

# *the* AUCTIONEER



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# NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



"I have thoroughly enjoyed the 60 years that I have spent as an auctioneer and now I find that the high spot of each year is the Annual Convention of the National Auctioneers Association. Nebraskans are proud that they have been selected to host the 1962 event. I'll be among the many who will be wanting to shake hands with you."

Col. Dan J. Fuller,  
Past President  
Nebraska Auctioneers  
Association



**THE AUCTIONEER**  
is the  
**OFFICIAL PUBLICATION**  
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**NATIONAL**  
**AUCTIONEERS ASSOCIATION**

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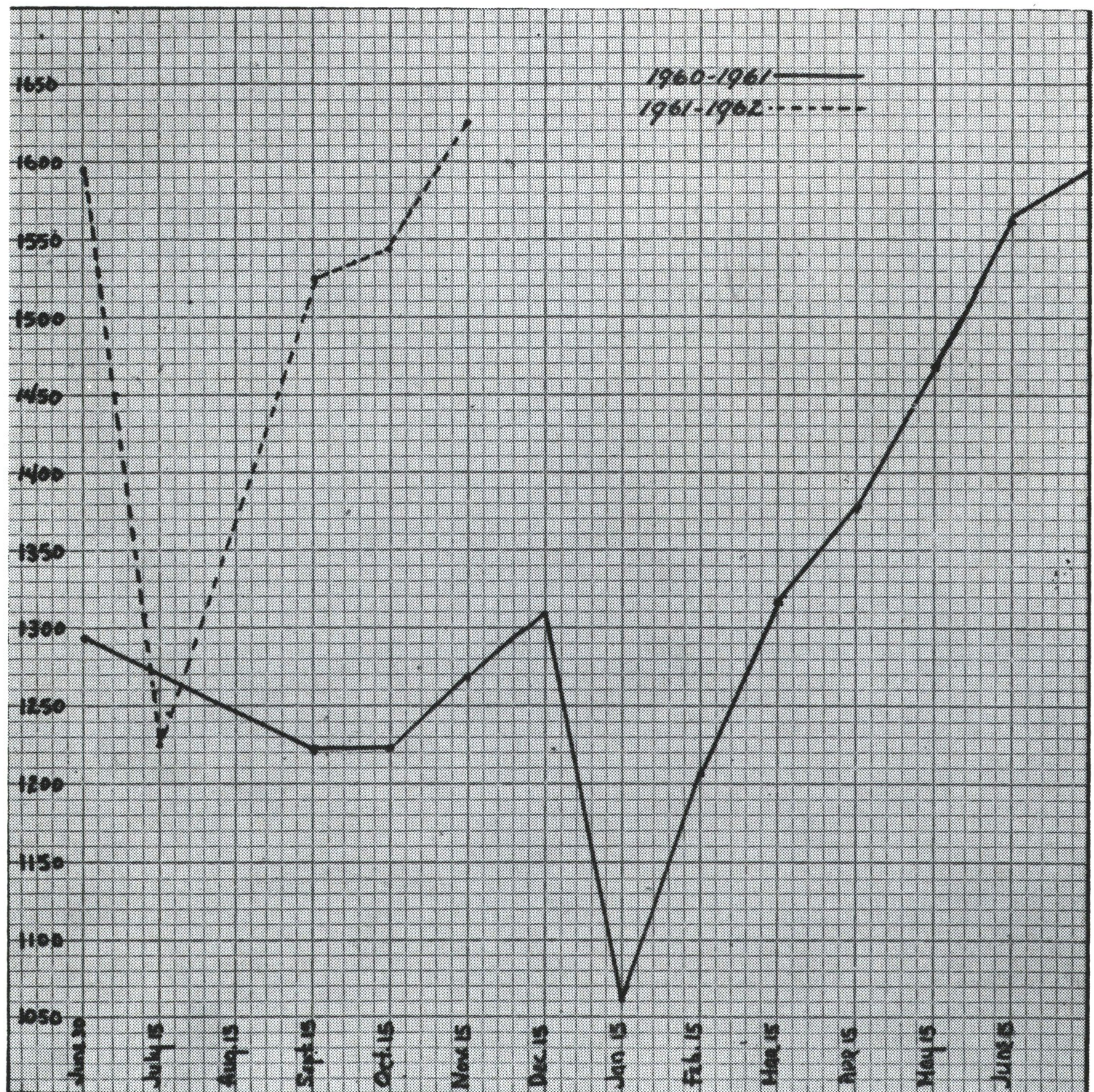
# Pictures, Predictions and Plaudits

## From the Office of the Secretary

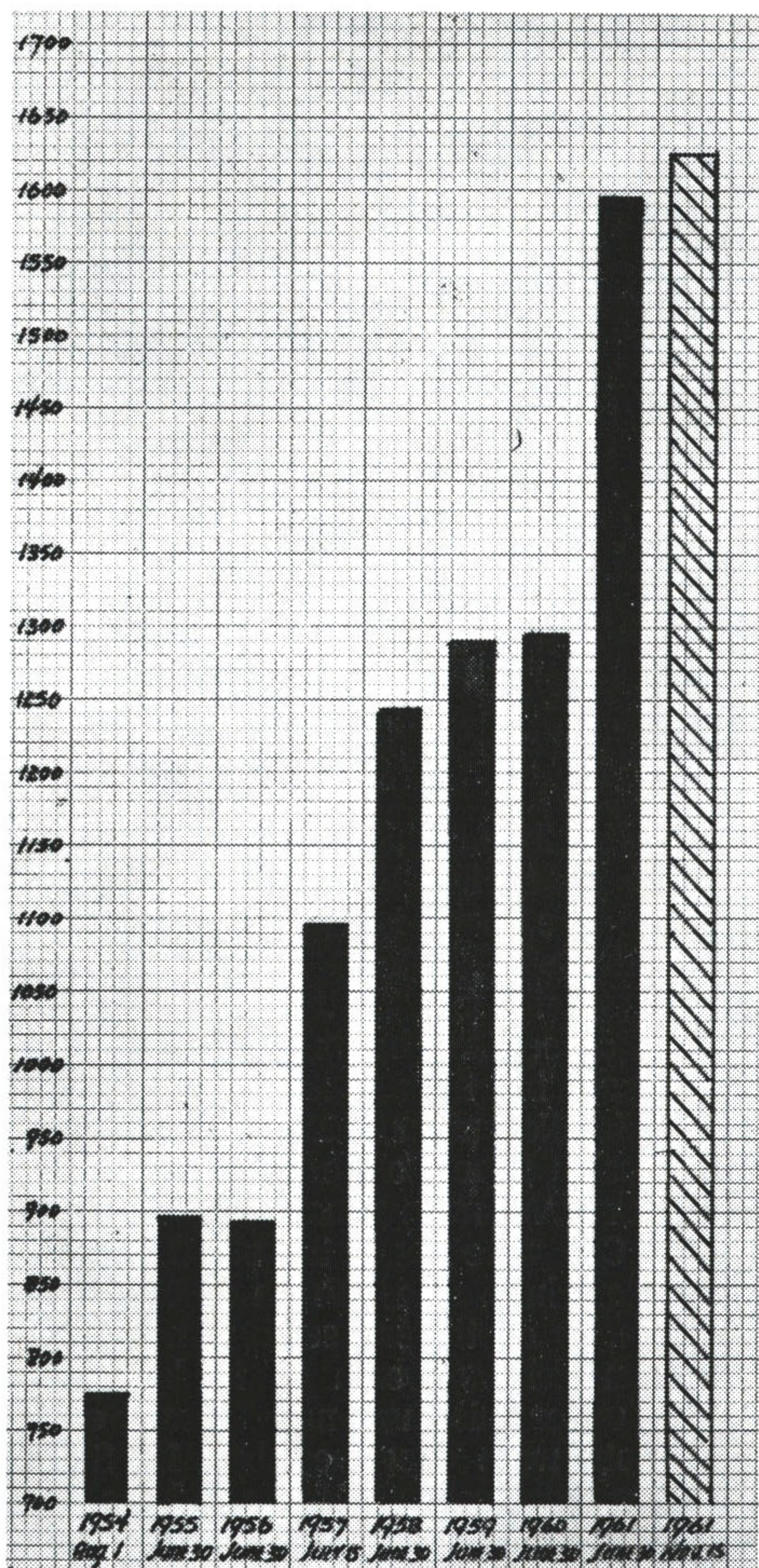
Here in the Secretary's office we have a source for indulging our passion for statistics from time to time. Believing that "a picture is worth a thousand words," we have prepared two graphs for those members of the N.A.A. who also enjoy statistics and for those members who like to see results. We are sure that all 1625 members, at this moment, are included in the last category, if not the first.

We are indebted to Pop Hess for the

beginning of the tabulation by states and the total membership compilation each month since he suggested such a record in one of his columns over a year ago. The line graph, though of necessity limited to the available records, will give you at a glance a picture of the results to date of the efforts N.A.A. members have been putting forth in building the membership of the association. We can predict with as much accuracy as predictions usually







have that the broken line indicating the membership for 1961-1962 will show a discouraging slump on the date of January 15, 1962 as it did on January 15, 1961. We can predict also that it will not return to the all time high which will be set on December 15, 1961, until March 15. From then until June 30, 1962, it is up to renewing members, new members, and reinstated members as to how high the broken line will climb.

