Congress and entertainment plans were formulated by the committee groups headed by G. W. Gardner, Lexington, Ky., president of the Kentucky Stockyard Association, and C. D. (Doc) McEver, Austin, Tex., chairman of the State Associations Council, comprised of presidents and secretaries of 37 state trend associations affiliated with the Natl. Assn. of Livestock Auction Markets.

In peering into the challenging new decade of the 1960's President Wooten, in his Saturday night address, enthusiastically predicted:

"On January 1, we shall enter upon more than a new marketing year — 1960 will mark the advent of the most accelerated 10-year growth in the history of our industry.

"Through the individual enterprise and effort of the men, as here, now engaged in the business, men of equal stature that will be attracted to the industry; and leadership through our national trade association, 1970 will mark the point of more than 200 million head of livestock sold annually by our industry. That is about twice the volume sold this year by

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both the auction markets and private treaty markets.

"This is a realistic and conservative appraisal of our industry's true potential in the light of all reasonable factors. That potential will not be realized without effort; it will be realized through our joint and mutual effort and the keen competitive desire to excel," Wooten declared.

In other parts of his speech, the NALAM president scored the "clamor" from agricultural economists, theorists and others, "that livestock producers must organize and form some yet undetermined type of 'bargaining unit' in marketing their livestock."

"I think this approach offers a truly competitive challenge to our industry, founded as it is on business initiative and enterprise. The challenge transcends the mere dampening of the earnestness of such argument.

"The real challenge lies in our markets as they now exist, and will further develop in efficiency and services, to prove to be the basic key in the livestock industry that not only will fortify it with so-called bargaining power, but will solidly constitute it the truly profitable productive industry it must be," he said.

Outlining proposed future action and progress of the nation's auction market industry under the leadership of its national trade association, Wooten declared that "these endeavors can be stated in relatively simple terms:

"1. We shall further develop, by all avenues and means, a broad and expanded confidence in our national trade association leadership and its ability to produce beneficial results. That confidence must be translated into evidence of participation and support from existing auction markets.

"2. We shall insist upon, and have insured to us by Congressional action if necessary, the responsible right of industry self-government in trade practice matters and high standards of market integrity — all within the framework of the federal Packers and Stockyards Act.

"3. We shall assemble full and complete statistical information on our industry—interpret that information — apply it — publicize it — and utilize it along with

knowledge obtained through industry business research. Specifically, the Livestock Market Foundation must function in the fields for which it was organized.

"4. Action must be taken on a state-by-state basis, through full application of the efforts of the affiliated state associations, to bring about a better understanding and awareness of our markets. A whole new concept of state laws surplanting antiquated existing ones that restrictively duplicate regulatory powers in respect to market operations, must be enacted. These modern laws might well be designated market development acts, in keeping with state efforts to encourage and attract industry. These state laws must recognize the extent of jurisdiction of the Packers and Stockyards Act, rather than seek to duplicate its provisions.

"5. We shall advance, publicize and promote those markets awarded the status of Nationally Certified Livestock Auction Markets under our industry Code of Business Standards. This effort must likewise attract a greater amount of public recognition to the value of such industry standards," Wooten said.

Sigrist Presents Organ to Church

Dedication services were conducted December 6 at the Brighton Brethren Chapel for an organ presented to the church by Herman Sigrist, former member of Brighton Chapel near LaGrange, Indiana.

Herman Sigrist, who was president of the National Auctioneer's Association during 1954 and 1955, has served on the Board of Directors for many years.

The organ was dedicated in memory of Mr. Sigrist's wife, who was also a member of the church.

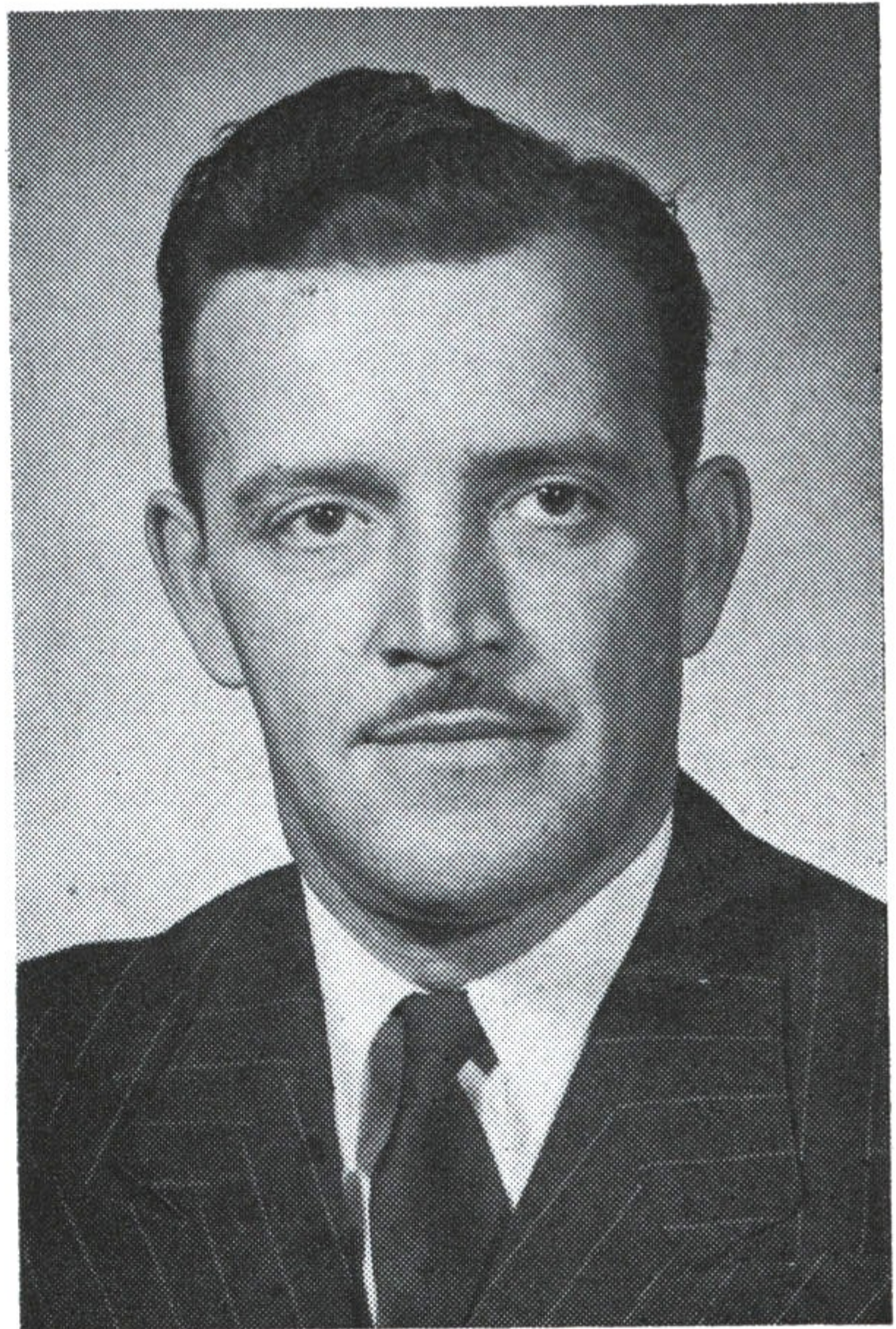
Robert Cocherille, Fort Wayne, sang several numbers at the dedication services. Mr. Cocherille was included in the program of the N. A. A. National Convention in 1955.

Professional Auctioneers Suggested For Delinquent Income Tax Sales

By COL. FRED W. SMILEY

Having recently contacted a local representative or deputy of the Department of Internal Revenue regarding the employment of Professional Auctioneers for the sale of real and personal properties brought about through seizure proceedings for delinquent income taxes, I thought perhaps you might be interested. The deputy of the Department of Internal Revenue agreed with me that the department should employ Professional Auctioneers for this purpose and that he would endorse it whole heartedly. However, he also informed me that this would have to be done through the main branch of the Washington D. C. office on a national basis. I wondered if there isn't some action that could be taken through our National office which might get the wheels turning in this direction.

I would like to inform you that this action was prompted on my part due to one incident which took place recently here in Saginaw. A grave injustice was wrought upon an individual to the extent of hundreds, or more likely thousands, of dollars which he lost in the sale of his garage business and equipment. By the department of Internal Revenue under its' present procedure the entire business and equipment was sold for \$675,000 which was actually less than the individuals indebtedness to the Department. The property was offered and sold in the aggregate and without sufficient advertising although within the present legal requirements for these proceedings. If it had been advertised more thoroughly and then sold piecemeal or even in the aggregate by a Professional Auctioneer or Auction Firm subject to approval or confirmation by the Department, it seems logical that the sale would have attracted and encouraged more bidders. It is likely that it would have brought better prices and possibly even a fair market price to the benefit of the taxpayer and Uncle Sam as well?



