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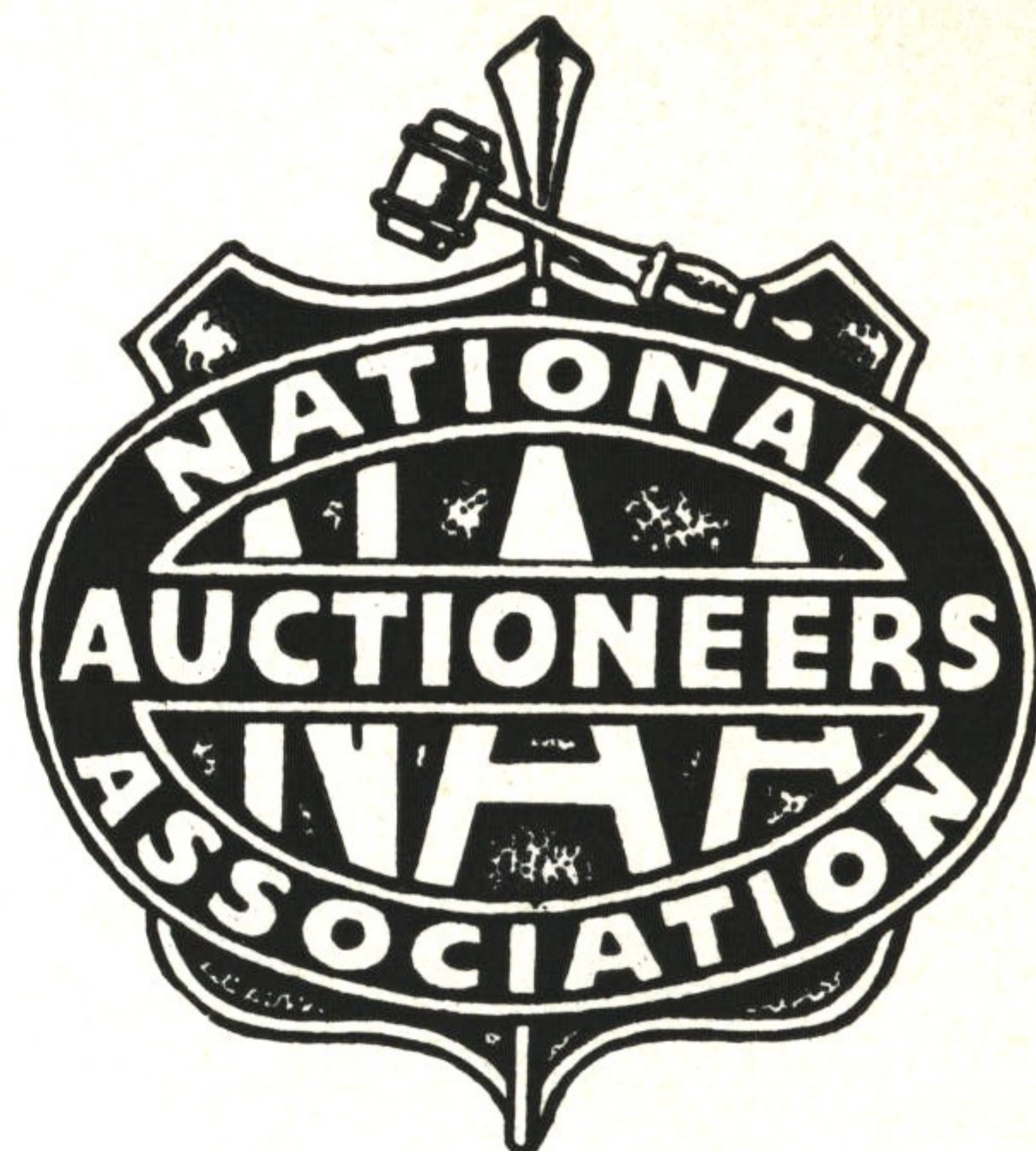
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# We Welcome You To Indiana

By Col. Donald L. Smock, President  
Indiana Auctioneers Association

The Indiana Auctioneers Association cordially invites you to the National Auctioneers Association Convention at the Hotel Claypool, Indianapolis, Indiana, July 14th, 15th and 16th, 1955.



Col. Don L. Smock

If you have never attended a National Convention you have missed one of the greatest experiences in the Auction business. See and hear and become friends with the greatest Auctioneers in America. You can take home new ideas and gain knowledge from their experiences. Put them in practice in your own business and it will mean new profits for you.

The good fellowship among Auctioneers is worth anyone's trip to a National Convention. There probably has been a time in the life of nearly every Auctioneer when he has told himself he was

going to give it up as it was too rough. If this has ever happened to you, just pick up the November, 1954, issue of "The Auctioneer" and read Col. Bill Heldenbrand's article. It's men like this that you will meet at the National Convention.

You can only be inspired to do better after you have attended a National Convention. To Auctioneers in all the forty-eight states and Canada, in support of one of the finest auctioneers and gentlemen in the Auction profession, your National President, Col. Herman Sigrist, will you help make this a successful Convention?

We extend our Hoosier hospitality and welcome you to be with us in July.

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## The Score: 583,000 To 2,300,000

How the federal government has grown:

### In 1933—

There were 583,000 civilian employes in the federal government.

The strength of the armed forces was about 250,000.

The work of the government was handled by 570 departments and bureaus.

Federal administrative expenses totaled \$3.5 billion.

### IN 1955—

There are 2.3 million civilian employes in the federal establishment.

The strength of the armed forces is 3.3 million.

The work of the government is handled by 2,135 departments and bureaus.

Federal administrative expenses total \$67 billion.

There are 24 million cubic feet of federal records—which the Hoover commission says would fill a file drawer stretching from the Pentagon to the Kremlin.



## Nine Years -- A Milestone

By COL. B. G. COATS

The National Auctioneers Association is now in its ninth year and I am sure that every member of the Association takes pride in the contributions each have made in the advancement of their Association and the Auctioneer profession.

This significant year 1955 might well become the historic year of decision if each of us will dedicate ourselves to a vigorous, virile campaign to enlist every Auctioneer in the United States into the National Auctioneers Association. We have a fight on our hands to preserve our American concept of individual opportunity. The builders of our nation, products of the free enterprise system and its willing defenders made it possible for the Auctioneers of today to enjoy the fruits of their labors. We owe it to our-

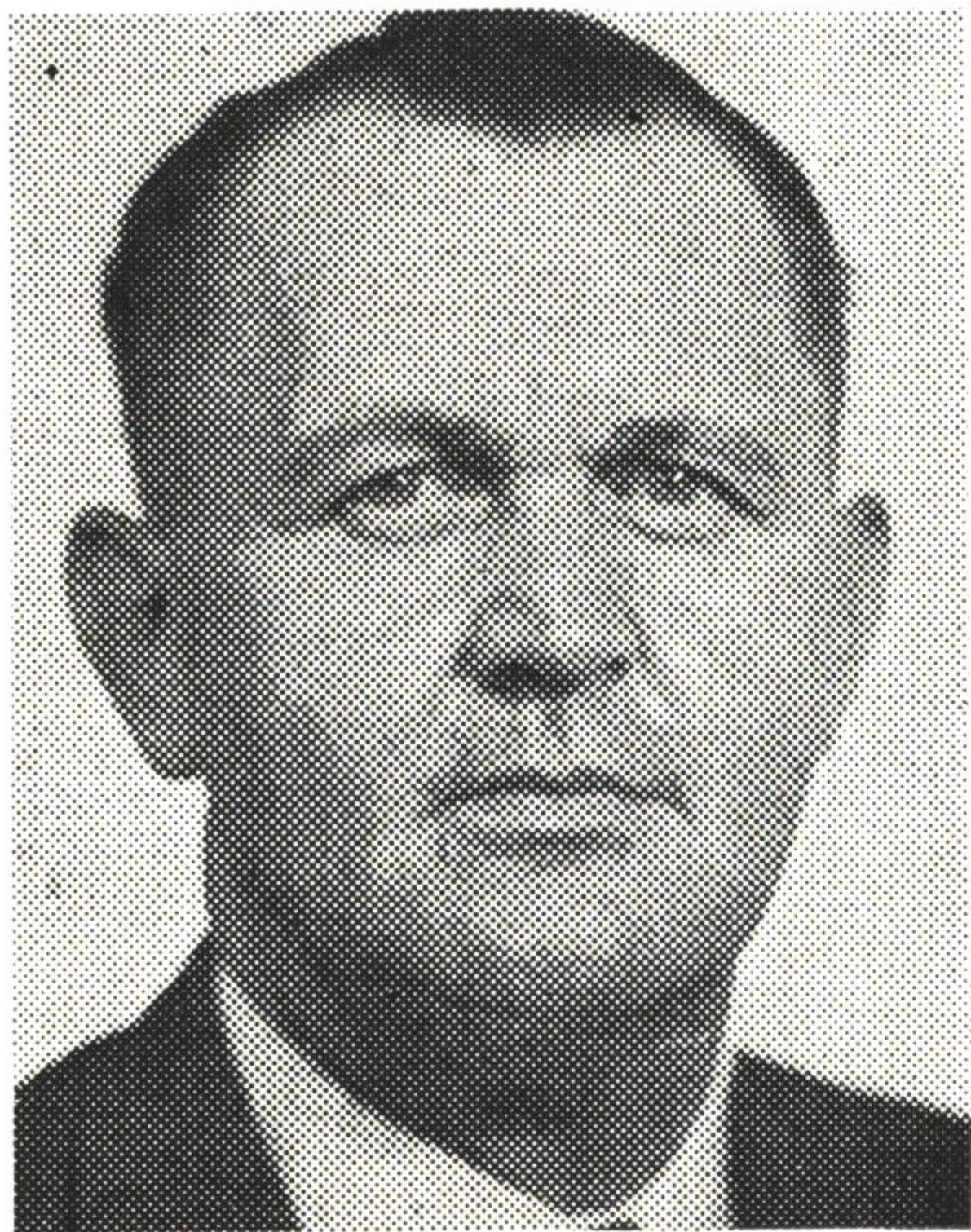
selves and to future generations of Auctioneers to protect and guard such a priceless heritage.

The National Auctioneers Association during the past nine years has filled a real need and will continue to progress. The need is vital. Every Auctioneer in America needs the Association and the Association needs every Auctioneer. Together much more can be accomplished. Let us never lose sight of the fact that we owe a great debt of gratitude to those that have made it possible for us to pursue our profession under the free enterprise system. Isn't it worth protecting? Isn't it worth joining together into an Association wherein we are helped to work for one another and the advancement of all.

During the next nine years many of us will have sounded the gavel for the last time, but let us all do our best to improve our profession, to enlarge our Association and to pass on to the younger Auctioneers a profession of which they will be proud to carry the banner and their paths made less difficult. If each of us will plan now to attend our National Convention in Indianapolis, July 14-15-16, we will be contributing to another milestone of accomplishment, to a better profession, to a courageous fight to preserve private initiative and opportunity.

---

### Convention Speaker



Col. B. G. Coats

Past President, Past Secretary, now a Director of the NAA, and always a vital part of the NAA. Few have contributed more time and effort to our organization. You'll want to be present for his part of the program.

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### National Livestock Auction Meet Slated

HAVRE, MONT.—The eighth annual convention of the National Livestock Auction association will be held in Colorado Springs, Colo., June 18-20.

Danny O'Neill, Havre, association president, has invited livestock auction market owners, operators, employees and their families to the convention.

O'Neill said the program will include two televised panel discussions by livestock industry leaders.



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# Before I Pass The Gavel

*"Let Me Say—"*



First, on our Golden Wedding Anniversary, a thousand thanks to all the fine people who sent greeting cards, telegrams and letters, and by no means least, those who drove so many miles to attend the reception held in our church on June 12th. It helped to complete a wonderful day, which was not only a long time coming but will be remembered, we hope, for many more years by Mrs. Sigrist and myself.

While this might seem a bit early, I want to take this occasion to thank all the splendid Auctioneers who have given me such wonderful support during my year as your President. If I have had any measure of success I can only claim it from the standpoint of selecting and contacting the very competent and splendid auctioneers and their wives, who have carried on through the year with their messages in the "Auctioneer." You have given me wonderful support which is deeply appreciated.

This, with a Secretary who not only has the "knowhow" but has been so completely on the job and untiring in his work goes a great share of credit for keeping up our membership and the very high standard of our magazine.

I'm also deeply grateful for the opportunity to have had a part in a number of state conventions. The Conventions of Ohio, Nebraska, Illinois and Wisconsin, which I have been privileged to attend, are setting a pace to pattern after. Modesty forbids "my pouring it on" about the boys in Indiana, but they have taken over in such a splendid way that all the credit I may take is to say that I gave them the "go ahead" and I think they have done a marvelous job, so that as a final shot I want to tell you that if you have not made your arrangements and a reservation for the Convention in July, you had better tear down your playhouse and build a new one which includes three days in Indianapolis. I happen to know most of the speakers who will address you at the Convention and I can truthfully say, **"You will miss it, if you miss it."** The entertainment, I am told, will be somewhat different and I have reason to say will be worth your trip. Come early and stay late.

The N.A.A. is on its way, going places and doing things and its high time you crawl on the band wagon. I shall be waiting to greet you at the convention.

Most sincerely,

Your President,  
H. W. Sigrist

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## FAITH

Better trust all, and be deceived,  
And weep that trust and that deceiving,  
Than doubt one heart, that, if believed,  
Had blessed one's life with true believing.

O, in this mocking world, too fast  
The doubting fiend o'ertakes our youth!  
Better to be cheated to the last,  
Than lose the blessed hope of truth.



# Closing of Virginia Auction House Recalls Many Memories

**Editor's Note**—The following article was written by columnist, Kinsley McWhorter, Jr., for the daily paper in Roanoke, Virginia, with which he is associated. His colorful description of the Truman & Boone auction is one which once again shows that there is magic and romance in auctioneering. We thank Col. Foster Sheets of Roanoke, for his thoughtfulness in furnishing "The Auctioneer" with this glowing description by one on the other side.

They have auctioned off the last rug and the last filing cabinet and closed the doors on the big Thurman & Boone auction. And I am lonesome.

There is something compelling about the high-pitched sing-song of the auctioneer. There is something endlessly fascinating about the glittering idea of a bargain. And auctions are so lively—and human.

There was the woman who bid in an aged card table, in use at the store for years and wearing a sad hole, for \$2.50. She knew it wasn't worth taking home. So she didn't.