We are sure of one thing—if all of those members whose memberships expire on January 1, 1962 were to renew their memberships the National Auctioneers Association would total 2000 at the end of this fiscal year.

Progress is an erratic thing as you can see by the bar graph indicating total mem-

bership from the year 1954 until now. We can predict that the final bar on June 30, 1962, will have climbed a good deal by then on the basis of the majority of the evidence in past years but again we are unable to predict the height to which it will climb.

Too seldom do we take the opportunity to express our appreciation of the continued efforts and contributions of members, officers and directors in our association. We compile the submissions and facts for "The Auctioneer" and assume that knowledge and recognition are their own rewards. Although there are none better we do wish to add our thanks to all of you. We, too, read "The Auctioneer" from cover to cover and are continually pleased by the quality and content of the material submitted by our members.

We'll make a final prediction now—that "The Auctioneer" will continue to improve as an association magazine just as the membership count improves. Not, of course, because of anything the Editors can do, but only because of the contributing members of the National Auctioneers Association.

## Missouri Men Hold Fall Meeting

By KEN BARNICLE, President

The Missouri Auctioneers Association meeting was held Sunday, November 5, in the Missouri Hotel at Jefferson City, Missouri. A nice crowd attended the meeting. Speakers for the day were Attorney-General Thomas F. Eagleton of Missouri and Mr. Bratton Wallace, Director of the Division of Marketing, Missouri Department of Agriculture. A discussion followed the talks.

Everyone enjoyed the meeting along with a smorgasbord dinner.

The next meeting will be held at Sedalia, Missouri in May. Plans are being made to reserve a Saturday evening and Sunday for the May meeting with a fun auction and entertainment on Saturday evening and a business meeting, the speaker, and election of officers on Sunday. All Missouri Auctioneers prepare now for a big meeting in May.

Our neighbors are all invited.



# Hundreds of Col. Young's Friends Attend 50th Anniversary Celebration

By BERNARD HART

Murdock, Nebraska, population 225, reads the sign on the highway as one enters this Cass County village, but had the census counters been at work on the evening of November 10 they could easily have added another thousand persons to this official number.

Reason: Col. Rex Young, Plattsmouth, Nebr., was celebrating his 50th anniversary as an auctioneer. He used no formal announcements but informed the press that he was planning this event and said that he would like to have his friends to attend. This they did to the extent that the capacity of the gymnasium-auditorium at the large school building in Murdock was taxed to its maximum.

Long lines formed shortly after 6:00 P.M. in the two serving lanes handled so efficiently by the Ladies Aid of the Murdock EUB Church. For two solid hours, friends of Col. Young moved through these lines then to the tables to eat, then to seats in the bleachers in order that others could sit and eat. One could go to the door at most any time during this two hour period and see a line outside from one to two blocks long as guests continued to arrive for this memorable event.

Who attended? Many were families for whom Col. Young had conducted sales during the past 50 years. Some of these families had enjoyed Col. Young's professional services for three generations. There were auctioneers, practically every one in the immediate neighborhood as well as others from out over the state and adjoining states. Col. Mike Bloomer, President of the Iowa Auctioneers Association, and his wife were there, from Kansas came Col. and Mrs. Carson Hansen and Col. and Mrs. Ernie Sherlock, and from Nebraska were several past Presidents of the Nebraska Auctioneers Association, a position also held by Col. Young. In fact it was one of these, Col. Dan Fuller, who is the only auctioneer in Nebraska who can boast of a longer term of auctioneering. Dan has been conducting auctions for 60 years.

Telegrams and letters were read from many others including the dean of auctioneers, Col. Art Thompson, Lincoln; President of the National Auctioneers Association, Charles Corkle, Norfolk, Nebr.; a past President of the National Society of Auctioneers, Col. Jack Gordon of Chicago, and many others.

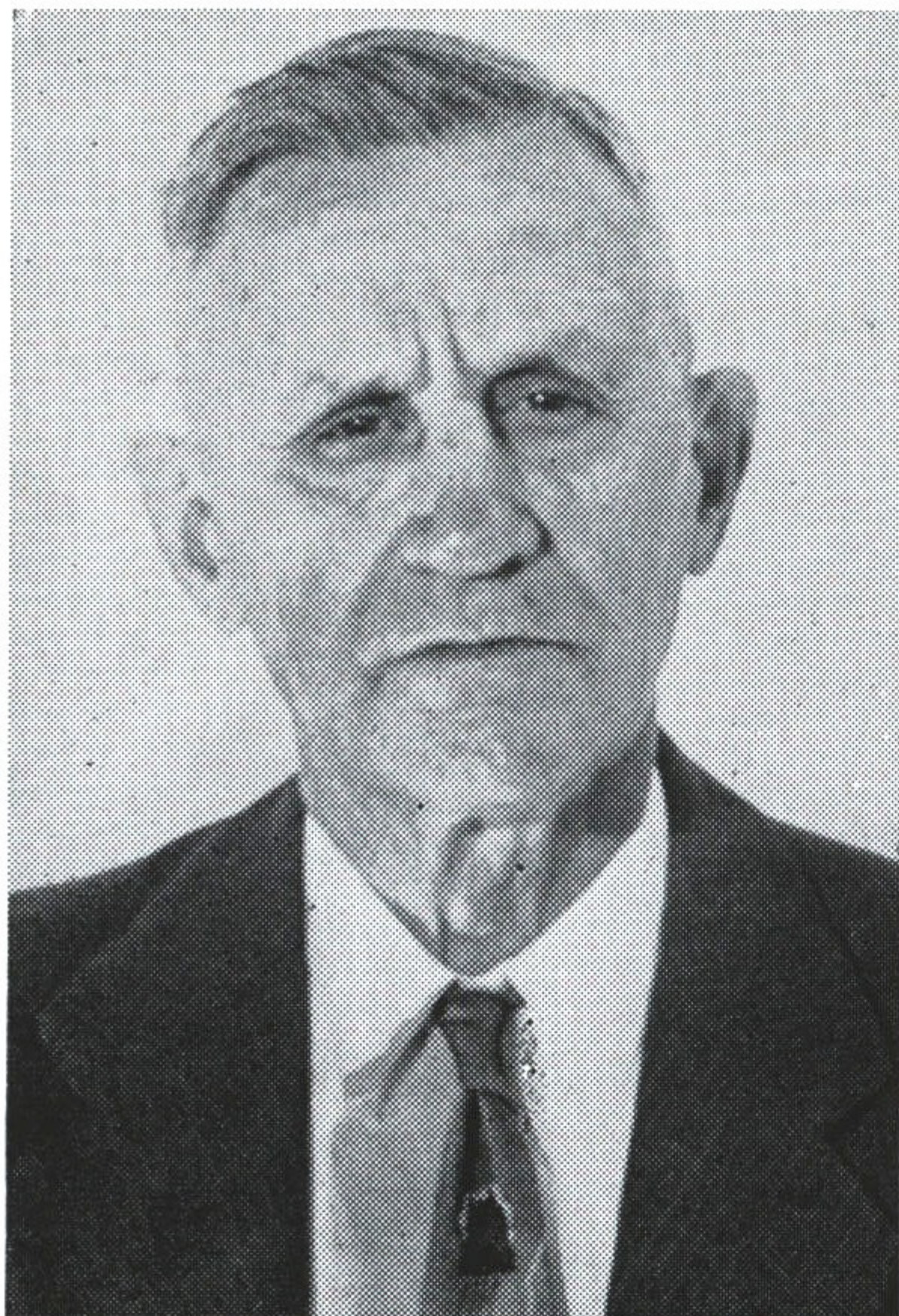
Col. Marvin Grubaugh, another past President of the Nebraska Auctioneers Association, served as Master of Ceremonies. Welcome to Murdock was given by Donald "Dutch" Rikli, King of the Kass County Karnival.

Walter H. Smith, Plattsmouth, was the principal speaker. He related high spots in the life of Col. Young from his birth in a log cabin near Plattsmouth, throughout his career to the present date. Col. Young sold his first auction near Beach, N. D., in November, 1911. He has conducted sales from Colorado to New York. Not so many years ago he sold the Omaha Feeder Calf Sale that still stands as the record for these sales. From 9:00 a.m. to 4:00 p.m. in continuous selling, more than a million dollars worth of feeder cattle passed under his hammer. Many other high spots were described by Mr. Smith and from these remarks one could see why Col. Young had gained so many friends over a 50 year span in the auction profession as it would seem reasonable that the huge crowd in Murdock represented only a small portion.

Certainly the auction method of selling could never have received a greater stamp of approval than was witnessed at this celebration. Confidence in the auction method, created by confidence in the auctioneer and expressed by a great group of buyers and sellers alike, along with fellow members of the auction profession, could never have been demonstrated in a more vivid manner.

Col. Ray Flanagan, President of the Nebraska Auctioneers Association, presented Col. Young with a plaque from that group in recognition of Col. Young's contribution to the profession and the State Association.