To my way of thinking the above incident amounts to gross negligence as well as incompetence and lack of skill. In addition to this, present laws and procedure in matters of this kind are setting up the Internal Revenue Department in the Auction business in competition with the Professional Auctioneer (private enterprise) and, this is the demoralizing part, at our (the taxpayer's expense) I can't help but wonder what could be more undemocratic. There is also another point which arises and that is if the Professional Auctioneer can be held liable for damages, and he can according to law, arising from lack of skill or negligence, then by virtue of what authority can the Internal Revenue Department or its employees evade this liability or responsibility anymore than the individual can? How inconsistent can these same laws be?

Certainly it seems that we, as members of the National Auctioneer's Association,

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through our united efforts, have our work laid out for us to the extent of doing everything we can to bring about the repeal or revision of many existing inequitable laws and legislation which, in many cases, is working a dire hardship on the entire population as a whole. I might further add that present laws and proceedings on both real property and chattel mortgages offer many more similar cases. It is further the writers opinion that the present inequitable laws pertaining to these matters should be revised to make it mandatory for the employment of Professional Auctioneers for the sale of these properties. In this manner, anyone involved is more likely to be assured of an equitable transaction. In the process, or as a direct result of these proposed revisions, the stimulus to the Auction profession would be overwhelming.

In the way of constructive action it would seem to the writer that our members could and would accomplish much more good for the people of our nation as a whole, including the members of our chosen profession, if our thinking, literary skills, and actions were diverted or guided in this direction rather than towards new legislation governing and controlling only the people in our profession. In many cases such legislation might only be done to control or eliminate competition of fellow auctioneers or to promote selfish interests even to the extent of bordering upon the act of conspiracy or in violation of the Federal or Sherman Anti-Trust Act. Rather, let us do everything we can to stimulate our business and to create more demand for our services. By doing this I believe we will increase our business to the extent that it will not be necessary to attempt to control our competitors through legislation or otherwise, as we will be so busy that we won't have the time to be too much concerned about what our competitors are doing whether they be from another state or not.

I am not opposed to the right kind of, or equitable legislation. In fact it could be said that I would favor it if it is for the benefit of all concerned. I am a firm believer in this statement which I happened across some time ago (author unknown). "Whenever we do that which

abridges the freedom of another, we only form another link in the chain of slavery for ourselves."

At this time I would like to congratulate the writers of the three articles pertaining to present or proposed legislation governing auctioneers and to the thinking and many good points which have been aroused and brought forward for further thought, discussion and action. We need thinking men in our association to make a better organization for all.

In taking my leave at this time, I would do so with these thoughts. Let us not build new barriers, rather let us remove existing ones. There is an abundance of business for each of us; let us search it out, work for it, create and stimulate it. Let us encourage rather than discourage, and as a result and by virtue of the natural law of composition, we shall all prosper abundantly and accordingly. In so doing we shall also assist in making a better place for the younger auctioneer coming into the profession, in addition to fostering a common everyday brotherhood to all men in our profession and to all people of this great nation. This, I believe, to be for the common good of all auctioneers.

Col. Owen Hall Attends Conference

Col. Owen Hall, Celina, Ohio, well known auctioneer owner and operator of the Celina Sales Barn, attended a week long conference in November of the Home Builders Association which was held in Washington, D. C.

Col. Hall, in addition to his auctioneering activities, is interested in real estate development. He is always present at national conventions of the N. A. A. to obtain new ideas and he avails himself of every opportunity to attend conferences and meetings that will help him to improve upon his professional knowledge and ability.

Col. Hall is a devout supporter of organization and lends his best efforts at all times to further and develop the National Auctioneers Association.

Kentucky Auctioneer's License Act Ready for Submission to Legislature

By Col. W. P. Scully, President KAA, Lexington, Ky.

After six months of intensive study and revising, the officers and directors of the Kentucky Association have approved the Kentucky Auctioneers License Act which they will present to the General Assembly when the Legislature meets in January, 1960.

At our State Convention last January, the members voted for a bill to license auctioneers in the State of Kentucky. We were further encouraged when they voted to retain the services of Attorney H. Bemis Lawrence, Louisville, Kentucky, who did such a fine job in preparing the License Law for the Kentucky Real Estate Association. The officers and directors of our association have met with Mr. Lawrence and have approved the finished product. We have sent letters out to all of our members and to the Senators and Representatives urging earnest support of this act. We think it is a good Bill and we believe that it will undoubtedly meet with the approval of all our Auctioneers in Kentucky and with the members of the legislatures and the Governor of our Commonwealth.

The reason we think it is a good Bill is because it provides for the following: (1) Examinations for New Auctioneers, (2) Reciprocity (3) Apprentice Auctioneers. (4) A Bond for all Auctioneers. (5) An Auctioneers Commission to Administer and Enforce the Act.

I want to say one thing and I am confident that I speak for our entire membership when I say that this Bill to License Auctioneers in this State is not prompted by any selfish reason against any person or auctioneer in this state or any other state and is not in any way intended to act as a barrier to anyone desiring to enter the auction profession.

I further consider this a "giant" step forward in establishing the auctioneers on a higher plane and I do feel that it is certainly needed and how we could

have operated so long without some semblance of order or foundation for our business is somewhat of a mystery to me. Indeed there have been cases of incompetency, improper behavior and etc., on the part of auctioneers and not to have any authority whatsoever to do anything about such unethical practices is certainly not going to raise the standards of our profession.

I feel strongly that the passage and adoption of this Act will protect and safeguard the people we serve and thereby strengthen and improve our Auctioneering Profession.

Auctioneer And Rare Book Expert Dies

NEW YORK CITY — Arthur Swann, vice president and a director of the Parke-Bernet Galleries, 980 Madison Avenue, a leading auction gallery, died of a heart attack in his home at 150 Greenway Terrace, Forest Hills, Queens. His age was 84.

A noted authority on books, Mr. Swann was known to collectors and dealers throughout the world. His love of rare books had led to his role as an adviser in the formation of many outstanding private libraries.

Mr. Swann directed many of the great book auctions held in this country. He joined the Anderson Galleries here in 1902, later became head of the book department of the American Art Association—the two were merged into the American Art Association-Anderson Galleries — and then became one of the founders of Parke-Bernet.

Among the libraries auctioned off during Mr. Swann's career with these organizations were the John A. Spoor library, Chicago; the John Gribbel, Frank Hogan and A. Edward Newton libraries of Philadelphia; the Eldridge R. Johnson library of New Jersey, containing the

"Alice in Wonderland" manuscript, which brought \$50,000 (Mr. Johnson founded the Victor Talking Machine Company); Oliver R. Barrett's collection of Lincolniana, and the collections of Fritz Kreisler, the violinist, and Lucius Wilmerding, New York merchant.

During this period the Bay Psalm Book, the first book printed in the United States, brought \$151,000, and a manuscript of Lincoln's Gettysburg Address, and a copy of Washington's Journal \$54,000 and \$25,000 respectively.

Mr. Swann was a native of Leeds, England. In 1900 he became manager of a bookshop in Liverpool. There he met John Anderson Jr., who asked him to come to this city and join him in the operation of his gallery.

He started with Anderson as an assistant cataloguer, later becoming chief cataloguer. Mr. Swann modernized the work of cataloguing, to make book auctions "open house" events for collectors, rather than private trade sessions. The Henry W. Poor and Robert Hoe sales early in the century were noted examples of his work in that field.

Mr. Swann left Anderson in 1913 to join the art association, and in 1928 he opened his own rare-book business. In 1933 he was recalled by the merged A. A. A.-Anderson Galleries, to head the book department. In 1937 he joined Hiram H. Parke and Otto Bernet to found the Parke-Bernet Galleries.

Mr. Swann belonged to the Grolier Club and was a fellow of the Morgan Library. A founding member of the Antiquarian Booksellers Association, he presented many fine works to its London chapter to replace bibliographical treasures destroyed in World War II. He was a Mason.

de Sade Books Sold At Paris Auction

PARIS—Ten volumes by the Marquis de Sade, who gave his name to sadism, sold for \$1,400 at an auction.

The 18th century books included "The New Justine, or the Misfortunes of Virtue" and "Juliette, or the Prosperity of Vice."

Is Your Promotion Showing?

Promotion and public relations are important essentials of success of any business or venture. Yet, these same ingredients are all too often forgotten or neglected by members of the auction profession. The NAA offers various public relations materials at a very small cost but only a few take advantage of them. Are they important? Perhaps a few quotes from a letter written by Garth Wilber, Bronson, Mich., will enlighten you.