There was another party who purchased a floor ash tray, also in use in the store for years. It was so battered that repair was hopeless. It was so dirty no cleaner could ever brighten it up. Yet it brought \$4.50.

## Lured by Hypnotic Chant

Lured on by the hypnotic chant of one of the Sheets brothers—Garland and Foster—people found themselves bidding in merchandise they didn't want for prices well above wholesale—even above retail.

John D. Martin, who marked the tags as the bidders bought and kept a general eye on things, said he saw a man pay two dollars above retail list (at another auction) for a piece of home workshop equipment. The man had the right connection to get it wholesale in

the first place. In the second place the motor was broken.

That is known as "c'est le tough luck" at an auction. You do not return the damaged goods. They tell you what they know about the stuff and you can look beforehand. If you buy a bust, tough.

I drifted in and out of the auction several times. Never could keep my big mouth shut. I bought a vacuum cleaner

## Convention Speaker



Col. Woodrow Roth

Col. Roth from Emmaus, Pa., was one of the more popular speakers at Omaha last year. His experiences among the Pennsylvania Dutch are quite unique. Don't miss his part of the program at Indianapolis.



**LO AND BEHOLD  
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A NEVER TO BE FORGOTTEN EVENT  
July 14-15-16  
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KEEP THIS IN MIND**

and a breakfast set and—of all things I didn't need—a bolt of material. I just stopped in on my way back from the bank and there was this bolt of cloth; and it was so pretty. And so I have purchased sixteen or more yards of cocoa material with colored spoons all over it.

"Don't talk to me about women at auctions," my bride said when I came home.

**Get Rid of Junk**

The Thurman & Boone auction was a little different from the one at Pitzer's warehouse. The warehouse auction was to get rid of stuff that could be junk. The furniture store didn't have much junk in it (except for the obvious lemons which had had long use by the store itself), and you could tell what you were buying.

It was fascinating to watch the people bid themselves up on this stuff. On the breakfast set I said "five dollars" and the Sheets who was on mike at the moment grinned and said "I've already got twenty-five." So I shrugged

and said, "Twenty-six." Somebody made it thirty and I said one; it went up that way, me dragging my heels and somebody else rocking it up. I finally got to tacking on "and a quarter."

At times the auctioneer would be chanting "I've got five, who'll make it ten, ten, ten, ten, . . . who'll make it ten, ten, ten . . ." and somebody would pop up and say, "Ten-fifty!"

I am not criticizing, ma'm and sir. I have sixteen yards of beautiful 48" cocoa material to prove that I do not know what I am doing there either.

But my wife is a loving soul. Looking fondly at her errant husband, she said practically, "We'll use it in the playroom in the basement—if it doesn't rot before we get to build a playroom."

**Maybe I Can Sell It**

Who knows. Maybe I can sell it to Jim Robertson's pretty wife, Nancy. Nancy came down just to buy a certain bolt of material. She was willing to go \$25 on it. She went off to get a drink

(Turn to "Virginia Auction", Page 8)



## A Message To All Auctioneers' Ladies

By MRS. CAROL GRUBAUGH  
To All Members and Prospective  
Members of the Ladies Auxiliary  
to the National Auctioneers Association:

I am very happy to announce that Mrs. LaVerna M. Smith will be **Chairman of the Reception Committee** of our organization at the National Convention in Indianapolis. Mrs. Ray Elliott will be her assistant.



Mrs. Carol Grubaugh

Mrs. Muff Retmier has accepted the **Chairmanship of the Program Committee**. I have had recent correspondence from both and am very sure that every member of the "fair" sex will be well entertained.

As President of the Ladies Auxiliary of the N A A, I wish to extend a personal invitation to the wife of each Auctioneer to attend our National Convention at Indianapolis, in July. I feel very confident that you'll make new and lasting friendships and gain much that will be of great benefit to both you and **your** Auctioneer. You Mothers and Sisters be sure to attend, too. We women are all aware of the fact, and am sure

we are proud, that the men in this great Association of Auctioneers feel the need of the strength that the Ladies Auxiliary are giving the Association.

Let us all be on hand to give added strength with a greater number present than ever before.

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## A Little Can of Oil

There is a story of an old man who carried a little can of oil with him everywhere he went, and if he passed through a door that squeaked, he poured a little oil on the hinges. If the gate was hard to open, he oiled the latch. And thus he passed through life lubricating the hard places and making it easier for those who came after him.

People called him eccentric, queer and cranky, but the old man went steadily on, refilling his oil can when it became empty and oiling the hard places he found.

There are many lives that creak and grate harshly as they are lived day by day. Nothing goes right with them. They need lubricating with the oil of gladness, gentleness, or thoughtfulness. Have you your own oil can with you? Be ready with your oil of helpfulness in the early morning to the one nearest you. It may lubricate the whole day for him. The oil of good cheer to the downhearted one—Oh, how much it may mean! The word of courage to the despairing, let's speak it.

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## Virginia Auction

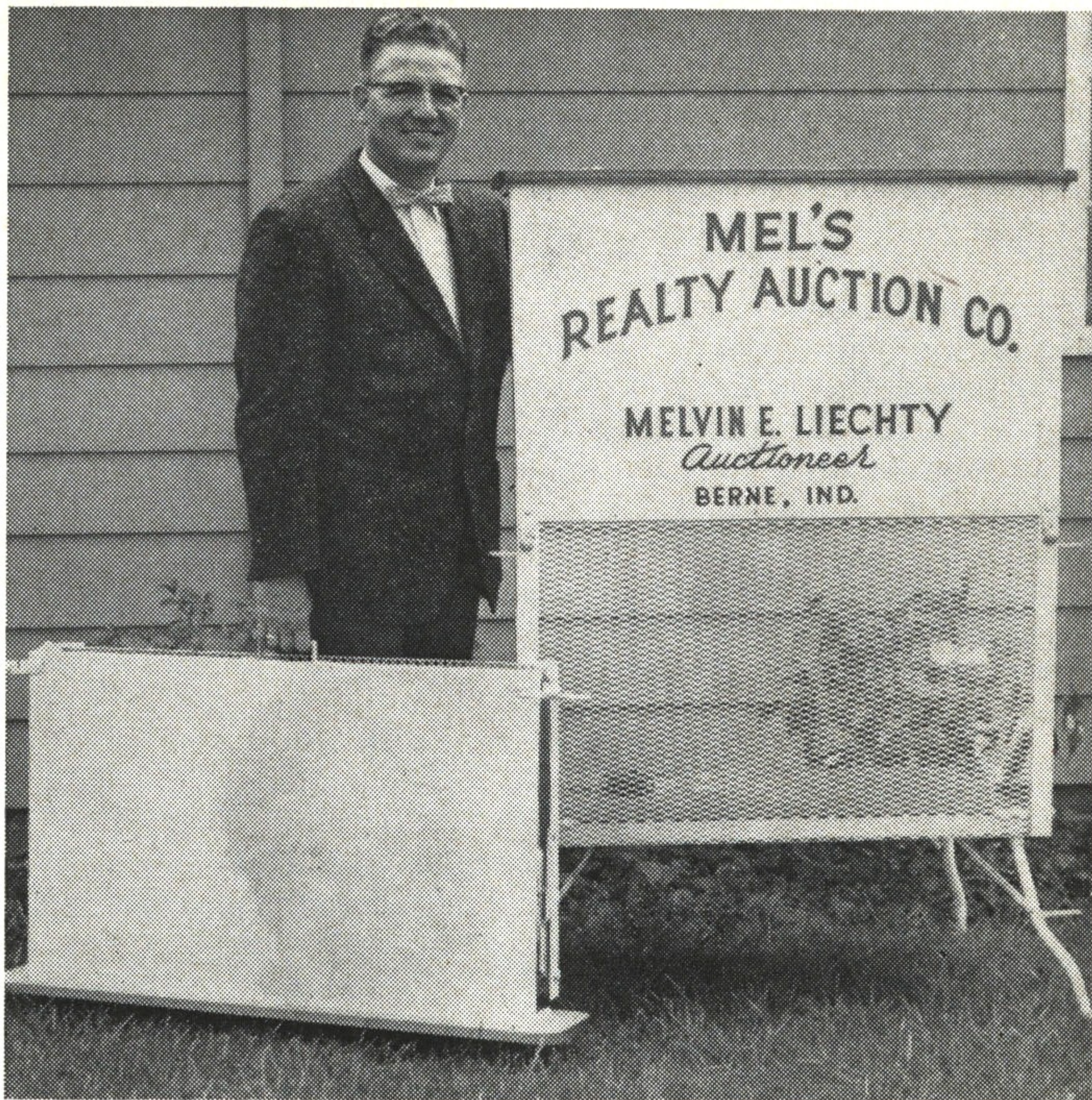
(Continued from Page 7)

of water; the bolt she wanted was the second one offered; it went for \$11.50.

Well, somebody got a bargain. It wasn't your correspondent though. He nodded when he should have been at home, but it is pretty material . . . Some of those spoons are coral-colored to go with the coral trim on that wrought-iron breakfast set with the glass table top that we couldn't afford either . . . Now if we ever get that playroom.



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# Auctioneers Progress Keeps Pace With Changing Times

By COL. POP HESS



The date of writing this column is June 13th—the June issue is no my desk and it is a most interesting issue. Also, it was yesterday, June 12, that the Ohio Auctioneers held their annual Summer Meeting. Therefore, it will not be too hard for me to get down to brass tacks on what should be a readable column.

This July issue of "The Auctioneer" has reached your mail box just in time to remind you to get on your way to Indianapolis, and treat yourself to a little vacation, get the "low-down" on how auctioneers in various sections of the U. S. and Canada are doing the job. You will be getting away from the usual daily routine of selling or preparing to sell, learn more about the outside world and what is cooking in the auction sale business. And who should be more deserving or more qualified for this vacation than the man who is listed under the banner of an Auctioneer.

You, Mr. Auctioneer, are entitled to this vacation and one trip where you will not have to make rush connections for your train or plane. The program for the Convention is very attractive throughout the three days and it is **LATER THAN YOU THINK** when you read this, so, wash your feet and get going.

In the Ohio Auctioneers Summer meeting, held at Columbus, June 12, they had a good program, turkey dinner and an interesting time. They invited all the auctioneers to bring their wives along and the bulk of those who had a Mrs. brought her along. Before the day was over all these auctioneers wives got their heads together and came up with an **OHIO AUCTIONEERS LADIES AUXILIARY**. Some forty head were in the line-up and they are now in action, placing Ohio in line with some of the other states

that have already made this important move. With the ladies working along with the men I predict better attendance at our meetings as they will not let the old man lay down and not attend because his feet hurt. She will have him on the job on meeting day, and after all, in all our walks of life—in the home, on the farm—in the store or factory or office, the influence of the wife at home has much to do in molding the success of her husband.

I take much pleasure in saluting the "**Mrs. Auctioneers of the Land**" through this column. They are doing a great work in building State and National Auxiliarys—and again I predict they will bring a new spirit of get-up and go to many an old buck auctioneer.

Also in the Ohio meeting, the boys had some very able speakers on the program. The Rev. E. J. Cornils of the American Lutheran Church gave a very able talk. I know each auctioneer was helped in his spiritual way of thinking. The talk was also very fitting as many missed church at home in order to attend the meeting. Also, when anyone tries to tell you that auctioneers are not church going people you are safe in correcting them. I am quite sure that if a survey were taken, more the 75% of our auctioneers are good Christian men and have church connections, as well it should be. Then next world would not be complete without auctioneers.

Col. Lester Winternitz of the Samuel L. Winternitz Company of Chicago, was another speaker. This firm specializes in the liquidation of large industrial plants where some of the commissions on a single sale are more than some auctioneers earn in a lifetime. We were anxious to learn just what he would tell us and



## IN UNITY THERE IS STRENGTH

were not disappointed. The Colonel was very congenial, he "took his hair down" and unfolded to us what it takes to operate one of today's most modern industrial plant liquidation firms. When he had told his whole story we all sat back and I know most of them thought as I did—I would rather work for him than be him or own the company. It is wonderful there is such a firm as this one, where through years of contact, can render such liquidation service to large industrial plants. It is a business of its own and the average auctioneer would be lost and twice broke before he got to first base.

Through their plan of operation, months before the plant is sold on Auction Day, the firm has several thousand dollars invested in preparedness and publicity. This part of the job is very vital in order to find buyers for the various tools, machines and equipment. It is a great business—it takes business men with the know how in that field. They do have some green pasture in their field but unless you really know what you are doing and have from three to five banks behind you, your home pasture that nets

small commissions is still very good eating.

This brings me back to what I have often written in these columns. The Auction Profession today has become one where auctioneers have become specialists in some certain line and as one matures he will soon find out the line for which he is best suited. Then one should grab that line by the horns and ride it to the finish. Sell that for which you are best fitted and regardless of the number of competitors, you will be in demand.

These little high spots are just a small blot to what you will see and hear if you will attend the National Auctioneers Convention this month—July 14-15-16. The writer plans to be there and will be happy to meet you personally, during the Convention days and nights.

### VERSATILE

Personnel Supervisor: "What previous experience have you had and what work have you done?"

Applicant: "I was a secretary. All I had to do was look like a girl, think like a man, act like a lady and work like a dog."

## IT PAYS TO ADVERTISE IN The Auctioneer

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If you want to join the "Preferred" class of dealers advertise in "THE AUCTIONEER."



# Youth Is Seeking Auctioneering

By COL. B. G. COATS

On five separate occasions during the past four months five young men have come into the office or approached me at auction sales with questions on how to go about it to become an Auctioneer.

One was a veteran of World War II, two had completed their service with the armed forces, one was a salesman and the fifth one was employed in a Brokers' office in New York City. Three were married. All were planning their futures. Each of them impressed me very favorably. They all were clean cut well educated men and all were engaged in various kinds of employment. All were beaming over with enthusiasm.

There questions were answered and there was many of them and then, in each instance, I asked questions of them. "Why are you interested in Auctioneering?" "Do you attend auction sales frequently?" "Do you observe the Auctioneers at the sales you visit?" "Do you realize the amount of time you will be required to give and the sacrifices necessary?" "Do you like people and do people like you?"

"Why Auctioneers?" And each answered that in their opinion it was a field in which opportunities were unlimited, that there was no question or doubt in their minds that to be an Auctioneer meant lots of hard work and mighty long hours. Each was firmly convinced that once they became Auctioneers it would be a most satisfying and lucrative business. How wonderful it was to talk with these boys and admire their determination and the confidence that each had in himself.

