

the
AUCTIONEER



JULY
VOL. VII

1956
No. 7

W O W !

Fun Auction

To be sponsored by the Missouri State Auctioneers Ass'n. at the home of Jewett Fulker-son, Liberty, Missouri,

Thursday, July 19, 5 P.M.

Come on Kansas and help your neighboring State! In fact, any efforts and considerations of any and all State Associations will be appreciated. And, even any Auctioneer individually.

Turn in your contributions to C. C. John, Kansas City, Missouri, or to any of the members of the Fun Auction Committee.

THE AUCTIONEER
is the
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of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort

Indiana

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803 S. Columbia St.

Indiana

Frankfort

IN UNITY THERE IS STRENGTH

CONVENTION

Thursday, July 19

A.M.

- 9:00—Registration (continuing throughout the day).
- 9:00—Meeting of Reception Committee.
- 10:00—Meeting of Program Committee.
- 11:00—Meeting of Resolutions Committee
Meeting of 1957 Convention Site Committee.

P.M.

- 12:15—Invocation, Col. John Rhodes, Iowa.
- 12:15—Luncheon, Ballroom — Welcome to Kansas City by Mayor H. Roe Bartle.
- 1:30—President's Address of Welcome — Col. C. B. Drake, Illinois.
- 1:45—Welcome to Missouri — Col. Wm. McCracken, Missouri, Vice-President of Missouri State Auctioneers Ass'n.
- 1:50—"Topics of the Day"—Col. H. W. Sigrist, Indiana, immediate past President.
- 2:00—Introduction of Convention Chairmen.
- 2:15—"60 Years of Auctioneering" — Col. Tim Preece, Nebraska.
- 3:00—Ladies Auxiliary Tea in Aztec Room.
- 3:00—Business Meeting
- 4:00—Adjourn
- 5:00—Fun Auction — at the home of Col. Jewett Fulkerson, Liberty, Missouri.
(Sponsored by Missouri State Auctioneers Ass'n.)
- 6:00—Chuck Wagon Dinner — at the home of Col. Jewett Fulkerson.
- 7:45—Address — Col. John Rhodes, Iowa.
- 8:30—Dancing Under the Stars — Dee Peterson's 8 piece Orchestra and lady vocalist — Kansas City's Finest Dance Band Music — until 11:30.

Friday, July 20

A.M.

- 9:30—Call to Order.
- 9:40—"Subject to be Chosen" — Col. Kenneth Crews, Kansas.
- 9:55—"Auctioneering in the Rockies" — Col. H. B. Sager, Montana.
- 10:10—"Dairy Cattle at Auction" — Col. Ray Elliott, Indiana.
- 10:40—"Blacks Are My Line" — Col. Roy Johnston, Missouri.
- 11:10—"Auctions in Foreign Countries"—Col. Carey Jones, Illinois and
Col. Floyd Hopkins, Ohio.
- 11:45—Adjourn for Lunch.

PROGRAM

P.M.

12:15—Special luncheon for National Ladies Auxiliary in Aztec Room.

1:00—"Origin of Auctions" — Col. C. B. Drake, Illinois.

1:30—"Subject to be Chosen" — Col. A. W. Thompson, Nebraska.

2:00—"What I Expect in an Auctioneer" — Joe O'Bryan, Kansas. (Owner of the World's Largest Polled Hereford Herd).

2:30—DEBATE — "License Laws for Auctioneers"

Affirmative

Col. Frank A. Sloan, Minnesota

Col. Sam Lyons, Pennsylvania

Col. Homer H. Sparks, Pennsylvania

Col. B. G. Coats, New Jersey,
Alternate

Negative

Col. A. W. Thompson, Nebraska

Col. Jack Gordon, Illinois

Col. John Lewis, Illinois

Col. Carman Y. Potter, Illinois,
Alternate

Parliamentarians:

Col. R. A. "Tiny" Waldrep, Alabama

Col. Guy Pettit, Iowa

4:30—Adjourn

8:00—"HOLLYWOOD STAR REVIEW" — in Ballroom (a 2 hour star-studded national show) sponsored by the Missouri State Auctioneers Ass'n.

Saturday, July 21

A.M.

9:30—Call to Order.

9:35—"The Three R's" — Col. Guy Pettit, Iowa.

10:05—"Opportunities Unequaled" — Col. Ray Sims, Missouri.

10:25—"Subject to be Chosen"—Col. Jewett Fulkerson, Missouri.

10:45—"Furniture Auctions" — Col. Lawrence Dykes, Illinois.

11:00—"Automobile Auctions" — Col. John Wood, Missouri and
Col. W. P. "Bud" Drake, Illinois

11:30—Adjourn for Lunch

Special Luncheon — Sponsored by all Auction Schools and
all Auto Auction Owners.

IN UNITY THERE IS STRENGTH

P.M.

1:00—"You Asked For It" — Col. G. H. Shaw, Iowa

1:15—"The Purebred Auction Path" — Col. Charles Corkle, Nebraska.

1:30—"Subject to be Chosen" — Col. Hamilton James, Illinois.

1:45—"Subject to be Chosen"—Col. E. T. Sherlock, Kansas.

2:00—Business Meeting.

Secretary's Report — Col. Bernard Hart, Indiana.

Treasurer's Report — Col. Henry Rasmussen, Nebraska.

Report of Resolutions Committee

Report of Grievance Committee

Report of Nominating Committee.

2:20—Election of Officers and Directors.

3:00—Acceptance Address by New President of Association.

3:15—Introduction and Address by New President of Ladies Auxiliary.

3:30—Selection of Site for 1957 Convention.

3:45—"The Auctioneer" — Col. B. G. Coats, New Jersey.

6:30—BANQUET — Grand Ballroom

Presentation of Awards and Introductions:

First Auctioneer to Register (Missouri not included).

Auctioneer travelling greatest distance.

Oldest Auctioneer.

Youngest Auctioneer (must be actively engaged in auctioneering).

Recognition of State having largest registration (Missouri not included).

ADDRESS—Hon Harry S. Truman, former President of the United States.

The Booster Page

Proudly, we call your attention to the "Booster Page" in this issue of "The Auctioneer". More auctioneers are listed and more states are represented than ever before. It has been our ambition to build this page until it fills two pages. The next time you pay your membership dues or have occasion to write to our office, why not enclose an extra \$5.00 in support of the only publication devoted exclusively to your profession?

Many of the listings now on this page expire with this issue. If it has been a year or more since you have sent your contribution, don't forget to renew it.

Even the woodpecker owes his success to the fact that he uses his head.

Our Cover

The original Chuck Wagon, a souvenir of the first Chuck Wagon Dinner in connection with our National Convention. This dinner will be held at the home of Col. Jewett Fulkerson, Liberty, Mo., on Thursday evening, July 19, immediately following the Fun Auction.

In the program immediately following the dinner, this souvenir wagon will be sold to the highest bidder with the proceeds going to the National Auctioneers Association. It has been suggested that some State Auctioneers Association, wishing to help support the National Convention, could do so by bidding on and/or buying this souvenir of the 1956 National Convention.

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Will You Be Aboard?

By COL. B. G. COATS

Every Auctioneer at some time or other has undoubtedly heard of the old mule on the farm that knew just what to do, just what direction to go and just what turn to make, but when the time came to do just those things the old mule would become cantankerous.

Well, Auctioneers aren't like that. They're a wonderful lot of fellows to get busy and do something about it. They're more than willing to give of their time for the advancement of their profession physically and they're not averse to talking a bit, but where the Auctioneer really shines is in his willingness and his ability to use his mind. He thinks things out.

Such traits as persistence, determination, initiative, discernment, judgment and what have you are the product of exercising your brain, which have been perhaps the most important of all in the progress made in the auctioneering profession, no matter what his mental endowments, he must keep himself informed. His success depends upon his access to the latest information on such a wide and varied profession that he cannot afford not to be alert.

I do not think or believe that the average Auctioneer likes to be or wants to be forced into alertness. He is eager to keep himself up to date on developments in his field. That is the incentive which will draw many hundreds of Auctioneers from all over the United States and from beyond the country's borders for the annual National Convention of the National Auctioneers Association which will open on July 19th at Kansas City, Mo. Registrations made as early as April assures a heavy attendance, and a study of the program, elsewhere in this issue, should, and undoubtedly will, persuade many another Auctioneer to decide to be there when the opening gavel sounds.

It would be somewhat perplexing to even imagine a more useful program. The subjects are of immediate interest

and concern to every Auctioneer in America, and the possibilities of the benefits which might accrue from attendance are unlimited. The questions and problems to be discussed in this national convention are of down-to-earth importance in what every Auctioneer gets done for himself, his profession and his Association this year and the years to follow.

Read and study the program carefully and you will note that those of unusual talent and experience will take part. All of us present will benefit by such talent and experience. Former President Truman's presence and participation will lend national significance. Probably never before has the program featured so many Auctioneers so well known in the auctioneering profession. Their views and their logic, based upon their experience, should prove invaluable.

What the Auctioneer sees and hears as he sits in on such a meeting gives him the foundation upon which to exercise his own mind and talents when he returns to his business when the convention is over. It is the Auctioneer who surges into the profession without a sound foundation based upon the most recent information who is most likely to flounder when a storm blows up.

There undoubtedly are Auctioneers who think they are too busy to go. There may be others who think they already know the answers. If they do they are more fortunate than most of us. There probably are some who feel they cannot afford to go. The question is; can they afford not to.

This is an opportunity that comes only once a year. It may, in fact, be several years before some of this year's topics and speakers again are on a convention program, and it will be several years before the national convention comes to Kansas City again, as it has always been the policy of the Association to meet in national conclave in different parts of the country every year. Missouri is a

IN UNITY THERE IS STRENGTH

great state and one with special allure to all who travel there.

I am from Missouri, you've got to show me, is an adage that will prove its-self this year as never before as the Missouri Auctioneers Association, host to the national convention have left nothing undone to make the 1956 convention the largest in attendance, the most inspiring and the most constructive. Nor have the Missouri boys overlooked the matter of entertainment. The visiting Auctioneers and their families will be handsomely entertained. Your presence at this convention will result in many pleasant hours, many pleasant surprises, many pleasant friendships, many wonderful ideas that will help you in building your business.

What all of this adds up to is this: WILL YOU BE ABOARD?

State Office Eyed By Col. Wes Wendt

GRANGER, Wn. — Col. Wes Wendt, well-known auctioneer and real estate operator in the Yakima Valley, has announced his intentions of seeking public office in the coming elections.

Col. Wes says that he is filing for the office of Commissioner of Public Lands for the State of Washington. A long-

time Democrat, Wendt is tossing his five gallon fedora into the political arena for the second time on the state level, having run for the same office in 1952.

Wendt says that he plans to attend the annual Auctioneers Convention this year, politics or no, but that he is withdrawing from the usual competition in regard to distance traveled in attendance. During past conventions, Col. Wendt has been honored twice—last year he was the only one in attendance from West of the Rockies, for which he was awarded a traveling alarm clock (says he hasn't been late to an auction since), and the preceding year he was honored for traveling the greatest distance. However, he stepped aside for a fellow auctioneer who made the trip from Oregon with his wife. Wendt said that with two of them making such a trip, the mileage should count double, so the Oregonian was awarded the distance competition. Col. Wendt says he plans to attend the convention this year in the company of Marion Pierce, a fellow auctioneer of Yakima, Washington.

The doctor's new secretary, a conscientious girl, was puzzled by an entry in the doctor's notes on an emergency case: "Shot in the lumbar region," it read. After a moment the secretary brightened and, in the interest of clarity, typed into the record, "Shot in the woods."



Looking forward to
Seeing you
at the
National Convention

July 19-21

COL. C. B. DRAKE

Decatur Auto Auction, Decatur, Ill.

Ohio Auctioneers Hold Annual Summer Meeting

By COL. POP HESS

While the attendance was not as high as was expected, the program, dinner and all the other features of the annual summer meeting of the Ohio Auctioneers Association were tops. The Neil House in Columbus was the location and the date was Sunday, June 10.

Col. John Hall of Celina, the group's president, called the meeting to order promptly at 10:00 A.M. Col. Gene Slagle, Marion, the new Secretary-Treasurer, gave a very good account of his work in carrying out the duties of that office. Col. John F. Andrews, Beach City, Vice-President of the Association, was present as were many of the Directors and other prominent Ohio auctioneers.

Hon. William O'Neill, Attorney General of the State of Ohio, was the first speaker following the noon meal. He gave the boys a real bread and butter talk, one that every auctioneer should have been present to grasp the many outstanding points this great attorney gave on the inside of law and legislature affairs. Auctioneers who are or were for or against license laws could have picked up some points that would have cleared their thinking. He gave the audience a very clear picture of Ohio today and its future in progress with many points for food for thought and action for auctioneers and auction sales in general.

Although being the Republican candidate for Governor in this fall's election, Mr. O'Neill did not make any reference to the fact and his talk was strictly non-political. This writer predicts that he will be the next governor of Ohio.