"As you will remember, I bought several bumper stickers from you at the Denver convention. I thought at the time they were novel and if used could do a lot of good. "Upon returning home I gave Dad a couple, put some on my own car, our business truck and even on the car of the man that works for us. "While Dad was driving through South Bend, Ind., on a Sunday afternoon a man motioned for him to pull over to the curb and inquired if he was an auctioneer. "Being very proud of the fact, Dad of course told him he was. "The man then explained that he had a grocery stock he had to either sell or move and he thought that any man that was proud enough of his profession to use the bumper strip that had attracted him must certainly be a man of capabilities and an appointment was made for the following afternoon resulting in setting a date for a closing out auction.

It would not be fair to our readers if we stopped here as the story did not end as it should have. Owners of the building objected to an auction on the premises and the sale was not held. However, those in the business know that the important job is booking them and seldom do occasions arise causing cancellations.

Let's all try a little more promotion of our profession and the NAA.

"I don't like Bill. He knows so many naughty songs."

"Does he sing to you?"

"No, but he whistles them."



The Fun Auction, an interesting part of our National Convention, gets under way at Denver, last July, with Bea Huntsman, Sante Fe, N. M. (now of Eugene, Ore.) selling the first item. On the stand is H. W. (Bill) Hauschildt, Treasurer of the Colorado Auctioneers Association while two other Colorado members assist in the ring. We believe the man with the movie camera at the extreme right is Henry Brooks, Wilkes-Barre, Pa.

“I’ll See You in Louisville!”

Greetings and salutations from the Kentucky Auctioneers Association to all the N. A. A. Auctioneers throughout the United States and Canada. In case you may have forgotten, it will only be a few months until we shall be extending the same greetings to each of you in person as we host the N. A. A. Convention in Louisville, July 14, 15, and 16 in 1960. Have you made your plans yet?

Possibly you have been wondering what is in the offing at the Convention and what the K. A. A. has been doing toward it. Well, I’ll tell you. If we were to say very much now it would be construed as bragging and considered to be in bad taste. So, to escape that possibility from asserting itself, let us just say that plans are made, or are in the process of being made, to afford each of you—husbands, wives and children—to make this one of the finest Conventions ever.

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As you know, we are centrally located geographically. Kentucky is a perfect vacation spot and a wealth of beauty can be seen by everyone. Among the attractions are a national park, Mammoth Cave; historic and picturesque Churchill Downs; the famous race horse farms in the Bluegrass; the internationally famous Tattersall Sales of standardbred and saddlebred horses at Lexington; perfect fishing spots with lakes, dams and streams in abundance; the internationally famous Keeneland Thoroughbred Sales approximately one week after the Convention closes; a race meet at Miles Park here in Louisville during the Convention with a race named in honor of our Convention; a moonbow at Cumberland Falls, Kentucky, which is, I believe, the only such phenomenon in the world; and Cumberland Gap, where one can see seven states from one spot. Need I go further? If so, I can as the surface has not been scratched.

We are striving to make this Convention one where the family, too, will be extended every consideration toward making their attendance an enjoyable one as well as a Convention never to be forgotten.

All we ask is that each of you Auctioneers and your families adopt this slogan when conversing with your colleagues. Say, "I'll See You In Louisville," and assist us in making this the biggest Convention ever. The K. A. A. will strive to make it the best Convention as our contribution. With these two factors incorporated, how can we fail?

"I'll See You In Louisville!"

Y'all Come !!!

N. A. A. Convention Chairman
Orville R. Moore

Rare Royal Rug Brings \$10,000

NEW YORK CITY — An historic carpet was auctioned for \$10,000 in a sale of rare and unusual rugs at the Parke-Bernet Galleries, 980 Madison Avenue.

The carpet, about 17 by 8 feet, profusely worked in needlepoint with blossoms, fruit and scrolls, once belonged to Elizabeth Farnese of Parma, who became the Queen of Spain when she married Philip V in 1714.

It was made about 1720. Before Phillip abdicated the throne in 1724, the Queen

presented it to the Monastery of Santa Marie delle Grazie of Milan, home of Leonardo da Vinci's "Last Supper."

The rug, which was purchased by an unnamed New York dealer, was one of ninety-two rugs in the sale, constituting the first part of the liquidation of the stock of Ohan Berberyan of New York.

The sale realized \$110,150 for a collection of Aubusson, needlepoint, Bessarabian and oriental rugs.

How to handle men: Treat as any pet. Three meals a day, plenty of affection, a loose leash. Do not disturb while eating.
— Cyd Charise

Public Auctions of State Land Holdings

DETROIT, MICHIGAN — A million dollars worth of buildings will be added to Detroit tax rolls as soon as the State Highway Department can sell them at public auction.

The property is part of the Department's estimated 15 million dollars in excess real estate holdings in Michigan. Half the excess property lies in Wayne and Oakland Counties, but much of it is in fractional lots and parcels of vacant land.

The land and buildings were acquired for highway purposes. The excess represents property not so used.

When John C. Mackie became State Highway Commissioner in 1957, he discovered that his department lacked a complete inventory of its land holdings.

In many cases, the department finds it cheaper to acquire an entire property than merely the fraction needed for a new or widened highway.

Unused fractions become excess once the highway is built. Occasionally, a proposed highway route is changed, making an early acquisition useless for the original purpose.

Prior to 1957, the department had no general program for disposing of excess property. But many sales were arranged when a prospective buyer showed interest in a particular piece.

In 1958, Commissioner Mackie directed Floyd Waugh, head of the department's procurement division, to prepare an inventory and sell as much of the excess property as possible. Working under Waugh as head of the excess property division is Kenneth Winters, former right-of-way buyer and one-time assessor for the City of Lansing.

Preparing a complete inventory for sale purposes will require many months of painstaking and detailed work, Waugh found.

Titles must be screened, fractions of lots and parcels must be surveyed, and a determination made of the possible future use. Some fractions are so small or landlocked that they are of value only to the adjoining owner.

Before any parcel may be sold, several agencies review its possible use for future highways or widenings. If it is not needed, some new use for it must be found.

Because of the time involved in inventory, Waugh and Winters have concentrated on disposing of parcels that have buildings on them, or those which can be converted to public use other than highways.

Proceeds from sales revert to the highway fund. In cases where the city has been a participant in acquisition, it receives a proportional share of the proceeds, often 25 per cent.

Sales to date include a 97-acre parcel in Jackson County to the Jackson City Airport and acreage on Sylvan Lake in Oakland County for a park.

In Detroit, Wayne State University bought several pieces for campus expansion.

All parcels are offered for sale at auction for no less than their market value, as set by an outside appraiser.

A 34-acre parcel near Fenton valued at \$3,900 brought a price of \$30,000 because of unusual competition. It was bought by a syndicate interested in assembling several parcels for a racetrack. Citizens opposing a racetrack in their neighborhood bid up the price.

Largest single sale since the program started was to an oil company for a parcel along the Detroit Industrial Expressway near Metro Airport. It brought \$135,000.

Sometimes the auction is disappointing. Last week the department offered a 1¼ acre parcel at Woodward and Eight Mile for a minimum of \$72,000.

Although the corner is one of the busiest in the world, with 125,000 vehicles passing daily, nobody thought the land was a bargain. There were no bids.

Baby Girl Adopted By Van Winkles

Col. and Mrs. Merle Van Winkle of Argonia, Kansas are happy to announce the adoption of a baby girl. The Van Winkle's new daughter, who has been named Anita Gae, was born November 18, 1959.

Solution To State License Law Problem Hoped For In 1960

BY. COL. POP HESS



As this publication arrives for your inspection, the year is 1960. I have before me many of the issues of past years to refer to my columns for January issues. I wonder just what I may jot down for this issue that will not be a repeat of other years.

Many of our State Associations have held their winter meetings. However, many will hold their meetings this month as we do here in Ohio.

Auctioneers throughout the land are now checking their sales dated for 1960 and, of course, each day the list will grow. No doubt this year will be one of many Auction sales of all divisions and kinds. In looking back over my old sale book listings of sales held year after year I note one year when we started on January 2 and ran almost a solid month. We did this up until nearly June 1 before we had any days but Sunday off. Speaking of Sundays, the record in my book showed no sales conducted on Sunday except for one time. It was a real estate lot sale and against my better judgment the management insisted that we hold a Sunday Auction. This sale was a flop but I feel that we had it coming.

As the year of 1959 closes out, I have had many letters and comments from boys out over the land. Some are happy, some are more than happy, some are somewhat disappointed on not getting going as they should. I am sure as I read their letters that each of these boys will get going in 1960.

Each Auctioneer should cross off the dates of July 14, 15, and 16 right now and hold those dates open so that he can be at the National Convention at Louisville, Kentucky. By the way, I am doing my best to make a "for sure" in my book. I have not been able to attend these conventions since our Ohio

Convention some years ago. But this time the convention is not so far away, and if my health is O.K., I will make it a must to be there. I will report each month from now until convention time as to how I am holding the line. This is the procedure of all guys who turn their age clock to 80 years, as I will do this year on February 6. One plans much and some times does little. I am feeling at this writing that I could attend a convention each month. Well, so much for that.