How far these young men will go, and how fast, is anyone's guess. The interest and enthusiasm is there and with determination, ambition and initiative, wouldn't all of us agree that the chances of succeeding far outweigh any possibility of failing.

Many thoughts came to mind. Why are these young men seeking to become Auctioneers. Encouraging thoughts.

If these five visits are an indication of the thinking of a substantial number of young men who are planning their futures, cannot we rest a little easier at the future of the Auctioneer profession? There is a sense of security in the knowledge that there are young men like these, and no doubt many others, who are looking to the Auctioneer profession on which to stake their future, who see abundant opportunities for individual initiative. Or for that matter, the fact that these men see opportunities for individual expression in the field of Auctioneering is proof that the good old American way of life continues and may it always continue.

Auctioneering to these young men means the auction business. Today's fulfillment of many years of progress by a profession that was destined at the beginning of the National Auctioneers Association to climb steadily upwards. By education, by publicity by national and state conventions, by the splendid example of Auctioneers, splendid young men are being attracted, and that fact, yes even alone, has an impact on anyone looking at and into it with a possibility of becoming a part of it.

The impatience of youth often leads to fields other than auctioneering, and it is food for thought that there are young men looking to the auctioneering profession and doing something about it. Their rewards will be many. Auctioneering is a business of creating something new, working with things and people. It is a virgin field for the creating something new, working with things and people. It is a virgin field for the creative Auctioneer. It's an out-of-door life, working with, and at times against, nature and the elements. It's a business individually owned and operated with returns in proportion to the thought and effort expended. It tries a man's abilities and tests his character, challenges the best in him and rewards him in measure. He becomes a rugged



# IN UNITY THERE IS STRENGTH

individual, a man of preception, of vision, of ability, of understanding — an Auctioneer.

This is the challenge of the Auctioneer profession to the young men of today. And there are young men today accepting it. Such a challenge has been made possible through organization. By Auctioneers sacrificing and giving of their time, effort and ability to advance their profession. Today the Auctioneers of America are better informed than ever before in the history of our country. They have the opportunity and obligation of advancing their profession. Just as it is attracting better men today, so will it attract better men in the future. Just as the National Auctioneers Association is attracting new members, so will it attract greater numbers in the future. There is not one Auctioneer in America today but what owes it to himself, his family and his future to become associated with the

National Auctioneers Association and together go forward. Auctioneers of today must depend upon the youth to carry our banner aloft proudly. Let's help and encourage them.

## EMERGENCY

A cab company in a large city received a frenzied call for immediate cab service. When the cab arrived at the appointed place a young mother hurried out with four small children, deposited them in the back seat, and told the driver to wait for a few minutes.

She came back shortly and asked the driver how much she owed him.

"Well, where do you want to go?" he asked.

"No place," she answered. "I wanted to make a long distance call and just had to get the children out of the house."

Army food has been described as the spoils of war.

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

HOLLYWOOD, CASCA, WM. A. ROGERS, CORTINENTAL, OSTER, TOYS, BLANKETS, FURNITURE, PREMIUMS, LIGHTERS, PAINT, TOWELS, RADIOS, RUGS, DINETTE SETS, VACUUM SWEEPERS, SILVERWARE, CLOCKS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE,

DORMEYER, UNIVERSAL, CANNON, PEPPERELL, DOMINION, CLOCKS, ALUMINUM WARE, SOFT GOODS, VACUUM SWEEPERS,

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See Col. "Mike" Gordon



# Venetian Glass -- and Indian Beads

ITALIAN ARTISTS SOLD THEM  
AS WELL AS STEAMWARE

You may not think of American Indians as benefactors of the Venetian glass industry, but they launched it on its great period of expansion. Columbus had hardly discovered America before astute traders discovered the Indians' fondness for beads, which Venice soon supplied in huge quantities. And how did it happen that the Venetians were ready with beads? In 1245 Marco Polo, back from his Far Eastern travels, had persuaded Venetian glass makers to manufacture beads for the Oriental trade.

So, through the centuries, people around the world have come to know and prize the beautiful glass of Venice. We, too, can enjoy it in reproductions that capture much of the fragile loveliness of antique pieces.

Venetian glass had its start long ago. As early as 674 the Venerable Bede (well known to students of early English literature) wrote that Abbot Benedict of Wearmouth had ordered a glass church window from Venice.

## Protected From Spies

In 1291, to protect its flourishing glass industry, the City of Venice ordered all glass furnaces moved to Murano, an island about a mile away. Here glass-making secrets were more easily guarded from spies from other countries and other Italian cities. The glass makers, however, though given certain privileges, were virtual prisoners hunted and killed on sight if they tried to escape.

The Venetians' love of beauty, elegance, luxury and frivolity, reflected in their superb palaces, in the fragrant hanging gardens on their island estates and in the magnificent work of their painters and craftsmen, was also perfectly expressed in Venetian glass.

## Increasing Elegance

Some of the earliest glass, such as ecclesiastical windows and mosaics and lanterns for galleys and lighthouses, was sober enough. But by the 15th century, and through the next 300 years, house-

hold glass became increasingly elegant and diversified.

Some of the most beautiful of these pieces were the tazze, the shallow bowls mounted on elaborate footed stems. Wine glasses, with bowls in tulip, four-leaved or other graceful shapes, had lavishly decorated stems sometimes 14 inches tall. Plates, dishes of many kinds, cups, beakers, epergnes, mirrors, chandeliers and lamps in exquisite designs also came from Venetian glass houses.

Ornaments for this glass included enameled scenes or coats of arms, diamond engraving in intricate patterns, glass bosses or jewel-like beading on clear or colored glass, gold tracery or powdering, crackling that produced a ridged surface.

## Lace Glass Celebrated

Types conspicuous in the 17th century Venetian repertoire were the celebrated vitro di trina or lace glass, where white or opaque threads appeared in the body of the glass and the various sorts of marbled and variegated glass.

Certain details also are typical of Venetian glass. Most familiar are dolphin supports, scrolled handles that may have taken their outlines from the sea-horse, and glass leaves, flowers and rosettes, applied to mirrors, chandeliers and other suitable pieces.

Among the gay or fantastic small objects made at Murano some of the most interesting are the blackamoor figures commemorating the gorgeously dressed Negro slaves who played a leading part in the pageantry of 18th century Venetian life.

## RULES IS RULES

A union organizer went to a bawdy house, looked the girls over and pointed out a cute blonde number to the matron.

"I'll take that one, please," he said.

"Oh no you don't," said the matron. "You'll take that one over there." She pointed to a rather worn and haggard brunette over in the corner. "She's got seniority rights."



**Welcome  
To Indiana  
and the  
National Auctioneers  
Convention  
July 14, 15, 16, 1955  
Claypool Hotel  
Indianapolis**

**We in Indiana are looking forward to having you with us for this most important event. Indiana Auctioneers have cooperated with the officers of the N. A. A. in working out a program you will enjoy. We urge every Auctioneer to attend as we know he will return home a better Auctioneer than when he left.**

**(THIS PAGE THE COURTESY OF THE  
REPPERT SCHOOL OF AUCTIONEERING, DECATUR, INDIANA)**



## Can Real Estate Be Sold at Auctions?

How does this sound to you for a one week sale schedule?

**Monday, May 23**—The Joe J. Klahs 80-acre Audubon County farm, machinery, home furnishings and livestock.

**Tuesday, May 24**—The J. A. Juergens 170-acre Guthrie County farm and machinery.

**Wednesday, May 25**—The former McCluskey farm, 160 acres, located 5 miles west of Carroll, Nebraska.

**Thursday, May 26**—The Hansen Brothers half-section, located 1½ miles south of Schaller, Iowa.

**Friday, May 27**—(9:30 a.m.) The Leo Brenner 120 acre farm, four miles southwest of Schaller, Iowa.

**Friday, May 27**—(6:30 p.m.) The Heath home in Correctionville, and all household furnishings.

**Saturday, May 28**—Special sale of Dairy and breeding cattle in Holstein, Iowa.

While the above sounds like wishful thinking to many auctioneers it did really happen in 1955. The above sales were conducted by the McGuire Auction Company of Holstein, Iowa. We congratulate Col. Hugh McGuire and his associates who are constantly proving that the AUCTION WAY is the BETTER WAY to sell Real Estate.

## New Equipment For Produce Auctions

TRENTON, N. J.—All of New Jersey's produce auction markets are considering or already are providing added services to maintain the quality and freshness of their products while en route to city markets, according to Warren W. Oley, director of the Division of Markets of the State Department of Agriculture.

Three cooperative markets, in Beverly, Vineland and Cedarville, have installed special cooling equipment for chilling fruits and vegetables while plans for similar service are being considered at the other auctions.

The opening of the lettuce marketing

## Convention Speaker



Col. S. C. "Cy" Sprunger

Owner of the Kidron (Ohio) Livestock Auction and featured on Radio and Television, Col. Sprunger will give you the "last word" on Livestock Sale Pavilion operation.

season in Cedarville and Vineland marks the first use of the new equipment at those markets. The Beverly market was the first to set up such a service last season and found it in great demand. The Landisville Auction Market expects to install coolers later this season.

By passing freshly packed produce through a cold water bath the fruit and vegetables are chilled to remove excess heat, enabling them to retain their quality longer. The marketing areas for New Jersey fruit and vegetables can be extended beyond present outlets if such products are properly chilled, according to markets officials of the State Department of Agriculture.

### Nourishing?

Two cannibals met in a mental institution. One was tearing out pictures of men, women and children from a magazine, stuffing them in his mouth and eating them.

"Tell me," said the other, "is that dehydrated stuff any good?"



## Great Man

By COL. B. G. COATS

A number of years ago, more than I like to remember, John Barrymore starred in a picture entitled "The Great Man Votes". In it Barrymore found out that his vote was all important in swinging an important election. He became the "Great Man" when he cast his vote in the exercise of his right for what he thought was right.

As you cast your vote, whether it is the N. A. A. officers who will represent you for the coming year or for the President of the United States, you are the "Great Man."

The privilege of voting is the democratic way of expressing approval or disapproval of officers and programs. It is one of your responsibilities in the running of an organization. A strong vote gives a moral boost to those elected and makes them feel that they have the organization behind them. On the other hand, it makes them stop and think whether the membership will approve of actions before they sanction them, which is as it should be. This forms an important check rein.

Membership gains have been markedly accelerated in recent weeks and widely separated parts of the country are represented in these new additions to our organization ranks.

We can all look forward to seeing many new faces at our national convention at the Claypool Hotel in Indianapolis, July 14-15-16. Join them and be a part of the N. A. A., not just a name on the roles. Get out and vote. At the convention you will have the opportunity of electing a President, First Vice President, Second Vice President, Secretary, Treasurer, four Directors and there will be many Committees appointed to serve throughout the year. Our campaign for new members has no dead line. It will continue until every Auctioneer in the United States has been covered. With a total of approximately 20,000 auctioneers as a potential membership, it readily can be seen that no ordinary campaign is the answer. Only the surface has been scratched. There remains much to be done and our success thus far only acts

as a spur to even greater achievements.

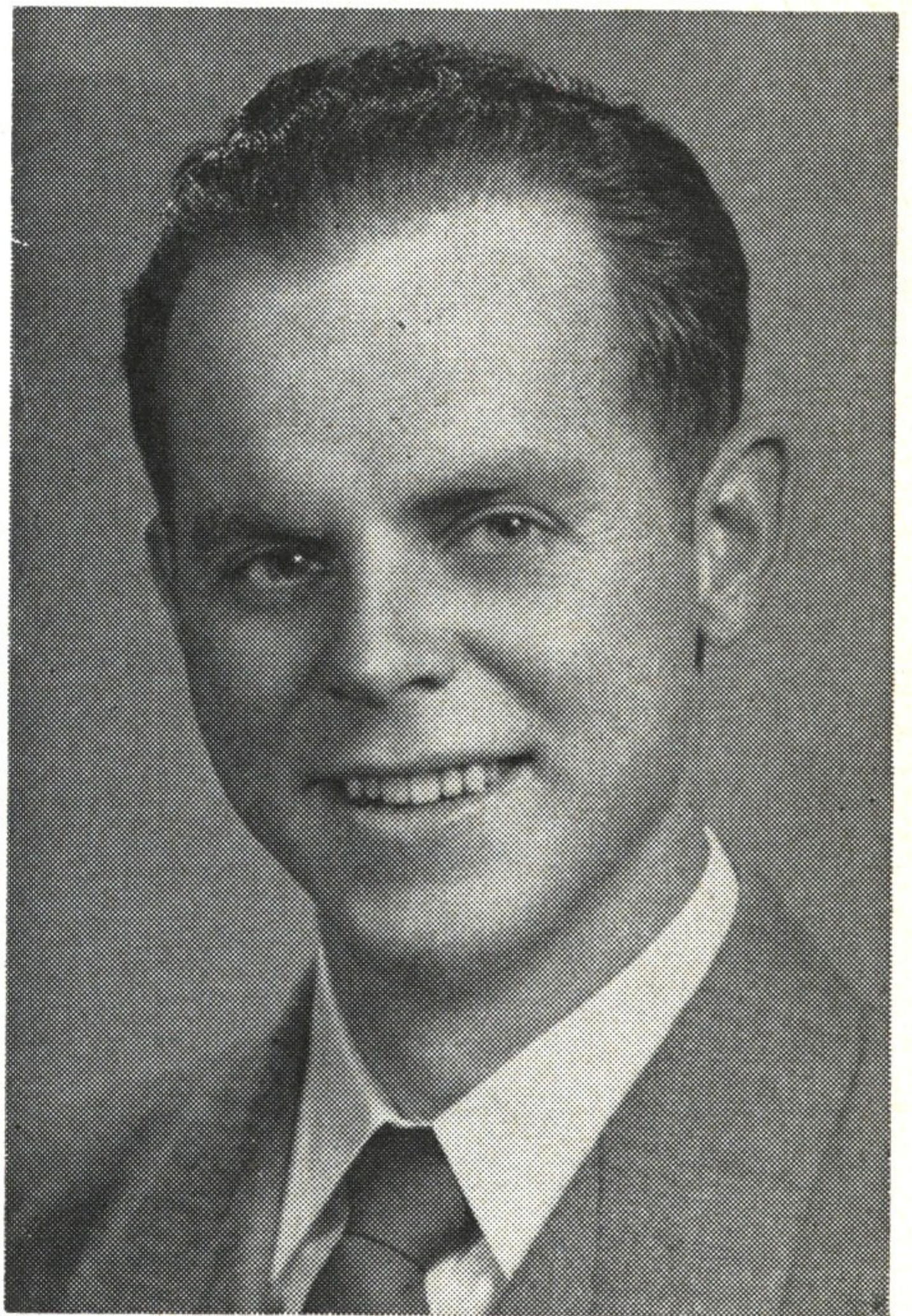
You are the "Great Man" and upon you will depend the success of our National Auctioneers Association. Bring an Auctioneer guest to the convention. He will thank you for so doing. This is going to be an enlightening and inspiring convention. With your help we can all look for impressive progress. Do your share. Be one of the "Great Men."