The Seven Sizzling Sons of the Sod furnished band music while the guests were being served their food. Two young auctioneers, Dick Morris, Ashland, and Miss Judy Schueler, Omaha, auctioned off the door prizes with the proceeds going to the Ladies Aid. Col. John Ryan, Greeley, Nebr., entertained with his Irish wit and humor that is so familiar throughout Nebraska. Mr. and Mrs. Calvin Carsten, Avoca, Nebr., a vocal duet, gave a number that had been especially designed for the occasion.

Featured entertainer was LeRoy Van Dyke, TV, radio and recording artist as well as one time auctioneer, who is getting to be quite well known in auctioneer circles through his performances at various auctioneers conventions.

As to Col. Young's future plans—he and a fellow auctioneer conducted a large sale of antiques in which some 2500 separate items were sold the very next day commencing at 8:30 A.M.!

## Silver Wine Cistern Sold at Christie's

LONDON, England — On November 29, Christie's was to auction one of the most fabulous pieces of English silver ever to come up for sale. This is a magnificent wine cistern weighing nearly 50 lbs. which

belong to the Fourth Duke of Sutherland. It was made by Paul de Lamerie, the doyen of English silversmiths.

Paul de Lamerie is believed to have made only one other wine cistern, but this is in the Hermitage Museum in Leningrad. The Sutherland wine cistern is superbly decorated with grotesque masks, lions' heads and shells and bears the arms of the First and Second Earls Gower, from whom the Dukes of Sutherland are descended. The standard definitive work of Paul de Lamerie, by the late Mr. P.A.S. Phillips describes it as a "masterpiece."

No single piece of silver of such importance has been sold on the London market within the last ten years.

## Rare Delft to Sell At Parke-Bernet

NEW YORK CITY — The forthcoming group of seventeenth and eighteenth century Delft faience, from the estate of the late John Lek, is the first major collection of Delft to be offered at public sale at Parke-Bernet Galleries. It is particularly rich in polychrome wares, including a set of mammoth reeded vases with 'Cache-mere' decoration, three large figural wine kegs, statuettes of Atlas and the Angel Gabriel, the rare bust of a divine, the Turk's Head bough vase, and various rustic couples; the animal statuettes in polychrome include comparisoned horses, cows and goats.

Equally outstanding is the large blue and white group, featuring the rare complete set of twelve 'Whale Fishery' plates by Justus Brouwer; numerous five-piece vase garnitures; a dozen or more historical and allegorical wall plaques, many with touches of color; a rare bough vase in the form of a woman dressed in Chinese robes; a pair of early double-gourd vases by Aelbrecht de Keiser; and a selection of interesting plates. Many of the pieces bear the marks of Aelbrecht de Keiser, Adriaen Pynacker, Lambertus van Eenhoorn, Augustus Reygens and other important makers.

We hear that, in the next rocket to the moon, they are contemplating sending a woman—on the theory that a woman driver can hit anything.



# Indiana Auctioneers Vote In Favor of Licensing

There have been larger crowds and different type programs at the Annual Conventions of the Indiana Auctioneers Association but never has there been hotter discussions than at this year's gathering. The meeting was held November 12 and 13 at the Washington Hotel in Indianapolis.

License laws and an amendment to the Constitution and By-Laws increasing the annual dues were the two controversial subjects. Meeting opened with an explanation of the NAA approved License Law program by NAA's 1st Vice President, J. Meredith Darbyshire of Wilmington, Ohio. Owen Hall, Celina, Ohio, a past President of the Ohio Auctioneers Association and a past Director of the NAA, supplemented Darbyshire's remarks and told of the Ohio auctioneer's license law.

A discussion period followed, in fact the balance of the evening was spent in the airing of opinions, pro and con, with every member being given the opportunity to express himself. A very good attendance of auctioneers from all sections of the state were present but a show of hands indicated that the majority were licensed real estate brokers or salesmen.

The formal program opened on Monday morning, Nov. 13, with a call to order by the President, Ernie Niemeyer of Lowell. L. M. Hieber, Pastor of Grace Lutheran Church, Indianapolis, pronounced the Invocation. Lieutenant Governor Richard Ristine, gave the "Welcome to the Capitol."

Two featured speakers of the forenoon were Major Robert Shields of the Marion County Sheriff's office and Ed Rosebrock, retired executive officer of Indianapolis Morris Plan. These two men gave very instructive addresses and furnished the group with major projects that could open up new business for auctioneers. Major Shields described the operation of the Sheriff's office and the manner in which Sheriff's Auctions were conducted.

Rosebrock explained the manner in which finance company repossessions were disposed of, particularly in the automobile field. Questions were directed at both

speakers before the adjournment for Luncheon.

Bernard Hart, Secretary of the NAA, was the only afternoon speaker, his subject being, "The Advantages of a State and National Association."

In the business meeting that followed it was voted to amend Article 4, Section I of the By-Laws whereby the annual membership dues would be \$10.00 per calendar year. This will become effective with the 1963 calendar year. Present dues are \$5.00 per year. The Board of Directors had recommended an annual fee of \$20.00.

Renewing the discussion of the preceding evening on the License Law subject, the recommendation of the Board of Directors that the Indiana Auctioneers Association work toward a licensing program was hotly contested. However, by a vote of 19 to 17, the Board's recommendation gained approval.

Russell Kruse, Auburn, Ind., was elected President for the coming year. Walter Murphy, Lebanon, was elected Vice President and Maynard "Miz" Lehman, Berne, was elected Secretary. Edward M. Schaeffer, Kokomo, is the newly elected Treasurer.

Retiring President Niemeyer, Ralph Rhinehart Jr., Flora, and D. D. Meyer, Monroe City, were elected to three year terms on the Board of Directors. Lawrence "Cobb" Vogel, Reynolds, was elected to serve the unexpired term of Walter Murphy on the Board of Directors.

Carl Erskine, Anderson, Indiana, and former star pitcher for the Brooklyn Dodgers, was the speaker following the Grand Banquet in the evening.

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## 1962 Livestock Committee Named

KANSAS CITY, Mo. — The committee organization to stage the 5th annual Livestock Marketing Congress has been named and a date fixed for a planning meeting, it was announced by the Livestock Industry



## IN UNITY THERE IS STRENGTH

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Markets Association, primary sponsor of the event.

Gaylon Souvignier, Canton, South Dakota, market owner, has been named general chairman. Executive assistant is Rex Messersmith, Yankton, South Dakota, administrative head of the South Dakota Livestock Market Association. The South Dakota Association is state host for the Congress, which will be held in Rapid City, June 21-24. Souvignier is also president of the state organization.

Appointments were made by Raymond Schnell, Dickinson, North Dakota, president-elect of the industry trade association of livestock markets.

A planning meeting of the committee organization will be held in Rapid City, Saturday, November 25, 1961. The Sheraton-Johnson Hotel has been selected as reservations and events headquarters.

The Congress is an annual livestock in-

dustry event with a comprehensive program devoted to trends and events in livestock marketing. It also includes the trade association conventions of the Livestock Industry Markets Association, formerly the National Association of Livestock Auction Markets, and the National Livestock Dealers Association.

Additional committee members named were: Laurence Storjohann, Chamberlain, South Dakota; Robert DeMaranville, Belle Fourche, S. Dakota; Jim Roth, Sturgis, S. Dakota; J. B. 'Bart' LaFayette, Newell, S. Dakota; Herman Poeppel, Gettysburg, S. Dakota; Ray Perrine, Rapid City, S. Dakota; Homer Stark, Yankton, S. Dakota; and Harlan Runstad, Mitchell, S. Dakota.

Wives of committee members will comprise a ladies hospitality group to plan special events for the wives and families coming to Rapid City.