The most important item is to keep the ground well cultivated to produce a good crop of auctioneers of all ages and kinds to attend the convention at Louisville for the three full days. Without a full crop of auctioneers in action, results can be less. So, Mr. Auctioneer, wherever you are—more than busy, half busy, or less than busy—plan to attend. In each division there can be food for thought.

As I looked back over many of our past issues the thought struck me that our pages are lacking in one very important spot. We need short, strong suggestions put into print from the hand of auctioneers who are in the front lines. They are busy, yes, but such men can put into a few words on any phase of the auction profession, suggestions that would be sweet music to all readers. As it would come from the front firing line or, as one would say, direct from the horse's mouth, such items printed in the pages of our publication could often be the answer to what many of our readers are striving to know.

The writer was much interested in the column printed in the last November issue by Col. Homer Sparks of Pennsylvania. He brought out many points and whether he is right or wrong, these pages

could be a spring-board for arriving at a decision of this one problem that has been so much written about, talked about, discussed and plainly cussed. As we go into this year this problem will be coming up here and there. It is in the laps of the Auctioneer of today. It is his to endure, cradle, nurse, or spank. Col. Sparks wrote his viewpoints and opened the way for your comments. I am quite sure all readers would be interested in the subject. Whatever the answer is, what is best for the Auctioneer and the Auction Business should not be overlooked in whatever is the law of the land for Auctioneers and Auction Sales.

From my own viewpoint, I am still looking for a Moses who has the answer. It could come from such men as Col. Sparks who are on the front lines, firing and facing the facts and dodging the bullets. After all, let's say what we think plainly. The readers will judge the facts and from it could come the correct answer. To bring out a State License law for Auctioneers and the Auction Sale is somewhat like buying a shoe that will fit and not pinch, and which can be worn by all Auctioneers. One state can not regulate other state laws and no national law can be worked out that each state will accept.

Do you, Mr. Auctioneer, have the answer? If so, come up with it for our reading. This could bring peace and contentment to many disturbed minds. Do not overlook the fact that the Auction Sale Business is now in its strongest position of all time for more and better business.

A pill that cures all has not yet been invented regardless of the advertising. The proof is in the bowels of the guy who took the pill. He knows if it will really cure. Can we invent a State License Pill with proper ingredients that will cure what we think is illness?

I recall attending a big country wedding at night when I was a boy. Back in the old days when a farmer married off his daughter they had the event in the big home with all the bright hanging oil lamps well lit up. As the hour for the wedding came, we were all packed in a large front room called, in those days, the parlor. The bride, the groom and the preacher were upstairs. Finally

the old clock struck eight o'clock. The old family organ started playing "Here Comes the Bride." Just as the preacher got to the parlor door with the bride and groom following him, the big hanging lamp went out. Boy, was it dark. Someone yelled out, "Where is Moses?" A man's voice answered, "Here I am." He struck a match on the leg of his wool pants and lit the lamp and the wedding went on without further interruptions. I recall that wedding well, as that fine couple lived a long prosperous life together.

The only connection with that and a State Auctioneer's License Law is, where is Moses to strike the match and light the lamp to bring the Auctioneers out of darkness? If it is dark.

Now I will rest my case as to whether we need or do not need laws for the Auctioneer and the Auction Sale until I read what you boys think — or don't think. From here on it is in open field. Let's do some shooting.

As I see it, this publication is the property of the Auctioneers and of the land which supports the National Auctioneers Association. This is the voice for all members with an open book for all Auctioneers to become associated with. As we go into the year of 1960, I am quite sure that this National Association and this publication is a fine tribute to the Auctioneer and his business. It fits very well in this modern world which we are privileged to live in. It is ours to enjoy. So, boys, let's have a great new year — and the usual good will.

Mouse Leads Way To Hidden Bonds

A MOUSE led Mrs. Vera Tigner to two Series E savings bonds hidden in a dresser she had purchased at auction. Finding the mouse, she was cleaning the dresser when she discovered the bonds fastened under a drawer.

She traced them to their one-time owner, — but needlessly, it seems. Baker, who had obtained duplicates of the lost bonds, returned the originals to the Treasury Department.

Circus Relics Go On Auction Block

SARASOTA, Fla. — Relics of the Ringling Bros. and Barnum & Bailey circus went on the block.

Fancy circus wagons, railroad cars, tents and other paraphernalia were included in a liquidation sale to clear the former winter quarters of the circus for real estate development.

Some 750 spectators swarmed the sale site yesterday, forcing a 3 p.m. closing of the gates. Autos jammed approach roads for half a mile.

William W. Perry, in charge, said he had received 42 offers for a custom-built Rolls Royce automobile alone. The touring car was built for John Ringling in 1923 for \$20,000. It will be sold through sealed bids, Perry said.

Almost all the circus equipment, except the "big top" itself and several of the Ringlings' private railroad cars, will be offered for sale.

Fifty Names Added To Membership List

A total of fifty new and renewal memberships have arrived at the executive offices during the period between November 16 and December 15. Of the members processed, twenty are new members of the National Auctioneer's Association.

The names of those whose memberships were received during the last month are listed below. An asterisk precedes the names of renewal members.

Max I. Landes, Illinois
 Charles P. Dunning, Illinois
 *Paul Halsey, Missouri
 *James Slater, Wisconsin
 *Rufus K. Geib, Pennsylvania
 *George A. Shults, Oklahoma
 *Russell P. Miszner, Iowa
 *Herman Ramaker, Kansas
 *Arthur Bennett, Quebec
 Larry Roberts, Illinois
 *Jim Wagner, Ohio
 *Ray Miskimon, Illinois
 *Bob Newton, Ohio
 Frank J. Barron, California
 *E. F. Raeder, Wisconsin
 *Clarence H. Rhyner, Wisconsin

Virgil Munion, Oregon
 *Myron Berman, Massachusetts
 *Eugene Marshall, Nebraska
 *Donald Stafford, Ohio
 *Jack Amos, Ohio
 *Billy Dunn, North Carolina
 *Joseph L. Ziemann, Michigan
 John H. Linacre, Australia
 C. C. Darnell, Tennessee
 Billy Howell, Tennessee
 Billy B. Hobbs, Tennessee
 Lilliard T. Dickens, Tennessee
 Milton Jenkins, Tennessee
 *Philip E. Lambert, Massachusetts
 *Harold E. Ball, Oregon
 Hugh T. Stanford, Alberta
 *Paul K. Gilbert, Pennsylvania
 *Roy D. Gottshall, Pennsylvania
 *Wes Wendt, Washington
 W. C. Nelson, Washington
 Don Stites, Washington
 *Marion Pierce, Washington
 *T. R. Welton, Colorado
 *Lyle Woodward, Colorado
 *H. W. Hauschildt, Colorado
 Robert Howe, Massachusetts
 *John M. Shibley, Massachusetts
 *Faye S. Fisher, Indiana
 Harvey S. Parker, Michigan
 *Jerry D. Popplewell, Missouri
 Toxey T. Fortinberry, Tennessee
 John O. Newell, North Carolina
 John E. Bacon, Louisiana
 Paul F. Hannagan, Illinois

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Record \$20,200 Paid For 8 Year-Old Mare

BROKEN ARROW, Okla.—The world's record mare price of \$14,200 set in August at the John Taylor Quarter Horse dispersion in Chino, Calif., gave way here Nov. 19 at Rowland Standfield's auction. In fact, it gave way three times!

And a new 1-day world auction record gross was also established when 96 head brought \$406,000 and an average of \$4,229.

Art Pollard of Tucson, Ariz., came to Oklahoma to buy the 8-year-old sorrel mare Miss Wonder Bar—and buy her he did. At the new world's record price of \$20,200. "They carried me a mite high," said Pollard after he'd nodded at that figure to own this daughter of Three Bars carrying the service of Vandy II.

That old California record fell twice more before conclusion of this auction which was composed mainly of Three Bars daughters. It fell when Son Walker of Skull Valley, Ariz., laid out \$18,400 for a 2-year-old filly named Leanna Leo. This youngster is co-holder of the 17.9-second world record for 2-year-olds at 350 yards.

The record fell again when Bill Hedges of Broken Arrow, who works for Standfield, went to \$15,200 to own a 2-year-old show filly by Poco Bueno and out of Wimpy's Chata, by King Ranch's Wimpy.

Another mare by Three Bars, 4-year-old Burke's Bars, which set a 2-year-old track record, sold to Denver Davis of Colony for \$14,100—just \$101 under the record mare price before Standfield's auction got warmed up. Davis also paid \$10,000 for a 6-year-old Palomino mare and \$4,000 for another.

