

the AUCTIONEER



NATIONAL AUCTIONEERS
CONVENTION



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1961

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“We Texans would like to issue a final invitation to all of you to be at the Shamrock Hilton in Houston about two weeks from now.”

Walter Britten
1961 Convention
Chairman

THE AUCTIONEER
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803 S. Columbia St. Frankfort
Indiana

IN UNITY THERE IS STRENGTH

NATIONAL AUCTIONEERS CONVENTION

HOUSTON, TEXAS

SHAMROCK HILTON HOTEL

JULY 20, 21, 22, 1961

PROGRAM

WEDNESDAY, JULY 19

National Board of Directors Meeting (Venetian Room) 2:00 P.M.

CARMAN Y. POTTER, Illinois President
CHARLES CORKLE, Nebraska 1st Vice President
J. M. DARBYSHIRE, Ohio 2nd Vice President
HENRY RASMUSSEN, Nebraska Treasurer
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NAA Headquarters — Frankfort, Indiana

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Ernest Freund, Wisconsin	Lewis G. Marks, Illinois
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Lyle D. Woodward, Colorado	C. E. Cunningham, South Carolina
C. B. Smith, Michigan	Owen V. Hall, Ohio
Sam Lyons, Pennsylvania	Orville R. Moore, Kentucky
Tony Thornton, Missouri	

7:00 P. M.—Hospitality Hour (Castillian A B C Rooms)

Reception Committee: Mr. and Mrs. Bill Wendelin, Henderson, Texas
Mr. and Mrs. G. H. Shaw, Alexandria, La.
Mr. and Mrs. Wayne Gibson, Bryan, Texas
Mr. and Mrs. J. O. Lawlis, Houston, Texas
Mr. and Mrs. Earl White, Madisonville, Texas

IN UNITY THERE IS STRENGTH

THURSDAY, JULY 20, 1961

- 9:00 A. M.—Registration continued through the day
Coffee served by Texas Ladies Auxiliary.
- 10:00 A.M. to 11:30 A.M.—Meetings of Resolutions, Grievance and
Auditing Committees.
- 12:00 Noon—Luncheon—Master of Ceremonies, Morris Frank,
The Houston Chronicle, Houston, Texas
Group Singing of “Star Spangled Banner”
Pledge of Allegiance to the Flag
Invocation by C. E. Cunningham, Greenwood, South Car.
Welcome to Houston by Louis Cutrer, Mayor
Welcome to Texas by Neill T. Masterson, Jr., President of
the Houston Fat Stock Show and Livestock Exposition
- 2:00 P. M.—Introduction of Convention Chairman
- 2:05 P. M.—Remarks Concerning Convention and Procedure by
Convention Chairman
- 2:15 P. M.—President’s Address Col. Carman Y. Potter
Jacksonville, Illinois
- 2:30 P.M.—Address by John G. McNeely, Texas A & M College,
College Station, Texas
Panel Discussion of Operation of Livestock Auction Markets
with Cecil Ward, President of the NALAM, Gainesville,
Texas, and Earl White, Madisonville, Texas, Moderators.
- 4:45 P. M.—Timely Remarks by Dittmann Mitchell, Fayetteville,
Arkansas
- 5:00 P.M.—ADJOURN
- 6:30 P. M.—Entertainment by the Houston Mounted Posse Drill Team
(Hotel Lawn)
- 7:00 P.M.—Chuck Wagon Supper on Hotel Lawn
- 8:00 P. M.—Fun Auction

IN UNITY THERE IS STRENGTH

FRIDAY, JULY 21, 1961

- 9:00 A. M.—Call to Order—Invocation (Emerald Room)
- 9:05 A. M.—“Purebred Livestock Auctions” by Gene Watson,
Hutchinson, Kansas
- 9:30 A. M.—“How is the Best Way to Advertise or Promote our Business as Well as our Client’s Business” by Lloyd Gregory,
President, Gregory-Giezandanner Company, Advertising
and Public Relations, Houston, Texas
- 10:20 A. M.—“The Public Relations of an Auctioneer” by Robert Cherry,
Agricultural Economics and Sociology, Texas A & M
College, Station, Texas
- 11:00 A. M.—“What the Auction Profession Means to Me” by Ernie
Sherlock, St. Francis, Kansas
- 11:30 A. M.—“Auctions in Mexico” by Bert Reyes, Beeville, Texas
- 11:55 A. M.—ADJOURN
- 1:00 P. M.—Call to Order (Emerald Room)
- 1:05 P. M.—“Merchandizing is our Business” by R. M. Cummings,
Assistant Manager Neiman-Marcus Co., Houston, Texas
- 2:00 P. M.—“What the Employer Should Expect of an Auctioneer” by
Paul Swaffer, Secretary of the American Hereford Assn.,
Kansas City, Missouri
- 2:30 P. M.—“If I Have Not Been a Successful Auctioneer, Why?” by
Henry W. Biederman, Editor, The Cattleman Magazine,
Fort Worth, Texas
- 3:00 P. M.—“Duties and Obligations of a Ringman” by Roy Richerson,
The Hereford Journal, Fort Worth, Texas
- 3:30 P. M.—Bid Calling Seminar
- 4:00 P. M.—Auction Seminars: Ringwork—Walter S. Britten,
College Station, Texas, Moderator
Antique Auctions—B. G. Coats, Long Branch, New Jersey,
Moderator
Industrial Auctions—J. O. Lawlis, Houston, Texas,
Moderator
- 5:00 P. M.—ADJOURN
- 7:30 P. M.—Evening Entertainment (Emerald Room)
Leroy Van Dyke, Springfield, Missouri
Variety Show—Artists Corporation of Texas

IN UNITY THERE IS STRENGTH

SATURDAY, JULY 22, 1961

- 8:00 A. M.—Breakfast Meeting of National Officers and Directors with
State Presidents and Secretaries (Nile Room)
- 8:45 A.M.—Auction Schools Seminars
- 9:40 A. M.—Call to Order—Invocation (Continental Room)
- 9:45 A. M.—“Real Estate” by Charles S. Gerth, New Orleans, Louisiana
- 10:30 A. M.—“Government Auctions” by Winfred Hinkley, Ogdensburg,
New Jersey
- 11:15 A. M.—“Car Auctions” by Pete Murray, Ballston Lake, New York
- 11:35 A. M.—“Furniture Auctions” by Brad Wooley, Little Rock, Ark.
- 11:55 A. M.—ADJOURN
- 2:00 P. M.—Opening of Business Session
- 2:05 P. M.—National Secretary’s Report Bernard Hart
Frankfort, Indiana
- 2:10 P. M.—National Treasurer’s Report Henry Rasmussen
St. Paul, Nebraska
- Auditing Committee Report
- 2:15 P. M.—Grievance Committee Report
- 2:25 P. M.—Resolutions Committee Report
- 2:40 P. M.—Election of Officers and Directors
- 3:00 P. M.—Acceptance Address of New Auxiliary President
- 3:10 P. M.—Acceptance Address of New N.A.A. President
- 3:25 P. M.—Recommendation of 1961 Convention Site by
Board of Directors
- 3:30 P. M.—Report of Board of Directors
- 4:00 P. M.—New Business to be considered by Board of Directors
- 4:30 P. M.—ADJOURN
- 6:30 P. M.—GRAND BANQUET (Emerald Room) Walter Britten,
Master of Ceremonies
Invocation by Mrs. Joe Barron, accompanied by Louvenia
Batson, Bryan, Texas
Speaker — Chester Lauck, Executive Assistant, Continen-
tal Oil Co. Houston Texas (Known as “Lum of the former
“Lum and Abner”)

A Few Convention Personalities

B. L. WOOLEY

President of the newly organized Arkansas Auctioneers Association, Col. B. L. "Brad" Wooley is also an instructor at the Western College of Auctioneering in Billings, Montana. With his wife and three children he lives in Little Rock, Arkansas, where he currently serves the bankruptcy court in Little Rock as Auctioneer.

While he is still a young man, Brad Wooley has had much experience in the operation of a consignment furniture auction, new furniture store liquidations and the individual household goods sales. You will like his manner of explaining these phases of the auction field.



IRWIN MURRAY

Col. Irwin "Pete" Murray spends four days a week selling for three Auto Auctions in New York, Massachusetts, and Connecticut. Col. Murray pilots his own plane to get back and forth to the New England Auto Auctions. Col. Murray, a past president of the New York State Auctioners Association lives in Ballston Lake, New York with his wife, Betty, and their two children.



JOHN G. McNEELY

Professor of Agricultural Economics at Texas A & M University, Dr. John G. McNeely has spent fourteen years in the Agricultural Economics Department there. Prior to his appointment to Texas A & M, Dr. McNeely was an Instructor in the Department of Agricultural Economics at the University of Arkansas. He spent several years with the United States Department of Agriculture serving as an Agricultural Economist in the Bureau of Agricultural Economics, as Program Analyst for the Farm Security Administration, and as Area Supervisor of the Labor Branch.

In addition to teaching a graduate seminar on Livestock Marketing, Mr. McNeely is engaged as leader of research and chairman of the Marketing Section. The author of numerous publications on marketing procedure, he is the recipient of the Public Service Award of the Livestock Marketing Journal.

Dr. McNeely, who lives in Bryan, Texas, with his wife and three children, was a Ford Foundation Visiting Professor to India in 1958-59 and Consultant to Argentina on "Operation Beef" in September, 1960.



CHARLES S. GERTH

Practically every community in America has some property which, by reason of its immobility, tends to depress the market. It was for the conversion of such properties into cash and the relief of their hard pressed owners that the Gerth Method was designed and during the past forty-seven years under the direction of Charles S. Gerth, the organization known as Gerth's Realty Experts in New Orleans, Louisiana has more than demonstrated its practicability and value.

After leaving Yale University, Mr. Gerth was admitted to the Bar, practiced law for four years and entered the real estate profession in 1908. He has served as an officer of the National Association of Real Estate Boards and was a member of the Executive Committee for 10 years. He has not only attained international recognition as one of the world's greatest authorities on Real Estate values but is decidedly one of the greatest figures in Auction history.

His method, probably the most widely imitated of any in existence, has extended its benefits more than half way around the globe and found expression in 14 languages.

LEROY VAN DYKE

It was Leroy Van Dyke's auctioneering training that helped him obtain a major recording contract a few years ago. On the strength of "Auctioneer" which Leroy wrote about the life of a romantic young auctioneer, Randy Wood, president of Dot Records, signed him to make records. "Auctioneer" gave him his first taste of professional entertaining and got him off to a terrific start in show business. It sold more than a half million records and last year was voted to the list of all time hits by the Country Music Association.

A native of Missouri, born and reared on a farm in the Lake of the Ozarks region, Leroy today headquarters in Springfield, Missouri, home of the genial Red Foley's network television and radio shows where Leroy appeared regularly for three years. He is a graduate of the University of Missouri's School of Agriculture and served during the Korean conflict with the 40th Infantry Division in the Far East. Upon his discharge, he returned to his home state to begin a career in auctioneering, finally becoming a polished performer on stage, records, behind radio microphones and before television cameras. He has made repeat appearances on the Arthur Godfrey Show. He has been on the programs of numerous State Association meetings.



LLOYD J. GREGORY

Lloyd J. Gregory, Houston advertising and public relations executive and owner of the Gregory-Giezendanner Company, will present "Ways to advertise and promote our business as well as our clients business."

Former Vice-President and General Manager of the Houston Post, Mr. Gregory was born and raised in Beeville, Texas, and is a graduate of the University of Texas. Following his graduation, he taught journalism for three years at the University of Texas after which he joined the Associated Press Bureau in Austin, Texas where



he was soon named head of the bureau. He resigned in 1927 to become Austin correspondent of the Houston Post. Within two months he was transferred to Houston and made sports editor of the Post. After serving for 19 years as sports editor and subsequently as managing editor he was named Vice-President and General Manager of the Houston Post. He resigned in 1951 to become a partner in the Gregory-Giezendanner Co.

Mr. Gregory instigated the Battleship Texas Commission and is the chairman of that organization.



DITTMAN MITCHELL

Those who attended the Buffalo Convention in 1958 will remember Col. Dittman Mitchell, Fayetteville, Arkansas, Auctioneer and Rodeo Announcer. Col. Mitchell proved to be such a popular speaker that the program committee felt it was a "must" to have him back.



WINFRED HINKLEY

Past president of the New Jersey State Society of Auctioneers, Col. Winfred Hinkley, Ogdensburg, New Jersey, has been engaged for several years by the United States Government as a full time Auctioneer.

EARL WHITE

Col. Earl White, immediate Past President of the Texas Auctioneers Association is operator of a successful Livestock Auction Market at Madisonville, Texas. He will assist in a panel discussion of the Operation of Livestock Auction Markets with Cecil Ward, President of the National Association of Livestock Auction Markets as moderator.



E. T. SHERLOCK

Few have contributed more to the National Auctioneers Association than E. T. Sherlock, Past-President of the N.A.A. from St. Francis, Kansas. Col. Sherlock served as chairman for the Omaha Convention in 1954 and as the chairman of the Denver Convention in 1959. During his forty years in the auction field, Col. Sherlock has become nationally known and respected.

The President's Letter

Dear Friends:

Come to Houston, Texas! We can tell you how much it will mean to you and how much you'll enjoy the 1961 National Auctioneers Convention but you can only benefit by attending this convention yourself!

We sincerely hope that you will plan to bring your family to this great event. A fine program has been planned for the entire family.

Your President is proud of the progress made by the N.A.A. this past year. You have demonstrated what the word "Cooperation" means by your efforts and contributions to the Auction Profession and the N. A. A.

Our fine Secretary and Editor, Bernard Hart, has said that there has been more activity, enthusiasm, and interest since January, 1961, than ever before.

IN UNITY THERE IS STRENGTH

We cannot be called a baby any longer, but a strong capable and steadfast organization gaining greater strength and momentum with each passing month.