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# THANKSGIVING

By **CHARLES CORKLE**

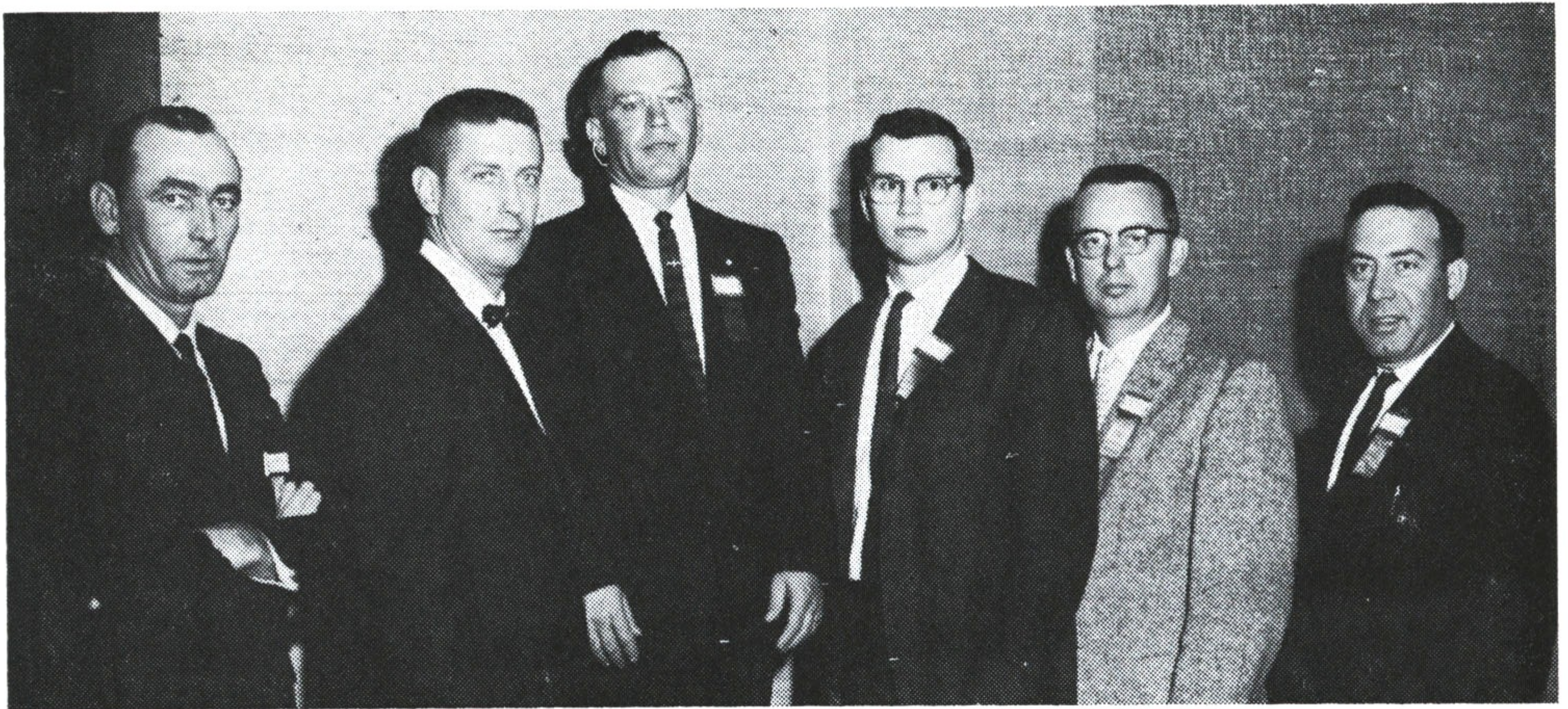
Thanksgiving first proclaimed a National holiday by President Lincoln in 1863 and a definite date, the fourth Thursday in November, set by Congress in 1941 was observed just a few days ago.

The custom of offering gratitude to God for the harvest and other blessings has been a tradition with Americans going back to when Governor Bradford, of the Plymouth Colony in New England ordered a day of special thanks in 1621. It is doubtful if ever in the history of our Country more people had greater reason for being thankful for their blessings than in 1961.

The crops of our great Agricultural areas have almost without exception been most bountiful. The laborer has for the most part been kept busy at good wages. Leaders in industry and business can report one of their better years. The professions too have seen much in the way of accomplishment.

Greater even than all of these are the freedoms which Americans not only enjoy but should be most thankful. There are other blessings which have come to us, the source of which is the same as are our bountiful harvests and that is our understanding of how dependent every business and profession is upon the other. This appreciation for men regardless of their field of endeavor as well as a higher regard for those engaged in the same business or profession has led to more friends and lasting friendships in itself most worthy of thanksgiving.





Pictured above are officers of the Illinois State Auctioneers Association at the October convention in Springfield. From left to right are Vice-President Harold Hilliard, Greenville; William L. Gaule, Chatham, member of the Board of Directors; Charles Knapp, Cissna Park, newly elected President; Terry Dunning, Elgin, Board Member; Theodore W. Lay, Girard, Secretary-Treasurer; and Fred Quick, Aurora, retiring President.

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## Charles Knapp To Lead Illinois Group

The Illinois State Auctioneers Association held its Convention on October 29 and 30 at the Hotel Leland in Springfield, Illinois.

The registration of Auctioneers attending the meeting was begun on Sunday, October 29, followed by a luncheon. In the afternoon a panel discussion was held. The evening's entertainment starred LeRoy Van Dyke and featured Vi Cal's, a professional girl singing team.

The following day S. Phil Hutchinson, one of Illinois' most prominent authorities on Real Estate law and author of a book in his field, addressed the group. His speech was followed by entertainment provided by Miss Cheryl Billiter.

Charles Knapp, Cissna Park, was elected President for the coming year during the business meeting. Harold Hilliard, Greenville, was elected Vice-President and Theodore W. Lay, Girard, was elected Secretary-Treasurer.

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## Ground Broken for New Auto Auction

Ground was broken recently for Sam Goodman's Auto Auction, Inc., located at

6465 Wyoming, Detroit, Michigan.

The firm is operated by Sam Goodman and L. D. "Pat" Thornton, veterans in the business. Col. Thornton, Detroit, is a Life Member of the National Auctioneers Association.

The 50 by 70 foot building which will be constructed on a two-acre plot, will have radiant heat in the floor. The opening date for the auction is Tuesday, January 9, 1962. Helicopter service will be supplied for opening day.

The business will be an auto dealer's auction and will not be open to the general public. Dealers are expected to come from all over the country to buy cars at the auction.

Between 200 and 300 cars of all years and makes will be available. They will be trade-ins obtained from new car dealers.

Auctions will be held every Tuesday and Friday at 12:30 p.m. The Westerner Beef Buffet will serve luncheon to the visiting auto dealers.

Goodman is Vice-President and General Manager of the firm while Col. Thornton is President and Auctioneer. Both Goodman and Thornton have many years experience in the auto auction business.

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Egotism is nature's anesthetic to deaden the pain of being a fool.



# THE LADIES AUXILIARY



We are still a long way from getting the Ladies Page filled so that it is interesting to all the ladies. With approximately 200 members, surely we can get two or three small articles in each month.

In the near future I will send out some questionnaires and would appreciate it very much if you ladies will answer them and return them to me.

We are going to try to set up entertainment at the Convention to satisfy most every one if you will go along with us.

With the Christmas season so close, I hope every one is enjoying the season to the fullest and has had a very prosperous year.

To our many, many friends and business associates, we are sending wishes for a Merry Christmas and a very Happy New Year.

Margaret Berry, President  
West Newton, Pennsylvania

## Luella Kruse Heads Indiana Auxiliary

By Mrs. Max Loucks, Secretary-Treasurer  
Indiana Auctioneers Association Auxiliary

We have just returned from the Indiana Auctioneers Convention held at Indianapolis November 12 and 13. It was a pleasure to visit the old members and make new friends.

We of the Auxiliary presented the Indiana Auctioneers Association with a gavel.

Betty Crume, a past president, presented a European travelogue and slides of the trip she and Roy took in June and July of this year.

New officers are Luella Kruse, President; Pauline Lehman, Vice-President; Frances Loucks, Secretary-Treasurer; and Directors Helen Murphy, Nadine Strakis, Virginia Buckley and retiring President, Norma Niemeyer.

We close this report with great satisfaction and already are planning our next convention.



## So You Want to Buy Antiques

Practically everybody collects something . . . and a growing number of Americans are seeking the antique accessories that give individuality to their homes.

The showcase of an antique collector is often akin to the back pocket of a small boy. The boy reaches out for any shiny item dangled before him, and the inexperienced collector is liable to make the same mistake.

One harassed amateur tells of buying two bronze herons—supposedly 17th century Britannia. They cost \$200 apiece. While unwrapping her treasures at home, she noticed a “Made in Japan” tag on one.

Then there’s the tale of the lucky bargain hunter who picked up a couple of Turkish chairs in a junk shop for \$10 apiece. She presented them to a friend, who was later offered no less than \$1,000 for the set!

It all proves that the novice must be armed with more than a check book when he or she goes antiquing.

This brings us to the subject of the American antique dealer. Benjamin Raubvogel, curator of the White Horse Cellar Museum of Tavern Memorabilia in New

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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York City, warns "While most dealers are honest, some don't know their own stock—and all are in business to make money."

Delicate antique glassware is in great demand among collectors, and the White Horse Museum has acquired a significant collection of 18th Century English ware.

Old English and Irish glassware is exceedingly interesting to collect. Roughly classified, it consists of bottles, mugs, tumblers, wine glasses, beer glasses, cordial glasses, sweetmeat holders, jugs, teapots, bowls, and epergnes; either blown or cut, or both. Ware made subsequent to the accession of Queen Victoria does not interest collectors; ware as early as Queen Anne's reign is exceedingly scarce. The range of collecting lies between the two.

Cut glass is the easiest to counterfeit. It is also more easily conformed with moulded glass. Blown glass is counterfeited but with little success.

The collector's eye, often with a little education, begins to discriminate between old and fairly modern glass by mere sight, and by color more than by shape.

Oxides and other impurities tinged the old glass metal, sometimes with a blackish hue, sometimes (as in Waterford and other Irish glass) with a blue, sometimes with a milkiness, and sometimes with a pale cobalt tint. You detect the coloration best by contrast with a white table cloth. Modern glass is whitish—not a paper or cotton white, but a white which is the result of perfect translucency and the absence of impurities in the metal. Place in 18th century wine glass and one made recently against a white cloth, and your eye will perceive the difference of color. Once that is recognized, you will be in little future doubt as to whether a glass is old or not.

A good test for cut glass is the feel test. In fine old cut glass the surface is satin like. The cutting is shallow; the cuts are palpable (as they are not when the glass is a moulded one) and the whole surface has a smooth, slippery, silky feel. It is a cold feel, too, compared to that of modern glass. The edges of the ornamentation in modern moulded glass feel dull and rounded, compared to the old edges that were cut. A good deal of old Bristol blown glass was moulded in part of the surface: it would then have a rounded ivory feel.