Prof. Edward Wright of the speech department of Denison University, Granville, Ohio, one of Ohio's noted humorists, spent a half hour in entertaining the auctioneers and their wives. Some of them had to loosen their belts for more

laughing comfort. Prof. Wright has travelled extensively giving humorous lectures, both here and abroad and will soon leave on another tour to Japan and Korea.

Sam B. Marting of the Marting Sales Service and Bea-Mar Farms, Washington Court House, Ohio, gave a very good address regarding sale management, a most vital part of purebred livestock sales where a man experienced in the many details can certainly increase the returns. Mr. Marting became the first sale manager to become a member of the Ohio Auctioneers Association. Since their work is so closely connected to the auctioneer's, the doors should be opened to them in all State Auctioneers Associations as well as the National.

The meeting closed around 4:00 P.M. sending home a very satisfied lot of auctioneers, who with their wives, were glad they took out the time to attend.

Michigan To Have District Meetings

In an attempt to spur attendance, the Michigan Auctioneers Association has divided the state into five districts with regular meetings to be held in each district. State meetings are planned for two times each year.

Another project of this group is a reference book regarding Michigan auctioneers, similar to the "Blue Book" sponsored by the Minnesota Auctioneers Association.

Col. Maurice Price, Stockbridge, and Mrs. Mary Cole, Mt. Morris, are President and Secretary-Treasurer, respectively of this organization.

People who live in glass houses have to answer the doorbell.

Hello! Hello! Hello!

“LADIES”

ARE YOU ALL READY?

CONVENTION TIME IS HERE!

WE ARE EXPECTING YOU

COME JOIN THE THREE DAYS OF FUN

JULY 19th-20th-21st.

Registration—9:00 o'clock—Thursday A.M.

The following:

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ALMEDA WILSON 1st V. Pres.
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RUTH MARKS Sec. & Treas.
BETTY STEINER Historian

and Directors

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BESS GORDON	CAROL GRUBAUGH
STELLA COLLINS	GLADYS HANSON
VIRGINIA RANKIN	

Will be waiting to WELCOME YOU!

**HELP MAKE KANSAS CITY THE
BEST CONVENTION YET!**

Wherein The Young Housewife Describes A British Auction

By Margaret Moreau Willett

There is an awful moment as the auctioneer whams down his hammer three times and says, "Sold for three pounds to—to the woman over there." Everyone turns to look at the woman over there, me. They keep on looking until the little smiley man who collects deposits and presents "pass out checks" has arrived at my side and the auctioneer proceeds to the next piece of furniture.

The little man always has a hard time getting my name and money out of me because I am still stunned. I have bought a chest of drawers at an auction and what if it has wood worms or something horrible in it, or if the men can't get it up the stairs and thru the bedroom door. When the plump little man has finished with me, I have to wait a few minutes until the next batch of receipts goes to the office. Then I can go down, pay the rest of the sum due and implore them to store the piece for a couple of weeks.

Bidding

Perhaps the reason that I am amazed by the purchase of anything at the auction rooms is that I never have the courage to start bidding at the beginning. I'm afraid that I might be carried away by it all and pay more than I want to. And I want to see who else is interested. Anyway, it takes a real surge of compulsion to make me raise my left forearm to shoulder height and timidly extend one fore-finger. Other people nod and make signals with bent and extended fingers but between my timid bids, I stand with arms clenched at my sides, wallet protected, stoney faced.

So, I usually start bidding just when someone thinks he has it. Take the big chest, the first thing I ever bought at the auctions here. As is our custom, Peter and I had inspected the furniture at the two Chester auction galleries on Saturday and Monday mornings. We compared impressions and when we were interest-

ed in any piece, decided on an approximately top bid for it.

We had not paid much attention to this chest of drawers. I'd looked at its finish decided that it was mahogany and that a little furniture wax would help it. Well, that was all—until I arrived at the rooms for the afternoon sale. I was going to bid for an oak bureau, the kind of desk that has deep, wide drawers in its base and a slanting top that folds down as a writing surface. But this chest came up first and it looked like some man was going to get it for \$7. Well, it was mahogany and it was four feet long and the same height and not quite two feet deep. So I raised it to \$8.40. It was mine; I was stunned. I was no less surprised when the bureau turned out to be mine too. That was \$28, the sum we had decided on.

I spent the rest of the afternoon deciding how to tell him that we now had a huge great chest of drawers because it was cheap. I also had to figure out whose money would pay for these items. Now Cousin John's wedding gift was more than the cost of the chest and his parents' gift was slightly less than the price of the bureau. But they would just about balance. Fine, fine, fine.

Actually, I have bought just one other piece of furniture at the auction sales. We aren't furnishing the house completely anyway, and most things will be new. But some things may as well be old as new, especially when styling and solidity are better and they are verging on being antiques.

Our other piece is another mahogany chest of drawers, but this one is smaller and in very good condition. The brass drop handles are new but they'll dim with age. It was, for the record, \$22.40. That we figure, was another wedding gift.

Auction Galleries

Chester has two "auction galleries," one operated by a department store and

IN UNITY THERE IS STRENGTH

the other by a firm of estate (real estate) agents. The first gallery is supposed to be fancier and prices are supposed to be higher. I can't confirm that because I've never seen anything there that I wanted and besides, snob instinct isn't high enough to make me want to go there so that my goods can be delivered by the store's lorry and the neighbors will think everything is new and expensive.

Yes, I go to the cheaper place. On the first floor (second floor to you) are the quality pieces; these are sold in the afternoon. On the second floor (third), in another great barny room are the things which are supposed to be cheaper and which are sold in the mornings. I've never seen anything I wanted up there either, but I understand that the embellished oak and moldy plush items which furnish our flat came from that source.

Auctions at both galleries are held on Tuesdays, with advertisements in Friday's papers, and on Saturday mornings and Mondays. There are auctions at homes, of course, but the selection is restricted and prices for good pieces are likely to be high. People who have just a few things to sell, whose things are not outstanding, and who want to preserve anonymity, send their things to the auction rooms and let them take the 12½% cut.

At private auctions, houses are likely to be crowded with neighbors who just want to see what is inside. At the auction rooms, tho, you see the same people every week. Some of them are antique and second hand dealers, many are women who want to see what's going, some are bus conductors between shifts, and some come to buy.

"Good Clean Pieces"

The auctioneer stands on a platform which is wheeled around the room and up to the furniture being sold, which a couple of strong-armed men heft and thump for us. If he can't claim anything else, he always says that it is a good clean piece. This description is likely to be applied to the most curlicued and mirrored of sideboards. If it isn't at all clean, then it would come up well after a good cleaning. "Modern" furniture, the sort that is seen in most older homes but not so modern as to be "contempor-

SELLING TO THE HIGHEST BIDDER



Buy this souvenir of the 1956 National Convention Thursday Evening, July 19, at the Chuck Wagon Dinner, Fulkerson Place, Liberty, Mo.

ary," seems to bring the best prices. Large, old, pieces in dark wood are cheaper."

Some sellers specify minimum prices or "reserves." One of the most hideous dining room suites I have ever seen, pickled oak with red paint and plastic trimmings, failed to bring this price and the auctioneer sounded completely downhearted when he said that it would just have to be held over until the next week. Without reserves, prices can be surprisingly low or high, depending to a large extent on the mood of the crowd.

I've done about all the auction buying I'm going to do for awhile. I would like a table for the living room tho, a table for magazines and litter and the tea tray. I suppose that if I find one at an auction room and buy it. I'll be just as amazed when the auctioneer whams down his hammer three times and says, "Sold for three pounds to—to the woman over there."

24, Lorne Street
Chester, England
26th March 1956

Old lady: "Say, driver, seems like you stop at every other telegraph pole."

Driver: "Well, ma'am, this is a Greyhound bus, ain't it?"

Kansas' First Convention

An Outstanding Success

By COL. C. E. SANDEFFER

Forty-one auctioneers, 20 of them accompanied by their wives, turned out for the first annual convention of the Kansas Auctioneers Association. This event was held at the Hotel Jayhawk in Topeka, Sunday, June 3.

President, Col. F. Kenneth Crews of Topeka, called the meeting to order at 11:00 A.M., welcoming the guests with a stirring address. He concluded by introducing Col. E. T. Sherlock, St. Francis, as Convention Chairman.

Hon. George Schnellbacher, Mayor of Topeka, greeted the visiting auctioneers, gave them the key to the city and even offered to instruct the city police to forget to give the auctioneers traffic tickets should the need arise. He also told them of the many interesting sights to be seen in the city.

The response was given by Col. C. A. Brink, Olathe, Kansas.

Col. Jim Kirkeminde, Kansas' flying auctioneer from Belleville, was the first speaker on the afternoon program, his subject being "Value of Your Association."

He was followed by Col. Kenneth Crews whose subject was "Code of Ethics." Col. Charles Bradbury, who is an attorney as well as an auctioneer, discussed laws and city ordinances throughout the state.

Col. Dan Fuller, Albion, Nebr., gave a wonderful talk on "Real Estate At Auction." One young man stated after hearing Col. Fuller that he had learned more in a few minutes than he had at a meeting of the Real Estate brokers a few weeks ago.

Col. Mike Wilson, a well known livestock auctioneer and livestock editor of the Kansas Farmer, gave an inspiring talk on advertising and then held an open discussion on the subject.

One of the old timers in the auction profession was Col. Roy Kistner of Sabetha. He turned out to be a real



Col. C. E. Sandeffer, Secretary-Treasurer of the Kansas Auctioneers Association.

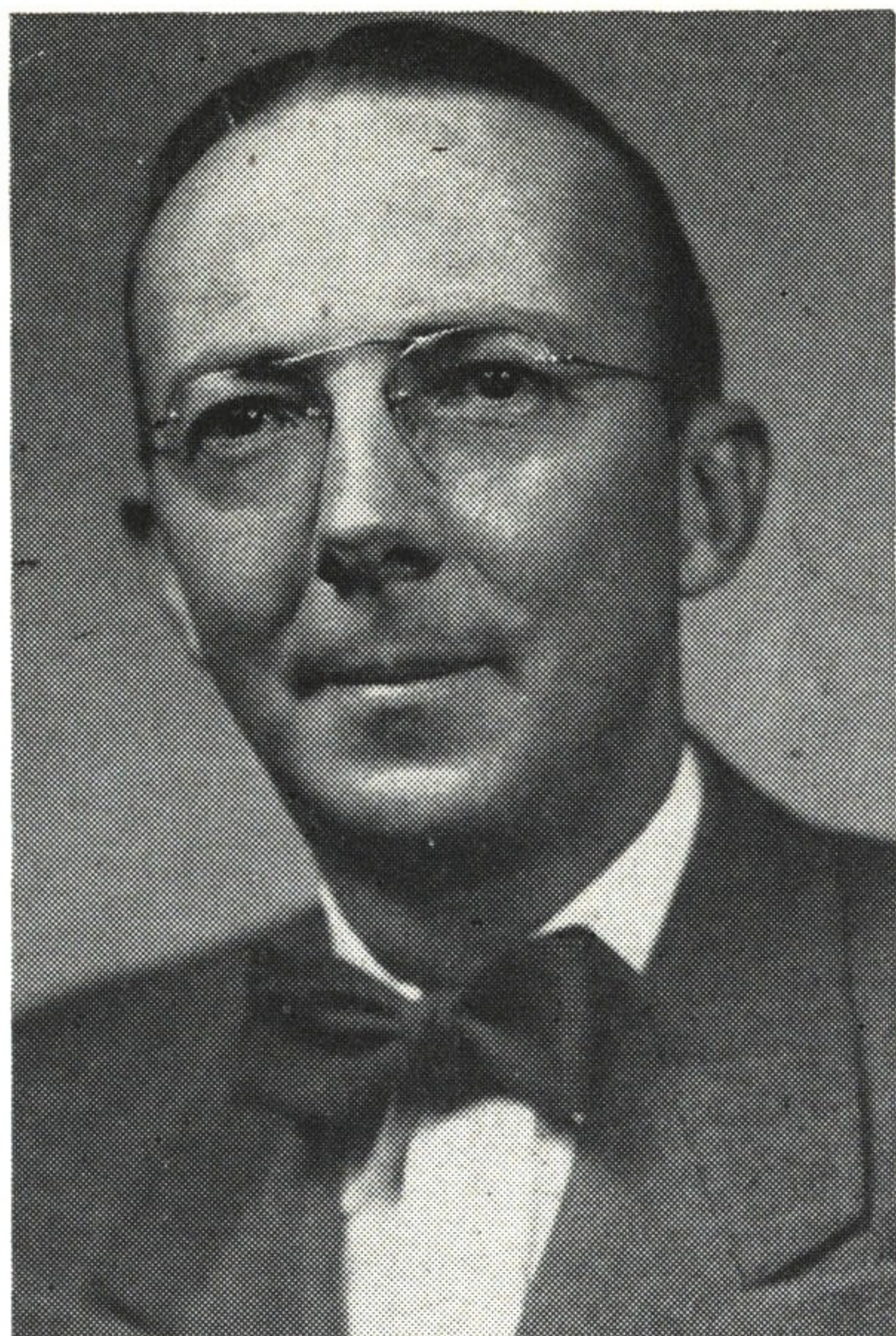
entertainer with his easy humor.