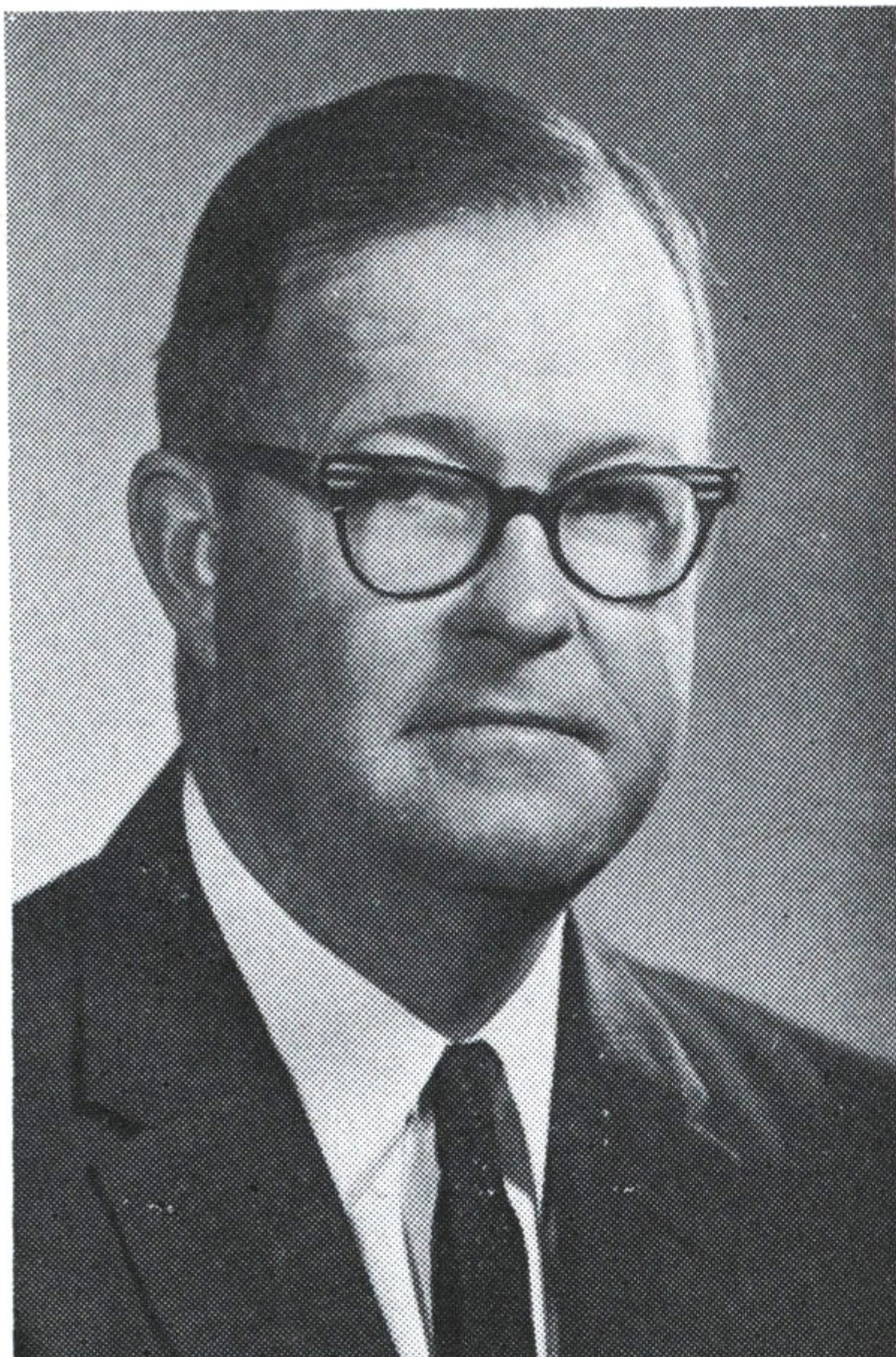
We were privileged to attend the Annual Convention of the Association of Wisconsin Auctioneers. This was a fine meeting and the largest in Wisconsin history. Congratulations, Wisconsin!

We'll be looking forward to seeing you in Houston, Texas on July 20 - 21 - 22. This should be a "must" in your date book.

Sincerely yours,
Carman Y. Potter
President of N.A.A.

Texans Offer Cordial Invitation To N. A. A. Members And Families

By **WALTER S. BRITTEN**, College
Station, Texas 1961 N. A. A.
Convention Chairman



Fellow Auctioneers and families, it is nearing Convention time and therefore certainly is time that each of you are making plans to attend the 1961 National Auctioneers Convention at the Shamrock Hilton Hotel in Houston Texas.

As in many professions, and the auction profession is no different, there are many who are contented without varying their usual mode of progress. We must realize we are living in a new era and an ever-changing economy. It is necessary and essential to keep abreast with conditions and be prepared to meet the demands that might well face us.

If you have been successful in your business, you owe it to your profession to attend this Convention. If you have not attained the success you would like to achieve, perhaps the Convention will offer you a new challenge.

In working out the program, we have tried to secure speakers who would offer new challenges to our membership. To some extent, we have deviated somewhat from our profession, however, every person on the program appreciates the position of the auctioneers and has had vast knowledge of the auction business.

The forthcoming Convention will be fruitful for all. With interesting speakers and entertainment, along with hotel accommodations which are wonderful and reasonable, we Texans assure you our hospitality will be awaiting you.

All Auctioneers Should Attend The N. A. A. Convention

By DAN J. FULLER, Albion, Nebraska

Certainly every Nebraska Auctioneer is well aware that the National Auctioneers Association Convention is being held in Houston, Texas, July 20-21-22, 1961.

It is equally certain that every Nebraska Auctioneer should arrange his Auction Schedule so that without fail he will be at this convention.



Col. Dan Fuller, Albion, Nebraska. This picture was taken for his 80th birthday.

It is also true that every Nebraska Auctioneer knows that Texas is a BIG STATE, that Texans, especially Texas Auctioneers, do things in a BIG Way. It naturally follows that the Convention in Houston will be the biggest in Educational Features, Entertainment and Attendance. Therefore it will be a Convention that no Auctioneer, no matter how competent or experienced, can afford to miss.

As many Auctioneers know, I am one of the Older Auctioneers, having conducted sales since 1900. It has been my good fortune to be a regular attendant at our National Conventions, as well as our State Conventions. Allow me to state that I have always gone home from these conventions better equipped to conduct a better Auction. This convinces me that any one desirous of improving his ability to conduct Auction Sales in such a manner that each sale will get him another, will be a great loser if he fails to attend this Convention.

Inasmuch as Nebraska has one of the largest and most active State Organizations, and inasmuch as Col. Charles Corkle, Norfolk, Nebraska, nationally known Registered Livestock Auctioneer, is the First Vice-President of the N.A.A., it behooves Nebraska Auctioneers to get solidly behind our First Vice-President with the largest attendance from any state.

I will see you in Houston.

The Good Life

Let me have my share of this earthly life,
Of the gain and the loss, the joy, and the strife,

Let me climb the hill with my fellow man,
And win to the top with him, if I can.

Of his helping hand let me know the touch,

Let me lend his mine when his need is such.

Teach me the meaning of woe, and weal,
Give me the power to know and to feel.

Here let me have my soul's abode,
Close beside Life's traveled road,
Blest with the best that Heaven may send—
To know man's heart and call him friend.

Edward P. Hendrick



Missouri Auctioneers Association Banquet at the Spring meeting held May 7.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

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Dear Ladies:

After months of preparation and planning, convention time is upon us. As I have stated before, the Texas ladies have a wonderful program planned for us. I trust everyone has their plans made to attend. It certainly behooves each of us to attend to show the ladies there our appreciation for the time and effort they have put forth for this fine program.

Sunday, June 11, the Ohio Auctioneers and the Auxiliary held their semi-annual meeting at Washington Court House, Ohio. The Auctioneers of South West Ohio were the hosts for this meeting. Last year the State Association started a new policy of holding the semi-annual meeting in various sections of the state and the annual meeting is held in Columbus each Janu-

ary. This has proven to be very successful and has stimulated much interest. This year on Saturday night the Auctioneers and wives were the guests of the Washington Court House area Auctioneers for a get together party.

The Auxiliary had a very interesting program for the day. The business meeting was conducted in the morning with the election and installation of the new officers. I felt very honored to have charge of the installation of the new officers.

The attendance was unusually large with many saying it was one of the most outstanding meetings in recent years. Much enthusiasm was expressed in regard to the forthcoming Convention.

The auctions in West Central Ohio are few, which is to be expected at this sea-

AUXILIARY PROGRAM

N.A.A. CONVENTION

WEDNESDAY, JULY 19

7:00 P.M.—Auxiliary Officers and Directors Meeting (Venetian Room)

7:30 P.M.—Hospitality Hour (Castilian Room)

THURSDAY, JULY 20

9 to 11 A.M.—Registration

9 to 11 A.M.—Coffee Hour (Satsuma Room)

12 Noon—Joint Luncheon (Emerald Room)

2:00 P.M.—Shopping Tour

7:00 P.M.—Chuck Wagon Supper (Hotel Lawn)

FRIDAY, JULY 21

12 Noon—Ladies Luncheon (Continental Room)

1:30 P.M.—Business Meeting (Continental Room)

2:30 P.M.—Social Hour (Continental Room)

7:30 P.M.—Special Entertainment (Emerald Room)

SATURDAY, JULY 22

9:00 A.M.—Auxiliary Officers and Directors Brunch (Venetian Room)

2:00 P.M.—Acceptance Speech of New President of Ladies Auxiliary

6:30 P.M.—Banquet (Emerald Room)

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Owen Hall, Celina, Ohio

1st Vice President

Mrs. Tom Berry, West Newton, Pa.

2nd Vice President

Mrs. John Overton, Albuquerque, N.M.

Secretary-Treasurer

Mrs. Ernest Freund,
Fond du Lac, Wis.

Historian

Mrs. Tim Anspach, Albany, N.Y.

DIRECTORS:

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. Earl White, Madisonville, Tex.

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Tim Anspach, Albany, N.Y.

Mrs. Artie Baldwin, Denver, Colo.

Mrs. Walter Britten,
College Station, Tex.

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Harris Wilcox, Bergen, N.Y.

Mrs. Al Rankin, Algier, Ohio

son of the year. However, the Stinebaugh-Hall Auction Service experienced a successful winter and spring season and have already booked a number of sales for the fall sale season.

Owen has been very busy opening a new six million dollar housing development in Country Club Hills, Lima, Ohio. This development, when finished, will contain approximately 300 new homes. Sunday, June 4, we had our grand opening with over 3,000 in attendance. We are very enthusiastic at the present with all indications pointing to a good sales volume. The development of this sub-division is being done by Kessler Builders with whom Owen is associated. In addition to this they are finishing a shopping center and building in two other sub-divisions.

In closing, may I again suggest that if you haven't already made plans to attend the National Convention please do so immediately so you can enjoy the many benefits that are derived from this convention.

Sincerely,
Mrs. Owen Hall
President

* * *

Dear Ladies of the Auxiliary:

Convention time is rolling around again. This will be my third year at a convention. I'll never forget my first convention. We were trying to organize in Colorado and we didn't have a Ladies Auxiliary. A small group of ladies got together and

took the bull by the horns so to speak, and got the convention rolling. We all breathed a sigh of relief when it was over.

Last year I really enjoyed the convention in Louisville, Kentucky. If you don't come to the convention, you are missing a time of education, inspiration, and good fellowship. Plan now to be there. It is really a family convention.

Sincerely,

Mrs. Harvey (Artie) Baldwin
Director Ladies Aux. to N.A.A.

Daughter Born To Col. And Mrs. Fisher

Col. and Mrs. Don E. Fisher, Delaware, Ohio, are the parents of a new daughter, born June 13 at the Riverside Methodist Hospital in Columbus, Ohio. She weighed six pounds and 12 ounces and has been named Diana Lynn.

Antique Farm Items Sold By Col. Gilbert

A public sale was held Saturday, May 20 at Felton, Pennsylvania of the large collection of antique farm equipment of Mr. Paul White. Buyers came from several states including Michigan, Ohio, New York, and Maryland.

A Frick Portable Steam Engine brought \$720.00 and a Frick Traction Steam Engine brought \$1425. Gasoline Engines brought \$25.00 to \$55.00 at the sale. A one horse Tread Mill brought \$32.50 and a Dog Tread Mill was sold for \$75.00.

Many of the items sold were from 100 to 300 years old and included such artifacts as a broom making machine, a single horizontal grist mil over 200 years old, a 300 year old anvil mounted on a bench, a one horse corn planter, and 2 Eighteenth Century Roller Coasters.

There was a very large crowd and bidding was spirited at the sale which was conducted by the Jacob A. Gilbert Auctioneering Firm. Col. Gilbert is a member of the National Auctioneers Association.

State Groups Mainspring Of National Organization

BY POP HESS



The date of this writing is June 13. Here in Ohio we finally have summer weather with much rain and hot weather. Yesterday it hung around 90 through the most of the day and it looks like today will be a repeat.

Last Sunday, June 12, Mrs. Hess and myself spent a very fine day attending the Midsummer Ohio Auctioneers Association meeting at the Country Club in Washington C.H., Ohio and of the many and almost all of the Ohio meetings this State Association has held, I have been in attendance. This one seemed to be very outstanding all the way. The Auctioneers of the Fayette County District acted as Hosts and they put it over with a bang. The hosts included the Bumgarner Associates, Darbyshire and Associates and the Bailey Murphy Co. Being most active from the Baumgarner Auctioneers Staff was Col. Emerson Marting, who works in their Ohio sales. He and Mrs. Marting own and manage and live on the Marting Hereford Farms just west of Washington C.H. They maintain a Purebred Hereford herd of all ages to nearly a 200 head total and produce their own annual Hereford Calf Sale each fall with great success.

Much of the meeting last Sunday was inspired by Mr. and Mrs. Marting. The entertainment for the noon hour was under Col. Martings management and it was tops. The banquet dinner featured Prime Roast Hereford Beef that was just the best and, it being Hereford, we could detect a Marting aroma.

Here is one other point that all Auctioneers should not overlook when details and announcements are sent out for your state association meetings. On Saturday night, June 11, they had a get-together open to all Ohio auctioneers and their wives but Mrs. Hess and I, like many

others, did not take it seriously and stayed home until the meeting day only to learn that they had a great event. Many did attend and the stories we heard about the Hereford Beef Steaks Marting supplied with many other items added. Those in attendance were still trying to find out who had to pay for the Saturday Night Steaks when the last dog was hung with no takers available. Just to think how we did not take seriously that overnight invitation. Mom Hess and I sat at home and chewed on some whang leather sold to us called "Tender Beef." So as old as we are we will not overlook what is in the full invitation and events to attend in the future.

Our Ohio Secretary, Don Fisher, will have in the pages of this issue the details of the Ohio Summer meeting just held. He was there to eat the Beefsteak and happy that some of us stayed away so that would make more beef for the ones present. However, do not overlook that he sent out to all a full invitation for all events and called me twice to get on the road and come, but like many Auctioneers, I just did it my way.

While I am on this subject, the attendance at the meeting proper, June 12, was extra good with auctioneers and their wives from all sections of Ohio. All were well behaved and it was a very strong group. I was somewhat amused with one pair of our older Ohio boys who never miss a meeting. They live over Hilliards way near Columbus and they often sell together and each has driven autos since the first one was made. It was my pleasure to note while driving to the meeting that when one of the pair was doing the driving they passed every one else on the road. Then about half way there they changed drivers and when that one took

over everybody on the road passed them. But they got there all in one piece and as far as I know they got home the same way and no one ran over them or vice versa. An Ohio meeting without them would be out of line.

Yes, the writer is very proud of our Ohio Auctioneers Association and hope all states can become as active. From what we observe in the columns month after month, State Associations throughout the United States are on the mend and becoming stronger and better. Our State Associations are the Main Spring that makes the National Auctioneers Association tick so, as we face our coming 1961 Convention this July, it is very evident that many States will be represented by their officers and members. We have now right at 30 states with State Associations.

Our page in each issue listing State by State total membership in the N.A.A. has been very interesting especially this year when we have tried to increase our membership to a goal of 2000. For some months back the race has been headed by Ohio with Nebraska, Illinois, and Indiana somewhat in the lead. Last month's issue gave Ohio somewhat of a surprise. In the May issue Ohio had 110, Illinois had 107, and Nebraska had 103. Our June issue shows another heat has been run. Our good member pusher, Jackie Gordon, was in the Illinois sulky and with both hands filled with lines and whip he passed Ohio with hat off and glasses flying and came under the wire six points ahead.