Another thing to look for in old glassware is the pontil end. At the base of a

piece of old glassware, which was hand blown, you will find either a lump or a depression in the center of the base. This is where the glass stem was broken away from the pontil.

Among the items Mr. Raubvogel takes most pride in is the museum's pewter ware. Included in this collection are assorted Edinburgh and English plates and chargers, basins, porringers, baluster measures, tavern mug, beakers, a wine funnel, water pitcher, candlesticks, inkwells, etc.

The museum makes a perfect setting for these valuable antiques. It is a re-creation of the celebrated hostelry of bygone days, which gave White Horse Scotch Whisky its honored name.

## *Your Best Competitor*

By Margaret Rorke

The fact has often been discussed  
That competition is a must.  
Without some rival to surpass  
No one would rise above the mass.  
There'd be no drive behind the will  
To demonstrate superior skill.

\* \* \*

And yet this very urge can be  
An irksome kind of rivalry —  
Especially when two children vie  
To ever pass each other by  
In all the daily things they do  
And always point it out to you.

\* \* \*

An answer came into my mind  
That I considered quite a find,  
And so to them I did announce,  
"I've found a rival you can trounce —  
A youthful, wily, little elf  
That always answers to 'Yourself'."

\* \* \*

To beat Yourself demands an aim  
To ever better your own game —  
To make the deeds you do today  
Superior in every way  
To all that you have ever done —  
And then Yourself and You have won.

"The way to achieve happiness is to have a high standard for yourself and a medium one for everyone else."

—Marcelene Cox



# 1890 to 1900 -- the Hardships of the Second Ten Years

By POP HESS



The writer has just re-read the November issue of "The Auctioneer" and found that it has not lowered its prestige. In fact, outside of my column it was quite newsy. From letters received from out over the land those who are readers do read every page. One of our Auctioneers out in the State of Idaho tells me he even reads my writings and wants more.

First, I want to comment on conditions here in Ohio with Auction Sales and our Ohio Auctioneers. As you may know, in my sideline here at Radio WRFD I am in very close touch with Ohio Auctioneers and their sales held in all sections of the State of Ohio as well as some sales held out of Ohio. The prices have been very good. Sales have been numerous and many of our Purebred sales have hung up high averages. General Farm Sales are drawing large attendances and many feeder cattle and feeder pig sales are being held. Our farm folks, while they say the world seems to be in some confusion and they, too, at times are confused, as always believe the way to win is to keep improving and produce.

I have just read where the Government has paid over thirty million dollars for corn which is not yet planted (which I can not figure). The emphasis is to keep corn scarce although in the same column I read where we have millions starving for want of food. I think I have an answer to all that confusion but will have to give it some time when I have more paper space than granted me for this column.

One of the amusing items I have read by men who travel out to know conditions of the world and folks said, "Many are in need but all they want is MONEY." Again I say it is Mr. Farmer and Mr. Livestock Producer who feeds the world by production but with the most items used, money

is wanted instead of food. Well, that is off my chest. Now I will get back on my chore of living the second ten years of my life, 1890 to 1900.

Where I left off with my November column, I faced the next ten years as a ten year old. Our pulling power both on the farm and on the highway was horse power. We had draft horses for farm work and then we had what they called general purpose horses, good for both farm and highway. We also had the Road Horse and some of them could be considered quite good when they would take you over the highway five miles in one hour. Quite different from today. One of our Ohio Auctioneers advised me last night that he had been to Texas to take care of an Angus Cattle Sale. He rode a jet back that went 600 miles an hour. He left Texas in the evening and was home in bed before 3 A.M. and got a fair sleep until time for his next sale.

One other item of transportation back in my first days from 1880 to 1900 was the bicycle. First it was the big high wheel kind. The front wheel was higher than a man's head with a little wheel following. They were something. I tried to learn to ride one but it was not for me. They were more tricky than any hot rod auto the kids drive today and our horses on the highways did not like the looks of them. Our old family mare, Nell, who was with us from the time of the marriage of my father and mother, took us to church and to town. She was the horse we would ride to drive cattle and she was the horse I learned to ride and learned to drive as well as the one that pulled the one-horse cultivator we boys learned to handle to cultivate corn. In all instances she seemed to realize we were just children and she put up with a lot but when we got old



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enough to know better she gave us the works. She could whirl around and jump ditches and step miles off as fast when going to town as any of them, but those high bicycles and steam engines she had no use for. If she met one of those high wheels the fellow riding the thing had to get off and get into a fence corner or she would whirl and there was a bad set-up. In town where they had steam engines and railroads you had to keep your distance with Old Nell if you stayed under control.

It was about 1890 when our men who ran the threshing machines were converting their horse drawn steam engines to what they called tractor engines. Our farm horses liked that but they did not care to meet up with them on the highways and often it took more than one man to drive or lead our horse or team by one of them.

However, the high bicycle was remodeled to what they called a safety wheel with both wheels low and much easier to fall off of without so many bruises and I did learn to ride one of them. The old high wheel went out of circulation.

Getting back to early 1900, the old Hess Homestead farm which my father had purchased back in 1888 following the death of his father. In settling the estate, the 100 acres he purchased had the main buildings and the price was \$60.00 per acre. There were six heirs to divide up with. My father was around \$4000.00 in debt. Mother passed away in 1890. Market conditions were not too hot. Cattle were selling at around 6c a pound, hogs at 3½ to 4c, sheep at around \$3.00 to \$4.00 per head, and corn at 30c a bushel and wheat at 50c a bushel. Of course, five dollars would buy a lot of groceries and we lived high on sow belly, corn meal and buck wheat cakes. An extra good suit of clothes could be bought for \$10.00. All men and boys would wear leather boots in winter. If you kept them well greased they were not too bad to put on but most of us did not and you could hear us stomping the boots on each morning for a mile. In the summer time, men wore leather plow shoes that were similar to the boots but with low tops. All boys and girls from the time they learned to walk until they were grown would go barefoot from May 1 to October 1 except on Sundays when we went to church or when we went to the

County Seat. One pair of what we called Sunday shoes would often last longer than we could wear them as we would outgrow the size. If you were second in the family you took over the discarded shoes until the next hand down.

For our Church and visiting suits one suit would do the job. Each had a coat, vest and pants and we bought them after we sold the hogs in the fall. They would be heavy winter suits with plenty of wool in them. Oh how comfortable they were in mid summer as in those days you wore the full suit or you didn't go. However you were fully dressed. You also were fully sweated each time you had them on. For every day we wore good old overalls and a plain shirt and we enjoyed it all at that.

In politics—it was in 1892 that we had our presidential election which was the third for me to live through. Grover Cleveland came out against our Republican President, Harrison. It seemed that after the pole raisings and all, folks decided they liked Grover Cleveland better than Harrison and put him back in power. Well, the story on that deal was that hogs, corn and about all prices went to nothing, money was hard to get, markets were bad. To top it all off, crops were not too good during some of those four years. In fact, almost everybody was hard hit and they were tight years for a farmer in debt to get by. We stuck to good plain living and being on a farm in those days we grew much of our daily food, baked our own bread and while we were poor for money, we were rich in food to eat. There was plenty of beef, pork, corn bread, fried mush, buckwheat cakes and sorghum molasses, as we grew it all. We also had big orchards and good gardens. Dollars were more than scarce and credit was hard to get or keep.

Many Auction Sales were Sheriff's Sales and many went to the wall. As I look back at the old Homestead I don't know how we made it but we did. We were somewhat like a recent instance I observed out on our highway where we have many gas stations with full modern accommodations. I took note of a fine looking young lady in a sport coupe coming down the highway at better than 80 miles an hour with a Highway Patrol boy after her. To get out of their way I drove into a Gas Station at the road side only to note



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that she was heading for the same spot. She jumped out of her car, ran into the Ladies Rest Room. The Patrolman parked right behind her and waited. Of course, I and a few other curious to know the outcome also waited. Finally the young lady came out and as she approached her car and the Patrolman she smiled and said, "Well, boy, I made it—but it was a close call." The Patrolman blushed and so did I. After a few smiles the event was considered closed. So that was the answer we had back in the years of 1892 through 1896. With the Cleveland administration we just made it but it was a very close call.

It was in 1894, four years after my Mother passed away, that my Father remarried and I had what one would call a Step-Mother. Often we have heard of troubles over Step-Mothers and Mother-In-Laws and so forth. I want to take time out and go on record to tell about my Step-Mother. She was a good German woman born in this country. She was a wonderful woman. She

believed in disciplining children growing up and she did a time or two give me a little hard time in the wood shed with the hickory stick. At the time I thought she was a bit cruel only to know later that she should have whipped me more than she did. She made a wife and mother in our home again. She was a good cook and knew how to work in this, my first 20 years of living, I can say that I had a wonderful mother to pass on when ten years had passed, followed by a wonderful Step-Mother who helped me to be a person who could meet life as it was presented when I would be on my own.