"See this necklace? It once belonged to a millionaire." "What millionaire?" "Woolworth."

### IF THE SHOE FITS . . .

Sign placed by an office drinking "Old Faiceful."

## Convention Speaker



Col Carman Y. Potter

One of the younger generation of auctioneers, vice-president of the Illinois Auctioneers Association, an instructor at the Missouri Auction School and a nationally known purebred swine auctioneer, Col. Potter's address entitled "My Obligation" will be one that every Auctioneer should hear.



## Illinois Auctioneers Meet at Edwardsville

The semi-annual meeting of the Illinois Auctioneers Association was held at the VFW pavilion in Edwardsville, on Sunday, May 15. A large crowd was present to enjoy the fellowship and profit from the constructive talks that were made.

Col. H. W. Sigrist, Ft. Wayne, Ind., and President of the National Auctioneers Association was one of the afternoon speakers. Others included Col. L. L. Selley, White Heath, Ill., whose subject was, "Past, Present and Future Auction Sales" as seen by an Auctioneer who had conducted sales in 22 states at the age of 21.

Col. Hamilton James, Newton, Ill., talked regarding to, "Purebred Cattle Auctions", and Col. Bill McCracken, Kirkwood, Mo., addressed the crowd on, "Automobile Auctions." The meeting was concluded with a panel discussion

of General Farm, Real Estate and Furniture Auctions.

Officers of the Illinois Auctioneers Association are: Col. A. C. Dunning, Elgin, president; Col. Carman Potter, Jacksonville, vice-president; and Col. Joe C. Boyd, Morrisonville, secretary-treasurer. Directors are Col. Walter Holford, Edwardsville; Col. J. E. Russell, Peoria; Col. Vern Dragoo, Pawnee; Col. John Norris, Alton; Col. Edward Ahrens, Staunton; Col. Lewis Marks, Abingdon; Col. T. J. Moll, Prairie du Rocher; Col. V. C. Van Tassel, Robinson; Col. C. W. Slater, Pana; Col. Hughey Martin, Colchester; and Col. Dwight Knollenberg, Mason City.

### BASE PRACTICE

The second-baseman came into the locker room after a game in which there had been several close plays at his base, leaving him with a collection of cuts on his legs.

"Man!" he said: "I feel like the sorority punch bowl the way they were spiking me out there today!"



**COME AND GET IT!!** It's the annual Drake Birthday party held each year in May at the Decatur (Ill.) Auto Auction. The two gentlemen in the center are Cols. W. P. (Bud) Drake and C. B. Drake and their wives are next to them. Others in the picture are a portion of the help which prepared and served the food, only a small portion of the latter shown in the picture.



**CONGRATULATIONS**  
**To The**  
**National Auctioneers Association**  
**On This Your**  
**9th Annual National Convention**  
**July 14, 15, 16.**

It was the constructive accomplishments, the yearly increase in membership and the unselfish efforts of your many members that prompted the Auctioneers of New Jersey to band together. Your continued cooperation with New Jersey and all state Associations makes for greater progress.

We know that this convention will be one of satisfying experience, harmonious relationships and with very best wishes for the largest and most constructive convention in the history of the National Auctioneers Association.

**New Jersey State Society Of Auctioneers**

Col. Charles M. Woolley.  
President

Col. Ralph S. Day  
Secretary & Treasurer



IN UNITY THERE IS STRENGTH

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# CONVENTION

**Thursday, July 14th**

A.M.

- 9:00—Registration — continuing throughout day.
- 9:00—Meeting of Reception Committee.
- 10:00—Meeting of Program Committee.
- 11:00—Meeting of Resolutions Committee.
- Meeting of 1956 Convention Site Committee.

P.M.

- 12:30—Luncheon, Chateau Room with Gov. George N. Craig of Indiana, as Guest Speaker.
- 2:00—Invocation, Col. Ralph Rinehart, Indiana.
- 2:05—President's Address, Col. H. W. Sigrist, Indiana.
- 2:35—Introduction of Convention Chairman.
- 2:40—Welcome to Indiana, Col. Don Smock, President of Indiana A. A.
- 3:00—"My Obligation", Col. Carman Potter, Illinois.
- 3:30—"Auctions Among the Pennsylvania Dutch", Col. Woodrow Roth, Penn.
- 4:00—Business Meeting of Membership, Adoption of Revised Constitution and By-Laws.
- 4:30—Adjourn.
- 8:30—Panel Discussion on Real Estate Auctions (Parlor D), with Col. R. C. Foland, Indiana, as Moderator.
- Panel Discussion on License Laws (Parlor E) with Col. L. M. Boatright, Indiana, as Moderator.
- Entertainment and Dancing in the Ball Room for members and families.

**Friday, July 15th**

A.M.

- 9:00—Call to Order.
- 9:10—"Organization", Col. B. G. Coats, New Jersey.
- 9:45—"Between You and Me", Col. Tom Berry, Pennsylvania.
- 10:30—"Dairy Cattle at Auction", Col. Harris Wilcox, New York.
- 11:00—"Automobile Auctions", Col. Carl Marker, Indiana.
- 11:30—Adjourn for Lunch.
- Special Luncheon in Parlor B for all graduates of the Carey Jones Auction School.

P.M.

- 1:00—"The Carey Jones Hour", Col. Carey Jones, Illinois, presiding.
- 2:00—"Livestock Auction Markets", Col. S. C. "Cy" Sprunger, Ohio.
- 2:30—"Livestock Sanitation and the Auctioneer", Dr. Joe Green, head of Indiana Livestock Sanitary Board.



# PROGRAM

- 3:00—"The Auction Exchange", Col. George Michael, New Hampshire.  
3:30—"Swine Merchandising", Col. G. H. Shaw, Iowa.  
4:00—Fun Auction.  
8:00—Indiana Night—Entire group will be entertained by Indiana Auctioneers Association. An evening of Fun and Frolic.

## Saturday, July 16th

### A.M.

- 9:00—Call to Order.  
9:05—"Ten Minutes With Tim", Col. T. D. Preece, Nebraska.  
9:15—"Modern Auctioneering", Col. Pop Hess, Ohio.  
9:30—"Farm Equipment Auctions", Col. Elias Frey, Ohio.  
10:00—  
10:30—"Auctions in Canada"—Col. T. E. Hays, Ontario.  
11:00—"Herfords Exclusively", Col. Jewett M. Fulkerson, Missouri.  
11:30—Adjourn for Lunch.  
Special luncheon for all Automoblie Auctioneers and Guests  
Sponsored by the Auto Auction owners of Indiana.

### P.M.

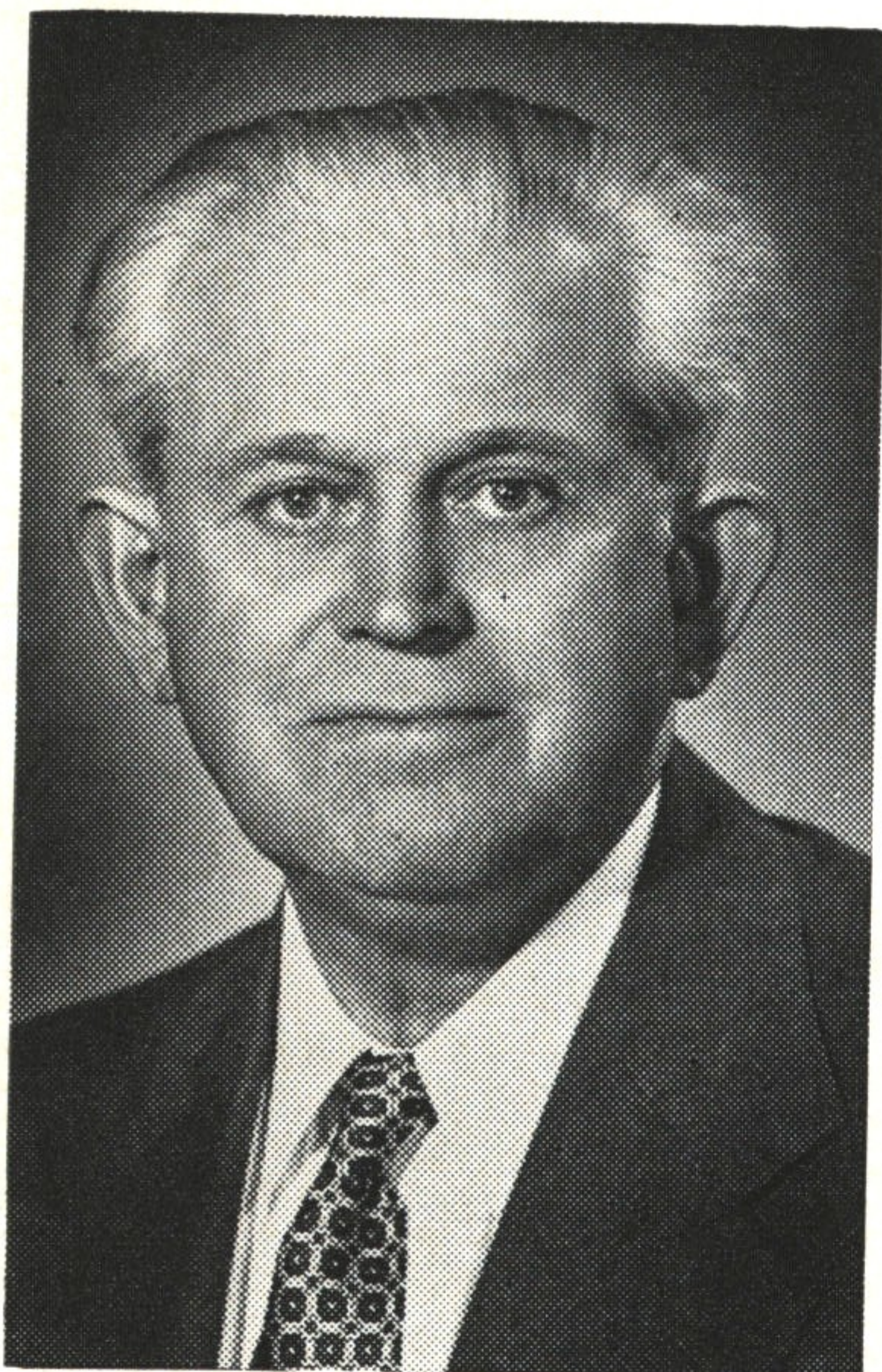
- 1:00—Secretary's Report, Col. Bernard Hart, Indiana.  
1:10—Treasurer's Report, Col. Henry Rasmussen, Nebraska.  
1:20—Report of Resolutions Committee.  
1:25—Report of Grievance Committee.  
1:30—Report of Nominating Committee.  
1:40—Election of Officers and Directors.  
2:00—"The Auctioneer", Col. Bernard Hart, Indiana.  
2:15—Introduction and Address by new President of Ladies Auxiliary.  
2:30—Acceptance Address by the President.  
2:45—Selection of Site for 1956 Convention.  
3:00—"Professional Auctioneering", Col. Earl O. Walter, Idaho.  
3:30—"Subject to be Chosen", Col. Guy L. Pettit, Iowa.  
6:30—Grand Banquet — Members, Wives, Guests.  
Presentation of Awards and Introductions.  
First Auctioneer to Register (Indiana not eligible).  
Auctioneer travelling greatest distance.  
Oldest Auctioneer.  
Youngest Auctioneer (must be actively engaged in auctioneering).  
Recognition of State having largest representation (Indiana excluded).  
Address—Dr. Kenneth McFarland, Topeka, Kansas.  
(Dr. McFarland is Educational Consultant and Lecturer for General Motors and Educational Director for American Trucking Assn.)



# Need Of Organization

By COL. R. C. FOLAND  
Noblesville, Indiana

Even though I believe many things are over organized, or improperly organized, yet I am a sincere believer in organization. Especially do I believe that the auctioneers of America should be strongly woven together in harmony to the end of properly promoting the great business of auctioneering. May we not only make a strong effort to attend



Col. R. C. Foland

our various state organizations, but line up with the National Auctioneers' Association? Not just with our dues alone, but give our best thinking and acting to bring about better conditions and to prevent improper ideas and methods from infiltrating into the best interests of our profession.

Many years ago, perhaps thirty or forty, a National Auctioneers' Association was organized but it went on the "rocks" so to speak. Some eight or nine years ago a second attempt was made, with virtually the same results. From the fragments, however we began to piece together the structure and for

several years now, we have been building on a constructive basis and I believe we are headed for a great organization.

It occurs to me, however, that if we are not very careful, we will make the mistake, so common with big conventions and allow the social and entertainment features of our National Auctioneers conventions, to detract from the real good which would otherwise result. If we attend these conventions with the sole purpose of, "taking our hair down," and go out for a high old time, perhaps we will deserve to fail. Three days roll around quickly and I trust that these three days will be filled with constructive programs, void of cocktails and hilarity.

At some of our conventions, it has been said that the Auctioneers were the most orderly and well behaved of all conventions. It is to be regretted that this could not be said of a few others. Let us hope to put ourselves on favorable record. Auctioneers, in my judgment, have too long been regarded as an unorganized and unscrupulous people. Certainly we are headed for a higher level, which I trust we deserve. May we all help to place our profession on a higher standard and more elevated code of ethics.

---

## FEE CUT

**DES MOINES**—Monte Foreman, a Colorado authority on riding, spoke to the Town and Country Riding club here about what kind of bit to use, where to sit in the saddle, and how to handle reins. But his audience included some widely known Iowa horse show judges and they disagreed with him. There were suggestions the club refuse to pay his \$150 lecture fee. The board of directors suggested he cut his fee to \$100. He did.



## SPECIAL CONVENTION EVENTS

The following special events have been scheduled during the National Auctioneers Convention at Indianapolis, July 14-15-16:

### **Friday noon, July 15—The Carey Jones Luncheon**

All graduates of the Carey Jones Auction School are urged to attend this luncheon which is to honor Col. Carey Jones.