Now Illinois has 118, Ohio has 112, and Nebraska has 103. However, there are going to be two more heats to account for—the June 15 deadline and the final heat on July 22. These three States now hitting the three front lines can get a surprise as there are a few states listed with over 75 N.A.A. members that could make a big jump at the last minute. Watch out for Texas! Those boys have been planning and working and they may be driving the black horse that will be first when the sun goes down July 22, 1961. If all you states from here on in will do just half as good as Jack Gordon, it can be that the National Auctioneers Association will have a safe total membership of the 2000 that President Potter asked for as a part of his year as the National President.

The writer each year is very conscious

of the fact that when he writes his column for the July issue it closes another current year of obligation dating back some ten years with a column each month by request which he is happy to furnish. Our next issue comes in September, 1961, as we skip August each year to cool off and rebuild for the new incoming officers elected at the convention. The writer will return with a column from next September through July 1962 if approved and invited by the new Administration. It seems to me that when at last year's convention at Louisville, there was a motion put up that I be drafted. However, there was so much draft of all kinds going and coming that I believe the motion blew out the window. I am too old to be drafted — just invited.

From this point I will drop the Convention suggestions as the pages of this issue are well graced with Convention items and suggestions. I will cut my space down so they can all be in the pages. My thinking is from what I know about Texas and the folks who distinguish themselves by saying "I am from Texas," this Convention could be one of History and you, Mr. Auctioneer, where ever you are located if you have not already done so mark the dates—July 20, 21, 22—and go to Houston, Texas. It will be a convention you will always be happy to say you attended.

Livestock Markets Directory Available

KANSAS CITY, Mo.—A directory of the nation's 2,237 public livestock markets has just been published, according to the announcement of the Livestock Market Foundation, research and statistical reporting body. Initial copies were released to the livestock industry, allied industries, colleges, and the public at the Livestock Marketing Congress in Dallas, Texas, June 21-24.

Of the 2,327 livestock markets listed alphabetically by state showing their location and days of sale, 54 are classified as terminal markets and 2,273 as single proprietorship auction markets where all market services are rendered under one management. All of these public markets are now subject to the provisions of the

federal Packers & Stockyards Act, as amended in 1958.

Thirteen of the listed terminal markets offer limited auction selling services on a regular or seasonal basis.

Six states have more than 100 markets. Texas leads with 176 followed by Iowa with 170. Missouri has 114 markets, while Kansas has 107 and Nebraska 106.

The total number of markets listed shows a decline of 151 as compared to those listed in the directory for 1960. A Foundation official states that the lesser of markets is partially accounted for by those stockyards electing to remain private facilities only and not sell livestock on a public market basis of compensation for services performed.

Distribution of the directory will be made to all Certified Markets, government and educational bodies. Additional copies are available at \$5.00 per copy upon request to the Livestock Market Foundation, 723 VFW Bldg., Broadway at 34th, Kansas City 11, Missouri.

How To Join The “Inner Circle”

Have you ever heard that such and such an association is run by a clique—a group of insiders? The answer to that is to join it. You will find it simple to gain admission to the rumored Inner Circle.

All you have to do is attend meetings regularly — work hard to get new members—be interested in all association activities — volunteer for committees and then do a job. “Clique” is just a name for a respected group of truly devoted and unselfish members—and you will be one of them.—Montana Stockgrower.

If you believe in a free society, be worthy of a free society. You don't need to quit your job to prove your dedication. Stay where you are and do a better job, be a better citizen, live a better life. Every good man strengthens society.

—John W. Gardner



Promotional Items

LAPEL BUTTONS: “Dress Up” with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, closing out @ **\$25c each.**

BUMPER STRIPS—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

The Auctioneer Should Recognize The Importance Of His Service

By Col. Charles Corkle, Norfolk, Nebraska

Every business and professional organization is confronted by certain problems. Perhaps the most common to all is not indifference but rather the failure on the part of many members to realize the importance of their own business or profession and the failure to appreciate the value of an association to represent them.



The Auction business is no exception. Proper recognition of the importance of his service by every Auctioneer could do much in convincing him of the need of a State and National Association not only to promote the Auction method of selling but also to advance the Auctioneer to his proper position in the sales field.

Auctioneering can well be considered work that is quite individualistic. Many Auctioneers live in areas where sales are more or less seasonal and, as a result, devote some of their time to other business. Even so their auction business is important. It is equal in importance to that of the Auctioneer devoting his entire

time to auctions. Why? Because of its importance to the people for whom he conducts sales. After all isn't that the true method of measure for any service?

The farm Auctioneer during a sale season which may even be limited to less than six months has occasion to sell not one but a number of closing out sales for folks whose total retirement fund will be represented by the amount he obtains for them in that particular auction. To the Auctioneer his work may be routine. He knows the value of the livestock and equipment to be sold. He knows many of the prospective buyers, their needs and he knows what he is selling will do for them. He may fail to feel the importance of his work but to those for whom he is selling it is very important.

The general acceptance of the auction method in closing out a farming operation regardless of size has convinced some of the more skeptical as to its possibilities in obtaining the highest amount for other property.

The livestock market Auctioneer often has the opportunity of selling the entire crop of calves or yearlings as the case may be representing the total annual income for the producing ranch. He does it in the matter of comparatively few minutes. His work is important to those for whom he is selling. The growth and development of the Auction Method in this type of marketing and the volume of livestock sold in this manner is evidence of its general acceptance.

The same might be said of the Auctioneer's work in the heavy equipment and industrial sales field and in the auction houses which, with our ever increasing town and city growth, hold much promise for those devoting time to this phase of the business. The work of an Auctioneer is important.

Auctioneers have something to sell that no other group has — their method of establishing values. The highest dollar

values result from competitive bidding but only after good salesmanship has been employed. It is a proven method, popular alike with buyer and seller, so popular in fact, it seems that it should be a comparatively easy matter to realize what a strong Association can do for each member in the way of promoting the auction business.

The National Auctioneers Association affords the organization to represent and work for all Auctioneers regardless of the field in which they may be specializing. The steady growth of the Association proves that Auctioneers, regardless of their location, their volume of business or the type of sales they conduct are coming to value more highly the importance of their profession and the unlimited possibilities from a continuous promotion program.

The National Auctioneers Convention, Houston, Texas, July 20-21-22 will find many Auctioneers in attendance. Many of them have attained success in their chosen field while others will be men just getting started. All will be gaining something from the experience of others. It is possible to combine a certain amount of pleasure with every day business but it is an event such as this that business may be combined with pleasure. The trip to Houston would in itself be an interesting vacation. The fact that the Auctioneers of Texas have arranged a busy three day program means there will be much to gain including a higher appreciation of the Auction business.

James Gavin To Head Wisconsin Group

By Joe Donahoe, Secretary
Assn. of Wisconsin Auctioneers

Outside the weather was damp and gloomy, but inside Hotel Eau Claire the spirit was bright and shining as the Association of Wisconsin Auctioneers gathered for their 11th annual state convention.

Fifty one members and wives gathered on Tuesday evening June 6th at Eau Claire, Wisconsin, for an informal dinner and hospitality hour. This was the largest attendance the evening before a convention to date and it was agreed the practice should continue, with some added entertainment, in the years to come.

Wednesday June 7th was given to a full

program for those attending The NAA Insurance program was presented by a company representative and the President of the Wisconsin Real Estate Board discussed the real estate license law as it pertained to auctioneers. An economic outlook as pertaining to the auction profession was presented by Francis Conway, President of Thorp Finance Corp., Thorp, Wis.

Highlighting the morning program was an inspiring and interesting talk by our National President, Carman Potter. State president, Joe Donahoe presented a review of the Associations work of the past and present with some observations for improvement in the future.

A delicious noon luncheon, attended by nearly 100 was followed by a very inspiring and educational address entitled "Power of Enthusiasm" by J. E. Dornoff, vice president Pate Oil Company, Milwaukee. This talented speaker, with his gracious manner of presentation and expression, completely captivated his audience.

The afternoon program was highlighted by a talk from our National Secretary, Bernie Hart, who explained the many programs of the NAA and a few of the highlights of the coming NAA convention in Houston. The remainder of the day was taken up with a talk on heavy equipment auctions by Col. Andrew Jesse, Rhineland, Wis., and the business meeting.

Officers elected for the coming year were: President, James Gavin, Reedsburg; Vice President, E. J. McNamara, Lancaster; Sec-Treas., Joe Donahoe, Darlington. Directors in addition to above officers are Art Doede, Rosholt; Ernie Kueffner, Hartford; Douglas Steltz, Milwaukee and Russell Schroeder LaCrosse.

The Association of Wisconsin Auctioneers wish to express their sincere appreciation for the time and effort on the part of Col. Potter and Col. Hart to add so much to our state program. Eight new members were signed for our state and national associations during the meeting.

The very essence of free government consists in considering offices as public trusts, bestowed for the good of the country, and not for the benefit of an individual or a party.

—John C. Calhoun

Ninety-Two Members Gained To Make A Total Of 1561

A total of 1561 were listed on the N.A.A. membership roster on June 15. This brings the total growth of the N.A.A. to a new high.

Of the 1296 members listed on June 30, 1960, 253 members failed to renew during the July, September, January and April expiration periods. Since the increase in membership since June 30, 1960 has been 265 members we therefore estimate that 518 memberships are new or have been reinstated during the past year. This constitutes roughly one-third of the total present membership.

Although it is certain that we will not attain a membership total of 2000 in the two weeks remaining until the end of the fiscal year, at the rate the N.A.A. membership growth has been going, it is entirely possible that another year will see the membership at the 2000 mark.

Illinois and Nebraska are tied for first place in membership by states with 121 members each this period. Ohio is following closely behind with a 113 membership total and Pennsylvania made its debut in the hundred member bracket with 103 members. Wisconsin with 92 members had a gain of thirteen members during this period which pushed that state five members ahead of Indiana.

Other states with notable gains in membership are California with an eight member increase and Oregon with a six member increase.

A tabulation of membership by states follows. Also included is a compilation by states of unrenewed memberships during the fiscal year.

STATE	Unrenewed This Year	Members May 15	Members June 15
Alabama	3	6	6
Arizona	2	2	2
Arkansas	0	21	21
California	5	31	39
Colorado	5	33	33

Connecticut	0	4	5
Delaware	0	3	3
Dist. of Columbia	0	1	1
Florida	4	14	14
Georgia	2	13	16
Hawaii	0	1	1
Idaho	0	12	12
Illinois	14	118	121
Indiana	25	87	87
Iowa	5	46	50
Kansas	16	66	68
Kentucky	23	63	66
Louisiana	1	7	8
Maine	1	3	3
Maryland	2	17	17
Massachusetts	6	23	24
Michigan	2	43	46
Minnesota	4	17	18
Mississippi	1	3	3
Missouri	14	45	49
Montana	0	35	37
Nebraska	14	103	121
Nevada	0	2	2
New Hampshire	3	3	3
New Jersey	6	32	34
New Mexico	1	10	10
New York	12	52	53
North Carolina	8	20	20
North Dakota	2	9	12
Ohio	11	112	113
Oklahoma	2	20	20
Oregon	4	10	16
Pennsylvania	0	95	103
Rhode Island	1	6	6
South Carolina	1	5	5
South Dakota	6	8	8
Tennessee	11	58	61
Texas	7	47	47
Utah	0	3	2
Vermont	1	6	6
Virginia	4	25	26
Washington	1	9	9
West Virginia	3	12	12
Wisconsin	9	79	92
Wyoming	4	12	13
Canada	7	15	15
Germany	0	1	1
Australia	0	1	1
Totals	253	1469	1561

The Honor Roll

Each year the July issue of "The Auctioneer" publishes the names of those who were responsible for adding two or more new members to our roster during the past year.

The year 1960-61 has been consistent in the breaking of N.A.A. records and the Honor Roll is no exception. The total of members gained through other members this year totals 251 sent in by 92 members. Thirty-five members sent in two or more members.

Since this has also been a year for comparisons we offer the following statistics to show the progress made by members signing up new members during the last five years. In July, 1957, 25 members had added 118 new members during the year and 50 others were responsible for one member each making a total of 75 members adding 168 new members. In 1958, 23 members sent 109 new members and 47 had one each totalling 70 members adding 156 members. In 1959 21 members sent in 101 names and 43 added one name each to make a total of 64 members adding 144 members. In 1960 18 members sent in 98 names and 64 sent in one name each. The total in 1960 was a high of 82 members who had signed up 162 members.

This year the 35 Honor Roll members contributed a total of 194 new members. Fifty-seven members sent in one member each to make the total of 92 members signing up 251 new members.

Following are the names of those who were responsible for two or more members during the past year:

Bryan Blew, Oklahoma
Dale Brown, Arkansas
Q. R. Chaffee, Pennsylvania
Charles Corkle, Nebraska
C. E. Cunningham, South Carolina
J. Meredith Darbyshire, Ohio
Joseph Donahoe, Wisconsin
R. W. Dewees, Missouri
Leona Drake, Indiana
Robert A. Gerhart, Indiana
Jack Gordon, Illinois
W. J. Hagen, Montana
Leon E. Joy, Iowa
Russell T. Kiko, Ohio
Norman E. Knowles, Jr., Virginia
E. J. McNamara, Wisconsin
George A. Mann, Missouri

Seattle Myers, Virginia
C. A. Morrison, Oregon
Dale Milum, California
John A. Overton, New Mexico
Carman Y. Potter, Illinois
Bob Penfield, North Dakota
Guy L. Pettit, Iowa
Fred G. Quick, Illinois
W. Don Richardson, New Jersey
Wendell Ritchie, Iowa
Ray Roberson, California
R. C. Riek, Wisconsin
Russell C. Schroeder, Wisconsin
Sam Savedow, Florida
Tony Thornton, Missouri
A. L. Tremblay, Massachusetts
Clyde M. Wilson, Ohio
Brad Wooley, Arkansas

The above list is accurate to the best of our ability. Many of our new members come through State Auctioneers Associations and in most cases it is not possible nor practical to designate credit to an individual.

North Dakota Holds Annual Convention

**By F. E. FITZGERALD, President
North Dakota Auctioneers Association**

The annual Convention of the North Dakota Auctioneers Association was held June 3 and 4 in Dickinson, North Dakota. It was a very interesting meeting with 47 Auctioneers and their wives in attendance.

Norm Warshinske, Billings, Montana was the guest speaker. Others on the program were Bill Hagen, Billings, Montana; James Connley, Golden Valley, North Dakota, President of the North Dakota Stockman's Association; and Ray Schnell, Dickinson, North Dakota.

During the Convention a Benefit Sale was held at the Schnell Sale Barn in Dickinson for the Father Cassidy's Boys Home on the Range near Belfield, North Dakota. Over \$1200.00 was taken in.

During the business meeting F. E. Fitzgerald, Bismarck was re-elected President of the group and Gerald Ellingson, Edgely, was re-elected Secretary. The Association voted to have all other officers and directors serve for another year also.

Auctioneers Can Learn From Each Other Without Dependence

By RAY TUTTLE, Sheldon, Illinois

I always look forward to getting "The Auctioneer." I get several magazines and newspapers, but I always read "The Auctioneer" first. It is a joy to read the articles from other auctioneers and I always feel that I get something out of them to help me in my own business. I especially like the articles by Pop Hess. Many of the things that he writes about remind me of experiences I have had in my own business.