In 1896 our Presidential election again come up and it was time for the Republicans to take over. William McKinley was nominated by the Republicans and William Jennings Bryan by the Democrats. McKinley was running on the Gold Standard and Bryan on Free Silver. Boy, was that a hot campaign. My father was hot for McKinley and my Grandfather on my



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Mother's side was hot for Bryan. Us kids heard both sides and plenty of them. However, McKinley won and as he came into power the country started to pick up. By 1898 the hard times seemed to pass out of the picture. Our farming and livestock were doing much better. My Father leased the adjoining farm and we were on the road to recovery only to have a bad set back. My father met with an accident and in a few weeks passed away. He was still a young man, only 45 years old. I approached 1900 and 20 years of age without a Father but I did have a good Step-Mother. It was in this situation that I approached manhood. A year was yet to go before I would be 21 and would be considered on my own. Back through the past twenty years my Father was a great man to attend sales and buy livestock. I would follow him to as many as he would let me and to be an Auctioneer when a man was much in my thinking.

As I saw the New Frontier my Father and my Mother were both gone. My Step-Mother had two children born following their marriage. The farm was in debt with much money and debt involved in trying to save my Father's life. There was the closing of an estate to be taken care of and the provision of minor children and a Step-Mother. My goal to become an Auctioneer was much crowded. In fact I was at the cross-roads of life with many suggestions as to what one should do. It was all in the mind of a Country Boy to decide.

Next month we will live the years from 1900 to 1910 when at last the goal of Auctioneer appeared to be attainable.

As you receive and read this publication it will be December, 1961, the month that we wish Season's Greetings to all, total up profit and loss, and get ready for a new year — 1962.

We wish you a very Merry Christmas.

When liberals talk loosely about this country's lost purpose, I suggest they might remember that one of our republic's purposes is freedom and that we have remained free for nearly two centuries; and that must be listed as one of the great achievements of history.

—Barry Goldwater

## Hart to Speak at Pennsylvania Meet

By KENYON B. BROWN, Secretary

Bernard Hart, of Frankfort, Indiana, Secretary of the NAA, is to be the featured speaker at the annual Pennsylvania convention to be held at the Penn Harris hotel in Harrisburg, Pa., on Saturday, Jan. 6th. His speech is titled, "What Can State and National Groups Do for Each Other."

All Pennsylvania auctioneers are looking forward to Col. Hart's visitation. The last national officer to visit Pennsylvania was NAA President Harris Wilcox in 1958. Pennsylvania has had a concentrated effort to build NAA-PAA joint memberships in the past year with moderate success.

Governor Lawrence signed into law an auction law written and sponsored by the PAA during the 1961 session of the legislature. This represents hard work by the PAA to obtain favorable auction legislation. Ten years were required to get passage of this bill. Lee Pillsbury, Bethlehem, chairman of the legislative committee spearheaded the work and can be given full credit for the final passage of this auction law.

In many ways the law as finally passed is similar to that which is proposed by the NAA license committee.

This is the 16th annual convention for the Pennsylvania group, and since the passing of the license law, should be of vital interest to all Pennsylvania auctioneers both member and non-member.

A feature of the 1961 convention will be repeated again this year. Namely, a panel of discussion will be held on Friday evening prior to convention day on topics of interest to all auctioneers. Last year this seminar discussion seemed to prove a highlight of the annual convention. Many trade secrets to help the individual auctioneer and the business were openly discussed by the members present. It is these worthwhile discussions which make membership in the association worth ten times over the individual time and cost involved.

The regular business meeting will start Saturday morning the 6th at 9:30 A.M. At this session officers for 1962 will be elected as well as the conducting of all the association business. President Woodrow Roth, Emmaus, will preside.



# 83 Membership Dues Payments Received During Last Period

Fourteen new members and 69 renewal and reinstated members were received in the secretary's office during the period beginning October 16 and extending to November 15. With the membership total again climbing above the record set on June 30, we are hoping to see an increase in membership that will not be swallowed even temporarily by the estimated membership loss at the time of the January 1, 1962 expiration dates.

The members who made their dues payments this month are listed below. An asterisk indicates renewal.

\*Benjamin F. Hayes, New York  
\*F. E. "Mike" Bloomer, Iowa  
E. K. Betterley, New York  
\*Wm. J. Wagner, Pennsylvania  
D. A. Bloodworth, Florida  
\*Newton Dilgard, Ohio  
Jame F. Williams, Michigan  
\*Carson C. Fast, Ohio  
\*Ralph Bristol, Vermont  
\*J. O. Sowers, Kansas  
\*John D. Wood, Missouri  
\*Preston L. Black, South Carolina  
\*Donald Poller, Wisconsin  
\*J. F. Sanmann, Indiana  
\*John W. Brown, Kansas  
\*Paul Halsey, Missouri  
\*Philip Neuenschwander, Indiana  
\*William Gilman, Illinois  
\*Henry Allen Wilson, Florida  
\*Vern Squires, Illinois  
\*Charles Tharp, Nebraska  
\*Elaine Richman, Nebraska  
\*Robert R. Mendenhall, North Carolina  
\*Roy A. Sanch, Michigan  
\*Leon K. Forbes, Michigan  
\*Gary K. Purdy, Michigan  
\*Wilbur T. Clair, Indiana  
\*Donald Kent, New York  
John A. Gordon, Florida  
Cornelius Jebron, Iowa  
\*Glenn Anderson, Iowa  
\*R. E. Jones, Iowa  
\*Kenneth R. Atkinson, Oklahoma  
\*F. L. Mathews, North Carolina  
\*M. M. Mobley, Illinois  
\*Nick Beute, Michigan

\*Henry A. Berman, Massachusetts  
\*Arthur Bennett, Quebec  
Edward J. Knoll, Pennsylvania  
\*John Reimold, Pennsylvania  
\*George A. Mann, Missouri  
\*Ward H. Reesman, Nebraska  
\*G. O. Krenz, Illinois  
\*Art Albaugh, Ohio  
\*V. J. DiGiacobbe, Ohio  
\*Frank N. Wine, West Virginia  
\*Gale Copeland, Tennessee  
\*James W. Smith, New Jersey  
Bob L. Jessup, Kansas  
\*Dwight Knollenberg, Illinois  
\*Park E. Bingley, Iowa  
\*Leonard Willinger, New Jersey  
\*Arnold Obendorf, Indiana  
\*B. T. Greenfield, New Jersey  
\*Don Decker, Illinois  
Jack McCrory, North Dakota  
\*Bernard Jellema, New York  
\*Joe Ellis, Georgia  
\*Paul E. Baker, Georgia  
\*W. E. Sprockett, Ohio  
\*Sanford Hughes, Kansas  
\*Harold P. Higgins, Quebec  
Roy N. Trotter, Ohio  
\*L. B. Fuqua, Tennessee  
\*Everett E. Corn, Indiana  
\*Robert E. Musser, Wyoming  
\*William B. Riley, California  
\*William Kent, New York  
\*Walter Holford, Illinois  
\*James H. Cumming, Nebraska  
John M. Oritz, Arizona  
Lovel Ross, Jr., Indiana  
Lawrence Callis, Indiana  
\*Theo A. Romerhausen, Indiana  
\*Elbert L. Allyn, Indiana  
\*W. D. Bruce, Indiana  
\*Ken Hurlburt, Alberta  
\*Elwood Collier, Illinois  
Conley J. Smith, Alabama  
\*Jack Amos, Ohio  
\*Dwight E. Dutton, Ohio  
\*Tom H. Chunn, Tennessee  
\*Donald Mox, Ohio

Setbacks only stiffen a backbone that is made of the right stuff.



## State Organization For Massachusetts

By Edmond R. Valladoa, Secretary

The organizational meeting of the Massachusetts State Auctioneers Association took place on October 17 in Brook Manor in North Attleboro, Mass.

Officers elected were William F. Moon, North Attleboro, President; Henry A. Berman, Worchester, 1st Vice-President; Kenneth J. MacLeod, Norton, 2nd Vice-President; Edmond R. Valladoa, Mattapoissett, Secretary; and H. Orville Davis, Foxboro, Treasurer.

Alcime L. Tremblay, North Attleboro, was elected Honorary President and a Life Member in recognition of the work he did in helping to make this first meeting a success.

The rules of the National Auctioneers Association were read and it was decided to adopt them as they relate to the Massachusetts State Auctioneers Association.

Directors elected at the meeting were Phil Goldstein, West Roxbury; Donald Kirk, North Attleboro; John Hilditch, Southville; Jerry Ledger, Fitchburg; and Jerry Grondin, Westport.

The next meeting will be held on Monday, November 6, at the Sea and Surf Restaurant on Route 9, Framingham, Mass. Dinner will be at 7:30 and the business meeting will be held at 8:30. All licensed auctioneers are invited to attend.

Future meetings will be held the first Monday of each month unless civil or religious holidays fall on the same date.

## Record at Auction Set By Rembrandt

NEW YORK—The Metropolitan Museum of New York paid an apparent record price of \$2.3 million for one of Rembrandt's greatest masterpieces, "Aristotle Contemplating the Bust of Homer."

The painting, slightly more than 4 by 4 feet in size, was done by the artist in 1653 for a Sicilian nobleman, who paid Rembrandt the equivalent of \$7,800 for the work. This was only the ninth time since then that it had changed hands.

The Metropolitan's purchase was made at an historic auction at the Parke-Bernet

Galleries, dispersing the magnificent Erickson collection of old masters. Bidding on the "Aristotle" started at \$1 million and consumed slightly less than four minutes.