### **Saturday noon, July 16—Automobile Auctioneers Luncheon**

All automobile auction owners, auctioneers and guests will be guests of the Automobile Auction Owners of the State of Indiana. Carl Marker, Fort Wayne, Ind., President of the National Automobile Auction Owners Association, will be Master of Ceremonies.

### **Sunday, July 17—10 a. m.—Livestock Auctioneers Brunch**

Sponsored by Col. and Mrs. J. Hughey Martin, Colchester, Ill., and the Illinois Livestock Auction Barn Association. All livestock auctioneers, sale barn owners and guests are invited to attend. Special guests will be Col. Jim Kirkeminde, Beloit, Kas., and Col. Lloyd Otten, Clovis, N. M.

### **Other special meetings will be announced later.**

Reservations to any of these luncheons should be made in advance, if possible, by writing Bernard Hart, Secretary, National Auctioneers Association, 803 S. Columbia St., Frankfort, Ind.

## Strange Town Names

Strange are the names one finds on maps, and the Middle West is not without its own honors in this event. Many towns are changing their names, like Mauch Chunk, Pa. (Indian for Bear Mountain), which became Jim Thorpe, Pa. Berwyn, Okla., became Gene Autry; Hot Springs, N. M., is now Truth or Consequences; Hot Spot, Ky., became Premium, Ky. Missouri has Solo, Dawn, Minimum, Huzzah and Clever. There's a Sleepy Eye, Minn., to go with Nodaway, Iowa.

But from Aaron, Ky., to Zylks, La., there's history in these names. Often local residents can't trace the origin. Corning, Iowa, some way, was adapted from the "State where Corn is King," others say from a town of the same name in New York. Families from the china-making town of Sebring, Ohio, took the name to establish a new city in Florida. But Lake Placid in Florida,

unlike its winter counterpart in New York, never made the grade as a major resort.

The Indian, the families, foreign cities, foreign names and many other factors entered into the picture. Might take a look at the name of your own home town and find out where it originated. It might be more interesting than one would think.

## Transportation-1955

A 1955 model buggy, yes, I said buggy, was recently purchased by Mr. and Mrs. Oscar Jackson, Delaware, Ohio. The vehicle was manufactured at Lawrenceburg, Indiana. Mr. Jackson reported that he bought his first buggy when he was courting his wife 63 years ago. His last new buggy, previous to the 1955 model, was purchased in 1892. However, he has used several second-hand rigs in between.



# The Office Of Secretary

By COL. B. G. COATS

Members of the National Auctioneers Association, do you realize the amount of work connected with the office of Secretary? None, unless you have been active in the affairs of the Association, can be aware of the many calls made upon the Secretary. He is supposed to be a Czar, but while he has a great deal of authority, it is customary for him to be governed by the findings of the Officers and Directors.

He is a member of just about all committees and sits in at most of the conferences. He, at times, makes suggestions as to what he would like done, which, if agreeable, are approved by the Officers and Directors. He is the administrative officer of your Association and operates directly under the supervision of the President. He must listen to the personal complaints and the private troubles of all who care to confide in him, and must endeavor to help them in a sympathetic manner. He is pestered from morning until night by those who would put something over on us, and by some who always have an axe to grind. He must be on the lookout for anything which would react to our disadvantage. He must neglect his business, his family, his friends and ordinary social life. He must risk his health by late hours, his nervous system by the constant calls upon his strength, the hundreds of letters and inquiries that must be answered and through it all he must be the "hail fellow well met."

Now place yourself in the position of Secretary. Wouldn't you like to have your membership roster 100% in the paid up column? When you send out a notice that your dues are past due, wouldn't you like to have an immediate response to alleviate the tremendous amount of work in connection with just this phase of the job?

Your Secretary in addition to his duties as Secretary has another job far more trying, far more perplexing and far more exasperating, that as Editor of

"The Auctioneer." He is looked upon as a literary genius. One slip and the world falls in upon him. Yet, we can all have the benefits of his ability and how many of us take the time to give an expression of our appreciation. He is human, he is a member of the Association the same as you. Encouragement goes a mighty long way in the conduct of your auction sales. It makes you feel mighty good for the person for whom you are having a sale to shake your hand at the conclusion of the sale and say, "a good job well done." It would make your Secretary and your Editor feel mighty good if you would take the time to let him know what you think of "The Auctioneer."

Our Association has been blessed during the current year by having a Secretary and Editor that has given both jobs his very best for the advancement of our Association and the Auctioneer profession, and now he completes his term well nigh exhausted, with a ruined disposition, pounds lighter in weight, with many more gray hairs, a large assortment of enemies and is a stranger to his family, but we can all rejoice that he has made many friends for himself and for the Association and that his many, many friends far exceed those that would criticize his unselfish efforts and his many sacrifices.

Now I have only recited a few of the things expected of a Secretary and Editor, there are many others too numerous to mention; frankly it is a wonder that any member would take the job as a gift.

Think it over, put yourself in his place, and think twice before you criticize him for some action which you may not entirely understand; he may have the best of reasons for so doing. Don't burden him with unnecessary irritations. He is working for your interest. Look at your membership card now. If your dues are due, don't wait for him to send you a notice, but cooperate by



sending your dues to him now, not tomorrow.

We all should thank our lucky stars that our Association has been blessed with a man who is self sacrificing enough and loyal enough to the National Auctioneers Association and the Auctioneer profession in general to cheerfully assume all of the work, grief, disappointments, cares and obligations which come with the office of Secretary.

During the past twelve months Col. Hart has done a superb job as Secretary and Editor of "The Auctioneer." As the dates for our national convention draw near his duties are multiplied many times. Here we can all make his duties far more pleasant by arriving at the convention early. He will have his office open to receive you and take care of your problems. Make your hotel reservations now and especially so, if you want an air conditioned room. Remember last year in Omaha? Through the medium of "The Auctioneer" the membership was advised months in advance to make their reservations early, but many waited until the last minute and had to sweat it out and brother it was hot in Omaha.

I hope to meet and visit with all of you at our national convention July 14-15-16. Let's keep Col. Hart on the job for another twelve months. Your cooperation in his capacity as Secretary

and your contributions to "The Auctioneer" in his capacity as Editor will be a major factor in influencing him to give us the benefit of his ability. Colonel Hart, let me publicly say here and now "a good job well done."

## Colorado Angus Sale Makes High Average

One of the better auctions of beef cattle in the Western country was held at the Haystack Angus Ranch, Longmont, Colo., on June 4. This was an all-female sale and the 54 head brought a total return of \$121,725 to average \$2,254 per head.

Highlight of the sale was the heifer, Edna Eileen of Haystack. This royally bred heifer carrying the service of Prince Sunbeam 328, the 1948 International junior champion bull, sold to Hockhockson Farm, Eatontown, New Jersey, for \$17,600.

Auctioneers at this history making event were Col. Hamilton James, Newton, Ill.; Col. Ray Sims, Belton, Mo., and Col. Paul Good, Van Wert, Ohio. Naturally, all are members of the National Auctioneers Association.

Most men want to do the right thing at the right time, but fail to consult the phases of the moon.

**NOW YOU CAN AFFORD TO TAG YOUR FURNITURE,  
PRODUCE, POULTRY AND EGGS.**

**Protect Your Customers As Well As Yourself**

**No. 5 Manilla Tags with 12" Strings Attached—  
Perforated and Numerically Numbered**

**6000 Tags Per Case . . . . . \$12.00**

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**THE CLEARING HOUSE AUCTION**

**308 Masillon Rd.**

**Akron 12, Ohio**



## Convention Speaker



Col Earl O. Walter

All the way from Idaho, this man is coming to his first National Convention. Col. Walter has conducted sales of all kinds of livestock throughout the Western territory and has been making good friends and successful sales for many years. He will have an inspirational message for young and old.

## New Field Opened in Real Estate Auctions

**Editor's Note: The following was taken from a Sarasota, Florida, newspaper:**

An innovation in real estate sales for the Sarasota market occurred this week with the sale by auction for \$12,500 of a residence at 4236 Augustine Ave.

In association with William R. Dean, registered real estate broker, Col. J. William "Bill" Hatfield, former tobacco auctioneer, sold the one year old residence complete with Hotpoint kitchen and laundry equipment.

Next Wednesday a similar sale will be held of a new three bedroom, two bath home on Siesta Key. Located at 360 Givens St. this residence will be the first new home sold at auction in this area.

Sale of real estate by auction is not new to other sections of the country. There have been sales by auction recently in Bradenton, and Col. Hatfield has had experience in such ventures in St. Petersburg and in California, where sales by auction are common in real estate transactions.

Both Dean and Hatfield, in introducing the idea in Sarasota County, stress that if real estate is salable it can be sold successfully by auction. Hatfield, a Kentucky colonel, is a former tobacco auctioneer having followed the tobacco circuit throughout the south. A native Georgian he has sold tobacco in 27 major markets in Georgia, Florida, Virginia, Tennessee, Kentucky and the Carolinas for more than 40 years.

In 1945 he appeared with Kay Keyser on the "College of Musical Knowledge," and in 1953 with Horace Heidt he demonstrated tobacco selling in a tour sponsored by American Tobacco Co., known as "The American Way." In Louisburg, N. C., in 1949 he founded and conducted the first class of the Tobacco Land School for Auctioneers and Ticket Markers.

He was state chairman of the North Carolina Junior Chamber of Commerce in 1947. At present he instructs the American Auctioneering School in St. Petersburg. Herb Shriner has invited Hatfield to make a guest appearance on his television program, "Two for the Money."

### DEFINITIONS

**Mealtime**—When youngsters sit down and continue eating.

**Chemical Warfare** — Girl using perfume.

**Sunburn**—What sunbathers bask for.

**Discontent**—The penalty we must pay for being ungrateful for what we have.

**Sewing Circle**—A group that gets together to darn more husbands than socks.



# **BE AN AUCTIONEER**

**Earn Big Money**

**Term Soon**

**Write for Catalog**

## **KANSAS CITY AUCTION SCHOOL**

**George A. Mann**

**President**

**Auctioneer since 1919**

**Suite 315 Shankman Bldg.**

**3119 Troost Ave.,**

**Kansas City 9, Mo.**

**A hint to the wise is sufficient — Every Auctioneer should know his Real Estate.**

# **BECOME A REAL ESTATE BROKER**

**Own your own Business—or—Be a qualified Salesman**

**Evening classes or Home Study Course**

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## BOOSTERS FOR "THE AUCTIONEER"

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

### ALABAMA

Col. R. A. Waldrep—Birmingham

### FLORIDA

Col. L. M. Pedersen—Jacksonville

### GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

### ILLINOIS

Col. Frank W. Capista—Lockport

Col. C. B. Drake—Decatur

Col. W. P. "Bud" Drake—Decatur

Col. Bud Fennema—Lansing

Col. Walter Holford—Edwardsville

Col. Ray Hudson—Morrisonville

Col. A. R. McGowen—Oak Lawn

Col. Bruce Parkinson—Kankakee

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

Col. Lester Winternitz—Chicago

### INDIANA

Col. L. T. Crawford—Mishawaka

Col. R. C. Foland—Noblesville

Col. Russell Kruse—Grabill

Reppert School of Auctioneering  
Decatur

Col. H. J. "Bus" Retmier—Indianapolis

### IOWA

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Col. Wm. T. Huisman—Parkersburg

Col. Guy L. Pettit—Bloomfield

Col. Clinton A. Peterson—Fort Dodge

Col. Wendell Ritchie—Marathon

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Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

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### MASSACHUSETTS

Col. Abe Levin—Lunenburg

### MICHIGAN

Col. Wm. O. Coats—Union City

Col. John M. Glassman—Dowagiac

Col. Fred W. Smiley—Saginaw

Wilber Auction Service—Bronson

### MINNESOTA

Col. Tom Gould—Minneapolis

Nelson Auction School—Renville

### MISSOURI

Col. Bill McCracken—Kirkwood

Col. Russell E. Summers, St. Ann

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Col. Dan J. Fuller—Albion

Col. Ray Flanagan—Albion

Col. John W. Heist—Beatrice

Col. T. C. Jensen—Holdrege

Col. J. D. Kirkpatrick—Grand Island

Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

Col. James Webb—Grand Island

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Col. B. G. Coats—Long Branch

Col. Ben Greenfield—Newark

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Col. Russ Tinsman—Hackettstown

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Col. Turner Kees—Hickory

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Cols. Bailey-Murphy-Darbyshire Co. —  
Wilmington

Col. R. E. Guiss, Akron

Col. L. W. Huffman—Fostoria

Col. Jonathan C. Mason—East Liverpool

Col. Harry Van Buskirk, Norwalk

Col. Clyde M. Wilson—Marion

Col. Lou Winters—Toledo

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Col. Philip A. Engelmeier—Pittsburgh

Col. Jacob A. Gilbert—East Prospect

Col. R. E. Parke—Greensburg

Col. Homer H. Sparks—Sharon

### OKLAHOMA

Col. V. K. Crowell—Oklahoma City

### OREGON

Col. L. J. Stanley—Portland



## BOOSTER PAGE (Cont.)

### **SOUTH DAKOTA**

Col. Robert E. Penfield—Lemmon

### **TENNESSEE**

Col. J. Robert Hood—Lawrenceburg

Col. H. C. "Red" Jessee—Morristown

Col. E. H. Lawson, Kingsport

Col. C. B. McCarter—Sevierville

### **TEXAS**

Col. Don Estes—San Angelo

Col. W. J. Wendelin—Henderson

### **WISCONSIN**

Col. Earl Clauer,—Mineral Point

Col. W. C. Heise—Oconto

Col. Don Lloyd, Oshkosh

### **WYOMING**

Col. C. G. Williams—Sheridan

Col. Dale Shelton, Jr.—Sheridan

### **ELSEWHERE**

The Ladies Auxiliary of the  
National Auctioneers Association

## Thorobreds Sell For Total of \$259,100

NEW YORK—A total of 62 thorobred horses in training and yearlings went under the auction hammer at Belmont Park for \$259,100.

The sale, with the largest consignment from the Brookmeade Stable, averaged \$4,179 per head.

Topping the auction was Goforward, a three-year old gelding owned by Hal Price Headley who was sold to the Clark Horse Agency of Lexington, Ky., for \$19,000. Revolt, a four-year-old also owned by Headley, was purchased for \$17,500 by B. F. Christmas of Monkton, Md.

The Monaghan Farms Co. of Derby, Colo., paid \$16,200 for Country Club, a five-year old gelding consigned by Brookmeade. The entire Brookmeade lots of 22 head, including nine yearlings, sold for \$79,000. Arthur White of Middleburg, Va., paid the highest price, \$4,000, for the yearling, a son of By Jimminy out of Dutch Cut.