Experiences in the operation of a furniture auction house were described by Col. J. B. Hickerson of Wichita.

Col. Henry Rasmussen was scheduled to address the convention but due to the illness of Mrs. Rasmussen, he was unable to attend. We all wish her a speedy recovery.

In the election of officers for the coming year, Col. Jim Kirkeminde, Belleville, was made President; Col. Mike Wilson, Muscotah, Vice-President; and Col. C. E. Sandeffer, Topeka, was re-elected as Secretary-Treasurer. Col. W. O. Harris, Wetmore was elected to a three year term on the Board of Directors.

At the evening banquet, Col. Bradbury presented each lady with a corsage. Col.



Col. F. Kenneth Crews, retiring President of the Kansas Auctioneers Association.

Franklin Crews, a fourth generation auctioneer, received the award for being the youngest auctioneer present. Col. Ross Schaulis, Clay Center was awarded the prize for enlisting the most new members in the Kansas Auctioneers Association. Awards were a year's membership in the KAA.

At the banquet, Col. Sherlock spoke

regarding the coming Auctioneers Convention at Kansas City, July 19-20-21, urging everyone to attend. He also cited the advantages of belonging to both the State and National Associations.

Col. C. E. Sandeffer gave a short talk regarding "The Auctioneer" pointing out the advantages of receiving this publication and urging the auctioneers to support it with news and other contributions of mutual interest.

Col. L. R. Ketcherside, Topeka, (our Hill Billy auctioneer from Missouri) served in the capacity of toastmaster and did a masterful job.

Nyle H. Miller, executive head of the Kansas Historical Society was the guest speaker of the evening. Speaking on "Some Humorous High and Low Lights of Kansas History" he kept the crowd well entertained and sent them home in a happy frame of mind.

All agreed that the first convention was a huge success and are looking forward to the next one which will be held the first Sunday in June, 1957, at Belleville. Plans had been made to organize a Ladies Auxiliary but due to the interesting program throughout the day the ladies were reluctant to leave the Convention room, so this project was postponed.

"How come—your vacation's just over and you've still got money?

"I stayed at home and let my mind wander."

OPPORTUNITY

Quite naturally Auctioneers want to broaden their scope of service. The real estate field is very broad in its potential. Thousands upon thousands of real estate owners desiring to sell, are searching in vain for buyers through private channels. Anyone with a selling problem is a potential prospect for auction service. Col. R. C. Foland, real estate auctioneer, of Indiana, has sold in nearly every county in his home state and several other states. He has helped realtors, brokers, salesmen and auctioneers introduce auction salesmanship in their communities. If you want to know more of his plan of co-operation address, R. C. FOLAND, the real estate auctioneer, Noblesville, Indiana.

Why Should You Be A Member Of Your State And National Auctioneers Associations?

Reprinted from the letter of invitation to the Midsummer State Meeting of the Pennsylvania Auctioneers Association, held at Greensburg, Pa., June 11.

Founding Fathers Basic Philosophy For Need Of Association. Objectives and intentions are based upon the concept of a strong free America and in line with the principals embodied in the Constitution of the United States. To maintain and improve our American way of life and prevent further steps toward Socialism and Communism, we believe that ownership and services are privileges of people in a free country. And it should be free from Government Controls except for minimum regulatory functions ordinarily needed to maintain a high standard of professional ethics.

That every person should be free to pursue his ambitions to the full extent of his abilities to worship God in his own way, to choose his own trade and to apply for any job he wants, to go into business for himself, be his own boss, and set his own hours of work, to use his honestly acquired property or savings in his own way, to offer his service or products for sale on his own terms, to disagree with any other person even when the majority is on the other side of the person. To study and learn whatever strikes his fancy as long as it seems worth the cost and effort to him. To do as he pleases in general as long as he does not infringe the equal rights and opportunity of every other person to do as he pleases.

Since this philosophy has done little more than to set up fellowship and a better mutual understanding between Auctioneers the majority and pressure groups have been continuously bringing about regulations that tend to reduce us to junk salesmen. These groups have brought about regulations in most cities that make Auctions impossible. Such as Pittsburgh \$250,000 for each sale. Altoona \$150.00 a day and Ten thousand dollar bond. Most other towns and cities also have similar laws and regulations where these pressure groups could not

bring about these unconstitutional regulations. They have attacked the newspapers and threatened not to use them as advertising mediums if they advertise merchandise to be sold at auction. This eliminates every possible auction other than junk.

There has been a new interpretation of the American Way for the minority and oppressed groups to gain recognition and has been very ably put forth by student bodies and minority groups and this is by mass demonstration. It appears we are not going to accomplish much through our state government, as one member so ably put it. They all want to legislate while running for office, but once elected want to see how far they can stay away from Harrisburg during passage of minor bills—absentee is pitiful. And on Big Legislation they have to send state police out after them to make the vote look good. The newspaper situation can be taken care of by the federal government but it appears the local congressman and U. S. Senators won't do much for fear the papers lambaste them. And if you think the greedy Main street merchant who has brought about these ordinances and conditions is going to give up any part of his 20 or 30 thousand dollar home, his Cadillac, his wife's station wagon, his kid's sport car, or their summer home so that some struggling auctioneer might make a modest living, you are fooled. We the auctioneers need both strength in numbers and finances to bring pressure on these conditions. Some part time auctioneers who sell a few household and farm sales say this does not affect them. Don't fool yourself. Anything that affects any part of the auction profession affects every auctioneer. And if the doors are closed to the industrial and commercial auctioneer and if they find out how easy your money is earned you may find out what real competition is.

My Convention Suggestions

By COL. POP HESS



This month, I am devoting my column to my way of thinking in regard to your National Convention. You will receive this issue of "The Auctioneer" just before you attend, or miss, what can be one of the great annual conventions in NAA history. Also, in this same issue, you will find my report of the June meeting of the Ohio Auctioneers Association and in reading that report you can take into your thinking many suggestions that can be inserted in your National Convention.

Regarding your coming convention, I do not want to be a Dictator but would like to throw out some view points for consideration while at the convention.

First, let's not enter the fold with a lot of hot air on your personal accomplishments and successes. You have enjoyed success and your work is known and most of the folks know about it. You will be surprised at the many compliments given you regarding your accomplishments — and it is so much easier digested than to have you first throw it into their laps and turn sour.

Second, leave at home all that jealous thinking on how your competitor has so undermined you that he has become the world's worst stinker — in your way of thinking — for that very chap may be there and he will shake hands with you, and through your discussion, bring out points of ethics in the auction profession. If he is not there you can pick up some "pills" to take that will give this offender a shock in action — and not personally cussed by you. **Jealousy among auctioneers has been the big devil in holding down attendance in both State and National Conventions.**

The June issue of "The Auctioneer"

(page 4) states that there will be two hours devoted to discussing License Laws, Friday, July 20. There is no question but what this will be "hot." For months we have been reading, and sometimes experiencing, effects of State and City licenses. Many lines of type in this publication have been used, both for and against. My personal way of thinking, after many months of study, is that none of our suggestions on a proposed law will be workable as well as any such laws that have been passed to date.

We know a uniform Federal law governing auctioneers of all states could not be arrived at nor passed. License Laws will be up to each state. In your convention the best approach would be to arrive at some workable plan for each auctioneer to take home and present to his State Auctioneers Association. This would bring about a uniformity in the laws if and when we have them.

From reading proposed laws now under consideration in various states they seem to be based strong and hard on "fly by nite" merchandise auctions. In this respect, I would say to add all the sharp biting teeth available, yet, by the same token, do not penalize the above board auctions held in vast numbers throughout all the states. For example, purebred livestock sales, general farm sales, or if any person wishes to hold an auction of his real or personal property he should be permitted to engage the auctioneer of his choice.

In purebred livestock sales, the various breed organizations have laid down sale ethics and the breeders, auctioneers and sale managers are required to comply with them—and they do if they wish to

stay in business.

General farm sales are nearly all conducted by local auctioneers, both the auctioneer and the seller are tax payers and they do not need any iron-bound law on which to operate. The same is true with local folks selling their home and furnishings—or a local merchant closing out his stock at auction. It is their property, they have paid taxes on it and it is their sale. They need no iron-clad law, other than those already on the books for every citizen to comply with, when it comes to selecting THEIR auctioneer.

A law governing fees to be charged by auctioneers would be out in the first round. Closed shop on out of state auctioneers would be unworkable. This is especially true in the purebred livestock field. The breeders in your state do not hire these out of state men because they do not like or do not trust their local auctioneers. Purebred livestock auctioneers are trained and experienced in certain breeds of livestock — they know their values and bloodlines and they have a following of buyers who trust their judgment. To hog-tie these auctioneers with a rigid state law would be doing an injustice to your citizens and tax payers who are doing much to improve the state through the production of improved livestock.

Some uniform law requiring auctioneers of each state to have a license, probably one reasonable law governing new beginners, would not be out of the way. However, we know John Q. Public seldom hires an auctioneer to sell his property unless he feels he is capable of doing it.

In conclusion, in my way of thinking regarding License Laws for auctioneers—it should not be the plan of supporting State and National Associations nearly as much as there should be an everlasting campaign to enroll in both State and National Association memberships, where we as auctioneers will be united in strength so as to defeat any laws proposed by interests other than auctioneers. These are the ones that can do more damage to the auction profession than all the unwritten laws that are hot for or against auctioneers. So

**The President Says:
LET'S GO TO MISSOURI!**

The "Show Me" State is waiting for us to show them we can and will make a large representation at our National Convention!

rather than some unworkable auctioneers law, let's have a solid and united front in State and National Auctioneers Associations—to hold the line. This weak situation, as we now stand, is far more dangerous to the auctioneering profession than any law that can be written.

A solid front in membership, both State and National, will keep the line fences clear of brush — and skunks.

At The Auction Block

In the auction business, don't be a
CRACKED POT.

Stand up and sell everything you've got.
As a crier, you'll gather steam
You can spot in the hidden gleam
Of a woman's eye the desire to buy
Never stopping to wonder why.
Just remember your yesterdays;
The thrill you felt at the crier's ways.

WITH CONFIDENCE HE SELLS AND
SELLS
THE BROKEN ROCKER AND
SPLINTERED SHELLS
THE CRACKED TEAPOT AND THE
WASHING MACHINE
THE OLD SHOE LEATHER AND SOUP
TOUREEN.

WHY, HE EVEN DEALS IN WEEDS
AND SEEDS
You said to yourself as you placed on
your shelf
The dream that later became yourself!

You are the auctioneer today
And what you're selling isn't HAY!

By L. Elliott
Zionsville, Indiana

Scholarship Award At No Money Auction

Some hard working boy or girl will be awarded a \$300.00 scholarship to any college or university of his or her choice at the 5th GOOCH Red Circle "No Money" Auction July 20 and 21st at CK Ranch, Brookville, Kansas.

In the previous four auctions, boys and girls have purchased more than 225 head of high quality steer calves, registered gilts, boars, Hereford heifers, Holstein heifers and Hereford bulls for their 4-H club or FFA projects. The excellent job each did with his particular animal has prompted J. J. Vanier, the moving spirit behind the Red Circle, "No Money" Auction, to offer attractive cash awards for these achievements at the 5th auction this year.

Boys and girls will compete for awards in five different classes: steers, swine,

dairy heifers, beef heifers and sewing. Twenty-nine awards totaling \$470 will be made to the winners. Top awards in this unusual achievement competition will be \$50.

The five first place winners will compete for the grand award, the \$300.00 scholarship. This award will be based upon, scholarship, citizenship, personality, leadership and project achievements. This achievement award is the highlight of one of the most unusual farm youth events in the mid-west, the Red Circle "No Money" Auction July 20 and 21st.

A generous tipper staying at a resort hotel found a new waiter serving him breakfast. The guest asked the new man, "Where's the waiter I usually have?"

New waiter: "He won't be serving you any more. I won you in a dice game last night."

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YOUR AUCTION SUPPLY HEADQUARTERS

N. Y. Museum Acquires Rare Bust at a Bargain

By Paul V. Beckley

A rare Renaissance reliquary bust, valued in five figures, has been acquired by the Metropolitan Museum for less than \$1,000 in a shrewd antiquarian foray by James J. Rorimer, director of the museum, into a **cluttered antique shop** off Bond St. in London.

The disclosure of Mr. Rorimer's bargain came when the bust was included among forty acquisitions to be shown to the public in this country for the first time in a special summer exhibition at the Cloisters, the Metropolitan's uptown medieval branch at Fort Tryon Park.

Mr. Rorimer, who, like most museum directors, is shy about giving out prices paid for works of art, admitted only that no export permit was needed to bring the Renaissance bust out of England. This would mean that it cost the museum less than \$1,000. He admitted that it had been valued in this country in "tens of thousands" of dollars. He also admitted it was "a bargain."

Won't Name Shop

He would not identify the antique shop, saying it was one among "the fifty to a hundred" he visits annually on his summer shopping trips in Europe. However, he added that he never had known "a shop more cluttered" and said it was usually necessary, because of the crowded condition of the interior, to step outside on the sidewalk to carry on any bargaining with the proprietor.