Through my work as an auctioneer, I have met many fine people and made many friends, but there had always been one thing I couldn't quite understand about the auction business and that is the jealousy among auctioneers. When I started in the auction business I think most of the older auctioneers I knew tried to tell me that all the rest of the auctioneers were crooks. This I never could believe. I have worked with and met a lot of fine auctioneers, men who were an asset to a community. Any business needs competition. The fellow who gets the business knows he had to do a better job than the others or he will be left behind as the public will hire the man it thinks will do them the most good. It is always a pleasure to have someone you hardly know, who has seen you work, tell you about a sale prospect or to recommend you to a prospect.

Everybody likes to be treated fair. To me, honesty and sincerity and a sense of value are invaluable to the auction business. Never promise a man you can do something that can't be done. Tell a prospect your honest opinion even if it costs you a sale. You will gain by it in the long run. Many times a man who gives you a sale has worked hard for what he has, his life estate, and he has pride in it. He wants to hire a man who will not only do him good, but who will treat fairly the friends and customers who come to his sale.

To the young man starting, if you have having the sale but to the auctioneer stuit in you to be an auctioneer, don't get discouraged or feel badly if other auctioneers get most of the sales or won't take you along with them. Remember that it took them a long time to get where they are. It is better to get in alone than to ride in on someone else's strength. Go to other sales when you don't have one of your own. This was the best advice I ever got. You will get ideas that will do you good. Watch how things sell and meet people. Always treat people pleasantly and, above all, be honest. Before long you will be in there selling and you will be in demand to sell sales. It takes not only a lot of guts but a lot of ingenuity to stand out in zero weather or in rain and a lot of wind to argue with the crowd over a few dollars for someone else.

I know men who go out and guarantee a man what his sale will bring. How could any one know what kind of a day it will be for the sale, or what could happen months in advance? To me, these men are a thorn in the auction business. This and price cutting and other dishonest actions do not belong in our business. If a man of this caliber has his date book full, he still wouldn't be an auctioneer in my way of thinking.

I believe in education. I think anybody interested in the auction business should pick a good auction school from which to get his education. But, I think these auction schools should have some way to grade the student better. It seems to me that they are too anxious to get a tuition fee. If some of the instructors would ask themselves if they would really want some of these students to sell their property or their widow's property, I think there would be some changes made. How can they send some of these men out and tell them are auctioneers and expect the public to hire them when they know they are doing an injustice not only to the man

dent and also the auction profession.

I wish we could have 100% membership in the auctioneer association. I feel that everybody would get some good from it. I hope to see everybody at Houston this

summer. Everybody should make an effort to go. I have attended several conventions and I feel that I have gained much from it.

“Theatrics” Article Provokes Comment

While many readers tell us how they enjoy “The Auctioneer” when we see them in our travels over the country, seldom do we find any particular article or subject (excepting license laws for auctioneers) that is of particular interest. However we have had a few comments in writing in regard to the article in the April issue, entitled, “Theatrics and Fanfare Could Kill Livestock Auctions.”

Both sides have expressed their opinions on this subject and the amount of comment leads us to believe more strongly that the situation described in the article is a reality. Following is a reprint of a letter that appeared in a leading daily newspaper in the Northwest, which adds more fuel to the fire:

Auction Jargon

An authentic buyer at a livestock auction after looking over the weaner class arrives at a price he is willing to pay.

Four nice weaners enter the ring, but the auctioneer goes through some jargon in an unknown tongue of which the would-be buyer knows nothing.

It goes something like this: “O ky blicky go. Up joke hiky do. I key pock singy \$75. Oozy dogie stelly calfy, vealy beef om and as hen \$85. Blazey clankey hotty doogle doogle bikey slookey. Wassa mattuh robbin pippie dangle snut.”

The buyer had already offered the owner \$160 for the lot and so blurted out his bid way ahead of the auctioneer. I missed some buys because I just cannot understand the unknown tongue.”

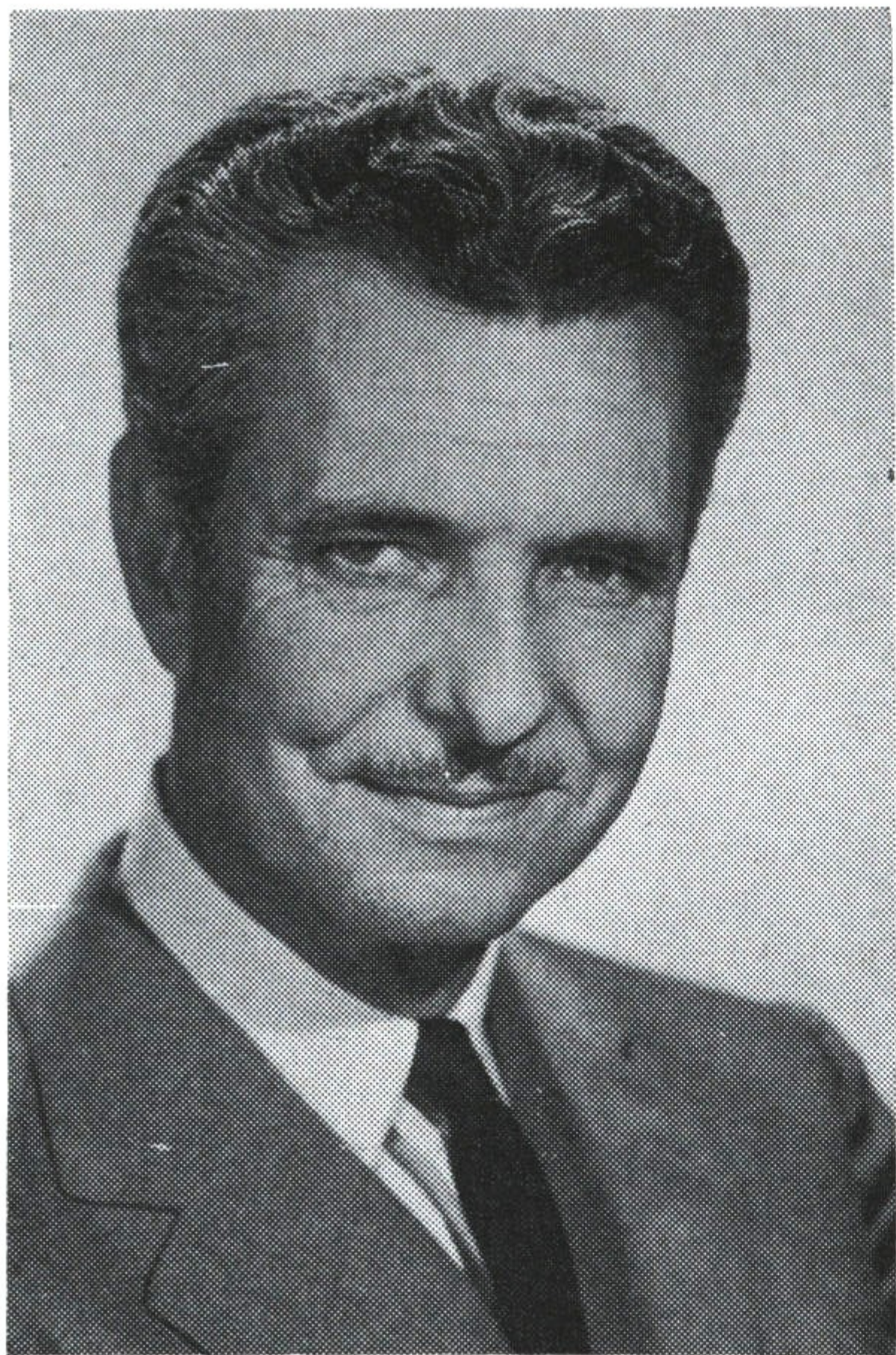
Health is the greatest of gifts,
Contentment the best of riches.

from Pearls of Wisdom
Dhammapada

MISSING?

THE AUCTIONEER cannot follow you if your new address is missing from our files. If you plan to move soon, send your change of address today!

“Lum” of “Lum and Abner” Fame Guest Speaker at Grand Banquet



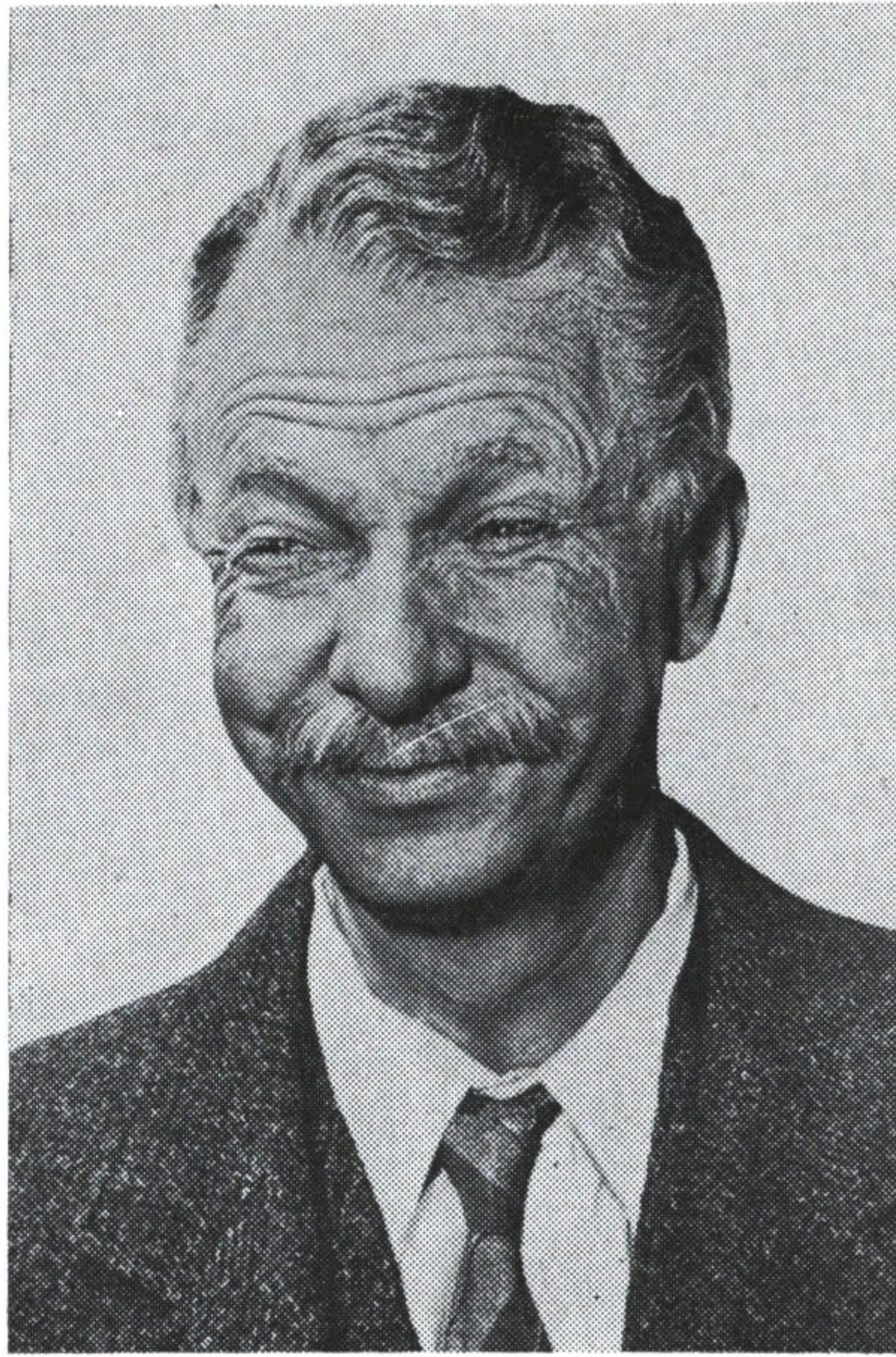
The Grand Banquet of the 1961 Convention at Houston, Texas will feature Chester Lauck, Executive Assistant of the Continental Oil Company, Houston, as Guest Speaker. Mr. Lauck is also pictured here as “Lum” of the well known radio comedy team.

It's definite now that the Jot 'Em Down Store is padlocked forever. That's the word from Lum Edwards (pronounced Ed'erds) himself.

“When national advertiers turned to television, radio sponsors were hard to come by,” said Chester H. Lauck, creator of “Lum,” the lovable, backwoods Arkansas storekeeper and half of the popular “Lum and Abner” comedy team of radio. “So we closed the Jot 'Em Down Store.”

“We shook hands that we'd never open it up again—and we haven't. That was June, 1954.”

Lauck has been an executive assistant with Continental Oil Company, Houston, Texas, since 1955. When asked why Lum and Abner chose not to make the transi-



tion from radio to television, he jokingly said, “we just didn't want to do to television what we had done to radio.”

“We notice that many top-rated TV shows and showmen last only a couple of years,” he explained. “They reach a pinnacle of success and then the public drops them like a hot potato. Next season they find it difficult to find a sponsor.

“We were approached recently to revive our show in the form of a television series,” he added. “After discussing the idea, we decided against it. We were afraid the film producer would take Lum and Abner's shoes off.

“Remember, Lum and Abner were rural storekeepers and not hillbillies. When we sit down to talk to the film folks, we soon discover they're talking about hillbillies.

“My partner and I felt 25 years in show business is enough . . . we had it. We're really interested in preserving Lum and Abner as they were, instead of relegating them to mediocrity.

"Besides, Abner says he's awful fur behind in his settin'."

In 1931, Lauck and his boyhood buddy in Mena, Ark., Norris Goff, hit upon the country store characters and gave them a try on a Hot Springs radio station. Encouraged by fan mail, they went to Chicago, where Quaker Oats grabbed their show immediately.

"Thinking it would only last a couple of years, we merely took a leave of absence from our jobs in Arkansas," recalled Lauck. "We were more amazed than anyone when it went on a quarter of a century."

Several sponsors followed Quaker Oats and kept Lum and Abner continuously on the air until 1954, when the Jot 'Em Store closed forever. During their 25 years on radio, they always projected the same casual air.

Lauck and Goff took all the voices of the characters who would troop in and out of the mythical Pine Ridge store. These included such noteworthy citizens as Squire Skimp, Cedric Weehunt, Grandpappy Spears and Dick Huddleston.

In the early '40s, Lauck and Goff moved to Hollywood where they made 12 Lum and Abner films while originating their show from the coast. They still get residuals when these old relics play on the late show.

"If anyone came along and really programmed, I think radio could make a comeback," stated Lauck. "But unfortunately no one's doing it. Radio still has a lot to offer that television doesn't."

"In radio, a listener can exercise his own imagination . . . visualize the Jot 'Em Down Store and the characters in the store as he would like to see them," he added. "But with TV, there it is . . . right before you. Maybe that's why television burns up talent so fast."

As an executive assistant with Conoco, Lauck travels more than 100,000 miles annually for his firm. Always interested in the oil business, he enjoys meeting people and visiting parts of the country he's never seen before.

On the go constantly, he recently spoke in 18 states in just one month. And the states were spread out from coast to coast.

"Never having come in contact with audiences while in radio, I'm now taking

bows for the work I did for 25 years," he mused.