Tax evasion is just another form of stealing from your neighbors, you know.

### **CATS AND PEOPLE**

Cats and people are funny animals, cats have four paws but only one Ma, people have fore-fathers and only one mother. When a cat smells a rat he gets excited; so do people. Cats carry tails, and a lot of people carry tales, all cats have fur coats, some people have fur coats and the ones who don't have fur coats, say catty things about the ones who do have them.

To the Editor—The Auctioneer  
Dear Editor:

Please assure Col. Sigrist that I do not intend to break a leg, or otherwise cripple myself to the extent that I cannot be at Indianapolis in July. I'll meet you all at the Claypool.

It will be a most pleasing experience, too, to meet all of the auctioneers of the United States at the Convention. The more of us that gather there the more the Convention will benefit everyone.

So All Aboard for Indianapolis.

Every auctioneer should be a member of and support our organization. And one of the most effective means of supporting it is to attend such gatherings and share experiences with other members.

And while I'm at it, let me tell you again how much I enjoy our fine magazine and to point out the benefits to be secured from it and our organization by all auctioneers, not only the young men of the profession but also to those of us who have passed the noon-day of life.

None of us will ever have so much experience and knowledge that there will be nothing more for us to learn.

So here's to the success of our organization, our magazine and all auctioneers, past, present and future.

Sincerely,  
Col. Henry Silver  
New Braunfels, Texas



## "WHY ORGANIZATION"

*Copy of an address by B. G. Coats given at the organizational meeting of the New York Auctioneers Association, June 20, 1955.*

To all meeting together today, let none feel as a stranger. Greet those you may not know. Spread the warmth of fellowship with each other. Carry it with you when you go.

Why does so potentially powerful auctioneer profession exert so little influence and impact upon the public of New York state today?

A comparable situation in the way of material things would long ago have had a crop of trouble shooters at work looking for places of leakage. For power is there—in numbers, in tradition, in philosophy and in membership—active membership of any organization. As the Auctioneers of New York stand today, you are getting nowhere as a profession. You are like a ship in the ocean without a rudder. Just struggling in confusion. Where and what is the difficulty?

Look for a moment if you will at your profession. There is no voice of authority to speak for it. In this day men listen only when someone speaks who can command attention. Here and there someone does speak for a segment, but likely as not from another segment comes other views. Discussions of questions are prohibited lest they be divisive, yet it is upon just such questions that the problems of the auctioneer and the auctioneer profession need to be enunciated and must be definitely declared if you ever expect to gain for yourselves and your profession the respect which your vocation is entitled to. Such can only be accomplished through organization.

Why should you have a New York state Auctioneers Association? Rather a difficult question to answer in the few minutes that I appear before you. Some of the reasons, and they are many, I will dwell upon briefly.

Organization provides opportunities to learn how to do your job better by utilizing up-to-the-minute practices and procedures such as those used by our country's greatest Auctioneers. You can only

obtain such practices and procedures by associating yourselves with each other, by organization. This is the time of the year when the various state auctioneer associations and the National Auctioneers Association are having their annual meetings and the members of those organizations arrange to set aside, every year, the necessary time that will enable them to participate. The auctioneers who put forth the effort to stage such events are not the losers if only a slim crowd turn out. The real losers are the auctioneers who had the opportunity to attend and learn—and did not.

You all know auctioneers who should be here today but are absent. Ask one of them the next time you meet him, if he was at the Auctioneers meeting in Rochester, and more than likely he will respond, "No, I was too busy". Sure, he had a job to do. Should an Auctioneer ever be too busy to let pass an opportunity to learn how to improve his own business? Couldn't that job wait twenty four hours while he sat in on a meeting that might enable him to make his auctioneering operations more profitable by many times what he made by staying away? After all, that is a pretty good return for the day's work he would have lost. My point is that attendance is not what it should be at this or any other meeting of Auctioneers. If you had 1,000 auctioneers in New York state and 999 were present, the attendance still would not be what it should be, and you should never be satisfied until you have every Auctioneer in the Empire state as a member of your New York State Auctioneers Association. From a short range point of view, their reasons for not attending this meeting probably are perfectly valid, but from the long range standpoint they are "missing the boat." An Auctioneer does not begin to attain success and wisdom until he recognizes he is no longer indispensable.

During the past nine years it has been



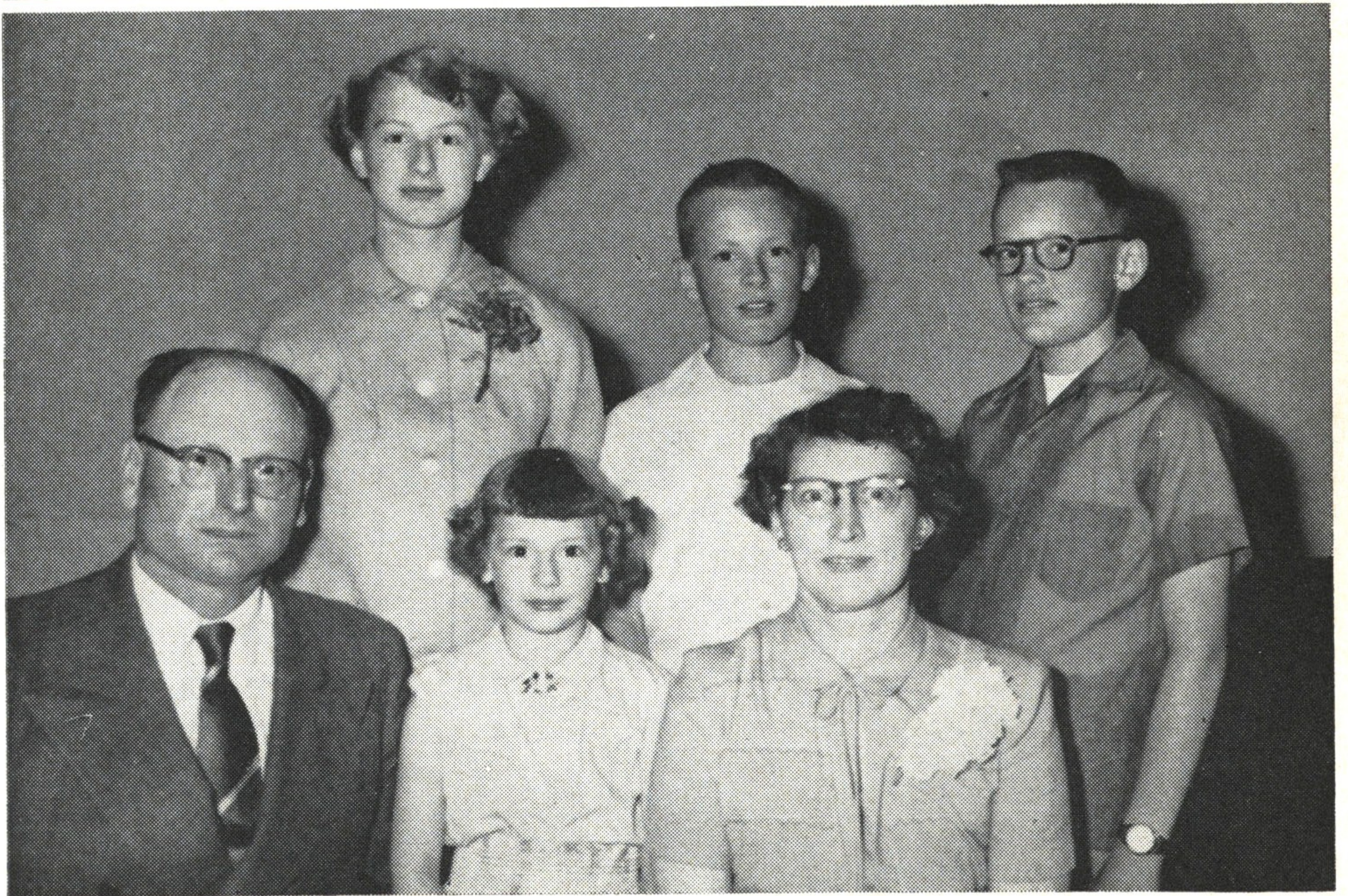
## IN UNITY THERE IS STRENGTH

my pleasure and indeed a privilege to appear before many state auctioneer associations and every convention of the National Auctioneers Association. At everyone of these gatherings successful auctioneers of long experience are striving to bring before the Auctioneers of America the value of organization, the benefit of their experience and everything new that might be helpful to them. Frequently they are busy men themselves, but they are willing to take time off from their own responsibilities to do what they can in an effort to encourage and assist others. Surely the men for whose benefit such programs are conducted can do as much. The more each and every member puts into his Association the more the individual member will get out of it. Let us not think of such service in terms of sacrifice, for the opportunity to serve your Association and your profession at any time and in any way is a privilege each of us should cherish. Where else in the world can one have such a privilege except in this

great country of ours. My fellow Auctioneers never at any time have you been deprived of your constitutional right because of licenses imposed upon you. You have just simply neglected to exercise your constitutional rights because of your failure to organize and combat legislation detrimental to your interests.

Organization affords each of us the opportunity to exchange ideas. Those who participate by lending their presence stand to gain not only in knowledge, but also in inspiration. The experience of successful auctioneers almost always discloses methods and practices others can adopt to their own use, while others will come forth with new developments which can be helpful in stepping up our own operations. Such is not and would not be possible without organization. By no means least in importance is the "lift" which most auctioneers gain from their contacts with others of the same interests. Evidence of the advancement others

(Continued on Next Page)



**HAPPY BIRTHDAY!!** Col. Walter Carlson, Triumph, Minn., posed with his family for this picture taken June 8, which was the Colonel's 53rd birthday. Col. Carlson is well known as an advertising authority on auction sales and is an Associate Editor of "The Auctioneer."



# IN UNITY THERE IS STRENGTH

are making tends to inspire them to return home and do likewise. Competition is changing. May I pause here for just a moment and dwell upon the word "competitor"? In my travels I have heard it said time and time again. "I lost that sale because my competitor in the next town got it." The word competitor should be eliminated from the vocabulary of every Auctioneer. If an Auctioneer can obtain some advantage over some other Auctioneer without involving the destruction of that other Auctioneer, chances are he is just a better salesman and is cooperative rather than competitive. herefore, the word "competitor" should mean to all of us "cooperation." By your association with one another through organization you develop a better understanding, you suddenly realize that you have been just a little too selfish for your own good and that you want to cooperate and be helpful with your fellow auctioneers. Now no organization is perfect. That is because you and I belong to it and we are not perfect. Yet it is the responsibility of every auctioneer to help make his association better.

Benefits of organization would take far more time to elaborate upon than that allotted to me and besides you have far more important work to consummate here today. To my knowledge ten years ago there was not a state association of Auctioneers in the United States and there was only 13 members in the National Auctioneers Association. By concerted action the auctioneers in the various states have gone forward through organization as never before in the history of our profession. Here you are the Empire state of the nation without an association to turn to. The National Auctioneers Association has consistently grown in membership until today every state is represented by many members. Many state Associations have been organized. Why all this sudden out-burst of interest? It is because the auctioneers have at long last realized that they are never going to get to first base until they band themselves together and work together, that their profession will never command the respect it should unless the Auctioneers make such respect possible.

You must realize that business methods are changing. Business procedures are in a process of constant evolution. No concern can afford to stand pat on its methods of the past. Is the auctioneer profession in a process of evolution? The answer is "no" a thousand times "no". We have been standing pat for far too many years while every profession, every business, every tradesman, every vocation, yes, and just about every vocation has through organization made for greater progress. Are we going to continue to set back and permit the evolution of business and the advancement of every known profession to forge ahead through organization without doing anything to help our own cause? What makes a business grow old, is an outlook grown old. Let us awaken from our legarthy, our indifference and go forward together. We have no one to blame but ourselves. We have retarded our own progress.

It should interest you to know that there is less litigation among the auctioneer profession than any other profession, and auctioneering is listed as a profession by the office of the United States Attorney General. Should not that alone make you proud of your profession? Should not that alone make it worthwhile for you to organize and protect your interests? Auctioneering is America's oldest and most democratic institution, yet the opportunities in the field were never greater. In order to sieze upon them you must go forward together in organization.

## IN MEMORIAM

**Col. Ted Witkin,  
Burlington, Vermont**

**Col. Faye L. Houtchens,  
Monmouth, Illinois**

**Col. William Rubin,  
Norfolk, Va.**

**Col. Charles J. Madison,  
Cedar Rapids, Iowa**

**Col. J. G. Sheets  
Roanoke, Va.**

**Col. Ralph Drake  
Montpelier, Ohio**



## IN UNITY THERE IS STRENGTH

Not only is business in the process of constant evolution, so is the building of new homes throughout the country. The day of the large house and the large estates is rapidly being dissipated, and while this metamorphosis is taking place many of the Auctioneers are having a field day. What is going to happen to the Auctioneer when the large estates and the large homes have been liquidated? He is going to have to explore new avenues, he is going to have to be creative. Just as there has been a complete change in the appearance, character and circumstances of the farmer, the business man, the builder and the professional man, so will there be a complete change for the Auctioneer. Unless you keep abreast of the times, and this you can only do through organization, you will have a sad awakening someday. Organization can solve such problems if you will but let it.

Exchange of ideas, intelligent legislation, constructive programs has in every profession through organization brought

to us a better living standard. Have you the Auctioneers contributed anything by way of organization to make our standard of living the highest in the world? What have you given to the people of New York state? Collectively the answer is nothing. The reason is that you have never been organized. The Auctioneers of America would never enjoy the business they have today if it weren't for the many organizations that make such possible. We should all feel somewhat ashamed of ourselves by taking everything and giving nothing in return.

All of you are aware of the tremendous gains that have been made as a result of organization. It was through the influence of such gains that prompted others to organize and through their progress others and others did likewise until today unless you belong to the association of your profession the public does not look too favorably upon you. I am proud to advertise myself as being a member

(Continued on Next Page)

### YOU MISS SO MUCH

*When You Are  
on the Outside*

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

**Join Now**

**NATIONAL AUCTIONEERS ASSOCIATION**

**803 S. Columbia St.**

**Frankfort, Ind.**



of the National Auctioneers Association and of the New Jersey State Society of Auctioneers. I feel that my association with my fellow auctioneers has brought to me an understanding of helpfulness and cooperation. Organization will do the same for you. The more you give of your time and effort in the interest of others the more benefit you are going to derive. It was because a young man had a strong desire to improve upon the things around him, transportation was made safe. He was told that you can't stop a heavy railroad train in a minute. Twenty year old George Westinghouse witnessed a head on crash of two freight trains and vowed to do something about it, to find out why a train could not be stopped in a minute. He succeeded and today every railroad in the country uses the Westinghouse air brake system. He had an idea and not only wanted to but did improve upon the things around him. Are we auctioneers going to go on year after year without trying to improve upon our profession?