B. F. Phillips of Dallas went to \$13,500 for a 5-year-old Three Bars daughter, then took two more at \$4,400 and \$3,500. And Thornton Colby of Hillcrest Farms, Davis, Calif., took a trio for \$26,000.

Many a man is better than his reputation — but never better than his principles.

Colorado Auctioneer Association Meeting

A business meeting of the Colorado Auctioneer's Association will be held Saturday, January 9, in the Columbine Room of the Shirley Savoy Hotel in Denver, Colorado. The meeting will begin at 6:30 in the evening with a dinner at 7:00. A speaker and entertainment will be provided.

Col. F. Harvey Baldwin, president of the Colorado Auctioneer's Association, invites any auctioneers who may be in town to attend the meeting, which is to be held the week-end previous to the National Western Livestock Show.

During the session new officers will be installed for the coming year.

Indiana Group Plans Area Meetings

Officers of the Indiana Auctioneers Association are planning a series of meetings in various sections of the state for the purpose of encouraging greater participation of auctioneers and an increase in State Memberships.

First of these meetings has been scheduled for January 12 at the Sportsman Club in Monticello. This will include those residing in the Northwest section of Indiana.

Tentative schedule for other zone meetings (subject to change) is Fort Wayne, February 9; Greensburg, March 14; and Washington, April 11.

Fifty Cent Books Prove Valuable

LANCASTER, Pa. — When the auctioneer offered four inspirational books for sale, R. W. Beeler got them for 50 cents.

While the auction continued, Mrs. Beeler of Lancaster, examined her new possessions.

Between the pages of one she found five \$50 bills wrapped in tissue.

She promptly gave the money to the auctioneer.

Do Something

By COL. B. G. COATS

It's not enough to merely exist. It's not enough to say, "I'm a member of my State Auctioneers Association and the National Auctioneers Association, although such a statement is most commendable.

That's all excellent and is far more than many Auctioneers can say. But if we as members would only do something more. Organization presents unlimited opportunities for every member to do some good, somehow and somewhere. Every member should seek in his own way to make himself more valuable to his association and by so doing he will realize his own capabilities.

It's not enough to merely exist. This has been brought to our attention by many of the state auctioneer associations that are constantly forging ahead. The members realize that they must give some of their time to their fellow Auctioneers through organization. Even if it's a little thing, do something for those who have need of your help, something for which you get no pay but the privilege and pleasure of doing it. If you get a new member you are doing something for yourself and your Association. Remember you no longer live in a world all your own. Your fellow auctioneers are here, too and they would like to be associated with you and you with them. They are waiting for you to approach them to join their state and national Auctioneers Associations. Many take the initiative and write the Secretary for information on how to become a member of the N. A. A. They wonder why they have never been asked to join. An Auctioneer that does nothing but makes money is in my opinion a poor Auctioneer.

As we go forward from day to day may we all just bear in mind "It's not enough to merely exist."

1765 4-Poster Bed Sells For \$4,704

London — A Mahogany four-poster bed made in 1765 was sold at auction for 1,600 guineas (\$4,704).

The bed was sold at Christies by Earl Beatty and bought by a London antique dealer. Earl Beatty, 54, recently married to an 18-year-old girl, is honey-mooning in the United States.

Russian Chess Set Sold for \$5,998

LONDON — A Russian chess set sold at Auction at Christies for 1,700 guineas (\$5,998). Each piece was set with diamonds and rubies and bore the imperial Czarist crown in silver. The buyer was a dealer from Florence.

Dealer's Attack USDA's Procedures

DAVENPORT, IOWA — Present procedures of administration of the Packers & Stockyards Act in the livestock marketing field were sharply criticized here during a regional meeting of the National Livestock Dealers Assn.

Strong opposition to proposed new regulations of the U. S. Department of Agriculture relating to price and weight factors in livestock transactions highlighted the one-day session at the Blackhawk Hotel which was attended by livestock dealers and order buyers from Iowa and six other midwestern states.

Some progress, however, was reported by C. F. Augustine, Lamar, Colo., president of the organization, who said that results of an initial conference between USDA officials and the executive committee of the NLDA, held in Washington in early November, were "very gratifying." Another parley with the federal officials also is planned for some time in February, he said.

"We insist on the enlightenment of Department of Agriculture officials in respect to traditional honored practices and business enterprise methods employed in marketing operations in relation to administration of the P. & S Act," declared C. T. 'Tad' Sanders, Kansas City, Mo., executive counsel of the dealers and order buyers trade association, in a Sunday morning address. "We feel that the Department of Agriculture should rely to a greater degree on the integrity and responsibility of the nation's livestock dealers and order buyers to regulate their affairs and business practices through their national business trade association."

An effective national trade association of livestock dealers was termed an "absolute necessity" by George Bruington, Monmouth, Ill., secretary-treasurer of the group. He also warned that under the extended jurisdiction of the Packers & Stockyards Act to all livestock marketing in interstate commerce, the livestock dealers must expand trade practice relations with the USDA for better mutual understanding.

C. W. Monier, Montgomery, Ill., North-

East director, in speaking to the group, industry, with its increased marketing needs, required accelerated dealer activity through organized effort in public relations and modern business promotion.

Augustine, commenting on hearings conducted recently by the House subcommittee on Small Business in California and Colorado in respect to the food stressed how the expanding livestock industry, defended free choice in marketing.

"The point that concerns this organization," he said, "is the effort made by several witnesses to seek to construe the Packers & Stockyards Act and its enforcement in such manner as to favor one type of marketing channel over another.

"We firmly believe that this is a competitive business and that one of the underlying principles of the P & S Act is to insure the keenest competition in respect to the purchase and sale of livestock in whatever manner."

During a Saturday afternoon meeting, the NLDA board of directors voted to stage another regional meeting at Montgomery, Ala., early in 1960. In addition to Augustine, Bruington and Monier, other members of the Board are M. L. Angevine, Geneseo, Ill., vice president; Cleo Norwood, Amarillo, Tex., South-west director; L. R. Rector, Billings, Mont., North-West director; Russell Ellsaesser, Sublette, Kans., Central director; and Howell Smith, Wichita Falls, Tex., South-East director.

Headquarters offices of the National Livestock Dealers Assn. are located in Kansas City, Mo.

Old Camp Shanks Sold at Auction

ORANGEBURG, N. Y. — Eight parcels of land including seven houses and twelve acres at former Camp Shanks were sold at public auction by the Federal Government for \$129,000. The sale ended Federal ownership of the former processing center for German prisoners of war. More than a million United States troops were mustered out there. Four of the houses were bought by tenants.



Col. Earl Steiner With Sloan Gallery

Col. Earl Steiner, Silver Spring, Maryland, chairman of the publicity committee of the N. A. A., is now associated with Sloan's Galleries in Washington, D. C., one of the largest galleries in the east. He conducted his first sale for the galleries November 14, at which time he disposed of 275 items including objects of art and French and English furniture at fantastic prices. On November 18 another sale of fine offerings was held which was conducted by Col. Steiner.

Visitors began arriving an hour before the scheduled sale time and by the time the sale got underway the Gallery was filled to capacity and late arrivals had to be turned away.

Col. and Mrs. Steiner are always on hand at the national conventions of the N. A. A. Mrs. Steiner is past president of the Ladies Auxiliary.

"The knowledge and ideas that I have obtained through membership in the N. A. A., and the constructive lectures and private talks that I have had with so many fine auctioneers at the conventions," Col. Steiner said, "better pre-

pared me to grasp this opportunity with absolute confidence that I could do the job."

Col. Steiner extends a most cordial invitation to all members of the National Auctioneer's Association to visit the Sloan Galleries when in Washington, D. C.

Kentucky to Hold Annual Convention

The Kentucky Auctioneers Association will hold its Third Annual Convention on January the 24th and 25th at the Sheraton Hotel, site of the 1960 National Convention, in Louisville, Ky.

Registration, organizational meetings, and officers and directors meetings will be held on Sunday, January, the 24th.

A full day's program is slated for Monday, January the 25th. The program includes the following speakers and their subjects:

Col. J. T. Denton, Lexington, Ky.—
"Thoroughbred and Saddle Horse Sales."

Col. J. Meredith Darbyshire, Wilmington, Ohio—"Real Estate Auctions."

Attorney H. Bemis Lawrence, Louisville, Ky.—"Kentucky's License Law."

Col. George W. Kurtz, Sturgis, Ky.—
"Purbred Livestock Sales."

Col. Bernard Hart, National Secretary, Frankfort, Ind.—"Kentucky Plays Host to National Convention."

A Panel Discussion will take place with all speakers participating and Col. John L. Cummins acting as moderator.