Today Lum and Abner record albums are treasured possessions in homes throughout the country. More than 50 sets of twins have been named after the Arkansas team. And hundreds of independently-owned Jot 'Em Down Stores, which bear the title of the radio show's make-believe general store, are found from coast to coast and as far north as the Alcan highway in Alaska.

Lauck says he occasionally gets together and "reminisces" with Goff, who is enjoying retirement at La Jolla, California, and "catchin' up on his settin'."

Ohio Auctioneers Hold Summer Meeting

By DON E. FISHER, Secretary

The Ohio Auctioneers Association held its semi-annual meeting on Sunday, June 11, 1961 at the Washington Country Club, Washington C. H., Ohio. This event was preceded by a "Get Acquainted Hour" held Saturday evening at the Rendezvous Room and hosted by Auctioneers from Fayette and surroundings Counties.

There were 102 Auctioneers, wives and guests in attendance at the Sunday meeting. The day was started by a coffee brunch served by the Ladies Auxiliary at 10 A. M. followed by the regular business meeting and introduction of new members. One of the highlights of the morning session was the distributing of the booklet entitled — "Auctions and Auctioneers" which contained the Ohio Auction License Law, the newly adopted Code of Ethics and excerpts from Ohio Jurisprudence covering auction laws and related court decisions. This booklet was compiled for the organization by Col. Don Stafford at the direction of the Board of Directors. Each member of the Ohio Association will receive a free copy of the booklet.

The Noon banquet was highlighted by a program of entertainment arranged for and M.C.'d by Col. Emerson Marting. During the dinner we enjoyed music provided by the Clinton County Combo followed by Choral selections and a modern Jazz dance performed by a local high school group from Fayette County and featuring

Col. Marting's daughter as soloist. Mr. Chas. Mustine, Pres. of the Washington C.H.C.F.C. welcomed the group to Washington C. H.

During the afternoon we were privileged to hear Col. Chas. Kinsey from Farmington, Michigan talk on the subject of "Selling the Industrial Auction". Much information was gained by the Ohio Auctioneers about this specialized type of auction.

The Ladies Auxiliary also met during the day and elected new officers. They were entertained by Mrs. Gaynelle Willis, former Mrs. Ohio and Mrs. America contestant from Washington C. H. They also

enjoyed the performance of two young ladies, guests of Mrs. Dean Peters, who performed a pantomime. Mrs. Peters was in charge of the program for the Ladies Auxiliary.

Mrs. Howard Jewell was elected president of the Auxiliary and Mrs. Emerson Marting Vice President. Past Pres. was Mrs. James Patterson.

All in all this was by far the finest and best attended summer meeting ever held by the Ohio Auctioneers Ass'n. and much of the credit goes to Emerson Marting, Kenneth Bumgarner and many others of the area Auctioneers.

History Of The Oregon State Board Of Auctioneers

By ISIDORE WINKLEMAN, Chairman



Oregon auctioneers were very close to being completely legislated out of business in 1957. Irate merchants from several communities had a bill introduced in the 1957 legislature to abolish auctions completely because truckloads of reject merchandise from eastern manufacturers were being "dumped" at auction in Oregon under full new merchandise warranty. The public discovered the defects too late to hold the parties responsible.

The legitimate members of the Oregon auction profession met the challenge by sponsoring legislation to license and bond all auctioneers and auction mart operators. The law was passed by the legislature and became operative in July of 1957. With other states now considering similar legislation, details of the Oregon law have been sought frequently.

The Oregon State Board of Auctioneers consists of five members, one from each congressional district and one from the state at large. The Board meets periodically as needs require and began its

duties by adopting rules and establishing policy to be administered by the members in their respective congressional districts with the assistance of a part time executive secretary to attend to the routine administrative, clerical and fiscal details.

The duties of the board as defined by law are as follows:

- (1) Promulgate necessary rules and regulations governing auction marts, auction sales and auctioneers.
- (2) Consider all matters that may be submitted to it by persons interested in auction marts and auction sales.
- (3) Prescribe standards for the construction and equipment necessary or advisable for sanitation or safety in auction marts, in addition to all other requirements of law.
- (4) Enter upon and inspect, or cause to be entered upon and inspected, the auction marts and action records of licensees.

The auctioneer license fee is \$50.00 annually and for auction marts \$25.00. Each license application must be accompanied by a \$2500 bond for which the premium is usually \$25.00. The budget for the agency is approximately \$5000.00 per year.

How does the public and the Oregon auction profession benefit under this law

and for this expenditure? First, the full confidence of the public at every auction because they know they are fully protected by the bond if there are any fraudulent representations. Second, any auctioneer who might "handle the truth recklessly" is inclined to be more accurate in his claims since he knows he must safeguard his bond. Third, the policy of "short settlements and long friends" is reinforced between auction mart operators and consignors because of the supervisory influence of the Board. Fourth, sound ethical standards now prevail generally in the auction profession.

Occasionally there are exceptions. One auctioneer issued over \$700.00 worth of NSF checks for consigned merchandise. His license and his bond were revoked immediately but the holders of the bad checks did not lose one penny. Other minor claims as to the quantity of consigned goods or proceeds received from the sale have been settled effectively and promptly through use of the procedural rules adopted by the Board.

Some members of the auction profession quite vigorously resisted the new law but there now is an almost unanimous feeling among Oregon auctioneers that the effort of those disturbed merchants to outlaw auctioneering in Oregon was, in fact a blessing and a boon. For auctioneering in Oregon has changed from a rough and tumble business to a well respected profession.

Ten Years Ago In "The Auctioneer"

In July, 1951, "The Auctioneer" was announcing final plans for the National Convention of the N.A.A. at the Hotel Orlando in Decatur, Illinois, July 13 and 14. Col. Jack Major of Paducah, Kentucky, "not a military colonel . . . not an Auctioneering Colonel but a Genuine Southern Colonel" was booked as the speaker for the main Convention Banquet. Another feature planned for the Convention was a reunion of the first graduating class of the Reppert Auction School, the Class of 1921. Col. C. B. Drake, Decatur, Illinois, Co-Host of the Convention, was one of the graduates of the 1921 class.

Pop Hess had just returned from the Ohio Auctioneers Association convention and was making plans to attend the National Convention. He said that Mrs. Hess "would not go along as it was bad enough to live with an Auctioneer her life time without going some 300 miles to see a hotel full of them. And I would dislike to have all the Auctioneers see her, for I had a hard time to catch her and want to keep her, so we are both agreed."

Col. Foster G. Sheets, Roanoke, Virginia, President of the N.A.A., wrote his farewell message in the July issue.

From Camp Drake in Japan, Col. George C. Lockridge, Staunton, Virginia, wrote to add his name to the Booster Page. Col. Lockridge, who before entering the service worked with J. G. Sheets and Sons, was the youngest Auctioneer in attendance at the 1950 N.A.A. Convention.

Col. Watson Van Sciver, Burlington, New Jersey, added his name to the Booster Page in July also.

It was announced that the Auctioneers of America had shattered all records during the year 1960. An eleven per cent increase in the sales of pure bred Guernseys at public auction was indicated as well as other pure bred cattle sales, antiques, tobacco, produce, furs, eggs, horses, industrial equipment, machinery and "just about everything that is sold at auction. The people of America are becoming educated to buy at Auction. All this has been brought about by confidence placed in the Auctioneers by the buying public. Yes, the collecting of antiques is old stuff, but expensive to the tune of \$6,500,000 via public auction in 1950.

The final announcement in the July, 1951, issue of "The Auctioneer" concerned the ladies. A reminder of the planned organization meeting of the N.A.A. Auxiliary was sent in by Mrs. Walter Holford, Chairman Pro-Tem, which encouraged the ladies to attend and become Charter members of the Ladies Auxiliary.

Very few fishermen like to eat worms, but fish do, and the successful angler gives his customers what they like.

American poet Walt Whitman said: "Once fully enslaved, no nation, state, city of this earth, ever afterward resumes its liberty."

Personality of Auctioneer Is the Key to His Success

By COL. TIM ANSPACH, Albany, New York

Sixty years or more ago my father would insist that I accompany him when he attended a farm auction sale. We had a nice Iowa farm and raised corn to feed the steers and hogs. Besides the farm business Father bought butcher stock, owned a meat market, took in hogs at the stock yards two days each week, and shipped horses and mules to East Buffalo, Chicago and St. Louis. Therefore, he managed to be a bidder at most of the farm sales in our community. It was great entertainment.

In Iowa, March 1st, marked the time for farm rentals to expire. It was also the moving date for crop sharers and renters to move if making a change in crop lands. Often before moving away an auction sale was called to sell numerous items and livestock they wished to dispose of—cattle, horses, mules, chickens, hay and grain, and implements. Usually when a farmer had sold his land and was moving away, a complete close out sale was called and everything around the farm was turned into cash, much the same as today.

We generall arrived at the sale around 9:30 in the morning before the crowd arrived, to get a good quiet look at the stock and items that Dad was interested in bidding on. When the weather was cold a big fire was started away from the buildings to keep the people comfortable and warm. A large pile of old dry broken rails from the rail fences supplied the fuel.

A farm sale in those days created neighborly visiting, besides being a good place to trade horses and discuss problems in the community, it was peaceful and a great day for the farmer and his spouse.

Free coffee and milk was served, large clothes baskets and wash tubs were packed with sandwiches, generally bologna and buns. Also, a few barrels of eating apples were supplied. At noon the few chosen bidders, auctioneers, clerk, banker and guests were invited to the farm table for chicken, biscuits, potatoes and gravy

plus all the trimmings. Manners when you were hungry didn't count.

At that time there were four or five auctioneers in our community. They were all different in character, distinctions, and qualifications. I shall attempt to give my version and description of a few of these COLONELS of those days. I shall try and describe their make up first.

The jewelry adornment was very much alike each to the other in those golden days with real large heavy watch chains, large finger rings, watch fobs of various lodge orders, and always as many gold teeth as the county dentist could sell. Black clothes adorned these gentlemen and white shirts with celluloid collars and celluloid cuffs, big old fashioned cuff buttons and black stiff hats. All carried a cane as most of our Auctioneers do today when selling farm auctions.

Most of these colonels used either chewing or smoking tobacco. If they didn't smoke cigars they would chew the filthy weed as it was known by the preacher. However, it was accepted in most homes and society since it was raised on the hillside of almost all of the farms. Burley tobacco was produced not for sale but for home consumption, and used by almost all of the family. It was known as HILLSIDE NAVY, cured and dried in the rafters of the hay mow.

Colonel Dick Mick owned the opera house and hardware store on the first floor, filed saws, tinkered with watches and clocks, owned and demonstrated the only Edison Phonograph (equipped with several ear phones) in the county. He charged at all times 5c to listen to the recording of one cylinder or a special of 6 for a quarter. You would be surprised how busy this man would be at the fairs and fourth of July's. Besides these endeavors and accomplishments he possessed the ability of being an auctioneer. Dick liked to chew tobacco. He carried the distinction of being able to chew a cud the size of a black walnut and chant his sale at the same time.

IN UNITY THERE IS STRENGTH

He was never known to leave an evidence of a spot on his white shirt while expectorating or spitting at a crack for a small wager.

The Colonel was a thin man with small beady shoe button eyes, his mustache was coal black and curled to a long pinpoint. At auction sales he wore a black cutaway coat that was turning slightly green from age. He carried a black gold headed cane. If the day was fair he wore cloth top button shoes. If it was a rainy day he wore rubber boots. Colonel Mick held the respect of the townsmen comparable to the preacher. He had a large family of fine looking girls and one son that played the cornet in the town band. Dick was rated less than an average auctioneer, but an honest one. His manner and personality were unlike any other in his town.

Another character came to the county selling nursery stock and taking orders for enlarged pictures providing you purchased the picture frame from him. He married a widow in the community and soon they sold the farm and, to the surprise of all, he billed an auction of the property with his name as auctioneer. From then on he got a few small farm sales and household goods sales, mostly through his ability to tell stories. His sales drew a large percentage of ladies who would say that going to one of his sales was better than going to a circus. Sometimes his stories were on the border of being smutty, but he got away with it. He dressed for the part with his flashing red vest with a large gaudy watch chain strung along the lower pockets. He cocked his hat at an angle not unlike a vaudeville actor. His mustache was trimmed short. His large lips revealed a mouth full of yellow gold teeth. His eyes were real light blue and watery. It seemed that any time he opened his exuberant mouth his crowd rejoiced. He possessed the faculty of holding his crowd spellbound.

Many of the rural people did not like his showing off and auction entertainment. His success resulted below average even though he did not drink, smoke, chew or gamble. His weakness was chewing large wads of chicle and drinking as much as 20 cups of black coffee during an afternoon auction. His personality, showmanship, and auction conduct was quite unlike any of his competitors.



Apparently the most successful of these country Colonels and the one who had the most sales in the county owned and operated a good sized farm. He dealt in butcher stock — hogs and cattle. His mark of character, among other braggart and boasts, was to own and drive a span of matched trotting horses hitched to a flashy painted road wagon or buckboard and bet he could beat any team he met on the road for fun, money or marbles. He liked to gamble and never missed betting on the election, date of the first killing frost or the weight of a pen full of hogs. He did not always win, and was a good loser when his bluff was called.

He was a young slob, heavy set, 5' 8', weighed around 300 pounds and had blonde hair and brown eyes. His hands were as big as hams with short stubby fingers. His blonde mustache was the walrus type flowing across his ruddy face that seemed to jut down in a size 18 neck that was tied around with a white handkerchief. Huge beads of sweat would drop from his face as he chanted his bids. At almost any of his sales he was accused of dropping a bargain to his own account but because of his size, bluff and uncouth manner he seemed to get away with it.

When summer came and farm sales were slack he would go out west and ship car load lots of range horses or broncs as they were known in to country towns, bill a sale and sell them all in the after-

IN UNITY THERE IS STRENGTH

noon to the farmers, mail men, and country lads. After the sale was over and he had full settlement for his horses, he would stand up on the Stock Yard fence and announce: "If any body who has bought any of these horses here today think they have been cheated write to me at home and I will send you a long letter expressing my sympathy and condolence." He was known to have a voice like a bull which perhaps was an asset in those days as there was no sound systems. His personality got him sales.

Those auctioneers, as we are today, were working for the same end—success. To achieve and accomplish what was attempted or intended, these men were all different personalities. Each one was satisfied with himself. They were all more or less successful men of their time. There was no tax to pay. When they earned a dollar it was 100% their own to keep. The pay was small, for \$25.00 a sale was about average.

Having been brought up in the auction business and devoting the major part of my long life to auctioneering and selling at auction, I believe I am qualified to voice my opinion with yesteryear and today. Today's auction sales are in most cases better managed than years ago. It is interesting to note that the auctioneers of today all seem to try to exercise a different distinction as they did in Col. Dick Mick's era, i.e. Besides the practice of showmanship they try to specialize as an expert in the many different fields of selling. You will find their eventual popularity and success, I am sure, comes from some quality that makes them likeable or exciting to watch for judged solely on the basis of their ability to chant, many of them would not for long be considered as important as they are. The most of our recognized top auctioneers have that rare magnetic warmth that can make him a leading auctioneer even when he possesses very little else to recommend him.