If anyone of us were taken seriously ill, we would not place our lives in the hands of an in-competent physician. You would seek out and find one that was abreast of the very latest methods, one that was a member of his city, county, state and national medical association. Every doctor knows that through such Associations he has the opportunity of better serving his patients. Have you ever called at the office of a Doctor only to be told that he was away for the week? When he returns he takes delight and is proud to tell you that he was attending the convention of his medical association. Should you be involved in a legal matter you will seek out a lawyer that is learned and experienced and when you find that type of a lawyer you will discover that he is a member of the several bar associations. Yet, we the Auctioneers go about the country asking people to place in our charge their life savings. We just seem to be satisfied to drift along like the ship without a rudder. I tell you it isn't fair to the people you serve or to yourselves. Get buried in organization and let the people of your state know that there is an association to which they can turn. They will respect you for it. I recall a large estate in a nearby state

## Convention Speaker



Col. Guy L. Pettit

A veteran of past Conventions, in fact a National Convention program would not be complete without him. Col. Pettit, an instructor at the Reppert Auction School and an inspiration to every auctioneer, young or old, has been selected to be the final speaker on the program. It will be good.

that was to be liquidated at public auction. The Executrix called in three auctioneers before she made a decision. The auctioneer she selected was a member of the National Auctioneers Association and resided forty five miles from the city in which the estate was located. The two local auctioneers were at a loss to understand why they did not get the sale. They both went to the Executrix and wanted to know if she would tell them why they were not successful in liquidating the estate. She said she would be very glad to and this is what she said, "I asked both of you if you were members of any auctioneer Association and you replied no." "I wanted an auctioneer not only capable but who was a member of an association, the distribution of the estate means so much to those sharing in it, that I felt should there be anything questionable I wanted to turn to that Association for whatever help was needed. The Auctioneer engaged invited the



two local auctioneers to work the sale with him. After opening the sale he publicly introduced each of them to the hundreds of people present. After the sale both of them asked what association he belonged to and requested that he accept their applications for membership. Today the code of ethics of the National Auctioneers Association hangs upon the wall of each of their homes. Each are active and enthusiastic members. Each cooperating with one another and each enjoying more business than they ever had before.

This year and those ahead can be good for all of us, if we will work together to make it so. Organization is the answer. You are looked upon as leaders. Your state legislators know that you come in contact with hundreds of people every year. Why continue to buffet the waves alone when you know it is a losing battle? By united effort you can accomplish everything within reason. The strong fabric of every organization is woven out of threads of service by its' members. The more service you render the better your Association will become. The more members your Association has the stronger it will be. I sense an atmosphere in this meeting of harmonious and united action. I see upon your faces a determination and enthusiasm that will cause you to enlist every auctioneer of your acquaintance as a member of your state association. Spread the gospel of organ-

ization where-ever you go. Power, influence and prestige is laying in your laps. Don't let it die there.

## Montana Horse Sale Averages \$292 on 45

MISSOULA, MONT.—Forty-five horses brought a total of \$13,135 at a registered quarter horse sale at the K O Ranch on Miller Creek, according to Howard Raser, a member of the NAA and president of the Missoula Livestock Auction Co., which conducted the auction. The K O Ranch is owned by the Zumwalt & Lake Rodeo Co.

Top price was \$1050, paid by Jay Overman, Augusta. David McKay, Great Falls, bought one animal for \$675; Jack Jessup, Cut Bank, paid \$600, and Art Deschamps, Missoula, and Bob Blakely, Helena, each paid \$500 for one horse.

Thirty-eight older than yearlings averaged \$317.37. Seven yearlings averaged \$153. Average for the top five horses was \$665, and for the top ten, \$551.50.

### CHECK-UP <sup>1/8</sup>

A young lady from South Carolina was in the hospital for a check-up.

"Have you ever been X-rayed?" asked her doctor.

"No," she replied, "But ah've been ultraviolated."

## SALES PAVILIONS FOR SALE

Have several Stock barns in Kansas priced from \$3000 and up. All doing good business.

ALSO

Three extra good Furniture Auction Houses in Eastern Kansas, priced \$5000 and up. These are good houses and selling high class used furniture, also new furniture.

For Full Information Write or See

**C. E. Sandeffer**

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Topeka, Kansas

List Your Sales Barns or Houses With Me



# To All Our Readers--Thank You!!

By BERNARD HART

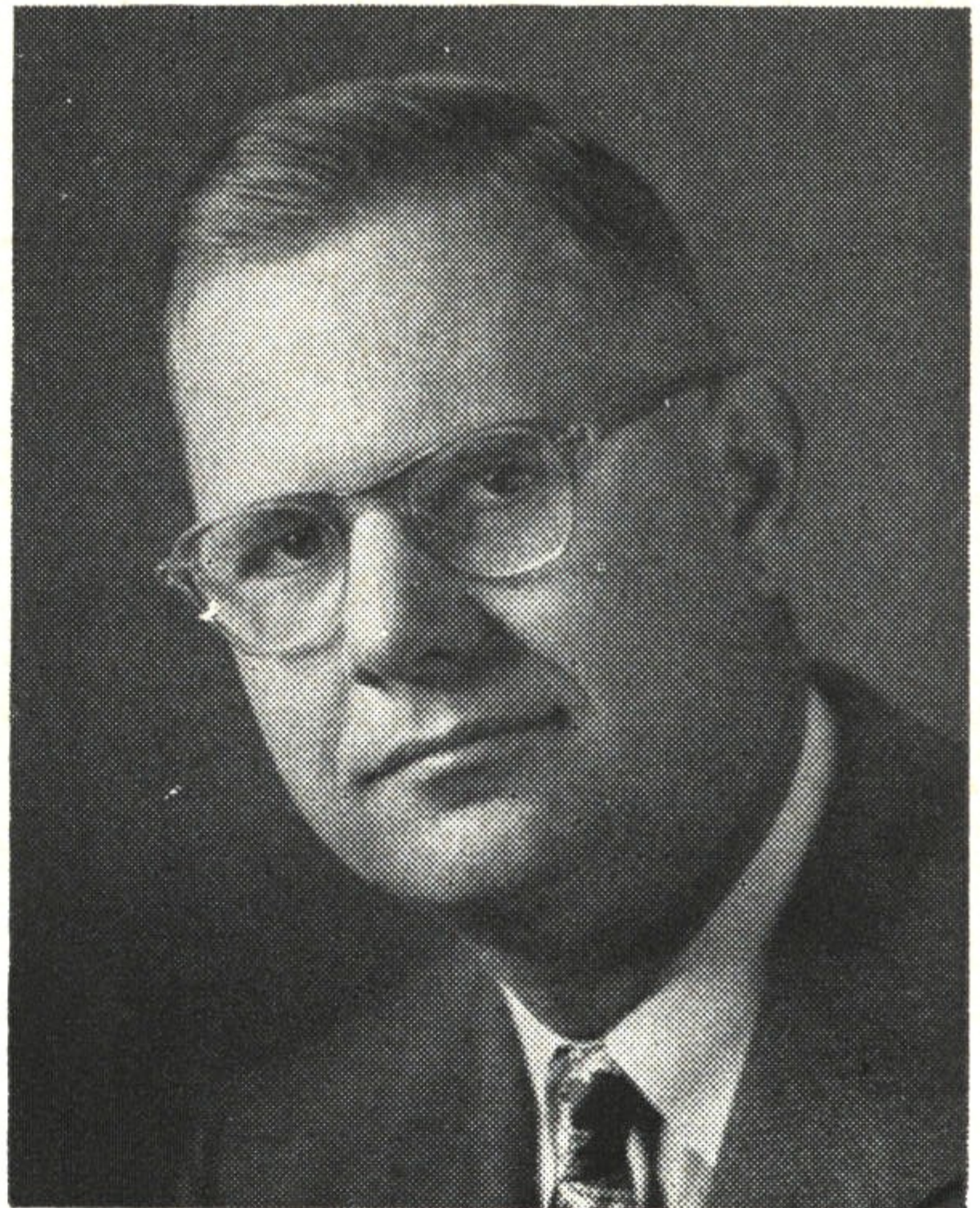
In completing the year as your Secretary and Editor of "The Auctioneer" I would certainly be classed as an ungrateful wretch if I did not offer my profuse thanks to every member of the N A A and every reader of "The Auctioneer."

During the year now ending, I have received many letters with respect to my job and responsibilities in serving the NAA. Many of these offered their sympathy. I have appreciated every one of these letters—one cannot help but feel a certain amount of elation when someone else will take the time to sit down and write him, regardless of the writer's feelings. Too many of us concentrate on ourselves without thought of aiding another even though a few lines on a sheet of paper are all that is necessary.

When elected to this post at the Omaha Convention I was quite aware of the task before me but I also considered it an honor to be entrusted with the job. My opinions of both foregoing statements are unchanged now, almost one year later. I still feel honored to have served this organization and in looking back over the year, the task was as great as I had anticipated.

However, in looking back I can also see those things which I did not do and that perhaps I should have done. While I feel that I have conducted the office of Secretary in a sound and business-like manner I also feel that I have failed in increasing the membership. The percentage of new members has not been too disheartening but the percentage of those who have dropped their memberships gives me a feeling that somewhere I have failed.

One thing that I want to bring to the membership is that neither "The Auctioneer" nor the National Auctioneers Association are "one-man shows." You have noticed that some issues of "The Auctioneer" are better and more interesting than others. The better issues are the easier ones for me because



Bernard Hart

you men and women scattered from coast to coast have contributed material for publication. Perhaps I could write every item and every story in every issue of "The Auctioneer." But if I did you would not want to read it. The auction industry has many branches, it varies as to areas. To make our magazine interesting to ALL auctioneers we must have coverage of ALL types of auctions from all parts of the country. Only you can make this possible.

The same is true in acquiring new members. You can influence a fellow auctioneer to become a member of the NAA who would lend a deaf ear to my invitation and throw my letter in the waste basket.

To get back to the original subject I want every member to know that I have enjoyed serving them. I do not feel that I am deserving of sympathy and I know that I am deserving of a certain amount of criticism. There are those among our membership who have been of immense help to me and they are deserving of a part of the compliments I have received.



**JULY 14-15-16, 1955**

**Are Important Dates For All Auctioneers**

**Mark Your Calendar Now And**

**Attend The**

## **National Auctioneers Convention**

**Claypool Hotel**

**Indianapolis, Indiana**

I feel that I have been especially fortunate in serving under a great President, Col. H. W. Sigrist, and the membership has been fortunate in having him as their leader. Col. Sigrist has had but one thought in mind in respect to his position as President and that has been to improve Auctioneers and everything connected with the auction profession.

I also owe a great deal of appreciation to Col. B. G. Coats. As most of you know, Col. Coats served as your Secretary and Editor immediately before me. His suggestions have come from experience and clear thinking. His contributions to the editorial material of "The Auctioneer" have been constructive and valuable to the National Auctioneers Association. His article in this issue, entitled "The Office of Secretary" is one that is so flattering on my part that I hesitated to publish it. However, in recognition of his fine support throughout the year I felt it was my duty to pass it on to you.

In closing, may I again say it has been an honor and a pleasure. Thanks for your help, suggestions and encouragement and I wish I could see everyone of you at the Claypool Hotel in Indianapolis, July 14-15-16.

## **Convention Speaker**

**Col. Jewett M. Fulkerson**

Sale Manager and Auctioneer of the largest sales in the Hereford breed, Col. Fulkerson's rise to fame in the auction field has been phenomenal. While Col. Fulkerson's subject is "Herefords Exclusively", it will apply to many other branches of the auction industry.

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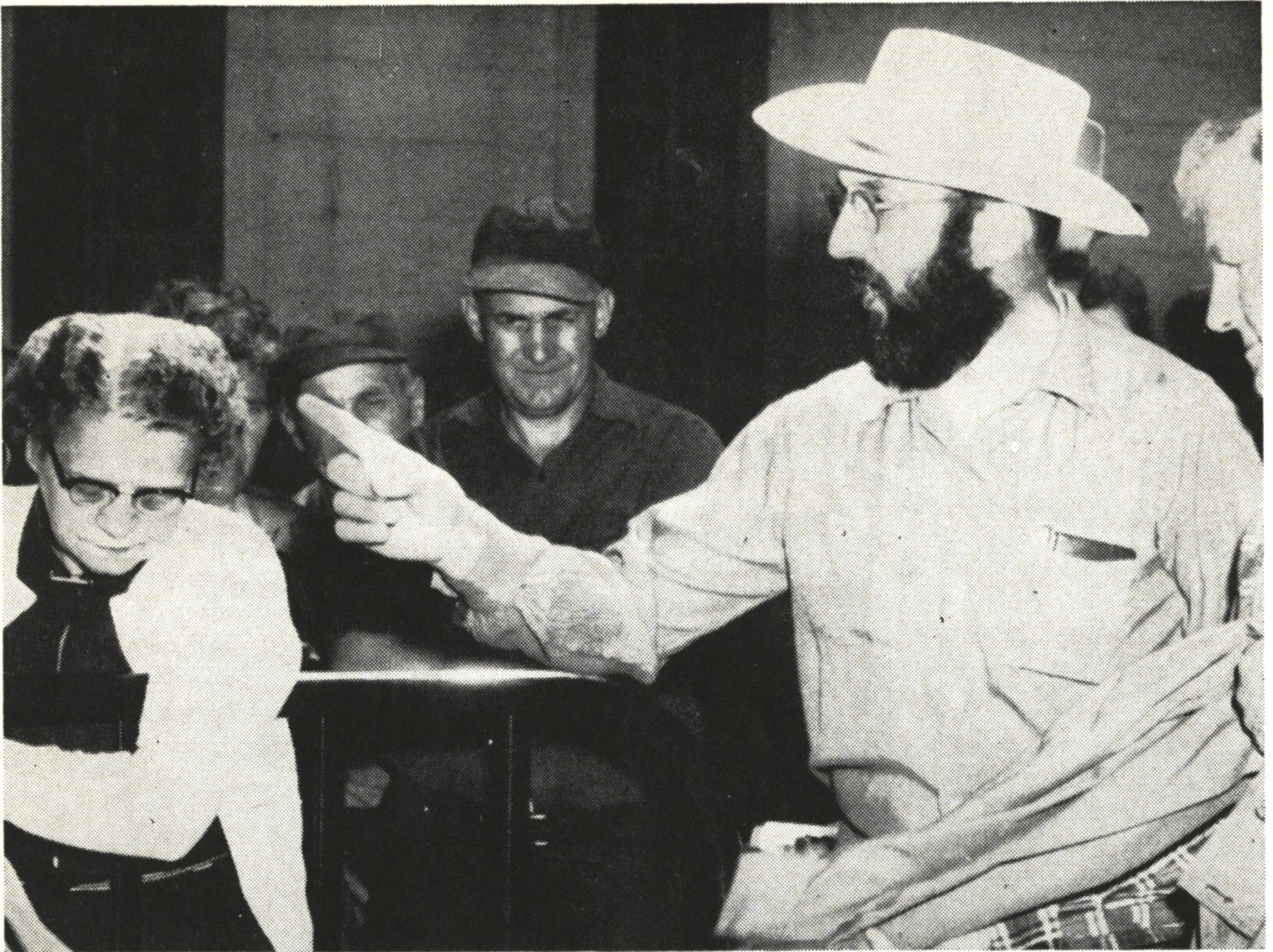
## **Steers Hit \$26.15 At Indian Auction**

CALVA, ARIZ.—A string of 166 choice yearling steers topped the auction of Indian cattle held here recently when sold to R. C. Johnson of Dalhart, Texas, at \$26.15. It was one of the best sales of the year with the bulk of good yearlings going at \$23.60 and above. Cows with calves at side sold from \$109 to \$120 per pair. Some 2-year-old heifers sold at \$16.70. About 1,200 cattle were offered in the sale.