Following the banquet and installation ceremonies, a Fun Auction will conclude the program.

Officers whose terms will expire include: Col. W. P. Scully, President, Lexington, K.; Col. John L. Cummins, Vice President, Cynthiana, Ky.; Col. Elaine K. Meyer, Secretary and Treasurer, Louisville, Ky.

Life consists largely of associations with other human beings — the more people you meet and the wider their diversity, the better you will understand human nature.

— Charles R. Gow

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

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Time again to renew my subscription to "The Auctioneer" so will enclose check for another year.

I am always interested in what the "Colonels" are doing even though I am not active in the auction business any more. Best regards to all of them.

Sincerely

John L. Whitman
DeKalb, Ill.

Dear Bernie:

This is really the first time I have had a chance to write and tell you and all the members of the N.A.A. how much the Colorado Auctioneers appreciated the attendance and fellowship shown us during the National Convention.

We feel proud but humble that it turned out to be such a success as we were anything but ready and had had no past experience. We found out anything can be done by hard work and burning the midnight oil, plus the cooperation of such a wonderful national organization. Any state, even with just a beginning of an organization, should not hold back if they really want to host the National Convention.

We are looking forward to the National Convention at Louisville, Kentucky.

Yours very truly,

H. W. "Bill" Hauschildt
Treasurer of Colorado A. A.

Dear Sir:

Enclosed is a check for fifteen dollars for a year's subscription to the "Auctioneer" and put me on the Booster page. I'm very sorry I haven't sent you a check before now. I sure have missed the "Auctioneer." Please make my subscription retroactive to my last issue and send me the two issues that I have missed.

You cannot imagine the letters I received from all over the United States after the letter that I wrote you was published in the July issue of the "Auctioneer". I finally got all of them answered. It would be very nice if other auctioneers who operate auction houses would write in and tell how they operate their sales. I know that every one has his own ideas, and some of us would benefit greatly from their ideas.

Quite a few auctioneers have come to my Friday night sales and have gone away convinced that it works good the way I have it set up. I also learn a lot from the way they operate.

As I told you before, I was selling from two counters and then moving over to an auctioneers stand and finishing the sale. Now I never get off my cart. I have found out that the ten minute break I used to take moving over to the auctioneer's stand slowed my sale down and it took some time to build the momentum back up. As I said, I say on my four wheel cart now and everything is bring-

IN UNITY THERE IS STRENGTH

ing more money and the buyers like it better.

Since you published my letter, I have had a cafe sale and a grocery store sale. Next week I have a hotel sale and will sell all the furnishings, etc.

It keeps me rather busy operating an Auction House every Friday night and taking on outside sales. I drive hundreds of miles every week looking for merchandise from the people while I'm gone. It's a paying business but hard work. I don't advise any auctioneer to open an Auction House unless he intends to work six days a week.

Hope you and your family have a Merry Christmas and a Happy New Year.

Sincerely,
Billy Dunn
Laurinburg, N. C.

Greetings:

Please find enclosed a money order

for \$10.00 for my 1960 membership dues and subscription to "The Auctioneer".

"The Auctioneer" has much helpful information and good ideas that should be a benefit and help to most any auctioneer, which I sincerely appreciate.

I want to wish all auctioneers everywhere a MERRY CHRISTMAS and the BEST for the NEW YEAR.

Yours Truly,
Harold E. Ball
Portland, Ore.

Dear Bernie:

Just a word to tell you how much I appreciate the "Auctioneer" and the fine job you are doing as Secretary and publisher.

Art Thompson
2728 Woodside Blvd.
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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Visit The Other Fellow's Sale

By COL. B. G. COATS

If you visited auction sales say fifteen years ago and haven't visited any since then, or if you have never visited the other fellow's sale take a bus man's holiday and visit as many as you can. It will do you good and it will make the Auctioneer whom you are visiting feel mighty good. You will or should be able to learn and get many new ideas.

When I visit auction sales now and observe the Auctioneers conducting them I always go back over the period of years and can't help but note the wonderful improvement that has taken place during the past decade. Not only have the Auctioneers improved but the way and manner in which the sales are conducted has made and is making for a better profession. Just what has brought about this wonderful improvement? You may have many answers to this question but I have but one and that is the spirit of cooperation, the unselfishness, fellowship and good will which stems from being together and exchanging experiences and ideas. What brings the Auctioneers together? Organization. If it were not for the various state and the National Association of Auctioneers, we would just be drifting along as we were fifteen or twenty years ago.

If you visit the other fellow's auction sale today you will observe many things that will make you very proud to be an Auctioneer and proud to be associated with your state and national Associations. There are exceptions but let's throw them out the window and look only for the good, the other will eventually dissipate itself if we continue our efforts to improve and progress. We can't improve without progressing and we can't progress without improvement.

The sales that I visit now I find Auctioneers with smiles that are as infectious as the virus. They are shaking hands with all the visitors making them feel welcome. They are neat in their appearance. They have knowledge of the value of what they are selling. They open a sale with as few remarks as pos-

sible. They favorably impress their visitors by the way and manner in which they present their offerings.

You will find each Auctioneer you visit an original personality possessed of winning qualities that he has developed to make him a better Auctioneer. You will find he has command of everything he sells and respect for his profession. You will find that he does not make things up as he goes along but that he is working from a basis of knowledge—a strong firm understanding of what it is all about.

You will find he brings out the best in visitors through good will and joyousness of spirit. You will find that they are the embodiment of professional auctioneering. You will discover that they have an unmotivated interest in other people. You will find that they enjoy their work, that they bring pleasure to themselves and the visitors.

Applaud the Auctioneer occasionally. You will be surprised at the number of visitors who will join with you. It makes for a change of pace and livens up the sale. You will see the Auctioneer bubbling over with pride and then watch him as he sells the next few items. He will do much better. Encouragement is a wonderful tonic. Help in every way you can to make his sale a success. Do all the good you can and it will flow back to you, perhaps not today or tomorrow but it will come and you will feel so much better. Success is not the amount of money or the wealth you accumulate, it is the good you do for the other fellow.

Visit as many sales as you possibly can and look for the opportunity of doing something, no matter how small it may be, to help others. It doesn't cost a penny. You have gained the respect of all the visitors and made a friend of the Auctioneer. The friendship we radiate, and the consideration we give to others will make our path less difficult to travel.

Prize Steer and a Kiss Bring \$22,356

CHICAGO — A farm girl kissed a stranger and won \$618 for her fiancé.

As a result of that kiss, Black Jewel, the Grand Champion Steer of the International Live Stock Exposition, sold for \$22,356 and its owner, Roy Maass, 21, of Remsen, Iowa, will plow a few extra acres next spring.

The kiss climaxed the bidding on Black Jewel, a 1,050-pound Aberdeen Angus, at the exposition auction. The top price of \$22,356 or \$21.60 a pound was paid by the Howard Johnson restaurant chain.

The bidding had reached nearly \$20 a pound when Ellard Pfaelzer, representing the chain, pointed to Maass' fiancé, Darlene Hansen, 21, and announced: "If this little girl will kiss me I'll raise it a dollar."

Darlene, a pretty, auburn-haired farm girl from Le Mars, Iowa, obliged happily, and the bidding continued until Black Jewel was knocked down to Pfaelzer at \$21 a pound. But Pfaelzer still had some unused generosity.

"In honor of the 60th anniversary of the exhibition and for kissing this little girl, I'm going to pay \$21.60 for this fine animal."

While Roy Maass grinned and the farm crowd cheered, Darlene once again kissed Pfaelzer and the price for Black Jewel jumped \$618.

Johnson said he bought the steer "in appreciation of the 4-H Clubs. We have no definite plans for the steer at the moment."

The \$22,356 represents a sizable nest egg for the young Iowa couple, who plan to be married next spring.

Roy already has leased a farm near the 360-acre spread he now shares with his brother, Wayne, 23.

Wayne Maass, a co-owner of Black Jewel, said he would use his share of the profits to pay off some loans on farm equipment and buy a layette. He and his wife, Faye, expect a baby later this month.

The price paid for Black Jewel was the third highest in the history of the world's greatest farm show, but far be-

low the record \$31,050 paid for the 1957 Grand Champion by entertainer Arthur Godfrey.

Last year's winner, Charles (Chuck) Wood of Spencer, Iowa—a close friend of the Maass brothers — collected \$23,125 for his Grand Champion Steer, Holy Cow.

Other winners brought prices for below Black Jewel's reward.

Canadian Sale Sets New All-Time Record

PETERBOROUGH, Ont., Canada — A crowd estimated at over 1,000 from nearly every state and province and three foreign countries jammed the pavilion at Louada Shorthorn Farms Oct. 26 for another record-breaking sale. The average of \$3,419 on 42 lots established a top for this year in the Shorthorn breed, a new Canadian all-time record and third high in the history of all Shorthorn sales in North America. The Louada sale a year ago averaged \$3,375.