The auctioneer who can easily inspire excitement and humor has won half of the battle. You find it easier to like him, believe him, and to know him. It is an indication of the tremendous power of his personality that he triumphs over the material. Many times he is much more important than anything he has to say. These fine qualities help to make him click.

It is not necessary to be a comedian to be a humorist or auctioneer. Men will take almost any kind of criticism except the observation that they have no sense of humor. Tell him he has no sense of humor and you might as well have killed his dog or slandered his good name. If you do not possess this great virtue of keen wit and humor and a genuine smile it is very doubtful if you will ever be counted among the big leaguer's of our profession, except that your popularity in your own area might carry you through.

To miss entirely the point of popularity is to think of the person you dislike most in all the world, anything that he might do or say even if it was fabulous would be disinteresting to you. About all you would do would be to accept him as a scatter brained, unattractive human being. This fellow might well dazzle and intimidate another person and anything he might do or say would make him attractive, popular and interesting. An auctioneer's greatest weapon for success is **to be popular in his community or the field of his endeavor.**

If you wish to be an auctioneer in your own right, never underestimate class . . . Class is made up of the following: **Personality, Popularity, Humor, Showmanship, a Genuine Smile, and that rare magnetic warmth and determination coupled with untiring work.** There is very little else to make us click except the opportunity to display our prowess.

WORDS OF WISDOM

A proverb is a short sentence based on long experience.

Home is the place where, when you have to go there, they have to take you in.

Even monkeys sometimes fall from trees.

Life is a mirror that gives back as much as it receives.

Cherry trees bear no fruit, but the ground is well-trodden beneath their branches.

A woman would be more charming if it were possible to fall into her arms without falling into her hands.

Better to stay home and make a net than to stand by the stream and wish for fishes.

A bore is one who talks when you want him to listen.

Welcome To The New Members Of N.A.A.

By COL. B. G. COATS

Just about every issue of "THE AUCTIONEER" calls our attention to the importance of getting new members which is well and good as no organization can long exist without new members.

To all the Auctioneers who have affiliated with the National Auctioneers Association during the past year, you are to be congratulated and I think double congratulations are in order.

You have displayed a most commendable initiative and desire to associate yourselves with others of your profession. No member of the N.A.A. should be content with anything less than all the knowledge and experience of others which is only possible by your association with other auctioneers. You are evidently convinced of this fact. You will find here two aspects offered by the National Auctioneers Association. The lesser, but most necessary nevertheless, is an enlarged fellowship and pleasant relaxation when meeting in national convention or with your own state Auctioneers Association. You will find how true this is if you come to Houston, Texas, July 20-21-22. The greater is entirely serious in nature. The philosophy of the National Auctioneers Association is so designed that, properly ap-

prehended, it must influence and build better Auctioneers better able to contribute towards the proper solutions to the problems of our day. As an organization we have many problems in which you can participate. It is assumed that your motives in coming among us are wholesome. If so, open your minds and hearts as you enjoy meeting together in national convention. Perish the thought of jealousy and illwill. Cherish the thought of cooperation and good-will. The more an Auctioneer knows, the more good he does for his fellow auctioneers, the more he is inclined to be modest. Again you are to be congratulated on availing yourself of opportunities restricted to a comparative few. May your association with the N.A.A. be one of profit and pleasure.

We, the older members, will be enriched by your presence and if you will let your voice and thoughts be known through the medium of "THE AUCTIONEER" and at meetings, then you become an active member as well as a member on the Secretary's roll. There is much work to be done and as new members I am sure you will want to dedicate yourselves to that end.

Welcome and exercise your privilege of improving yourself and your fellow members by attending your own national convention in Houston, Texas, July 20-21-22. I want to meet you and I am sure all the members want to meet you and extend to you a most hearty welcome.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

I enjoyed very much reading the June issue of "The Auctioneer". There were many interesting and educational articles. There was one article, however, that drew my attention more than the others, as it covers a term that I have been thinking about for some time. The article was by Homer H. Sparks, Auctioneer, Sharon, Pennsylvania, entitled, "Promiscuous Use of Title 'Colonel' Should Be Regulated." My personal opinion is that the term or Title, whichever you prefer, should be dropped entirely, promiscuous or otherwise, except for those few auctioneers who are actually retired Colonels from our armed services, and wish to continue their title in civilian life.

It is my feeling that perhaps back in our grandfather's day that the term "Colonel" was given to a prominent citizen in our communities. However, the rest of the society seems to have dropped this practice many years ago.

In this June issue of "The Auctioneer" and all the past issues, there will be articles on how we can better advance the Auction Profession and how we can make the world more auction conscious. At our

Convention in Houston this July, I am sure this is what we will all be trying to do. I do know that toward this goal and through the N. A. A., we are making rapid advancement. Therefore, I think we should be known as "Auctioneers," a title which one can definitely be proud of.

I most whole-heartedly agree with Mr. Sparks that there should be a tighter regulation on those receiving the right to call themselves Auctioneers. When we eliminate those who are not deserving of this title, we will have a much more respected and powerful organization. I further agree that the Auction Schools should be more careful of their enrollments, but even more than this, they should be extremely careful of who they turn out into the world telling them they now have the right to call themselves "Auctioneers".

So let's call ourselves "Auctioneers", a title we can be proud of, not "Colonel." After all, you don't hear doctors, lawyers, actors, and other professional people referring to themselves as something which they aren't. I personally would much rather have someone see me go down the street and say, "There goes the best Auctioneer in the country," rather than

IN UNITY THERE IS STRENGTH

have them say, "There goes the best Colonel in the country." I am not in the Armed Service now and, when I was, Sergeant was the best I could do.

Making a long story short, I want to be deserving of the title "Auctioneer," not Colonel. However, if there is honor in the term Colonel, I am sure Col. Sparks is one of the most deserving.

Lets keep working together until the Auction Profession is the strongest organization in the country.

See you in Houston July 20.

Auctioneerily yours,
Jack McVicker
Garden City, Kansas

* * *

Dear Bernie:

My business has been very good this winter and spring with sales booked up to the first of July. If the Lord is willing we (my wife had me change that from I to we) will see you all in Texas.

Truly yours,
Ken Barnicle
Ellisville, Missouri

* * *

Dear Bernard

Hope this letter finds you well and happy and getting ready for our annual convention in Texas. If everything works out as planned, you can expect to see me there, with my family.

Kindest personal regard, See you in Texas.

Sincerely,
Louis Stambler
Honolulu, Hawaii

* * *

Dear Bernie:

Have just finished reading "The Auctioneer" from cover to cover. It is always a boost to my morale. You and your staff do a tremendous job. Keep up the good work.

Best of wishes to the President, you, and all N.A.A. members in the upcoming convention. Hope to see you there.

Yours truly,
Jim Messersmith
Jerome, Idaho

* * *

Dear Bernie:

One year has slipped by since I graduated from Auctioneer's School. It has been a good year, but I have had a lot of competition. I realize a new beginner has to

go through with this, but the future looks brighter as I have had many complements on the sales I have had.

I enjoy "The Auctioneer" very much and read every page from cover to cover. I have learned a lot from what other auctioneers say.

I am proud to be a member of the N.A.A. and I am going to live up to its standards and support it. I am enclosing my check for \$15.00 for the N.A.A. membership, also the K.A.A. membership for the coming year.

Wishing all the beginning auctioneers, as well as the older ones, a successful year.

Sincerely yours,
Al Warner
N. Topeka, Kansas

* * *

Dear Bernie:

At the last convention I resolved to write you several times throughout the year, and to my astonishment I am now making plans to be in Texas in July for the next Convention. In the meantime I haven't written you a scratch. My apologies, as I certainly do appreciate "The Auctioneer" and all the news from the boys throughout the U.S.A., Hawaii, Canada. One thing I would like to know is where Darbyshire gets his pictures taken. If they could make the improvement on me that they did with him it would sure be a humdinger.

I was just looking over the list today and find that we have eight real estate sales to sell at the auction between now and July 11. Real estate here has been selling very well this spring.

I called our old friend, Tom Berry, just last week and helped arrange a furniture store sale for him here in Indiana. He and I used to sell furniture store sales together until my real estate auction business demanded my time. Since I have been away from furniture for some time I knew Tom would be able to do a much better job than I could and I feel that our clients deserve the best service that is available. In the meantime, I will have some place to go in the evening and have some fun.

Very truly yours,
Sam H. Lyons
Indiana, Pennsylvania



L. Dale Hanna, left, York, Nebraska, retiring President of the Nebraska Auctioneers Association, briefs Ray Flanagan, Albion, newly-elected President during the Convention in York, May 7.

Col. Ray Flanagan Elected To Head Nebraska Auctioneers

Ray Flanagan, Albion, was elected president of the Nebraska Auctioneers Association May 7 in York, the birthplace of the dean of auctioneers, Arthur W. Thompson of Lincoln. Flanagan succeeds L. Dale Hanna of York, who presided at the day-long sessions.

Named vice-presidents were Glen Helberg, North Platte, first, and Frank Diercks, Gordon, second. Flanagan appointed Leon Nelson, his partner at Albion, as secretary. Newly-elected directors are Dick Dolan, North Platte, Harry Sanders, Fremont, and Glen Schwarz, Central City.

Albion was selected as the site for the 1962 convention.

Speakers for the afternoon session were Carman Potter, Jacksonville, Ill., national president; Charles Corkle, Norfolk, national first vice-president; Dean Fleming, Atkinson; Ralph Kuhr, Blair; Cecil Emrich, Norfolk; Tom Kean, classified advertising manager for the Omaha World — Herald, and Ralph Misko, a former York banker now state director of banking.

Meeting simultaneously with the men's organization at the York Country Club was the auxiliary. Mrs. W. V. Emrich of Norfolk was elected president; Mrs. Leon Nelson, vice-president, and Mrs. Helberg, secretary-treasurer.

At the banquet in Cullen Hall Sunday evening climaxing the day's events, two of Nebraska's auctioneers, both from York, were given a standing ovation by more than 100 men and women.

They are Thompson, retired, and Roy Tucker, co-owner of the York Livestock Commission Company, both introduced and cited by Hanna, who was the banquet emcee.

Thompson was born and reared on a York County farm near Bradshaw. He attended York County Country Schools and York High School where he merited a scholarship to the Lincoln Business College.

His famed auction career was started in the early 1920's as an apprentice under the late Tom Smith.

Thompson's career has never been equalled in the entire history of the auction world, Hanna said. He is internationally recognized for his auctioneering ability and his knowledge in the purebred livestock industry. He has been and is acclaimed by the entire United States and his picture hangs in the Hall of Fame.

"The State of Nebraska claims him, but York County raised him," Hanna said in introducing Thompson.

Tucker, owner of the oldest auction market under continuous management in the United States and one of the first markets to be posted under the Packers and Stockyards Act as early as 1931, is a native of Saline County, but moved to York County when he was only 6 years of age.

He is also recognized in the auction field as having sold the first shipment of Sandhill cattle at auction in York County in 1922. In 1923 he established the York Livestock Commission Company.

Tucker was responsible in part for the promotion and origin of the National Association of Livestock Auction Markets, serving as its first president. Locally he has been active in the York County Agricultural Association, Feeders - Breeders Association, York Chamber of Commerce, and for more than 30 years has sponsored and sold at public auction the 4-H baby beeves at York County Fair.

"Col. Tucker," said Hanna, "has been a living ambassador for the auction business in general as well as the livestock auction business in his continuous effort

for the promotion of better laws and the elevation of better and more ethical practices for the auction industry at large."

Invocation at the banquet was given by the Rev. C. A. Green, St. Joseph's church. Ruthie Aegerter, Seward, an accomplished pianist and organist, entertained, playing both instruments simultaneously. The evening meal of roast beef was prepared and served by St. Joseph's Altar Society. Judge Philip B. Gilliam of the Juvenile Court of Denver was the banquet speaker.

Meeting Of Missouri Auctioneers Held

By **KEN BARNICLE**, President
Missouri Auctioneers Assn.

The spring meeting of the Missouri Auctioneers Association was held May 7 at the Missouri Hotel in Jefferson City. With the enrollment of 28 new members the week before the meeting a big day was enjoyed by all.

The Missouri Auctioneers Association is now incorporated with the State of Missouri as a non-profit organization.

The license law with some new amendments, was approved for the second time during the business session. All of the following officers were re-elected during the business meeting: President Ken Barnicle, Ellisville; Vice - President Olin Downs, Sedalia; and Secretary Don Albertson, Green City. Col. Tony Thornton, Springfield, was re-elected as director. New directors elected were Col. Monroe Woods, Popular Bluff, and Col. Woody Rose, Richmond.

Plans are under way for a big meeting to be held in the fall.

Col. Bill Jameson At German Goat Sale

Col. Bill Jameson, National Auctioneers Association member from Heidelberg, Germany, was an auctioneer at a "Geissbockrersteigerung", or Billy Goat Auction in Germany. The Billy Goat Auction in the town is an annual event which dates from 600 A.D.

Constructive Criticism For The Thoughtful Auctioneer

By COL. H. WILLARD ARNAMAN —
Unionville, Missouri

Many auctioneers no doubt were jarred from their peaceful self-satisfied slumber by the article Theatrics, Fanfare Could Kill Livestock Auctions. I will also make a few comments along this line and hope that it will help some auctioneer. The auctioneer who is selling in the unknown tongue might as well be at either of our poles on earth because he has frozen many buyers out of the sale he is conducting. This is true, I say, in all sales, not just livestock sales. Where some of these lousy filler words come from I will never know. If you are going to use a variety of fillers in a given sale for goodness sake use some type of fillers that at least make sense in an auction. There is no salesmanship in a lot of gibberish bid calling that no one can understand. Most of us can stand improvement so I trust you will take no offense in these comments.

Now for livestock auction markets. In my business of selling Feeder Cattle and other livestock sales I am privileged to sell in many different auction markets. Some are elaborate and some are quite humble. Many of these markets have paved alleys and pens, roofed in loading chutes, some have holding pens completely closed in, fine offices, the best seats available for buyers, and lots of other items including a fine cafe or lounge. Now for the clincher. The place where the actual business takes place is one of the most neglected, the Sale Arena or Ring. A large percentage are very poorly lighted. I recently sold a draft of cattle for \$15,000 through a sale ring that would have had better illumination with kerosene lamps. The automobile dealer with one \$2,000 compact car on his showroom floor would have had many times more light on the product he had to sell than I did on this \$15,000 dollar draft of feeder cattle. Most lights are too high from the ring and there are not enough of them. It truly is a problem but this is



where your money is made so why not get to work on better lighting for sale rings. The same applies to many other types of auctions. The man that has sale management service along with being the auctioneer should take note of the lighting he has in a tent and his portable sale ring.

Scale location is another that slows an auction. Scales should be placed where livestock can be moved quickly on and off without any sharp turns to be made entering or leaving the scales. Driving a draft of steers onto a scale where they must make a square turn can be a time consuming element in a large sale.

If you are building a new auction market don't overlook the possibility of making a light plane runway available. It is amazing the amount of inquiries that are made in regard to landing facilities. If this cannot be obtained it is a service you could make available to your potential

buyers by having a pick up service if there is an airport near you.