When he first saw the bust "standing on the floor among thousands of other objects," it was "filthy with grime, tarnished, painted with a darkened varnish, and the face was covered with several layers of flaking paint." The miter or bishop's hat worn by the figure had a hinge, however, and Mr. Rorimer lifted it and peered inside. He said he saw at once "how well repoussed the silver was." Repousse refers to the process whereby the modeling in relief is done by hammering the metal outward from

the inside of the piece.

When the shopkeeper saw him looking inside, Mr. Rorimer said he told him, "Well, I suppose you don't mind now if I raise the price?" Mr. Rorimer told him, "You needn't. I've already bought it."

In the workrooms of the Metropolitan, layers of loosened paint were removed to reveal, "a sensitive portrait," which is believed to be the reliquary bust given by Poggio Bracciolini, fifteenth century Renaissance humanist, and his wife, to the church of Santa Maria in Terranova, Italy. On enameled silver plaques at the base of the bust are inscribed the names of Poggio and his wife, Vaggia, as well as four enameled shields of the family coats-of-arms.

Among the other newly acquired objects to go on exhibition are a thirteenth century silver-gilt reliquary statuette of St. Stephen; a Hispano-Flemish altarpiece of the fifteenth century with figures in three-dimensional relief of the Virgin, Saint John and the Magdalen, and a painted lindenwood statue of a saint, probably Saint Catherine, dating from early sixteenth century Germany. The exhibition will continue throughout the summer.

From Hawaii!!

Honolulu, T. H.

May 19, 1956

National Auctioneers Association
803 South Columbia Street
Frankfort, Indiana

Dear Mr. Hart:

We want you to know that we will attend the Auctioneers Convention. We deem it a pleasure to attend.

Yours very truly,
STAMBLER ENTERPRISES
Louis Stambler

The Honor Roll

A never ending plea for members to get new members has been answered only by a few. For that reason we are placing the following men on the "Roll of Honor" for having secured two or more new members (renewals not included) from the time of the 1955 Convention through June 15 of this year.

Col. C. B. Drake, Illinois
 Col. Thomas E. Hays, Ontario
 Col. Guy Jageman, Missouri
 Col. E. T. Nelson, Minnesota
 Col. Carman Y. Potter, Illinois
 Col. Clyde M. Wilson, Ohio
 Col. Bud Drake, Illinois
 Col. Guy Pettit, Iowa
 Col. E. T. Sherlock, Kansas
 Col. Woodrow P. Roth, Pennsylvania.

Col. A. L. Tremblay, Massachusetts
 Col. Ernest Freund, Wisconsin
 Col. Clarence Davis, Indiana
 Col. Irvin Murray, New York
 Col. B. G. Coats, New Jersey
 Col. Wayne R. Posten, Pennsylvania
 Col. C. E. Sandeffer, Kansas
 Col. John Glassman, Michigan

The above named men were responsible for 83 new members in the 11 month period named above. In addition to these men, there are 23 members who secured one new member during the same period. **How many did you secure?**

While handing out bouquets we are not forgetting Col. R. C. Foland of Indiana, who brought in eight new members during the Indianapolis Convention, last year.



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*You Are Invited
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Sponsored by Auction School Owners

Everyone who registers for the National Convention is invited to be the guests of the Auction School Owners and the Auto Auction Owners at this Luncheon. It will be served in the Hotel President, the room will be announced.

Everybody Come! We

Noon Day Luncheon *Saturday, July 21st*

Owners and Auto Auction Owners

The committee in charge of this Luncheon has attempted to contact ALL Auction School Owners and ALL Auto Auction owners. However if you fit in one of these two categories and have not been contacted, write to:

Col. C. C. John, Chairman

Luncheon Committee

Box 8425

Kansas City 14, Mo.

We're Looking For You!

Advantages Of Selling By Auction

BY MALCOM BUNDY
Arcadia, Indiana

Ladies and Gentlemen and Fellow Students. Auction is not a new way of selling. It was brought here by the early colonists and was used for the disposal of goods, brought by the supply ships from England and Holland. By selling in this manner, the ships could return at once for a new cargo. Boston was the center of the great auction selling enterprise in the 16th century. The early records of these sales goes back to 1662, where tea and other items were sold.

We know that in St. Augustine, Florida, African natives were sold on the auction block to the highest bidder. Later it is said that Abraham Lincoln saw slaves being sold on the auction block in New Orleans. Children were sold away from their parents, who would likely never see or hear from them again. Horror seemed to strike young Lincoln, and he vowed that "if I ever have the opportunity, I will do something about slavery."

We have records of over 20,000 sales by auction previous to 1920, in the Eastern United States. At one time in England, it was a common practice to sell by the inch of the candle. The candle was lit and the sale progressed and the one having the highest bid before the candle went out, became the purchaser. It is impossible to say when or for whom the first auction sale was made, for history does not have a record of this sale.

According to Webster, an auction is a sale to the highest bidder. Today we find about all tea, coffee, jute, hides, furs and tobacco are sold by auction. England sells most of the real estate by auction. There are only two ways to sell, by private or public sale. The auctioneer has a lot to do with the success of a sale. He should be able to keep the crowd in a good frame of mind. He should have the confidence of the seller and of the bidders and buyers. He represents both, the seller first, and after the sale is made, the buyer. There was a time when the loudest talking, hardest swearing, tobacco chewing man was the auctioneer. But that day is past. Although we find many auction-

eers are self made men, a good auctioneer today, is a gentleman and should be a well educated business man; for auctioneering is a profession. There are several schools in this country, where men are prepared for this service. There is a great field open today for good auctioneers. An auctioneer's chant has a soothing effect upon a crowd, almost a hypnotic effect. By his persuasive efforts, he can get a better price than you are able to get at a private sale. Perhaps all of you have been to an auction sale and you paid or bid more than you thought you would bid before the sale. By human nature, you hate to be out bid by a friend, a neighbor or even a total stranger.

You can by auction, sell at the time you want to sell. By private sale, you have no assurance when you will sell. By private, if your price is low, you can sell and you will be the loser; and if your price is too high, you can't get a buyer and you will have to reduce the price. After all, the public sets the price. By the auction you are sure of a sale, to the highest bid-

SELLING TO THE HIGHEST BIDDER



Buy this souvenir of the 1956 National Convention Thursday Evening, July 19, at the Chuck Wagon Dinner, Fulkerson Place, Liberty, Mo.

IN UNITY THERE IS STRENGTH

der, at the time you want to sell. The public always sets the price and the price at an auction is the highest price the public will pay. At an auction, the auctioneer can concentrate all his efforts on the sale and you know that you must pay the highest price or somebody will own the property being sold. Perhaps you will never have an opportunity to buy this property again.

At a private sale, you are in a negative frame of mind even though the price is not too high. You can play a waiting game to get the price down. But at an auction you are in a positive frame of mind. You have to bid up or the property is not yours. Your energy, your attention, your interest is all centered there that day. It is like using a magnifying glass to focus the rays of the sun. You know how it will burn your skin. It will even start fires if focused to a fine point. An auction sale is like that. All the effort is focused on that sale and the public knows that this is the day and the hour, either buy now or perhaps you will never know

another chance. An auction sale is like the climax of a book. When the auctioneer's hammer falls, you know you have sold to the highest price the public will pay.

In conclusion, great paintings, great race horses, expensive antiques, some worth hundreds of thousands of dollars are sold by auction. I ask you why they are sold by auction? Because they can be sold that day for the best price. If you have anything to sell, sell it on the day you want to sell it, for the best price, to the highest bidder, by auction.

\$25.00 was the first prize, which was won by the author of this speech at the R. C. Foland Auction School Commencement.

DIFFICULT CLIMB

Two drunks were wandering along the railroad track. Said one, "These are the longest stairs I've ever seen."

"Yeah," said the second, "But it's these low handrails that get me."

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OKLAHOMA AUCTIONEERS BANQUET



First Convention For Oklahomans

Members of the Oklahoma State Auctioneers Association held their first annual Convention at Beverly's Hideaway in Oklahoma City, June 4th. This marked the first birthday anniversary of the group.

Speakers included State Senator George Miskovsky; J. T. Frizzell, Secretary of the Oklahoma Real Estate Commission; William Gill, Sr., President of American First Title and Trust Co.; and Charles T. Davies, an Englishman who was appraiser for the Crown for more than 30 years, now a resident of Oklahoma City and a member of the Oklahoma State Auctioneers Association.

Special guests for the evening were Lt. Gov. and Mrs. Pink Williams. The Lieutenant Governor who relishes handing out honorary colonelships had the

tables turned on him when he was made an honorary Colonel in the Oklahoma State Auctioneers Association.

Col. V. K. Crowell, Oklahoma City, was reelected President and Betty Atkinson was reelected Secretary Treasurer. Col. W. O. Christy, also of Oklahoma City, was elected 1st Vice-President, and Col. Charles R. Williams, Enid, was elected 2nd Vice-President.

Directors elected were Col. W. H. Heldenbrand, Oklahoma City; Col. Clyde Jones, Alva; and Col. Q. H. Brown, Noble. Rex. W. Miller, Norman, was placed in charge of Public Relations.

FORECAST

Wife (to husband reading paper): "I want to do some shopping today if the weather permits. What does the paper forecast say?"

Husband: "Rain, hail, sleet, snow, thunder, lightning and fierce winds."



These folks played important parts in the first Annual Convention of the Oklahoma State Auctioneers Association. They are: Col. V. K. Crowell, President; Rev. Charles Wills, who gave the Invocation; William Gill, Sr., President of the First Title & Trust Co.; Senator George Mishkovsky; Betty Atkinson, Secretary of the OSAA; and J. T. Frizzell, Secretary of the Oklahoma Real Estate Commission.

We Have Got A Problem—We Must Face It

(Reprinted from Greenfield's Auction News)

The Retail Jewelers' Association of the State of Ohio have organized a great association and have poured thousands and thousands of dollars into this organization and through these funds have managed to put through a bill in the Ohio Legislature against the highway auctions in that State. (Space will not allow in this bulletin to show how severe this ordinance is.) It would be impossible for any auction house to exist as this law is written. However the auctioneers' associations are appealing this law through the U. S. Courts. I am hoping and praying that the U. S. Courts will upset this law passed by the Ohio State lawmakers.

Should this law be upheld it means that other States will pass laws similar to the Ohio legislation unless we stop them now. I can understand why these retail merchants are spending so much money to push these laws through. The auctioneers make it hard for them to make their second million. They cannot stand competition. Most of these retail merchants do not believe in live and let live. With taxes going up on everything — who pays for these taxes? No other than the poor shopper. The auctioneers on the highway cater to the working people who look to make their hard earned dollar stretch as far as they can. Should the retail merchants be successful in passing any such laws in this State it would be no problem for them to get their second million. I would suggest you write your State Senator and the Assemblymen of your county that you do not want any change in laws as far as auctions are concerned. You auction followers know that the auctioneers are always a friend to the shopper.

Ben Greenfield, Editor, Yardville, N.J.

Ladies Auxiliary Of Ohio Group Meets

The newly organized Ladies Auxiliary of the Ohio Auctioneers Association held their meeting on Sunday, June 10 at the Neil House, Columbus, Ohio. Mrs. J. Meredith Darbyshire, who was president for the first year of the organization, was presented with a small gavel pin in appreciation of her services.

Mrs. Jack Braddock was in charge of arrangements for this meeting and she was assisted by Mrs. Howard Overmyer and Mrs. Emil Konesky. For the program the women joined their husbands to hear Attorney General of Ohio,

C. William O'Neill, and Professor Edward Wright, humorist from Denison University, Granville, Ohio.

The newly elected officers for the coming year are as follows: Mrs. Rolland Featheringham, President, Mrs. Gene Slagle, secretary-treasurer, Mrs. Earl Wright, vice-president, and Mrs. Robert Norton, assistant secretary-treasurer.

Plain and Fancy

Patient: "Doc, if there's anything wrong with me, say it plain so I can understand it."

Doctor: "Very well. You're lazy."

Patient: "Doc, now give me the scientific name for it. I've got to report it to my wife."

A Challenge

By COL. POP HESS

“An Organization For Better Auctions and Auctioneers” is the slogan of the Association of Ohio Auctioneers. Membership in this Association has ranged between 90 and 120 through the past 16 years. This is not nearly 50% of the auctioneers who have their shingles out for business here in Ohio. Yet all who call themselves auctioneers have a wide invitation to be members.

This brings my thinking back to the Good Book where it reads, “Many were invited but just a few came. All others had excuses.” What could be an auctioneer’s excuse—you think one up and see if it sounds good. You are trying to hold down a job of providing the public with a service that involves a total of several millions of dollars of property value entrusted in your hands, yet through excuses, you fail to attend twice each year a general get-together of the men of your profession to cross your view points with others in the same line of work. Points that one way or another affect the public as a seller or buyer — under your melodious voice as acclaimed auctioneer — the man Mr.

John Q. Public should hire to handle his life’s savings in real and personal property.