Not included in the sale average was a \$30,000 bull, Louada Bonaparte, sold privately the day before the sale to Charles Duggan of the famous Sittyton Shorthorn herd in Argentina.

Coupling this bull with the 14 that sold in the auction for a total of \$75,300 made a grand total of \$105,300 for the 15 sons of the famed Bapton Constructor, \$50,000 Louada herd sire.

The 42 lots sold into 15 states and provinces, with one female going to Scotland. Top selling bull was Louada Nugget, junior yearling that went at \$12,200 to Hi Ho Farms, Phoenix, Md. Second top bull, Louada Cornerstone, sold at \$11,500 to Leonard J. Buck, Allwood Plantation, Thomasville, Ga. Buck also purchased Louada Achilles, another son of Bapton Constructor, at \$9,500. Eleven of the 14 bulls sold up from \$2,500.

Three females went over the \$5,000 mark. The top, Louada Augusta Queen, went at \$5,700 to David Lorenz, Kansas City. George Arrowsmith, Upperco, Md., purchased the second top, Louada Blood Royal 9, at \$5,000. Northwood Farms, Crystal Lake, Ill., bought two females, one at \$5,200, the other at \$5,000. No animal in the sale sold for less than \$1,000.



Col. O. S. Clay, Shelbyville auctioneer, opens the 11th Annual Kiwanis Auction Sale at the Shelbyville, Indiana Armory, Oct. 24. Col Clay who is in the top ten age group of N. A. A. members, has opened each of the Kiwanis Auctions for the past 11 years. Auctioneers who assisted with the sale were Col. Riley Keaton, Morristown; Col. Bob Adam, Fountaintown; Col. Jack Hill, Boggstown; Col. Kenneth Wind, Edinburg; Col. Landy Pharis, Col. Kenneth Nigh, Col. Jim Buckley and Col. Len Worland, Shelbyville. The sale netted \$850.00.

NOTE: Col. Clay has since officially announced his retirement from active auctioneering after having sold over 9,000 auctions during a 58 year period.

Cattle Sales In Michigan Increase

Northern Michigan beef cattle producers pocketed \$853,594 for 6,398 head of feeder calves sold through six area cooperative auction sales this fall.

Total receipts topped last year by more than \$100,000. The average value per calf was down but more than 1,100 more head were sold to boost the total value over last year's previous high.

Bill Finley, assistant professor of animal husbandry at Michigan State University, reports that the cooperative marketing of feeder cattle is gaining popularity in Michigan.

Strong Demand

"Consignors like to sell their cattle at one time on a sorted and graded basis,"

notes Finley. "Feed lot operators report that they now like Michigan produced cattle and that larger groups properly sorted are in strong demand."

Since 1945 in the 40 northern Michigan sales 38,998 cattle have been sold which have brought consignors over \$45 million.

"This represents an indirect market for a lot of northern Michigan hay and pasture," says Finley. "After these cattle reached feed lots they have provided a splendid market for the huge tonnage of grain and forage produced in central and southern Michigan."

Paintings Sold

LONDON — An auction sale of English paintings by Constable, Turner, Gainsborough and others brought a total of \$319,410.

Sunday Closing Laws To Be Tested By High Court

It seems strange that Sunday closing laws, long the focus of furious controversy in many states, have never had a showdown test before the United States supreme court.

But such a test is now in prospect. The constitutional uncertainties that beset this sort of legislation may soon be resolved, for blue law cases both from Massachusetts and Maryland have been placed on the supreme court docket.

Interest in the Massachusetts case is particularly marked. Here the state's ancient Sunday closing law has been held unconstitutional by a special three-judge federal district court headed by Judge Calvert Magruder.

The court found that the law favored one religion over another, in effect furnishing "special protection to the dominant Christian sects which celebrate Sunday as the Lord's day." Such protection was denied, the court pointed out, "to those Christian sects and to orthodox and conservative Jews who observe Saturday as the Sabbath."

The court also held that the many exemptions provided in the Sunday closing law meant that the plaintiffs (in this case proprietors and patrons of a Kosher super-market) were being denied the equal protection of the law guaranteed by the 14th amendment. Among the law's "whimsical" distinctions noted: It is unlawful to dredge for oysters on Sunday, yet quite legal to dig for clams.

In the beginning Sunday closing laws were probably quite free of guile. They were intended to promote an undistracted observance of the Sabbath and nothing more. But today they are often championed by commercial groups which seek to deny some advantage to their competitors. If the competitors will not voluntarily close down on Sunday, then they must be blackjacked by a law.

Such legislation is often urged in the name of Christian piety, but actually there may be no religious motive at all. The profits made by Group A through

Sunday trade are simply resented by Group B and so the state is asked to step in and prohibit Sunday sales. The whole campaign for closing legislation may be as devoid of genuine religious purpose as a cash register.

Sunday closing laws, by their very nature, inevitably penalize those who do not observe Sunday as a religious day. They give the support of the state to one sort of observance, as opposed to another, and so inevitably discriminate against some citizens. When this discrimination serves no better purpose than to police commercial competition, it becomes particularly abhorrent.

The case against Sunday closing legislation is persuasively presented on this page today by a Methodist minister writing in the Christian Century. The issue of constitutionality now headed for the supreme court is one which has stirred emotions deeply and sparked innumerable controversies.

The court's decision will be awaited with intense interest. Whichever way it goes, its impact will be widely felt and scores of businesses will be affected by it.

"Haven't had a chance to relay our feelings as to the wonderful convention that the Colorado boys put on for us. We really were pleased and think that next year will even surpass it both in attendance and in family pleasure. With such a capable baby sitter as Carman Potter we are expecting to bring our entire brood and give Potter a lesson he won't soon forget.

**Garth and June Wilber,
Bronson, Michigan**

Note: At the last National business meeting a resolution was passed whereby the 1st Vice President with the cooperation of the Ladies Auxiliary would be responsible for entertaining the children at the National Convention.

Napoleonic Relics Sell Below Estimate

BERN, Switzerland—Napoleonic treasures, bucking the trend of rising values, took a nosedive in price at Switzerland's biggest postwar art auction recently.

A collection with an estimated value of a million dollars brought well below that on the first morning of a week-long auction that has attracted experts the world over.

The biggest single lot to find a buyer was a 123-piece gold and vermeil tea-breakfast-toilet-travel set which the city of Paris gave to Empress Marie-Louise of Hapsburg.

It was a wedding present when Napoleon took her as his second wife in 1810. The set included three solid gold toothbrushes, a gilt and mother-of-pearl screwdriver, a solid gold snuff box and a solid gold ear cleaner.

The heirs of Crown Prince Rupprecht of Bavaria commissioned Swiss dealer Juerg Stuker to sell it. He estimated the value at \$151,000, but it went to the Residenz Museum of Munich for \$58,000 — plus 20% commission for Stuker.

The second biggest lot comprised a seven-piece, 22-carat gold tea service which was given to Czar Alexander to commemorate the fall of Napoleon. This had been valued at \$116,000 but an anonymous Swiss bidder snapped it up for the bargain price of \$53,000.

Another anonymous Swiss bid and paid \$36,000—Plus Stuker's 20%—for six Napoleonic items valued at \$143,000. These included the sewing box of Queen Hortensia, a desk set and chandelier that belonged to Prince Eugene Brauharnias and a wash basin once owned by the Consul Combraceres.

Two Paintings Bring \$770,000 At Auction

LONDON—Two paintings owned by an American brother and sister were sold for \$770,000 in an auction of impressionists that attracted the world's top art dealers.

Rosenberg and Stiebel, New York art

dealers, bought Cezanne's "Peasant In A Blue Blouse" for \$406,000 and Gauguin's "I Await The Letter" for \$364,000.

The Sezanne was owned by Mrs. T. G. Keneflick of Buffalo, N.Y., and the Gauguin by her brother, George Goodyear. The paintings were given them years ago by their father, 82-year-old A. Conger Goodyear of Old Westbury, L.I., one of the founders of New York's Museum of Modern Art.

Old Volume Sells For Record \$182,000

LONDON—A world's record price for a bound manuscript sold at public auction was set by the sale of a thirteenth century Apocalypse for £65,000 (\$182,000).

The buyer of the Apocalypse, the last book of the New Testament, was H. P. Kraus, New York book dealer and specialist in rare and antique manuscripts. He broke by a wide margin the record he himself set last December with the purchase of the twelfth century Helmarshausen Latin Gospels and Eusebian Canons for £39,000 (\$109,200).

Mr. Kraus outbid all others for the few items he really sought from the second part of the Dyson Perrins collection.

The sale of the first part, carried out in the auction rooms of Southeby & Co., Ltd., took place Dec. 9, 1958.