The previous record for auctions was the \$770,000 paid in 1959 in London for Rubens' "Adoration of the Magi."

Six other old masters had gone on the block at Parke-Bernet for a total of \$198,000 before the big Rembrandt was put on display.

Auctioneer Louis Marion had told the audience at the start of the sale, referring to the Rembrandt, "I've never said a million dollars in 30 years up here—tonight I hope to say it."

At 8:16 p.m. Marion announced that a private individual was starting the bidding with \$1 million.

Quickly jumping \$100,000 at a time, the bid went up to the \$2.3 million figure in less than four minutes.

The Rembrandt, prize of the Erickson collection of old masters, had been expected by gallery officials to bring more than \$1 million.

The event was one of the most important old master sales of the century, as it is not often so many major works in this category come into the open market at one time.

Alfred W. Erickson, an advertising man, began forming his collection in the 1920's and bought the "Aristotle" from Duveen Brothers in 1928 for \$750,000. After the financial crisis of 1929 he sold it back to the same dealers for \$500,000 but in 1936, the final year of his life, repurchased it for \$590,000.

If thou wouldst conquer thy weakness, thou must never gratify it. No man is compelled to evil: his consent only makes it his. It is no sin to be tempted, but to be overcome.

—William Penn

Those African natives who beat drums to scare off evil spirits are objects of scorn to smart American motorists who blow horns to break up traffic jams.

The smart man who loafs will not accomplish as much as the dull-witted cluck who plugs steadily at his work. This accounts for the relative success of certain people.



# Million Dollar Auctions for Those Who Think in Terms of Mink

Any man who has gone with his wife to shop for a mink coat and watched the march from salon to salon, her innumerable tryings-on, her agonies of indecision, and her emotional swing from jubilation to apprehension following the purchase will be happy to know that men are better mink buyers than women.

The men who attend mink auctions to bid on the raw material for coats, jackets, stoles, capes, and scarves know what they want to buy, decide rapidly how much they can spend, and often close a deal in a matter of seconds.

These men confront a bundle of 60 mink pelts and, with swift movements of hands and eyes, evaluate it in less than a minute. In the auction room they bid with quick, subtle gestures — a wink, a nod, a flick of the finger. A bundle worth, say, \$2,000 is sometimes sold in 30 seconds or less. Sales of more than \$1,000,000 worth of mink in a single day are commonplace at these auctions.

Fortunately for the mink buyers, they don't have to run all over town to look at pelts. There are only two fur-auction houses in New York—Hudson's Bay Company Fur Sales and New York Auction Company. They stand at opposite ends of the fur district — a bustling concrete jungle that straddles Seventh Avenue from 23th Street to 30th Street. In this jungle the mink, not the lion, is king, because \$7 out of every \$10 spent on fur in this country goes for mink.

The two auction houses have almost identical operations and buyers. Each holds about 18 mink sales a year, from December through April, and schedules them so that there are never two going on at the same time. They send out notices of upcoming sales, and buyers come in to look over the pelts offered. Both houses put bundles of mink out on racks in huge, sprawling loft rooms for examination. The minks hang in billowing sheaves, 20 to 80 pelts to a bundle and 10 bundles to a rack. Under the wintry glare of fluorescent

lights they resemble a forest of strange, lush trees.

Buyers in white warehouse coats carry catalogs that list bundles by number and include the color, sex, and number of pelts in each bundle. (Male pelts are larger and usually sell for twice the price of female pelts.) A buyer calls out the number of a lot he's interested in and begins to size it up the minute the sample man lifts it off the rack. The bundles are loosely packed, the pelts strung together through the snouts. With the minks lying before him on a grading table, the buyer shakes a few pelts to fluff up the fur. He runs his forefinger along the backs of others to examine the underfur, judging the pelts by the way they look and feel. All skins in a bundle are matched for color, quality, size, and sex. Within seconds he writes his evaluation in his catalog and calls for the next lot.

At the auction the buyers bid on these numbers. There isn't a mink in sight—only a vague, musky, zoolike odor that defies the air-conditioning and indicates that it's mink these men compete for.

At a typical sale of mutation mink at Hudson's Bay, 120 or more buyers sit at rows of tables in a long narrow room. There's a steady drone of conversation, and a cigar-smoke haze softens the brilliance of overhead lights. At the end of the room, high on the wall, a panel of lime-green electric bulbs flashes a five-figure number. The word CERULEAN appears below on a smaller illuminated sign.

A shirt-sleeved auctioneer, standing behind a chest-high rostrum, shouts out the number that glows above him and breaks into a tuneless chant: "Twenty-two-twenty-two-dollars-bid-twenty-two." One of half dozen men standing behind the rostrum near the auctioneer sees a man in the audience move his pencil, and he shouts, "Up!" The auctioneer changes his lyric: "Twenty-two-and-a-half-twenty-two-and-a-half-dollars-bid-twenty-two-and-a-half."

A man in the rear tugs at his lapel. A spotter sees him and barks, "Up!" The



auctioneer calls, "Twenty-three-twenty-dollars-bid-twenty-three." In rapid succession a man in a dark suit taps his catalog, a man on the left adjusts the bridge of his glasses, a buyer from Milan raises his hand above his head, and a broker in the front row winks. At each gesture one of the spotters shouts "Up!" and the price jumps 50c.

More signals, both hidden and overt, push the price to \$35 in a chorus of "ups" that sounds like a seal pack at mating time. The man fingering his glasses makes the final bid. The auctioneer gives a shoulder-high flourish with his gavel—an oblong of ivory that resembles a discolored cake of soap—and slams it on the rostrum to close the sale. The bundle of 63 male Cerulean (blue mutation) minks sells for \$35.50 each—a total of \$2,236.50—after only 30 seconds of bidding. The auction shouts out a number, and the next lot is on sale.

The buyers use secret bidding signals because they don't want their competitors to know which lots they're interested in. This is the main reason for the six spotters on the rostrum. They know not only all the buyers, but also the special gesture each one uses for bidding. Some buyers raise eyebrows, some waggle their pencils, others motion with their lips. Some bids are so secretive that occasionally even the spotters miss them.

Abraham Ackerman, a partner in Kotuk & Ackerman — one of the city's 10 largest manufacturers of mink garments — is famous in the fur district for his ability to bid with an absolute minimum of physical change. He always sits near the front, where the spotters can see him. (Because of the amount of mink he buys, the spotters always DO see him.) He signals his interest in a bundle by flicking his eyes toward the auctioneer, and from then on he bids by raising eyes slightly. Buyers sitting next to him aren't even aware he's bidding.

"It's hard to keep your bidding to yourself without a special effort," says Ackerman. "But it's a close-knit business, and it isn't a good idea to let people know what you're paying and what you're buying. Also, you avoid fighting with your friends over lots. It's saved me from several embarrassing situations."

At a Hudson's Bay auction a few years

ago two buyers were sitting at the front of the room, one behind the other. The man in front had turned around in his chair and was carrying on a busy discussion with the buyer behind him. Both men seemed oblivious to the sale. But the buyer in the front row was bidding by flicking a pencil he held behind his back, and his friend was signaling with twitches of his outstretched foot. Neither man was aware that the other was bidding.

Not all buyers, however, bid secretly. Stefan Wolynsky, chairman of Maximilian's — one of the city's most fashionable fur salons — doesn't care who knows what he's buying and paying.

Some buyers, especially those from out of town, want to publicize the high prices they pay. Last year a Detroit manufacturer sent a broker to an auction with orders to pay the highest price of any buyer at the sale. He wanted to build an advertisement around the record. Bidding openly, the broker bought a bundle at \$110 a pelt. Having paid the highest price of the sale, he then went happily off to lunch at Traders Restaurant — a 30th Street eating place popular among fur buyers. As he was eating, a friend came in to tell him that a bundle of mink had just gone for \$115. The buyer threw down his napkin, rushed around the corner to the auction, and interrupted the bidding to shout, "\$120!". The minks he got were worth only \$86 but he regained the record.

Buyers compete fiercely for the better lots of mink and particularly for a new color, often sending the price up astronomically. When the first sapphire minks went on sale a few years ago, buyers battled with each other until the price went to \$350—a total of \$21,000 for a bundle of 60 pelts. The highest price ever paid for mink was \$420 a pelt for a bundle of Arcturus (a lavender mutation mink now known as Morning Light) at a New York Auction Company sale. This color now goes for a top price of \$102.

Buyers aren't the only ones subject to the tensions of an auction. Mink ranchers visit auctions to sit in the back and watch their pelts sell. If a rancher who produced 7,000 minks fed them inadequately or took their pelts at the wrong time, he can watch his expected annual income drop \$20,000 or \$30,000 during one sale. Ranchers keep an eye on the lots that



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sell at high prices and often bargain with the producer of these minks to buy breeding stock from him. Mutation-mink ranchers prosper by raising minks of the color that will be in demand the following year. If the color a rancher concentrates on doesn't fall within the fashion of the day, he may have to either sell his pelts at a loss or pay to keep them in cold storage until they return to style.

The sales are tough on the auctioneers. An hour is about as long as a man can sensibly handle bidding at such a pace. Both houses have two or three auctioneers who spell each other at hourly intervals.