“He who sleeps between two feather ticks, covered from head to foot, will be dull on what is taking place in the changing world in which we work.”

And it can occur to Mr. and Mrs. John Q. Public that when they have this sale of what they have worked so hard to get together, the auctioneer they employ be one who is awake and abreast of what it is all about.

Jealousy and closed door thinking plus the greed for a dollar can be costly to anyone, especially auctioneers.

Good Reason

Irritated Wife: “What do you mean by coming home half drunk?”

Hubby: “It’s not my fault—I ran out of money.”

Capitol Gains

“I say, Bill, I hear Rosalie jilted you. I guess it’s a case of ‘you loved and lost.’”

“It’s not quite that bad. I did lose Rosalie but she returned all my presents, plus a diamond brooch, and two sets of ear bobs that I never gave her.”

Chuck Wagon Dinner And Jamboree

A replica of the early '90s! So, come dressed accordingly — either Western style, calicos and jeans, or your “every-days”. A prize goes to the “best-dressed” or “most unique — ?” couple.

Thursday Night, July 19, 6:00 P.M.

At the home of Col. Jewett Fulkerson, Liberty, Mo. Liberty is located just 16 miles northeast of Hotel President — 6 miles from the city limits of Kansas City on Highway By Pass U. S. 71 and State Highway 10 — also 2 miles off U. S. 69.

Don’t anyone miss this event as it is included in your registration. Transportation to Liberty will be furnished to and from.

MISSOURI'S STATE MEETING



First Convention For Missouri Group

Missouri's first State Auctioneers Convention, held at the Hotel Governor in Jefferson City, was termed a most successful event. More than 20 home state auctioneers and their wives turned out for the meeting which was also attended by C. B. Drake, President, and Bernard Hart, Secretary, of the National Auctioneers Association.

Following a Banquet at 1:00 P.M., Col. Drake was the principal speaker, his subject being the pros and cons of License Laws for Auctioneers. Other speakers included Col. Bill McCracken on the importance and need for organization and Col. Hart spoke in regard to the coming National Convention in Kansas City.

In the business meeting that followed the following officers and directors for the coming year were elected: Col. Ray Sims, Belton, President; Col. Olen Downs, Sedalia, Vice-President; Col. Joe L. Horn, Kirkwood, Secretary; Col. Guy Jageman, Independence, Treasurer; Col. Ken Barnicle, Rich Hill; Col. Roy Johnston, Belton; and Col. W. B. Rose, Richmond, Directors for three years; Col. Don Bowman, Hamilton; Col. H. Willard Arnaman, Unionville; and Col. Hugh Morehead, Jr., Milan, Directors for two years; Col. W. M. Stewart, Unionville; Col. Bob Potter, Independence; and Col. Albert Robertson, Albany, Directors for one year.

A motion was passed that the Missouri State Auctioneers Association officially go on record as being opposed to all License Laws governing auctioneers, including National, State, County and Municipal.

Col. Jewett M. Fulkerson, President of the organization since its inception, presided at the meeting.

A Brooklyn boy vacationing in Florida returned to the cottage one night with a handful of rattlesnake rattlers. When asked (with alarm) where he had gotten them, he replied, "I took 'em off of a big woim."

SELLING TO
THE HIGHEST BIDDER



Buy this souvenir of the 1956 National Convention Thursday Evening, July 19, at the Chuck Wagon Dinner, Fulkerson Place, Liberty, Mo.

Where Bad Ones Bring The Most

MILES CITY, Mont. — Practically everyone has seen rodeos and all the fanfare of a Western celebration. But very few have had the opportunity to witness the producers of the great rodeos bid competitively against each other to buy wild bucking horses and brahama bulls while seeing the animal's ability demonstrated by some of the toughest cowboys in the business.

The world's only Bucking Horse Auction Sale is staged annually at Miles City. This year it was staged June 2 and 3. It is the oddest financial transaction of the year, as hundreds of wild horses, useless to the cowboys, are exchanged for thousands of dollars in cold, hard cash.

During the past five years, over 3,000 of these wild mustangs have been exchanged for nearly \$200,000. In the process, many cowboys are carried off the arena on stretchers.

She: "Why did you stop the car here?"

He: "I'm afraid we're lost."

She: "Not this girl. I've walked home from here before."

Many New Members During Past Month

The period from May 16 through June 15 is ordinarily the slowest in way of memberships that we have. However, it proved to be otherwise this time with a new all time record received for this period, including a very large percentage of new members.

Below are the names of those who paid their dues in the month named above. The asterisk denotes renewal.

- Col. Rod Gillespie, Nebraska
- *Col. Ronald Lyon, New Hampshire
- *Col. Oliver M. Wright, Pennsylvania
- Col. Otto F. Seng, New Jersey
- Col. John W. Rigsbee, New York
- Col. Dwight Knollenberg, Illinois
- Col. Dick Herm, Illinois
- Col. Mike Fahnders, Illinois
- Col. Roy G. Johnston, Missouri
- Col. Vernon McCracken, Missouri
- *Col. John Breidegan, Pennsylvania
- *Col. L. M. Hocker, Pennsylvania
- Col. Frank Arnold, New York
- *Col. Clifford W. King, New York
- Col. K. C. Scammahorn, Missouri
- Col. Albert T. Robertson, Missouri
- Col. Olen E. Downs, Missouri
- Col. W. M. Stewart, Missouri
- Col. Gavin N. Watt, Missouri
- Col. H. Willard Arnaman, Missouri
- *Col. Charles Corkle, Nebraska
- Col. Arthur G. Porter, Minnesota
- *Col. Everett E. Corn, Indiana
- *Col. Clarence Rhyner, Wisconsin
- Col. Gilbert Siebecker, Wisconsin
- Col. E. J. McNamara, Wisconsin
- Col. W. B. Ingraham, Wisconsin
- Col. Tom Petroselli, Wisconsin
- *Col. Myrle Lloyd, Wisconsin
- Col. John D. Kooiman, Wisconsin
- Col. Paul A. Hurst, Kansas
- Col. L. R. Ketcherside, Kansas
- Col. Mildon Hays, Kansas
- *Col. Kenneth Crews, Kansas
- Col. J. T. Dickson, Kansas
- Col. H. T. Dickson, Kansas
- Col. C. M. Macy, Kansas
- Col. W. O. Harris, Kansas
- *Col. C. E. Sandeffer, Kansas
- Col. Sanford Hughes, Kansas

- *Col. Jim Kirkemide, Kansas
- Col. E. R. Harrison, Kansas
- Col. Mike Wilson, Kansas
- *Col. J. B. Hickerson, Kansas
- *Col. Willis A. Darg, Kansas
- *Col. Herman L. Hart, Ohio
- Col. James Little, Texas
- Col. Bob Miller, New York
- Col. Walt Davis, Arizona
- Col. Gene Navalesi, New Mexico
- Col. Eldon F. Schraepfer, Wisconsin
- *Col. Bernard Hart, Indiana

Auction Licensing Opposed In Illinois

Members of the Illinois State Auctioneers Association held their spring meeting at the Leland Hotel in Springfield, on Sunday, May 20. A representative crowd was present for the noon banquet and the afternoon program.

Col. Hamilton James, Newton, Illinois, nationally known purebred livestock auctioneer, gave a very interesting talk on that subject, pointing out the importance of the purebred livestock industry as well as giving some of his experiences in selling at auction.

State auctioneers licenses were described by Col. Bernard Hart, Secretary of the N. A. A. In the business meeting that followed the group voted unanimously that a license for auctioneering was not needed in Illinois, and they went on record as being opposed to a License Law. It was generally felt that more could be done in promoting the auction method of selling in ways other than legislation.

Col. Vern Dragoo of Springfield, served very capably as Program Chairman. Entertainment was provided by a musical group. Col. Carman Potter, Jacksonville, and Col. Virgil Scarbrough, Quincy, are President and Secretary, respectively, of the Illinois organization.

Mistress: "You seem very fond of animals, Mary. I see you petting cats and dogs every day."

Mary: "Yes, ma'am, I never forget a friend. They often help me with the dishes."

Life Memberships

Life Memberships are still available. A total fee of \$100.00 makes you a member for life of the National Auctioneers Association. The following are holders of Life Membership Cards:

Col. Ray Austin, Ohio
Col. Paul Bockelman, Sr., Iowa
Col. Jack D. Braddock, Ohio
Col. John A. Carr, Illinois
Col. B. G. Coats, New Jersey
Col. Roy Crosser, West Virginia
Col. Roy L. Crume, Indiana
Col. C. B. Drake, Illinois
Col. Robert A. Foland, Indiana
Col. Jack Gordon, Illinois
Col. Tom Gould, Minnesota
Col. John T. Gray, Florida
Col. Vince Hanson, Wisconsin
Col. Walter Heise, Wisconsin
Col. Frank J. Hollenback, Wisconsin
Col. Egbert M. Hood, Indiana
Col. Russell Kiko, Ohio

Col. Maynard Lehman, Indiana
Col. James Liechty, Indiana
Col. Carl E. Marker, Indiana
Col. Lewis G. Marks, Illinois
Col. L. Doyle Martin, Kentucky
Col. R. V. Martin, Kentucky
Col. Fred Millspaugh, Indiana
Col. H. B. Mushrush, Pennsylvania
Col. William McCracken, Missouri
Col. Carman Y. Potter, Illinois
Col. Fred Ramsey, Tennessee
Col. Henry Rasmussen, Nebraska
Col. John W. Rhodes, Iowa
Col. Joseph J. Ross, Indiana
Col. Garland Sheets, Virginia
Col. Foster G. Sheets, Virginia
Col. E. T. Sherlock, Kansas
Col. Don W. Standen, Ohio
Col. Joseph Steiner, Maryland
Col. Charles M. Taylor, Ohio
Col. Jim Tindall, Florida
Col. R. A. Waldrep, Alabama
Col. Lee Waldrip, Georgia
Col. Harris Wilcox, New York
Col. Clyde M. Wilson, Ohio

**YOU MISS
SO MUCH**

*When You Are
on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. R. A. Waldrep—Birmingham

ARKANSAS

Col. Brad Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

Col. Ray Roberson, Grover City

FLORIDA

Col. Robert W. Butler—Gainesville

GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

Col. Warren H. Waldrep, Atlanta

ILLINOIS

Col. Frank Capista—Lockport

Col. C. B. Drake—Decatur

Col. W. P. "Bud" Drake—Decatur

Col. Bud Fennema—Lansing

Col. J. W. "Jim" Franks, Rantoul

Col. Walter Holford—Edwardsville

Col. Ray Hudson—Morrisonville

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

INDIANA

Col. L. T. Crawford—Mishawaka

Col. R. C. Foland—Noblesville

Col. Russell Kruse—Grabill

Reppert School of Auctioneering

Decatur

Col. H. J. "Bus" Retmier—Indianapolis

IOWA

Col. B. J. Berry—Bonaparte

Col. Lyle Erickson—Cresco

Col. Wm. T. Huisman—Parkersburg

Col. Clinton A. Peterson—Fort Dodge

Col. Wendell R. Ritchie—Marathon

Col. Jack Tromanhauser—Cedar Falls

KANSAS

Col. J. B. Hickerson—Wichita

Col. C. E. Sandeffer, Kansas

Col. E. T. Sherlock—St Francis

Col. Frederick E. Sherlock, St. Francis

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Col. Tom Gould—Minneapolis

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Col. Ken Barnicle—Rock Hill

Col. Bill McCracken—Kirkwood

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Col. Dan J. Fuller—Albion

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Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

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Col. B. G. Coats—Long Branch

Col. Ben Greenfield—Newark

Col. Howard Harris, Jr.—Cowntown

Col. James W. Smith—Camden

Col. Russ Tinsman—Hackettstown

Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque

NEW YORK

Col. Paul W. Calkins, Plattsburgh

Col. Benjamin F. Hayes—Forest Hills

Col. Victor L. Kent—Cuba

Col. Gerald N. Mead—Owego

Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Turner Kees—Hickory

Col. Angus A. Simpson—Rutherfordton

OHIO

Cols. Bailey-Murphy-Darbyshire Co. —
Wilmington

Col. Paul W. Baumberger, Mansfield

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Col. L. W. Huffman—Fostoria
Col. Jonathan C. Mason—East Liverpool
Col. Harry Van Buskirk—Norwalk
Col. Clyde M. Wilson—Marion
Col. Lou Winters—Toledo

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WYOMING

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

SMALL ERROR

The American tourist walked into an Italian restaurant, "Waiter," he said, "bring me a bottle of this Benozza Ver-cilli listed on the menu."

"Sorry, sir," said the waiter, "but that's the proprietor."

Wisconsin Colonels In Summer Meeting

By COL. ERNEST FREUND

The Association of Wisconsin Auctioneers held its annual summer meeting at the Country Inn at Columbus, Wisconsin. Host and hostess for the event were Col. and Mrs. Ingraham of Beaver Dam. Colonel Ingraham is a Director of the State Association.

Activities for the day started with registration at 12 o'clock. A delicious ham dinner was served at 1 P.M. followed by a very interesting talk by James J. Arnold, Executive Director of the Wisconsin Board of Realtors, of Milwaukee.