Now, Col., if you work with me or for me, I will expect you to make your opening talk brief and to the point. Your bid calling must be plain and understandable, with no sharp remarks to a potential buyer no matter how irritated you may be. You must be on time unless unforeseen circumstances prevail. Tune the sound system to you (the man ahead of you might have needed more volume or different tone quality). In case of illness you will notify me so that I can get a replacement, there must be no swearing from the auction box, and no drinking anytime. You must appear on the sale scene clean and neat. How you go home is another matter. Do not talk too much but be a very good listener. You will move the sale along but take time enough to get every dollar available and when your judgment says "That's it" sell out. There are others but I'll not mention them now. The last and one of the most important is that you will be at Houston, Texas July 20-21-22 for the National Auctioneers Convention. I'll see you there.

Life Members

The Constitution and By-Laws of the National Auctioneers Association permit a qualified auctioneer to become a member for his entire life upon the payment of a \$100.00 membership fee. Each year we add several names to this list and we will be expecting more to join this circle of life members during the National Convention at Houston, Texas.

Following are the names of those who hold Life Memberships in the National Auctioneers Association:

Col. Tim Anspach, New York
Col. Ray Austin, Ohio
Col. Tom D. Berry, Pennsylvania
Col. William Boes, Pennsylvania
Col. Jack D. Braddock, Ohio
Col. Dean S. Bullard, Ohio
Col. John A. Carr, Macon
Col. B. G. Coats, New Jersey
Col. R. F. Crosser, West Virginia
Col. Roy L. Crume, Indiana
Col. J. Meredith Darbyshire, Ohio
Col. C. B. Drake, Illinois
Col. Robert A. Foland, Indiana
Col. Arnold Ford, New York

Col. John Freund, Wisconsin
Col. John M. Glassman, Michigan
Col. Jack Gordon, Illinois
Col. Tom Gould, Minnesota
Col. John T. Gray, Florida
Col. W. H. Hale, West Virginia
Col. Vince Hanson, Wisconsin
Col. Walter Hiese, Wisconsin
Col. Chester L. Hisel, Missouri
Col. Frank J. Hollenbeck, Wisconsin
Col. Egbert M. Hood, Indiana
Col. Russell Kiko, Ohio
Col. Maynard Lehman, Indiana
Col. James Liechty, Indiana
Col. Carl E. Marker, Florida
Col. Lewis G. Marks, Indiana
Col. L. Doyle Martin, Kentucky
Col. R. V. Martin, Kentucky
Col. V. L. Matthews, Missouri
Col. Forrest A. Mendenhall, No. Carolina
Col. Fred Millspaugh, Indiana
Col. H. B. Mushrush, Pennsylvania
Col. William McCracken, Missouri
Col. James C. Patterson, Ohio
Col. Bob Penfield, North Dakota
Col. John Peterson, Iowa
Col. Carman Y. Potter, Illinois
Col. Fred Ramsey, Tennessee
Col. Henry Rasmussen, Nebraska
Col. John W. Rhodes, Iowa
Col. Ray Roberson, California
Col. Thomas C. Roberson, Tennessee
Col. Joseph J. Ross, Indiana
Col. Foster G. Sheets, Virginia
Col. Garland Sheets, Virginia
Col. E. T. Sherlock, Kansas
Col. Don W. Standen, Ohio
Col. Joseph Steiner, Maryland
Col. Charles M. Taylor, California
Col. Lyle D. Thornton, Michigan
Col. Tony Thornton, Missouri
Col. Jim Tindall, Florida
Col. Kenneth Travis, Texas
Col. Eugene C. Waldrep, Alabama
Col. R. A. Waldrep, Georgia
Col. Lee Waldrip, Georgia
Col. W. J. "Bill" Wendelin, Texas
Col. Garth W. Wilber, Michigan
Col. Henry F. Wilber, Michigan
Col. Harris Wilcox, New York
Col. Clyde Wilson, Ohio

Small deeds done are better than great deeds planned.

Today is the tomorrow you worried about yesterday.

Spring Meeting Of Iowa Auctioneers

By LENNIS BLOOMQUIST, Sec'y.-Treas.
Iowa Auctioneers Association

The Spring meeting of the Iowa Auctioneers Association was held April 30 at the Country Club at Emmetsburg, Iowa. The weather was fine and the meeting was well attended.

A business meeting which was presided over by Col. Jay Arnold, Mallard, President of the Iowa Auctioneers Association, was held after a turkey luncheon was served and enjoyed by all. The Iowa license law was discussed by the members.

Col. Wendell Ritchie, Marathon, Iowa, who is a director of the National Auctioneers Association, invited all to join the N.A.A. He reported on plans being made for the big National Convention at Houston, Texas, July 20, 21, and 22.

A highlight of the meeting was an address by Mr. Verne R. Martin, Newton, Iowa, former sales manager for the Maytag Co. of Newton. His address was entitled, "Eliminate Those Barnacles."

We were joyously entertained by the Three Lonely Kendall Sisters of Mallard, who sang for us, and the Arnold Boys, three sons of President Jay Arnold, played guitars and sang for our entertainment.

Cols. Leon Joy, Ames; Louis Wilson,



Pictured above is Verne R. Martin, Newton, Iowa, speaker at the Iowa Auctioneers Association's Annual Spring Meeting at Emmetsburg, Iowa, April 30.

Nevada; and Charlie Lindeman, Pocahontas, were given a big hand for long years of Auction Service.

It was stated that the Fall meeting will be held at Spencer, Iowa October 28 and 29.

Livestock Markets Volume Down 6 Per Cent In 1960

KANSAS CITY, Mo.—Combined salable receipts of the nation's 2,327 public livestock markets in 1960 totaled more than 114 million head of cattle, calves, hogs, sheep and lambs, according to the Livestock Market Foundation, statistical and research reporting agency of the Livestock Markets Association. This is slightly over 6% fewer head of livestock than were sold by all public markets in 1959, when 121 million head were recorded, but 6 million more head than were sold in 1958.

The nation's 54 private treaty central markets, 13 of which have now added

limited auction selling services, handled nearly 49 million head of livestock or 43% of the total livestock consigned to public markets.

57% of the total, or more than 65-plus million head, were moved through 2,273 markets throughout the nation selling by auction.

The all-markets total for 1960: 40.8 million cattle, 16.8 million calves, 43.1 million hogs and 13.5 million sheep and lambs. These species totals, when broken down between the two types of public markets, show the auction markets selling 24.7

million cattle, 14.3 million calves, 20.2 million hogs and 6.2 million sheep and lambs, while the far lesser number of central markets sold 16.1 million cattle, 2.5 million calves, 22.9 million hogs and 7.3 million sheep and lambs.

Industry-wide tabulations of the Foundation are based on an analysis of official federal and state governmental figures and additional statistical data gathered from private sources, including a questionnaire survey of the certified markets selling by auction.

Hogs, accounting for more than 37% of total livestock receipts, declined nearly 10% from the previous year. Cattle and calves, making up 50% of total receipts, were down nearly 1 million head. Sheep and lambs showed a decline of 1.2 million.

Final tabulations dispel late 1960 estimates by the national trade association of auction markets that total 1960 market receipts would exceed all previous years' totals.

A Foundation spokesman called attention to the USDA's Crop Reporting Board report on total red meat production and slaughter figures and noted that these totals were up 3% over 1959. He stated that a likely cause for the decline in market sales, while red meat production and slaughter increased, was an increasing number of direct purchases and sales of livestock in 1960.

Col. Weschler Sells K Street Firehouse

WASHINGTON, D.C. — A portly, bespectacled art dealer—red paddle protruding from his pocket—crooked his finger in front of his mustache, and thereby bought the old home of Engine Co. No. 1.

The firehouse property at 1643 K. St., N.M., went to the successful bidder, Benjamin S. Bell, for \$190,000—or just \$188,652 more than the District paid for the site in 1867.

The paddle marked Bell—who said he was bidding for “some friends” — as one of four potential bidders who had deposited \$25,000 with District officials as

The others, standing among the more than 80 bystanders on the pavement, rep-a gesture of good faith.

represented the law firm of Wolf and Wolf, the Rock Spring Corp., which owns an adjacent office building, and William Calomiris Properties.

Auctioneer Ralph Weschler, of Adam Weschler and Sons, opened the proceeding by describing the prize. Roughly: a 27-by-118-foot lot in the booming mid-town area where property has been selling recently from \$60 to \$100 a square foot.

“What are your offers, gentlemen?” Weschler asked.

The man from Calomiris murmured \$150,000.” From then on, Weschler did all talking.

“Do I have \$165,000?” He got it with a blink of an eye. “175,000?” With a nod of the head. “180,000? Do I hear \$180,000?” The Calomiris paddle moved a fraction of an inch.

“180,000,” the auctioneer proclaimed. “185,000. \$190,000? \$190,000?” The onlookers craned to gaze from bidder to bidder. Benjamin Bell, with unperturbed visage, moved the index finger of his cigar hand toward his nose.

\$190,000,” Weschler rang out. “\$190,000. \$195,000?” No bidder stirred. \$190,000.” Down came the gavel once. “\$190,000.” Twice. “\$190,000.” The third and final bang. Bell moved forward through the stirring crowd.

The bystanders, many of whom were armed with notepads, wanted to know who had bought the building. But Bell, owner of the Washington Art Gallery at 722 13th st. nw., would say only that he was present because he used to be in the auction business.

The sale—which netted the District the largest profit from a property sale in its history—was the first of three which officials hope would add about \$400,000 to public coffers.

The other two property sales, also sold by Adam A. Weschler and Son, were the Tenleytown Branch Library and the sale of an unused school site at Fort Totten Drive.

The Tenleytown Library sold for \$76,000.00. One of the bidders, Mr. Chris Heurich, Jr., advised that his father sold the property to the District of Columbia Government in 1913 for \$712,00.

The unused school site brought \$60,100.

Forty Per Cent Of Payments Received From New Members

Seventy-five new and 113 renewal dues payments were received in the Secretary's office during the period between May 16 and June 15 to make a total of 188 memberships processed.

The new members made up nearly 40% of the total memberships received.

Those who sent in dues payments during the last period are listed below. An asterisk indicates renewal.

*Joe A. Davenport, Kansas
Edward Cogan, Illinois
L. Kenneth LaBadi, Michigan
Dan Levy, Michigan
Irving Kaplan, Illinois
*Angelo Mazzaglia, Massachusetts
Charles Ross Every, Oregon
Bill Arnold, California
Leonard C. Mills, Missouri
Marvin Larsen, Nebraska
Louis A. Wilson, Iowa
Earl Thies, Iowa
*Grant R. Phillips, Nebraska
Billy J. Crigler, Missouri
*John W. Moler, Ohio
*Emmett Moore, Kentucky
*Elbert J. Smith, Kentucky
*Ray Reams, Kentucky
Mervin W. Adams, Pennsylvania
Paul Godshall, Pennsylvania
Mark W. Kistler, Pennsylvania
Robert L. Sechrist, Pennsylvania
Carl M. Shaffer, Pennsylvania
Wayne R. Shoop, Pennsylvania
Guy A. Sparks, Oregon
*John R. Potts, New Jersey
Arthur W. Wright, California
James Doonan, California
Al Watts, California
Lee W. Putnam, Oregon
Dwayne A. Brood, Oregon
Francis L. Chromy, North Dakota
Donald B. Smith, Tennessee
*Rushmore Hall, Montana
B. F. Sparrow, Montana
Marvin Mayer, Kansas
William MacDonald, Illinois
Charles Lee Furr, Virginia
*Joe Bill Loving, Tennessee
*Donald D. Day, Ohio

Richard Waldrep, Georgia
Mike Turin, California
Morris Kleiman, Michigan
Gloria Frazee, New Jersey
Russell Hinton, Iowa
*Delbert Grantham, North Dakota
John W. Jaeger, New Jersey
L. Paul Monks, Tennessee
Lynn Walters, Oregon
*Nettie H. Weddington, Indiana
*Vic C. Schoenberger, Kansas
*Frank D. Sale, Virginia
*Andrew Jesse, Wisconsin
A. L. Splettstozer, Wisconsin
Ray Hoffman, Wisconsin
James O'Brien, Wisconsin
Walter Gould, Wisconsin
*Joseph M. Donahoe, Wisconsin
Jerry E. Jones, Tennessee
*Archie D. Cloud, Minnesota
Lewis Grayson, New York
*William J. Fitzpatrick, Connecticut
James Hoyt Adams, Georgia
David A. Akchin, Louisiana
Ernest H. Mashburn, Jr., Georgia
Lloyd Huntley, Texas
*Dick Dolan, Nebraska
*Virgil H. Olson, Nebraska
*John E. Badye, Nebraska
*Scott Barr, Nebraska
*William Blank, Nebraska
*Wilbur Brell, Nebraska
*Henry Buss, Nebraska
*E. A. Camfield, Nebraska
*John S. Camfield, Nebraska
*Howard Christensen, Nebraska
*R. E. Connealy, Nebraska
*Charles Corkle, Nebraska
*Mack P. Cosgrove, Nebraska
*Frank D. Diercks, Nebraska
*C. O. Emrich, Nebraska
*W. V. Emrich, Nebraska
*Ray Flanagan, Nebraska
*Dean W. Fleming, Nebraska
*Pete Fowlkes, Nebraska
*Dan Fuller, Nebraska
*Rod Gillespie, Nebraska
*Merlin Grossnicklaus, Nebraska
*Dick Grubaugh, Nebraska
*Marvin Grubaugh, Nebraska
*Glen Helberg, Nebraska

IN UNITY THERE IS STRENGTH

*Albert Helzer, Nebraska
*Donald D. Jensen, Nebraska
*Duane Jensen, Nebraska
*Richard Kane, Nebraska
*Ralph Kuhr, Nebraska
*Orville Lage, Nebraska
*Donald E. Lahm, Nebraska
*Pat McCarthy, Nebraska
*Dean Martin, Nebraska
*James W. Martin, Nebraska
*Eddie Morris, Nebraska
*Leon Nelson, Nebraska
*August Runge, Jr., Nebraska
*John Ryan, Nebraska
*Harry Sanders, Nebraska
*Irvin Schultis, Nebraska
*Richard Shea, Nebraska
*Frank B. Smith, Nebraska
*Harold L. Steggs, Nebraska
*Don Strotheide, Nebraska
*John Thor, Nebraska
*Mylen Wegener, Nebraska
*Dwain Williams, Nebraska
*Mac Wondra, Nebraska
*Rex Young, Nebraska
*Donald D. Zicht, Nebraska
*R. R. Christensen, Nebraska
*L. Dale Hanna, Nebraska
*Glenn Schwarz, Nebraska
*Les Cornwell, Nebraska
*V. R. Shimerka, Nebraska
*Roy Tucker, Nebraska
C. H. Riley, Nebraska
Walter F. Conyers, Sr., Nebraska
Clyde Carnes, Nebraska
John Klein, Nebraska
Robert W. Isabell, Nebraska
C. C. Gannett, Nebraska
Donald Conyers, Nebraska
Leo Wolf, Nebraska
John Calloway, Nebraska
Bill Day, Nebraska
Gary Heusel, Nebraska
LeRoy Hongsermeir, Nebraska
John Reynolds, Jr., Wisconsin
*Donald Thayer, Indiana
Tommy Compton, Missouri
*John Stanley, Indiana
Dick Yager, Wyoming
Merle Clark, North Dakota
Edward Potter, Oregon
Hoke Evetts, California
*Herman Ramaker, Kansas
*Edward Von Bergen, Pennsylvania
Jake Spencer, Pennsylvania
*Jacob A. Gilbert, Pennsylvania
*Clay C. Hess, Pennsylvania

*I. Taylor, Pennsylvania
*J. M. Hoffer, Pennsylvania
*R. W. Riggs, Pennsylvania
Daniel P. Dheim, Wisconsin
Clarence Hunt, Wisconsin
Paul Kooiman, Wisconsin
Robert Koepp, Wisconsin
Walter A. Zeck, Wisconsin
Robert Brandau, Wisconsin
John P. Paffel, Wisconsin
Adolph Schlessler, Wisconsin
*Lester M. Bue, Wisconsin
*Russell Schroeder, Wisconsin
*James Gavin, Wisconsin
*R. W. English, Wisconsin
*Walter Digaski, Wisconsin
*R. C. Reik, Wisconsin
*Art Doede, Wisconsin
*Harold Gavin, Wisconsin
*Dean George, Wisconsin
*E. J. McNamara, Wisconsin
*Jim Appleman, Wisconsin
*LeRoy Teske, Wisconsin
*James Heike, Wisconsin
*Earl Clauer, Wisconsin
Leo Sullivan, Wisconsin
*M. M. Malinowski, Wisconsin
*Douglas Steltz, Wisconsin
*Ernest Freund, Wisconsin
*Bill Jones, Wisconsin
*Ernie Kueffner, Wisconsin
*Ray Gevlinger, Wisconsin
*Arnold Kohlbetz, Wisconsin
*Jewett M. Fulkerson, Missouri
Marvin Rogness, Iowa
*Kenneth Bumgarner, Ohio
*Vernon Swanson, Minnesota
*Richard F. Hamilton, Indiana
*Bernard Hart, Indiana

Denver Yards Begin Sheep Auction

DENVER — Plans for holding a sheep auction every Wednesday, beginning June 14, was announced by officials at the Denver Union stockyards.