At an earlier sale at San Carlos, Ariz., yearling steers sold at \$21.10 to \$21.60 with heifers at \$17.20.



## Beard No Hindrance to This Auctioneer



A full beard does not stop Col. Clayton Dykema of Morrison, Illinois, from conducting Auction Sales. Col. Dykema was one of the many Morrison residents sporting this and many other types of beards in keeping with the Morrison Centennial which was celebrated beginning on Sunday, May 29, with religious services in each of the town's eleven churches in the morning and Union Services at night. Each following day of the week a large parade was presented, climaxed by an excellent display of antique automobiles on the final day, and each evening the extraordinary two-hour pageant "Upon These Prairies" was very capably presented by a cast of several hundred local persons. A highlight of the celebration was the presence of Illinois' Gov. Wm. Stratton on Wednesday and the participation in the parades of the Fifth Army Band.

Morrison, the County seat of Whiteside County, Illinois, is in the center of an excellent farming community and houses several fine industries among which are a large General Electric Plant, a Carnation Milk Company, a division of the Herman Nelson Mfg. Company and the Volckman Furniture factory.

Col. Dykema has been very busy selling farm sales, real estate and household goods, of which the above picture is a sample.

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### THAT DOESN'T MEAN

The young couple signing the hotel register asked the room clerk for the best accommodations. He recommended the bridal suite.

"Why the bridal suite?" asked the

young man. "We've been married for five years."

"Well," said the clerk, "if I let you have the grand ballroom that doesn't mean that you have to dance!"



## IT HAPPENED HERE!

A midnight fire drove several city apartment residents into the streets, clutching a few prize possessions. A woman from the third floor saw a man who lived above her on the fourth floor carrying a bird cage covered with a cloth. "What's that?" she inquired.

"My pet rooster," he replied.

The woman screamed and fainted.

"Hah!" cried her husband, "and for six months she's had a psychiatrist treating me because I heard a rooster crow every morning?"

## EXCITING

A college man took his father to a football game. "Now, Dad," he said as they took their seats, "you'll see more excitement for three dollars than you ever saw before."

"I don't know about that," replied the old gentleman. "That's what I paid for my marriage license."

## VICIOUS CIRCLE

This life is a round and round affair, commented the old philosopher. People eat animals, animals eat smaller animals, smaller animals eat vegetables, vegetables eat animalculae, animalculae eat bacilli, bacilli eat microbes, and microbes eat us. The cannibal takes the short cut.

## FOUR WAYS TO HELP

Here are four ways in which you can help the N.A.A. to serve you better.

1. Pay dues promptly.
2. Attend your state and national conventions.
3. Take an active, constructive part in the activities of your state and national Associations.
4. Tell the story of progress through the pages of "The Auctioneer" to your fellow Auctioneers.

Dear Col. Hart:

. . . I am sure well satisfied with the monthly publication, "The Auctioneer", and look forward to it each month. Those who do not get it know not what they are missing.

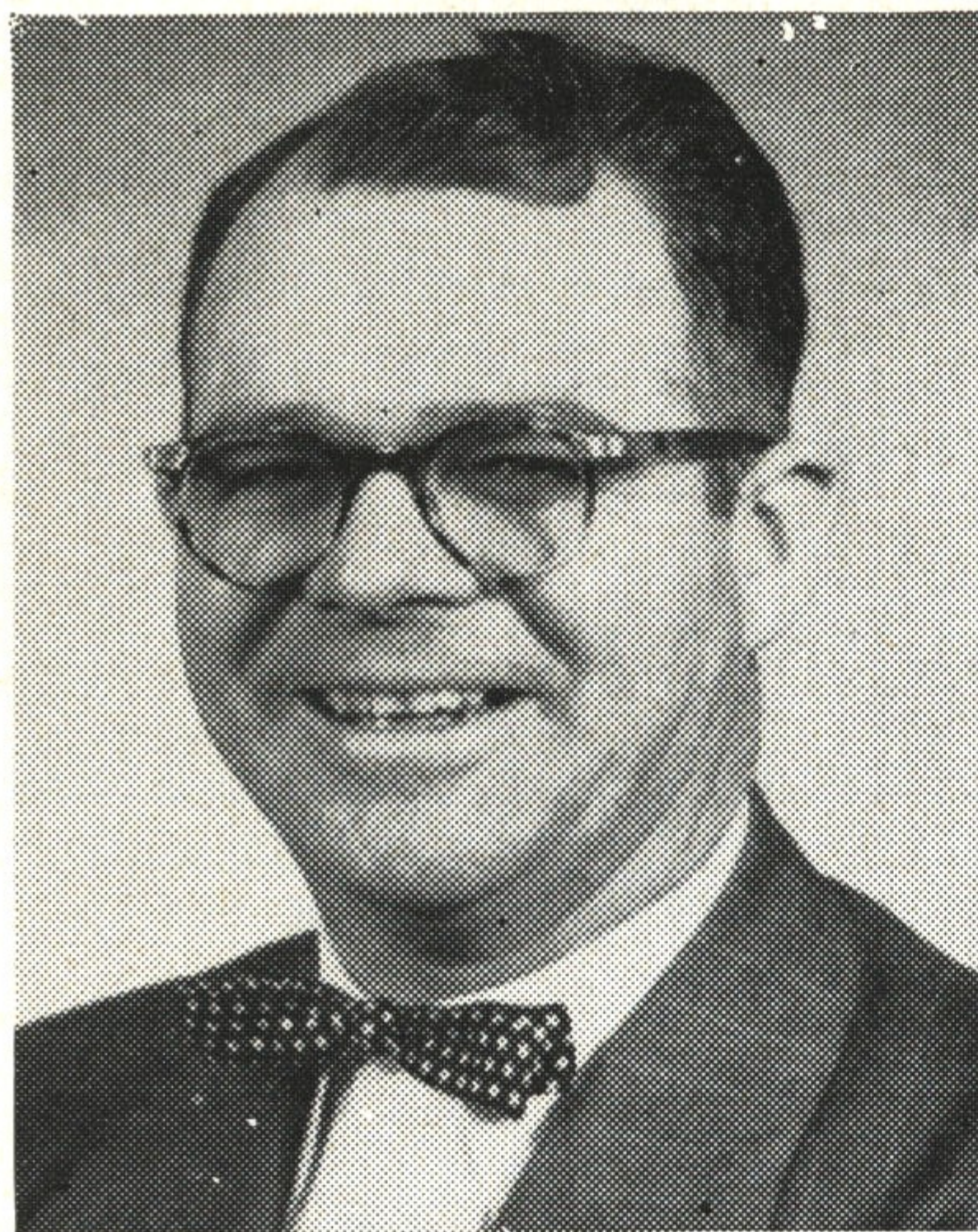
Very truly yours,  
Gib Suemnicht  
Grafton, Wisconsin

## 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!



## Convention Speaker



**Col. Tom Berry**

Maybe the only one who has attended every meeting of the National Auctioneers Association. A fine booster for the NAA and the Auction profession. He'll speak to you on the subject, "Between You and Me", at Indianapolis.

## New Memberships

The following memberships have been received by the National Auctioneers Association during the 30 day period ending June 15. The asterisk denotes renewal.

Col. Clarence Rhyner, Wisconsin  
 Col. Jack Churchill, South Dakota  
 Col. Fred Jaeger, New Jersey  
 Col. G. T. Gilbert, North Carolina  
 \*Col. F. E. Fitzgerald, North Dakota  
 Col. Gene A. Saine, North Carolina  
 Col. Russ Hurlburt, New York  
 \*Col. W. A. Dolch, Texas  
 Col. Garth W. Wilber, Michigan  
 Col. Lloyd Otten, New Mexico  
 Col. Bruce Maucher, Ohio  
 Col. H. J. Jennerjohn, Wisconsin  
 \*Col. L. M. Schroeder, Wisconsin  
 \*Col. R. M. Stewart, Pennsylvania  
 \*Col. Bernard Hart, Indiana

A commercial airliner took off or landed every 30 seconds during the entire year of 1954 at the world's busiest airport—Chicago Midway.

## Indiana Night

Friday night, July 15, has been designated as Indiana night at the National Convention. All who attend the Convention will be the guests of the Indiana Auctioneers Association in a great evening of entertainment. No expense has been spared in securing a program for everyone's enjoyment. You will be missing a great show if you aren't there.

### REST IN PEACE

A fellow was busily engaged with a spade in the mud beside his car when a stranger hailed him. "Stuck in the mud?" asked the stranger.

"Oh, no," explained the fellow, "my motor died and I'm just digging a grave for it."

## AUCTION BOOKS

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555 Auction Sayings .....\$ 2.00  
 Yankee Auctioneer ..... 4.50  
 Scientific Auctioneering .... 10.00  
 (About a Dozen Left)

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**HARDWARE**                      **SUPPLIES**

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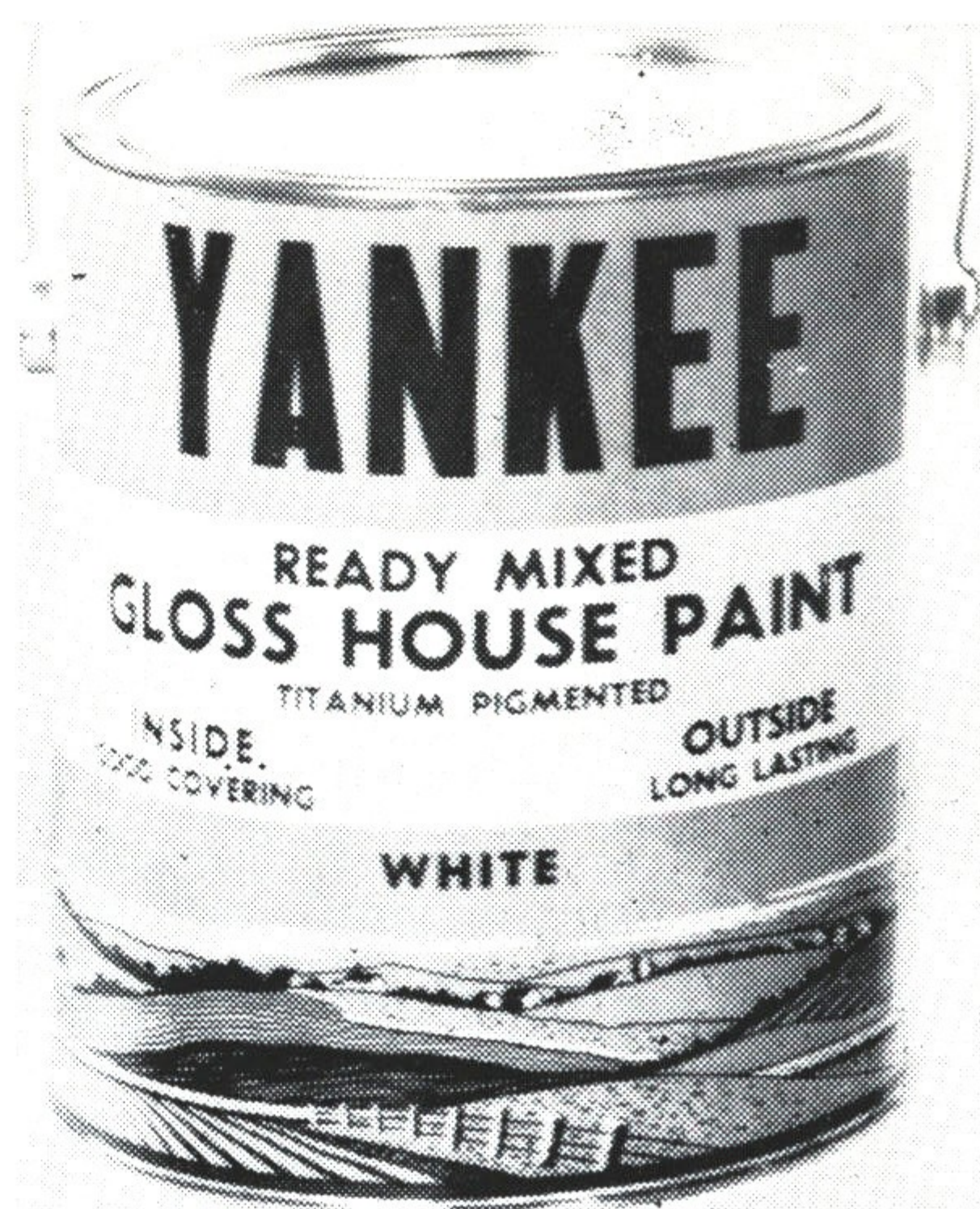
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Enamel Gloss, 8 Colors & White	1.65

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8 Colors & White .....	1.55
Ceiling Paint White .....	1.55
Floor & Deck Enamel	
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