The business session opened at 2 P.M. with Col. Walter Heise of Oconto presiding. A very instructive talk was given by Col. Fred Gerlach, Attorney of Milwaukee and also a member of the State and National Associations. He talked on legislation affecting the auctioneers. Col. Earl Clauer, a Director, gave a report on the Brucellosis program and quarantining herds with suspects and reactors and possible future rules concerning same.

It was decided to have an all day meeting in June of 1957 to be held on the first Wednesday of the month. Plans are under way for a bigger and better meeting with enthusiasm running high for the future of the organization.

At a meeting of the Board of Directors following the regular meeting the following officers were appointed: Col. Vince Hanson, Manitowoc, Wis., President; Col. W. R. Ingraham, Beaver Dam, Vice-President; Col. Ernest C. Freund, Fond du Lac, Secretary-Treasurer; Directors: Colonels R. W. Doman, Brookfield; Don Lloyd, Oshkosh; Earl Clauer, Mineral Point.

HARD CHOICE

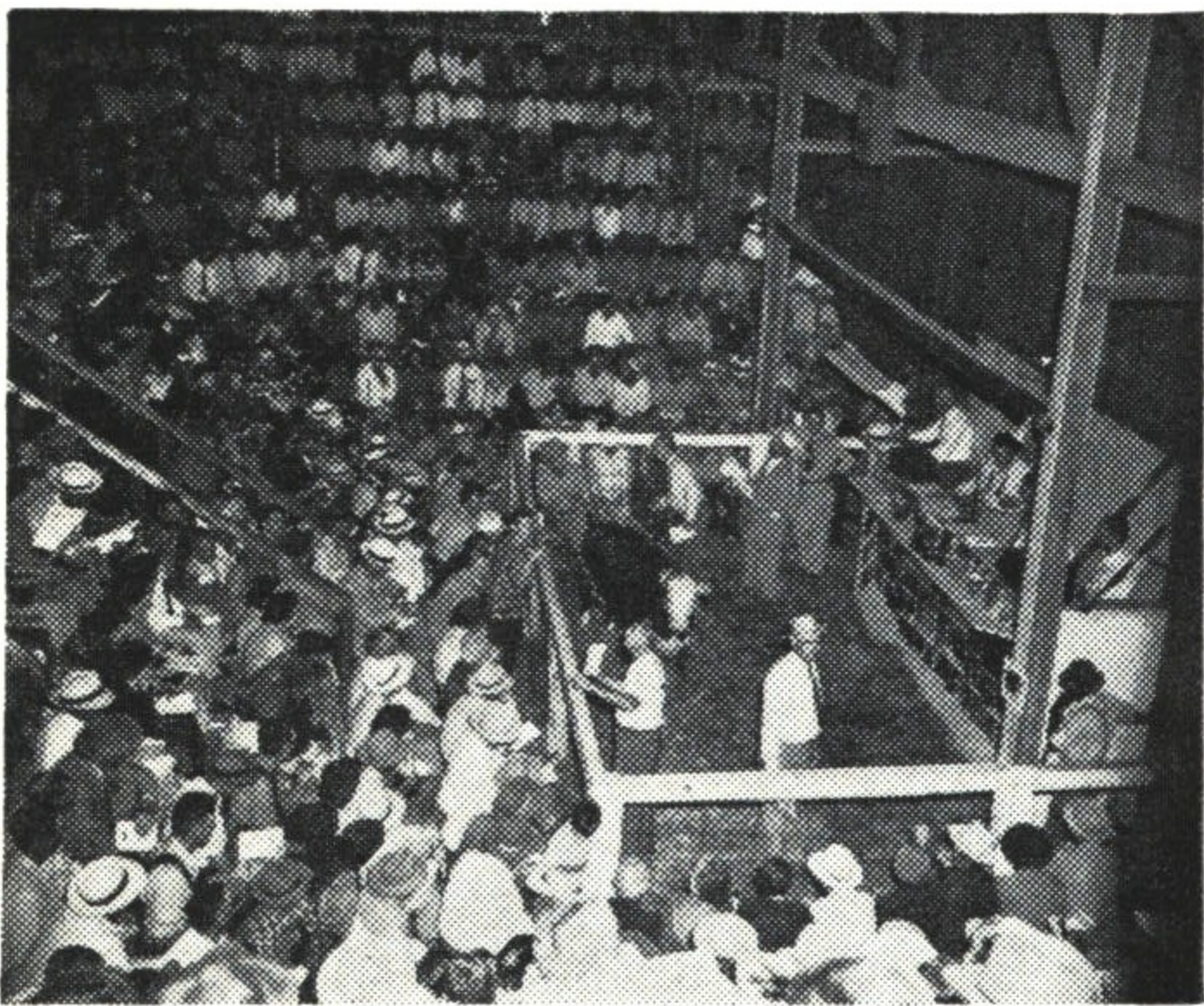
The teacher had asked the class to list, in their opinion, the nine greatest Americans. After a while, she stopped at one desk and asked, "Have you finished your list yet, Bobby?"

"Not yet, teacher," Bobby replied, "I can't decide on the shortstop."

Meet Col. Bowman of Missouri

Past issues of "The Auctioneer" have carried stories and pictures of several Missouri auctioneers. This time we introduce you to one of the hardest working and most versatile auctioneers in the country, Col. Donald J. Bowman, Hamilton, Mo. Whether it be beef or dairy cattle, purebred hogs or fat livestock, this man has successfully merchandised them all.

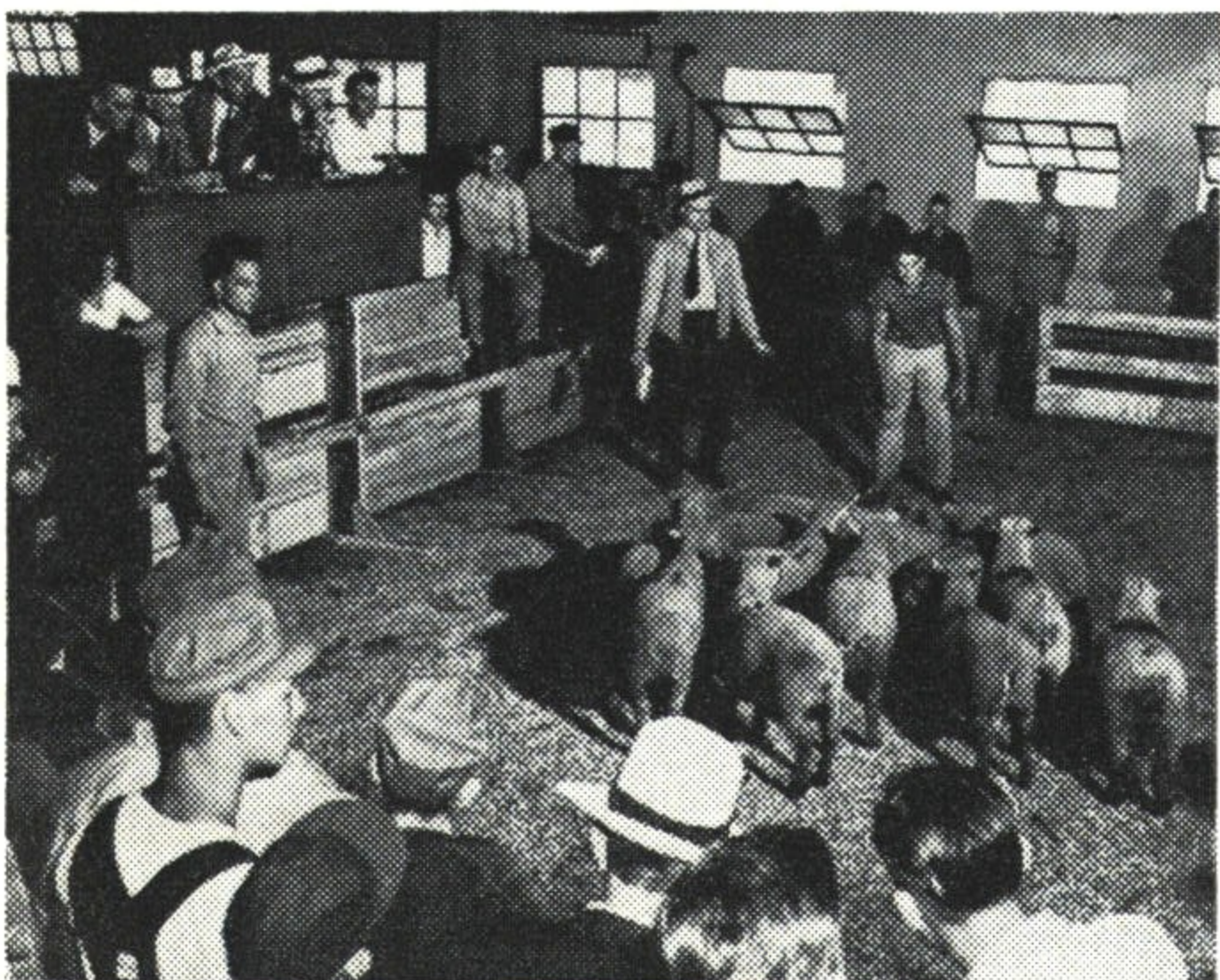
In 1945, Don attended the Reisch American School of Auctioneering returning in 1948 as an Instructor in sales management and advertising, a post he has filled ever since. His travels made necessary by his work take him more than 50,000 miles a year as he either conducts, manages or helps to conduct more than 100 livestock sales each year and has done so far for the past ten



Don, as he is known throughout the area in which he works, was born on an Iowa farm, 41 years ago. He spent eight years in 4-H work and four years in FFA work, winning the Iowa Farmer FFA award in 1932. Later he attended Iowa State College, specializing in Animal Husbandry. He then moved to Missouri and worked as a herdsman and was manager of Windsor Place, Boonville, Mo.

years.

Pictures on this page will give you some idea as to his versatility, one being a Polled Hereford sale that he managed and as indicated by the huge attendance, it was a most outstanding sale. Another shows him selling an F.F.A. Fat Lamb sale at the American Royal in Kansas City. Not all of his sales are conducted on the inside as indicated by the picture of the Ayrshire sale out in front of a barn near Nevada, Mo. Mrs. Bowman contributes a lot of



valuable assistance to her busy husband with her clerical and office work. Here, she is serving as settling clerk at one of his sales.

Col. Bowman spent six years as a field representative for the Missouri Ruralist and 2 years with the Polled Hereford World Magazine. He is also an ordained minister for the Reorganized Church of Jesus Christ of Latter Day Saints. Last year, he filled the pulpit more than 75 times, all of which was free gratis.

Col. and Mrs. Bowman live on their 160 acre farm where the office is maintained. They have a daughter 18 years old and a son who is a year younger.

Hubby: "I accidentally caught sight of the maid in her pajamas, dear—she's got almost as good a figure as you."

Wife: "So the chauffeur says."

The President Says:
COME ON TEXAS!
 We've always heard that it was a big state—so now come on and prove it — we need your help!

What's the Use?

Little Jimmy was obviously upset. "Dad, I want to go to another school."

"What's the matter, son?" his father asked with concern. "Don't you like the teacher?"

"No, I don't. She's trying to confuse me."

"What do you mean by that, son?"

"Well, yesterday she said five and five was ten. Today she said six and four was ten."

GENERAL ELECTRIC, WESTINGHOUSE, SUNBEAM, HOOVER, BENRUS, PROCTOR, EKCO, LIGHTERS, FANS, TOASTERS, MIXERS, DRILLS, HARDWARE, WATCHES, TELEVISION,

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See Col. "Mike" Gordon

Are You A Good Member?

BY COL. B. G. COATS

Ever hear the statement "Put up or shut up", While the statement is indelicate, it is mighty convenient for stressing the need of conscientious participation in the convention of the National Auctioneers Association. It is here that the policy of the N.A.A. is decided upon, and where your officers are elected.

This all adds up to the fact that the N. A. A., is run by you. At the July convention YOU will have the opportunity of selecting the officers and directors that will guide your Association for the next twelve months. YOU also have the privilege of introducing resolutions to be presented at this convention. See how important a part you play in the affairs of the N.A.A., Now if you stay home and let the other fellow say his part, then you have no right to criticize your own Association.

If you come to the convention and offer your ideas, nominate and vote for the officers and directors you would like to be your choice; you have every right to say that you are an active member of the N.A.A. Then, and only then, can you justifiably discuss the N.A.A. If you don't come to the convention; if you don't exercise your right to vote; you really can't know what it is all about, and you are only guessing.

Don't guess—be a member who knows

what the N. A. A. does and help do it. Now if you have never attended a national convention, why don't you make plans to be present this year. Why not tell the good wife when you wake up tomorrow morning, to make plans to go to Kansas City, Mo., for the national convention of the N.A.A. You will make her so happy and she will be delighted to get away for a few days. You owe it to yourself and you owe it to your wife as you both will benefit by a vacation and by the many interesting events planned for your pleasure and profit. **Be a GOOD MEMBER and enjoy a more lucrative auction business. Be a GOOD MEMBER and be a better Auctioneer. Be a GOOD MEMBER and make your reservations now with the Hotel President, Kansas City, Mo., for July 19th to 21st, incl."**

Petition

Little Chris (ending prayer): "And please, Lord, put the vitamins in pie and cake instead cod-liver oil and spinach. Amen."