European Buyers Compete For Books

American collectors will "have to raise their ante if they are going to compete with foreigners for great works," a dealer in rare books and manuscripts said here yesterday.

He was referring to the Helmarshausen Gospels, which Mr. Kraus bought in the Dyson Perrins sale last year and which quickly went to an unnamed German collector.

"Germans of great wealth are now appearing on the scene after an absence of decades," the dealer said. "The Swiss are active and the English, instead of selling to us, are now buying heavily."

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Harvey Baldwin,
8797 W. Colfax, Denver
Secretary: Lyle D. Woodard, 2942 S.
Cherry Way, Denver

Illinois State Auctioneers Association

President: John A. Carr, Macon
Secretary: Charles F. Knapp,
Cissna Park

Indiana Auctioneers Association

President: Roy L. Crume,
Rt. 2, Kokomo
Secretary: George W. Skinner, 6171 N.
Meridian St., Indianapolis

Iowa State Auctioneers Association

President: Glen Anderson, Gowrie
Secretary: B. J. Berry, 3104 Avenue M
Fort Madison

Kansas Auctioneers Association

President: Gene Watson, 2001 N.
Jackson, Hutchinson
Secretary: C. E. Sandeffer,
1401 Lane, Topeka

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Rd., Lexington
Secretary: Elaine K. Meyer, 1918 Mell-
wood Ave., Louisville 6

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Fayette St., Baltimore 2

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Wisner St., Saginaw
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Secretary: Frank A. Sloan, 1711 Olson
Highway, Minneapolis 5

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President: Jim M. Merrigan, 630
Prather Ave., Maryville
Secretary: H. Willard Arnaman,
Box 123, Unionville

Nebraska Auctioneers Association

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Secretary: Donald D. Zicht, 506 Roland
St., Norfolk

New Hampshire Auctioneers Association

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Secretary: George E. Michael,
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Secretary: Ralph S. Day, 183 Broad
Ave., Leonia

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iversity Bldg., Syracuse 2

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THE LIGHTER SIDE . . .

NATURALLY!

Explorer: "I just got back from Africa and brought back six lions, three antelopes and a potter."

Friend: "What's a potter?"

Explorer: "To cook the meat in."

UNDERSTANDS

The blonde at the next table had been gushing for 15 minutes about her latest big date—to her girl friend's obvious boredom—when the young man himself walked in.

"There he is!" she whispered ecstatically, and indulged in another dramatic sigh. "I see that face every time I close my eyes!"

There was a brief silence and then the other girl said drily, "I see what you mean. It looks better that way!"

PLAYING SAFE

"Oh mother," sobbed the young wife, "John doesn't trust me."

"Why my child, what has he done?"

"Well, you know I cooked my first dinner for him today, and he invited a friend to dine with him." The sobs broke out afresh. "And, oh mother, the man was a doctor!"

A PROFIT!

A noted financier was taken seriously ill at 90 years of age and felt that his end was near.

"Nonsense!" said the doctor. "The Lord isn't going to take you until you've passed the 100 mark."

"No, my friend," said the aged banker, "that wouldn't be good finance. Why should the Lord wait until I have reached par when He can pick me up at 90?"

AGREEABLE

Two ministers, given to arguing about their respective faiths, were in a very heated discussion. "That's all right," said one, calmly. "We'll just agree to disagree. After all, we're both doing the Lord's work—you in your way and I in His."

ESSAY ON CATS

A 10-year - old boy's composition on cats:

"Cats and people are funny animals, cats have four paws but only one ma. People have forefathers but only one mother. When a cat smells a rat, he gets excited, so do people. Cats carry tails and a lot of people carry tales, too. All cats have fur coats. Some people have fur coats, and the ones who don't have fur coats say catty things about the ones who do have them."

THAT PROFESSOR AGAIN

"Where is the car?" demanded Mrs. Diggs.

"Dear me!" ejaculated Professor Diggs, "did I take the car out?"

"You certainly did. You drove it to town."

"How odd! I remember now that after I got out of it I turned around to thank the gentleman who had given me a lift and wondered where he had gone."

NOT A BIT

The young interns were discussing theories about pre-natal influence.

"Obviously, there is no such thing," scoffed one. "It's been disproved time and time again. For example, before I was born, my mother broke a huge batch of phonograph records. But it's never bothered me . . . never bothered me . . . never bothered me . . ."

POLICY

"Integrity and wisdom are essential to success in every business," said the boss to a new employee. "By integrity I mean that when you promise a customer something, we must keep that promise even if we lose money."

"And what is wisdom?" asked the new man.

"Don't make such darned fool promises."

MALE ANIMAL

One teen-ager to another: "I almost swoon when he takes me in his arms and tells me how wonderful he is."

IN UNITY THERE IS STRENGTH

DEFINITIONS

Health: What people are always drinking to before they collapse.

Flirt: A woman who believes that it's every man for herself.

Hick Town: A town where there's no place to go where you shouldn't go.

Prosperity: That short period between the final installment and the next purchase.

Jaywalking: A kind of exercise that brings on that rundown feeling.

Marriage: That which entitles women to the protection of strong men who steady the ladder for them while they paint the kitchen ceiling.

Feed Store: The only place in town where you can get a chicken dinner for 10 cents.

SHORT SIGHTED

Young chap to friend: "He just doesn't plan for the future at all. He's getting married next month and hasn't even found her a job."

C'EST LA VIE

It was Monday morning and the small town minister was greatly shocked when he came upon his wife with her hand in the coins gathered during the Sunday church collection.

"Mable," he exclaimed, "what are you doing?"

"What do you think I'm doing?" she replied, annoyed. "I'm looking for a button to sew on your coat."

USUALLY

When a girl finds that she's not the only pebble on the beach, she usually becomes a little boulder.

TALENTED

A couple of office men were discussing a new secretary. One asked if she could add, type or do shorthand.

"No," was the reply, "but she sure can distract."

Sour?

Overheard by parked car: "You drive, you're too drunk to sing."

"Have you heard about my grandchildren?"

"No. And I appreciate it."

THE TROUBLE

It's not just the high price of meat, but Uncle Sam takes all the gravy.— The Rowan County News, Morehead, Ky.

SHOULD SHINE

Women should shine as statisticians. They are "naturals" 'at shaping up figures.—W. O. W. Magazine.

ONE REASON

One reason why banks succeed is that they let relatives take the poor risks.

SMALL ERROR

Governor, looking at a newly-constructed dam: "Good heavens! The water, it's supposed to be on the other side!"

The little foreign car and a donkey met on a country road. They looked at each other with misgivings, then the donkey asked:

"What, pray tell, are you?"

The little car proudly replied: "I am an automobile. And you?"

"Oh," replied the donkey with a twinkle, "Well, I am a horse."

LOVE STORY

I met my wife at a travel bureau. She was looking for a vacation and I was the last resort.

A Scotsman on a visit to Canada noticed the mounted head of a bull moose hanging in the hall of the house where he was staying. He asked his host what sort of animal it was.

"Oh, that's a moose," was the reply.

"A moose!" exclaimed the Scot. "Good Heavens, what are your rats like over here?"

"MAMA," GLOATED PAPA, "our baby's going to be an auctioneer when he grows up. He just put Uncle Joe's watch under the hammer."

One reason the dog has so many friends: he wags his tail instead of his tongue.

Man to small boy dragging top half of a bikini bathing suit along edge of the beach: "Now show Daddy exactly where you found it."

Art Objects Auction For Small Buyers

NEW YORK CITY — Archaeological digging into ancient civilizations has brought to the surface, along with material for scholars, museums and wealthy collectors, a vast number of objects that have a ready market among small buyers.

An auction at the Waldorf-Astoria Hotel holds a mirror up to the manifold activities of archaeological investigators. And, it reflects, as well, a phenomenon of the past decade or so—the soaring interest of the small collector in the small collector in the romantic relics of the past.

Hans M. F. Schulmann, who is conducting the sale, has, apparently, more interested clients among the “little” collectors than the “big.”

“It is really incredible how many small collectors have emerged in recent years, and so many specialize. For example, I have a client who has a passion for bells,” Mr. Schulmann said.

There are few bells in the sale, and there are more than 1,000 other objects for specialists in 100 fields and for a public growingly aware of the history and the art of vanished worlds.

In the collection, which will be on exhibition on Thursday and Friday, are such objects as a large marble head of

Aphrodite from the Classical Period, which could bring over \$1,000, and a very rare cycladic goddess in stone, which could sell for twice that.

But the collection on the whole is geared for those who can spend, for instance, about \$30 for a small Tanagra bust of Demeter dating back to 300, B.C. For about the same price there are also Egyptian statuettes, Sumerian tablets and variegated objects from the Holy Land, Africa, Asia Minor, Europe and this continent. Another large section is in the \$100 range.

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