A new sale ring has been built, and it is planned that the auction will replace private treaty sales each Wednesday. Auctioneer is Jim Wingate of Fort Collins, and free lamb barbecue was served in conjunction with the opening day sale.

Inscription on bopster's gravestone:
"Don't dig me, man, I'm gone."

Col. Scarane Sells In British Honduras

Three large tracts of land in British Honduras, Central America, were sold May 12 by Col. Tommy Scarane of the Florida Land Auction Co., Inc., Miami, Florida. Col. Scarane, a graduate of the 1949 class of the Reppert Auction School, is a member of the National Auctioneers Association.

The Florida Land Auction Co., Inc. has been actively engaged in all types of sales, specializing in the real estate field of land auctions, motels, hotels, and homes. However, the British Honduras sale was unusual and proved that the "gavel can travel" and still be successful in a foreign country.

Col. Scarane did a great deal of research on the country in preparation for his presentation at the auction and found that the country is the only English speaking nation in Central America and is a colony of Great Britain. However, they have been granted self-government by the Crown and elect their own legislature. It is a country which covers only 12,000 square miles along the Caribbean Sea and is about the size of the state of Massachusetts. There are only about 340 property owners in the entire colony and about one half of them are private owners, the balance being owned by the English government.

British Honduras is a fast growing country ready for development. It is famous for its timber exports, particularly mahogany, and has a fast growing export business in coconuts, cashew nuts, bananas and citrus fruits from the cultivated lands. The greatest part of his trade is carried on with the United States and Great Britain. There has been a 100% increase in population in the past ten years and land prices have tripled in the past three years although they are still very cheap for investors and developers.

The property, comprising 58,139 acres in the three tracts, brought a total of \$196,559.00 for the owners and the purchaser is ready to buy another one hundred thousand acres at the same bid price that this sale brought, according to the Florida Land Auction Co. The land was purchased at the sale by an Ameri-

can group of business men for investment purposes.

Col. Scarane was very impressed with the fact that British Honduras is so active in the turnover of real estate, due to the fact that the land is very reasonable and offers such wide opportunities for development and cultivation and a very good margin of profit for the investor. He came back with the impression that the Americans who are investing there now are doing so with the thought in mind that the increased activity and development will in due time return their investment threefold.

Col. Harris to Head Kansas Auctioneers

Auctioneers, many with their families, from all sections of Kansas met at the Sunflower Hotel in Abilene, for the Sixth Annual Convention of the Kansas Auctioneers Association. Keeping up with the trend of increased interest and attendance in state meetings, this was the largest group ever assembled for a Kansas meeting.

Under the leadership of President, Charles M. Macy, Hill City, and his capable helper, Secretary, R. M. Brewer, Mt. Hope, an active all day program was presented. The forenoon provided time for the "Welcome To Abilene" by the President of the local Chamber of Commerce and the report of the Secretary and Treasurer as well as introduction of auctioneers and their guests.

Luncheon entertainment was presented by the Can-Can Girls from Alamo Saloon in "Old Abilene Town." Principal afternoon speakers were Bernard Hart, Secretary of the National Auctioneers Association, and Charles Corkle, 1st Vice President of the National organization.

W. O. Harris, Wetmore, was elected President for the coming year and R. M. Brewer was re-elected Secretary-Treasurer. Carson Hansen, Beloit, was elected Vice President. Emporia was chosen as the site for the 1962 meeting.

Following the evening Banquet, those in attendance were entertained by Leroy Van Dyke whose abilities in this field are nationally known. R. L. Coppersmith, Extension Economist, Livestock marketing, Kansas State University, was Guest Speaker, and gave an excellent address on "Salesmanship."

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Brad L. Wooley, 7017 Hillwood Dr., Little Rock
Secretary: James W. Arnold, Howard Dr., Magnolia

Colorado Auctioneers Association

President: J. Lee Sears, 1000 Hoover, Ft. Lupton
Secretary: H. W. Hauschildt, 2575 S. Broadway, Denver 10

Illinois State Auctioneers Association

President: Fred Quick, 172 Woodlawn St., Aurora
Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

President: Ernest Niemeyer, 205 Wells St., Crown Point
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

Idaho Auctioneers Association

President: Harvey Iverson, Gooding
Secretary: Paul L. Owens, 2900 Main St., Boise

Iowa State Auctioneers Association

President: Jay Arnold, Mallard
Secretary: Lennis W. Bloomquist, RFD 2, Pocahontas

Kansas Auctioneers Association

President: W. O. Harris, Wetmore
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: Edwin Freeman, Harrodsburg
Secretary: Martha Kurtz, Sturgis

Auctioneers Association of Maryland

President: John Miller, Jr., 120 W. North Ave., Baltimore
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THE LIGHTER SIDE . . .

THE WHOLE TRUTH

Private J. P. Jay marched up to his colonel and saluted: "I would like a leave of absence, sir!"

"What for?" queried the officer.

"My wife wants me to help her move, sir."

"I don't like to refuse you," said the colonel, "but I've just received a letter from your wife saying that she doesn't want you to come home because you're more bother than help."

The soldier saluted and turned to go. At the door he stopped and remarked: "Colonel, there are two persons in this regiment who handle the truth loosely, and I'm one of them. I'm not married."

FRIGHTENED?

"Tell me what you eat, and I'll tell you what you are," said a lunch counter philosopher. Whereupon a meek little man, sitting a few stools away, called to the waitress: "Cancel my order for shrimp salad please."

TOUCHE

Husband—Where is all the grocery money going that I give you?

Wife—Stand sideways and look in the mirror.

NO DRAWBACK

Girl's Father—Young man, we turn the lights out here at 10 p.m.

Sailor—That's okay. We won't be reading.

OUCH!

Tourist—What's the speed limit through this quaint village?

Native—There ain't none. You city folks can't go through here fast enough to suit us.

WISE ADVISE

The hand that lifts the cup that cheers should not be used to shift the gears.

HAVE ANOTHER BANDAGE, MA

A lot of women work their fingers to the bone for their families and what do they get? Sore fingers.

A LOW CREATURE

Man is but a worm. He comes along, wiggles about a bit, then some chicken gets him.

WORRIED

"I eat grapes all day long," said the worried man to the psychiatrist.

"So what?" demanded the doc. "Lots of people eat grapes."

Retorted the patient: "Off the wall-paper?"

TOO BAD!

"Have you heard about Walter? They took him to the hospital this morning?"

"That can't be. I saw him last night out dancing with a girl."

"So did his wife."

TALKATHON?

Judge—You were married to this woman for ten years and you left her without a word. Why?

Prisoner — I didn't want to interrupt her."

SLOW

She—Isn't it odd that the length of a man's arm is equal to the circumference of a girl's waist?

Recruit—Let's get a string and see.

COMFORTING

The ship was far out at sea when the ship's physician approached the ailing man who clung weakly to the rail.

"Cheer up, old man, no one ever died of seasickness."

"Don't say that, doctor—only the hope of dying is keeping me alive."

MATTER OF OPINION

One Woman—Her husband was a judge, wasn't he?

Another—Everyone thought so until he married her.

NEVER CAN TELL

Brown: "Back to town again? I thought you were a farmer."

Green: "You made the same mistake I did."

IN UNITY THERE IS STRENGTH

SOUNDS GOOD

I felt his breath on my cheek
And the gentle touch of his hand;
His very presence near me,
Like a breeze an a desert sand;
He deftly sought my lips,
And my head did gently hold;
Then he broke the silence with
"Shall the filling be silver or gold?"

HIGH FLIER

The passenger in an airplane noticed a parachutist floating past the window.

"Going to join me?" called the man on the parachute.

"Not on your life," answered the passenger. "I'm quite all right where I am."

"Please yourself," retorted the parachutist, "I'm the pilot."

SCIENTIFIC ERROR

"I know them danged scientists would keep a foolin' around until they did something they hadn't oughter," stormed the old man of the hills. "Now look what they've gone and did."

"What's that, Pa," asked his wife, "You mean the atom bomb?"

"Heck no," exploded the old man. "They discovered something besides likker to cure a cold."

ULTIMATUM

The two Waves were being followed by a lone sailor.

Finally one of the gals could stand the suspense no longer, and turning to the sailor, ordered: "Either quit following us or get another sailor."

IS THAT SO?

Neal—Remember, Jack, when a woman means "no" she means "maybe," and if she says "maybe" she means "yes."

Jack—I know, Neal, but what does she mean when she just says "Fooley?"

A LOAN AT LAST

"What a lot of friends we lose through their borrowing money from us."

"Yes, it is touch and go with most of them."

OBVIOUS

"Good heavens!" cried Whistler when he saw his mother on her knees washing the floor. "Have you gone off your rocker?"

PIN-UP BOYS

The boss and his sales manager looked gloomily at the sales chart on the wall. In one corner was a graph showing the company's decending grosses. The rest of the chart contained a map of the territory, with pins stuck in it showing the location of the various salesmen.

"Frankly," the boss sighed, "we have only one hope. Let's take the pins out the map and stick them in the salesmen."

TIRED DRUMMER

A fine symphony orchestra from the city played in a small New England town, a first experience of the kind for many of the inhabitants. Next day some old timers gathered around the stove in the general store to talk it over.

"Well," said the oldest inhabitant, "all I got to say is, it was an awful long way to bring that big bass drum just to bang it once."

LOST AND FOUND

"Well, I must be going."

"Don't let me keep you if you really must be going," said his bored host.

"Yes, I really must go. But, really, I did enjoy our little visit. Do you know when I came in here I had a headache, but now I have lost it entirely."

"Oh, it isn't lost," was the patient reply. "I've got it now."

THE FIRM NEXT DOOR

I want some grapes for my sick husband. Do you know if there has been any poison sprayed on these you have for sale?

No, ma'am, you'll have to get that from the druggist.

TWOO TWUE

Jack—If east is east and west is west, where is the twain?

Dick—On the twacks.

VARIATION

Wife—I want to play—make up a game.

Husband—Okay, let's play store. I'll be the boss and you shut up for the night.

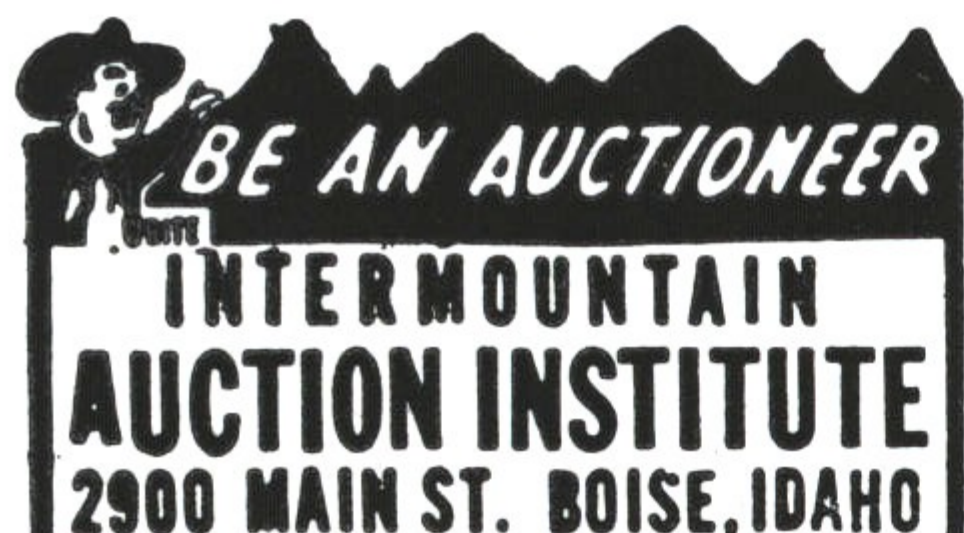
HOLLYWOOD BOUND

First Mosquito—"Why are you making such a fuss?"

Second Mosquito—"Whoopee! I passed the screen test."

Freund to Europe

Col. Ernest C. Freund, Fond du Lac, Wisconsin, immediate past president of the National Auctioneers Association, has been selected as a representative from his home state to observe agricultural methods in Europe. Col. Freund will leave the latter part of July along with other agricultural personalities from Wisconsin and the trip will be made by jet plane. The tour will last 18 days.



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What and Where At the Convention

Wednesday, July 19, 1961

Venetian RoomAuxiliary 8 P.M. - On
Venetian RoomBoard of N.A.A. 2-5 P.M.
Castilian A, B, CHospitality 7-11 P.M.

Thursday, July 20, 1961

Registration 9 A.M. - On
Satsuma RoomCoffee 9-11 A.M.
4 Committee Meetings 10 A.M.-Noon
Emerald RoomLuncheon 12 Noon
Emerald RoomMeeting On
Ladies Tour—Gulfgate
Triangle or HallBarbecue 7 P.M. - On

Friday, July 21, 1961

Registration Booth ..Registration 9 A.M. - On
Grecian RoomMeeting 9 A.M. - 5 P.M.
Continental Room ...Ladies Luncheon 12 Noon - 4 P.M.
Emerald RoomFun Nite (Show) 7:30 P.M.

Saturday, July 22, 1961

Nile RoomBreakfast (Officers) 8 A.M.
Venetian RoomLadies Breakfast 9 A.M.
Continental Room ...Meeting 9 A.M. - 4:30 P.M.
Emerald RoomBanquet 6:30 P.M.

Walnut Room3 Days — Play Room 9 A.M. - 5 P.M.

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