Information, Please

Hotel Guest 'phoning at late hour: "Is this the desk clerk?"

Ill-Humored Clerk: "Well, what's eating you now?"

Guest: "That's what I'd like to know."

COMMUNITY SALE BARN FOR SALE

Located at Odon, Indiana, 75 miles from nearest terminal market. Property includes fully modern 5 room home with full basement; one two story building, suitable for selling or storing merchandise, or both; large livestock barn with selling arena, lunch room and office; outside lots and parking lot. Has all city conveniences but is located outside City Limits with no zoning restrictions. Full price — \$22,500.

BERNARD HART, Owner, 803 S. Columbia St., Frankfort, Ind.

A Belated Confession

By Col. R. E. Fortna, Denver, Colo.

Early in a two-year agricultural course at the University of Nebraska I decided to be an auctioneer. World War I altered my plans. I finished my course in 1917 and went home to operate the home farm on an 8-hour basis, 8 in the forenoon and 8 in the afternoon. In 1918 I was drafted and called three times and each was cancelled. The last was seven hours before entraining for Camp Kearney, Calif.

I went to the 1918 Chicago International and planned to remain there and enroll in the December class of the Jones Auction School. Arriving in Chicago, I called Col. Jones' office and was informed that he was at the show. I went there and immediately found my favorite professor, Howard J. Gramlich and asked him to introduce me to Col. Jones. As we walked to the Shorthorn sale ring I told him of my plans. He begged me to return to college to complete my degree and stated that he would give me a job assisting and teaching in Animal Husbandry. He introduced me to Col. Jones and quickly stated that he thought 'Ralph' should get a degree in Agriculture. I will never forget Col. Jones, his affable and generous manner. He said, "My boy, we would like to have you for a student but please follow Howard's advice and finish your college course. I did and have never regretted it. I was duly impressed and took Col. Jones' advice.

Graduating in 1921 I realized that I had a huge debt and that college graduates were 'a dime a dozen'. After several disappointing jobs on a commission basis and a two-year salaried job as livestock fieldman for The Nebraska Farmer I decided, in 1925, that I would attend an auction school. I was told the Jones School was slowing down and that Fred Reppert had the newest and biggest school. I graduated from his school in July, 1925. To compensate for my tinge of conscience in switching schools I was told by my future father-in-law, Frank D. Tomson, then with the American Shorthorn Association, that 'Carey' had switched from livestock to real

estate subdivision sales and was doing nicely.

I trust that our beloved Col. 'Carey' will read this and forgive. I have always known him as an auctioneer's auctioneer.

Holstein Dispersal Makes History

Lakefield Farms Holstein Dispersal held on May 18th and 19th, Clarkston, Mich. made the history making average of \$1285 per head with a total of \$189,000 for the two day sale. Top price for a 5-year-old cow was \$13,000 to Carnation Farms, Seattle, Washington; her son sold for \$10,000 to W. W. Sherman, Bloomfield, Conn., while the 14 year old dam of the above cow sold for \$8500 to J. E. Taylor, Orange, Va.

Cattle were sold to South America, Central America and to 14 states of the United States.

The sale was managed and auctioned by C. B. Smith, Williamston, Mich., a long time NAA member.

Ray Sims

**REGISTERED
LIVESTOCK
AUCTIONEER**

**BELTON,
MISSOURI**

**Telephone:
Edison 1-1371**

Convention Facts

THE DATES—Thursday, Friday and Saturday, July 19th, 20th and 21st. First official event will be a Luncheon, Thursday noon, with the Mayor of Kansas City as special guest, although there will be various committee meetings during the forenoon.

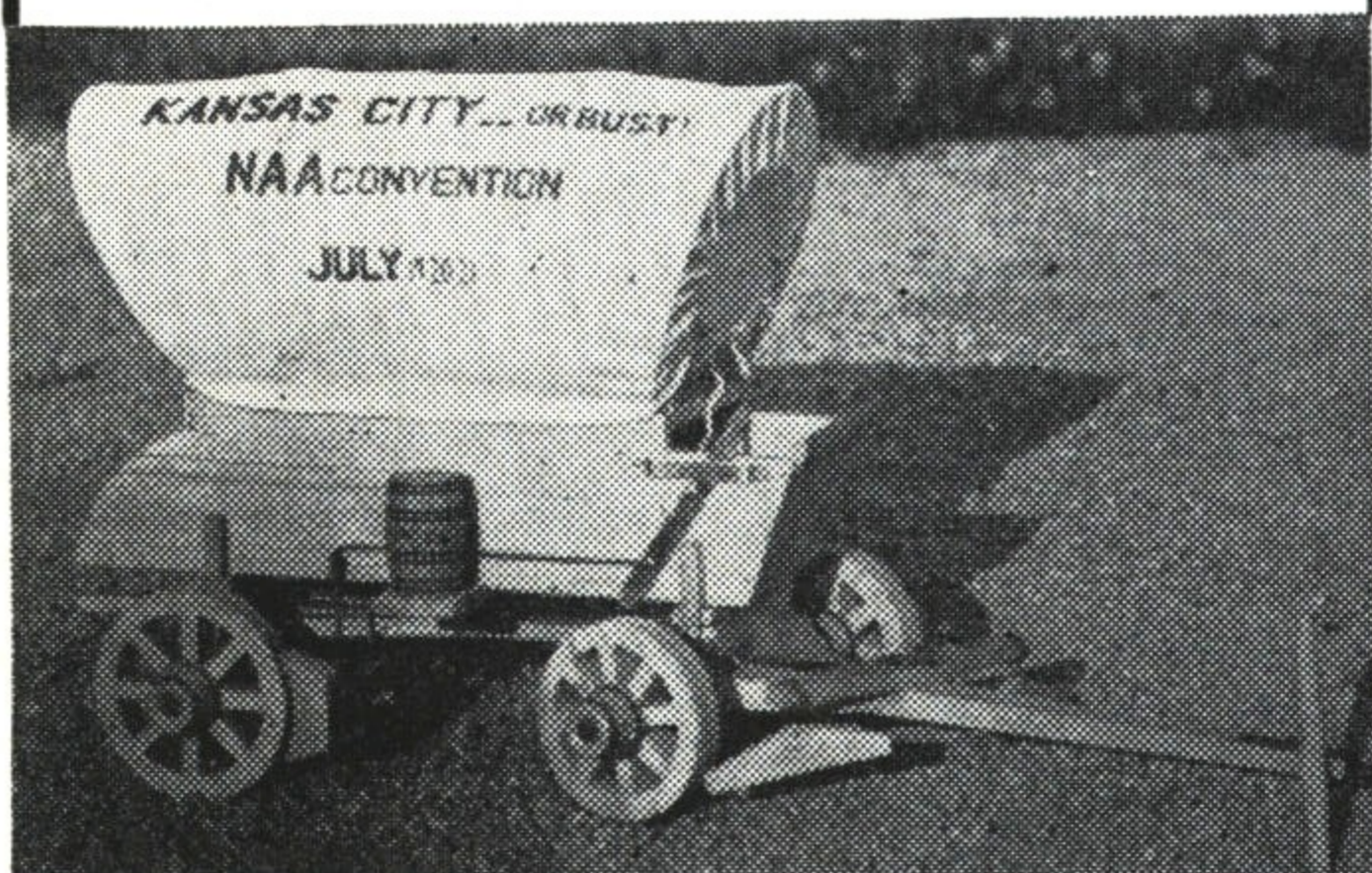
FUN AUCTION—It will be held at the home of Col. Jewett Fulkerson, Liberty, Mo., Thursday afternoon at 5:00 P.M., just preceding the Chuck Wagon Dinner and evening program at the same location. Col. W. B. Rose of Richmond, Mo., is furnishing a tent, providing shelter is needed. Liberty, Mo., is just 16 miles from the Hotel President and transportation will be available for those who need it.

We urge you to attend the Thursday program as the Luncheon, Chuck Wagon Dinner and Dancing under the Stars will all be included with your registration.

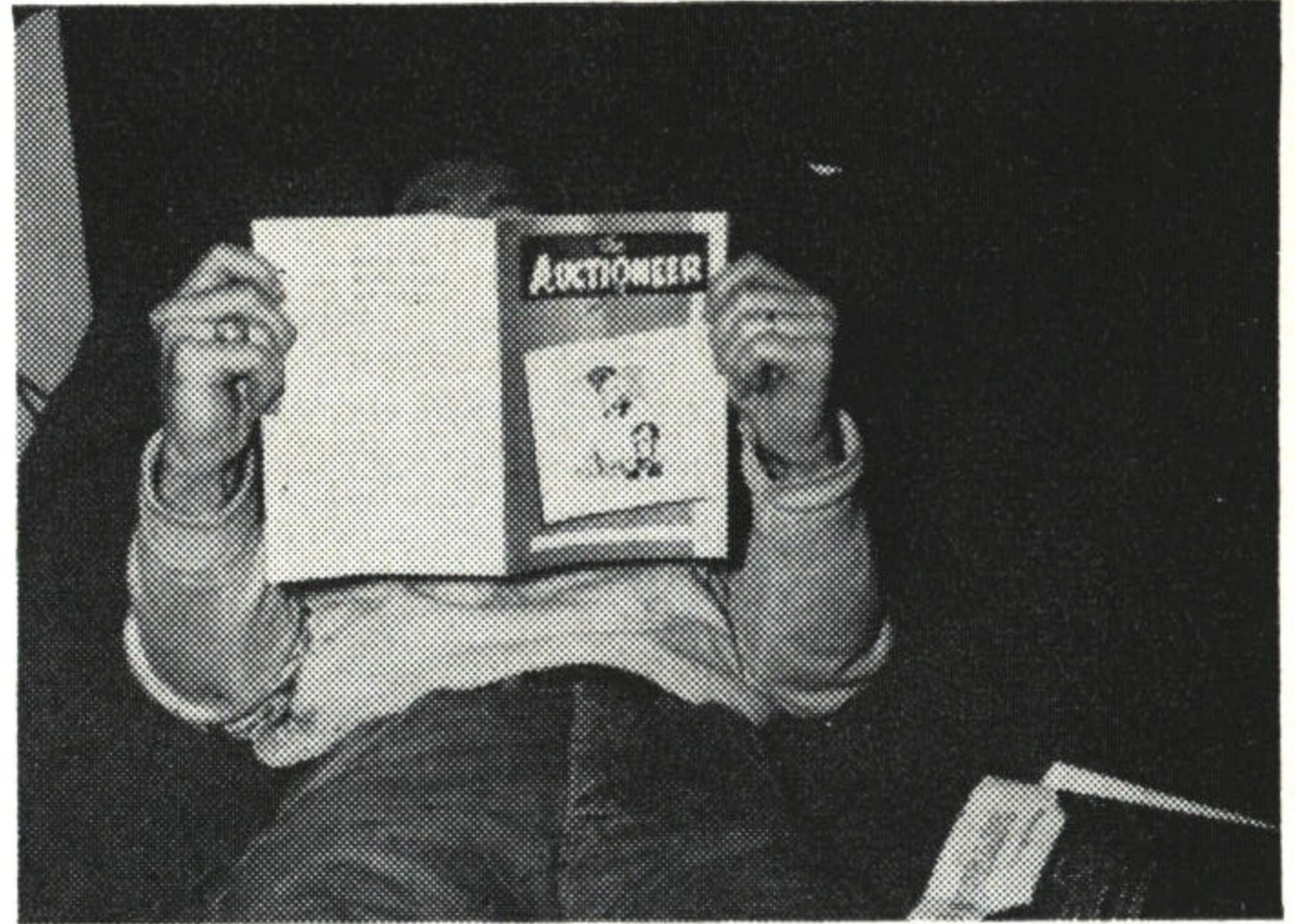
Friday and Saturday programs will be held at the Hotel President, with CONVENTION HEADQUARTERS on the 12th floor.

**COME TO KANSAS CITY, MO.,
JULY 19-20-21!!**

SELLING TO
THE HIGHEST BIDDER

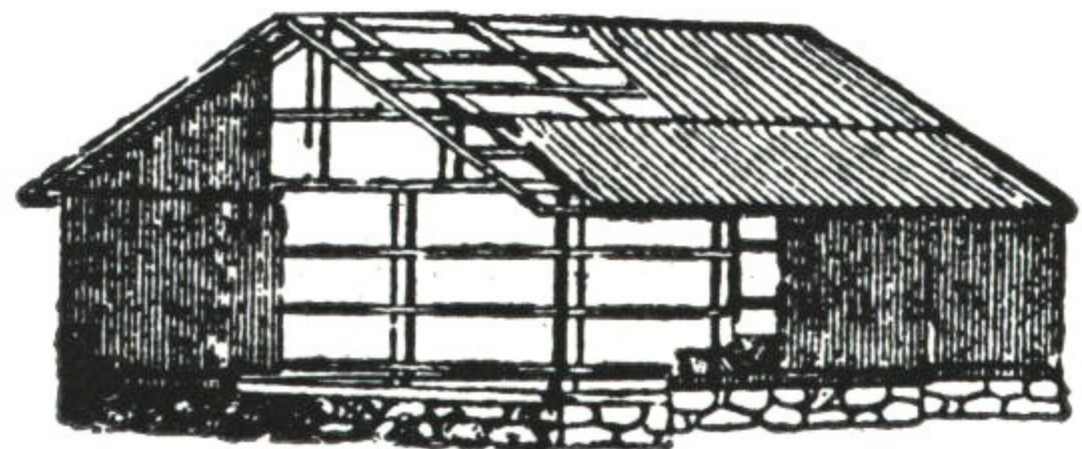


Buy this souvenir of the 1956 National Convention Thursday Evening, July 19, at the Chuck Wagon Dinner, Fulkerson Place, Liberty, Mo.



How a successful auctioneer occupies his time between sales. You can't see him but it's Col. E. D. Anderson, Knox, Ind.

EVERYTHING FOR THE FARM Galvanized CORRUGATED ROOFING



Per Sheet, 8 ft. \$1.55
6 ft. \$1.16 9 ft. \$1.75 11 ft. \$2.13
7 ft. \$1.36 10 ft. \$1.94 12 ft. \$2.33
100 Sq. Ft., \$8.95

BARB WIRE



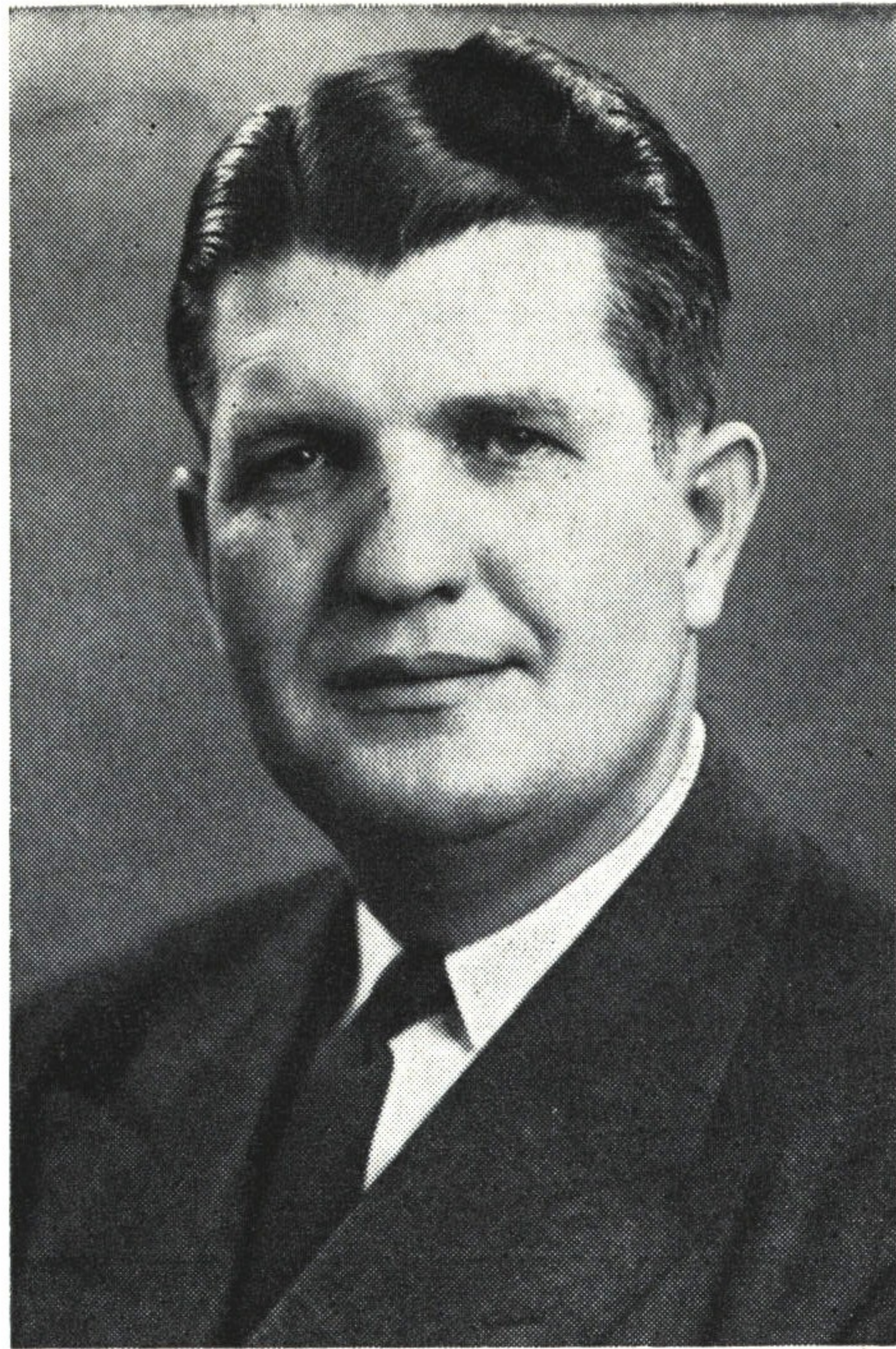
Barbs spaced 4" apart, 12½ gauge wire, 80-rod . . . mill rejects, all new, has small defects such as short space barbs missing.

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7.45

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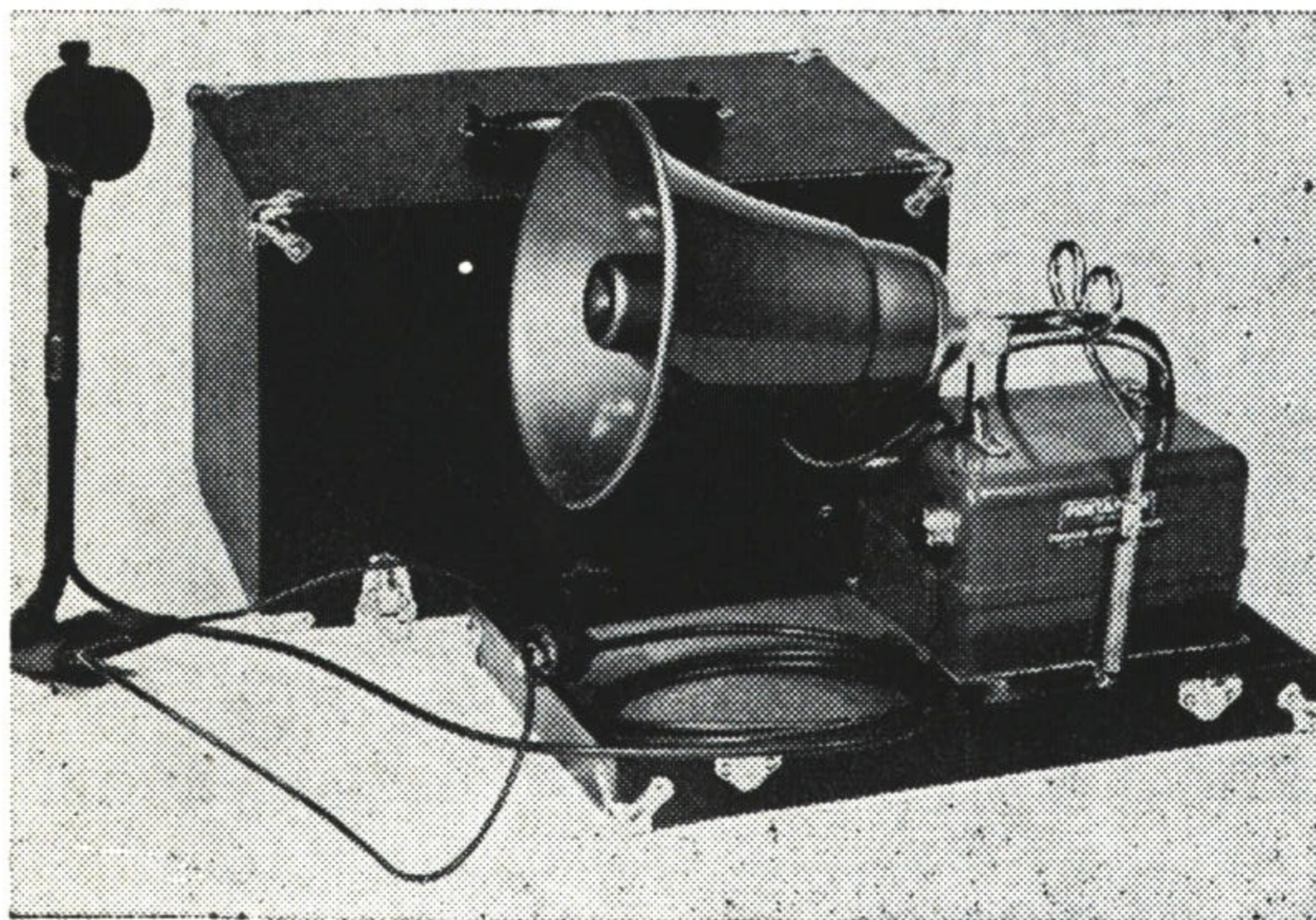
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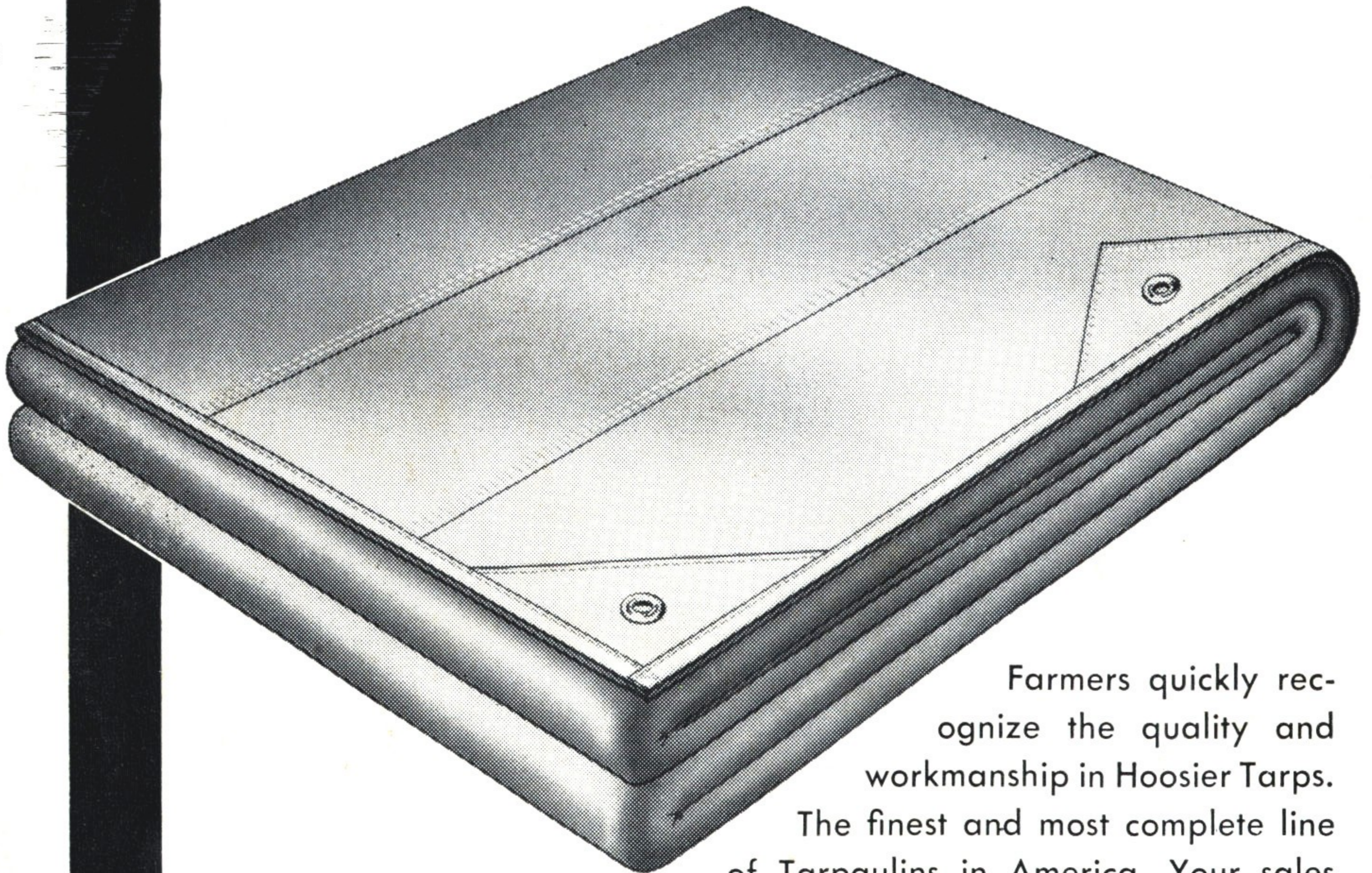
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