The men who buy mink at the auctions are manufacturers, brokers, or dealers. There are more than 1,200 manufacturers of mink garments in the fur district, but most of these companies are small operations that hire only three or four people. The largest firms employ fewer than 100. Because buying mink at the auctions takes a fair amount of time and ready money, most of the manufacturers at the auctions are from the bigger houses.

For the manufacturers who lack time to go to auctions, there are brokers who'll buy mink for them on a commission basis (usually 2% of the purchase price). The broker combs through the catalog for pelts his manufacturer wants. (The Hudson's Bay catalog for a recent sale of 342,000 mutation minks consisted of three large books, each three-quarters of an inch thick.) He then goes to the show floors to examine and evaluate the pelts and, finally, bids for them at the sale. Brokers make up one-third of the buyers at most auctions.

Dealers make up another one-third of the attendance, but they alone spend six out of every 10 dollars taken in at the mink sales. These men take a stand in a commodity market. They buy mink to sell at a profit to manufacturers, brokers, and other dealers. In addition to a thorough knowledge of mink and the mink market, a dealer needs a lot of capital. A few of the bigger dealers work with \$500,000 to more than \$1,000,000, but the typical dealer has \$50,000, borrows four or five times as much, and turns his capital over maybe 10 times in a season.

Dealers have two important functions in the mink market—financing and selling pelts in matched bundles suitable for use

by manufacturers. Because of operating expenses and the seasonal nature of mink garment sales, many manufacturers can't afford to buy on the auction houses' cash terms. So the dealers sell mink pelts to the manufacturers on credit terms (usually at 6% interest beginning 60 days after the sale). Many small manufacturers even if they have the money, don't buy at auctions, because they'd have to buy more bundles than they need in order to get perfectly matched sets of male and female skins they want. Dealers buy many bundles of mink and break them down into coat bundles (about 65 pelts), cape bundles, jacket bundles, and so on.

New York Auction Company and Hudson's Bay auction other furs in the same way as mink (at 5% commission from the owners), but mink is their most important commodity. Mink has done a lot for the two auction houses, and they in turn do a lot for mink. Among other things, they finance mink ranchers and send experts out to the ranches to advise on breeding, pelt handling, and grading.

All this fuss — the work of the breeders, the strain of auctions, the expensive manufacture of garments, and finally the wear and tear on the women customers—is over an animal that has a vicious disposition and an offensive personal odor. But the mink also has one of the world's most desirable pelts. It's a fur that's soft, warm, thick, glossy, rich-colored, durable, expensive, and workable into graceful garments.

Until the 20's, all mink coats were made of wild minked bagged by trappers. Most of them were reddish brown, but they ranged in color from yellowish brown to blackish brown (the shade most in demand). Minks reach the peak of their splendor in late November or early December. If they were trapped later, they went down in value, and even those trapped at the right time were often worth little. The trouble was that the wild mink was too wild. His inborn rowdiness led him to spoil his valuable coat by running through hollow logs, crawling under chicken fences, and getting into fights.

It occurred to trappers to raise minks in captivity. This eliminated the chancy aspects of trapping and, with each animal in a separate pen, made the minks behave themselves. By careful feeding and breed-



## IN UNITY THERE IS STRENGTH

ing, the ranchers produced consistently fine pelts. Now there are 6,000 mink ranches in the United States and Canada in addition to those in Europe. World production is 12,000,000 mink pelts annually. Two-thirds of these go into garments made in the United States.

The biggest shot in the arm for the mink market began in the '30s when a gray mink appeared on each of two widely separated ranches in Wisconsin. Ranchers in the area began to breed these sports. They finally produced a definite strain, and in 1940 seven ranchers contributed enough gray mink pelts to make up a coat. It was the first "silverblu" mink coat.

Auctioned at a wartime charity, it sold for \$18,000.

That was the birth of mutation mink. Since then, some 30 distinct shades have been developed, all extensions of nine basic colors. Mink ranchers manage to bring out a new color extension every three or four years. The colors now range from pure white through shades of gray, brown, beige, lavender, and blue. All of them are perfectly natural, the result of years of experimental breeding; no dyes are involved. Most of the mutation-mink ranchers operate under the Mutation Mink Breeders Association, known as EMBA. The organization establishes quality stand-



*Illinois Association of Auctioneers - Hotel*



## IN UNITY THERE IS STRENGTH

ards for each color and publicizes them under trademark names—EMBA Autumn Haze (brown), EMBA Argenta (the original silverblu), EMBA Jasmine (white), EMBA Lutetia (gun-metal), and EMBA Aeolian (grey taupe).

Mutation-mink ranchers have had to become genetics experts to stay in business. As a result, mutation-mink breeding has become one of the most highly developed areas of genetics. In fact, instead of using the traditional sweet peas to illustrate Mendelian principles of heredity, several college textbooks now use minks.

The ranchers who breed the standard mink (the natural, dark ranch variety)

get almost as deeply involved in breeding problems. The rich, chocolate-black shade of mink that draws such high prices is difficult to maintain in blood lines. The natural-mink breeders' associations, which market their pelts much the same as EMBA, are the Great Lakes Mink Association and the United Mink Producers Association. A fourth group—the Canadian Mink Breeders Association—handles all kinds of mink produced in Canada.

Minks procreate with profitable regularity. They mate in March and give birth in May to litters of usually four or five kittens (sometimes as many as 10), which are fully grown in November.



*Leland - October 1961 - Springfield, Ill.*



Ranchers feed them an expensive, high-protein diet—whale meat, horse meat, fish, cereals, and dairy products—to produce the thick, lustrous coats that send bids soaring in the auction rooms. It takes 100 pounds of feed to produce a single mink pelt.

A mink's coat reaches its prime in November and December. This is pelting time. Ranchers have to pelt their minks at exactly the right time, because a mink is at its best for only three days. According to some experts, a day can mean the difference between a first-class pelt and a mediocre one. After skinning, the ranchers turn the pelts inside out and pull them over long, narrow boards to dry. The next stop is the auction house.

As soon as a pelt arrives at an auction house, it gets an identity. Both houses have elaborate electronic data-processing systems that keep tabs on pelts from the time they arrive until they're sold and the rancher is paid. If the rancher requests it, the auction house will have his pelts tanned. A raw mink pelt, inside out, looks like a long, slim, slightly greasy parchment sack. When it comes back from tanning it's right side out, and the skin is as soft and supple as chamois.

After the minks get their identification tickets, they go to the graders. These men read mink as easily as most of us read newspapers. A grader grasps a pelt with both hands—the right at the throat and the left near the hind legs. He snaps it lightly to fluff up the fur, turns it over to look at the belly, runs the back of his right hand along the dense fur on the back, and then tosses the pelt into one of several boxes. In those few seconds the grader has classified the mink by its color, quality of color, density of fur, length of guard hairs (under fur), sex and size.

Graders working with mink that's been tanned can see the entire fur, but dark mink and much mutation mink is sold untanned and inside out. The graders are so skilled that they can tell what the fur is like from the look of the skin. They grade the mink by feeling the fur at the base of the tail with their thumbs, so a high-quality pelt is referred to in the trade as "easy on the thumb."

Years of handling mink leaves the graders with unusual hands. The natural oil in the pelts gives them a schoolgirl

softness, but the steady, day-after-day manipulation of the pelts gives them the grip of a blacksmith. At Hudson's Bay the 20 graders worked an average of 16 years handling furs before they won the right to wear the monogrammed white warehouse coats that are the badge of the full-fledged grader. But these lengthy apprenticeships pay off. Experienced graders earn \$12,000 a year.

After grading, the minks are divided into bundles of matched pelts, tied together, and hung on racks to await the buyers. After they're auctioned off, they go to manufacturers for intricate and expensive tailoring work and then to the salons in the form of coats, jackets and other garments.

All this is a bit rough on the mink, but how else can a weasel's cousin expect to go to the Metropolitan Opera, to El Morocco, to first nights at the theater, to cocktails in Sutton Place, or to St. Moritz for skiing?

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## Berne Auctioneers Sell at Rotary Club

More than \$1,000.00 was raised recently for the Rotary Student Loan Fund at the weekly luncheon of the Berne, Indiana, Rotary Club.

The exact amount, \$1,074.18, was raised through a white elephant sale. The members of the club brought articles to the meeting and the merchandise was auctioned off and bought by Rotarians.

The sale was conducted by N.A.A. members James Liechty, Phil Neuenschwander and Miz Lehman. These auctioneers, all from Berne, have a combined 38 years of auctioneering experience behind them. E. W. Baumgartner, who has clerked sales for more than 50 years, was the clerk for the Rotary sale.

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"Too many of us are disposed to seek aid and comfort from the government (which is given us by the expenditure of our own tax money) instead of solving our own problems, as was the habit in days of yore."



# Total Membership Moves Ahead to New High of 1625 on November 15

The membership count on November 15 showed a gratifying gain of 30 members over the all time high of 1595 recorded on June 30, 1961. The new total, 1625, represents a gain of 80 new and renewal members as well as a number of reinstated members since October 15. The November 15, 1961 total is ahead of the November 15, 1960 total by 355 members.

Of the members whose expiration dates occurred July 1, 1961 and October 1, 1961, 141 remain unrenewed. Sixty-three renewals from those expiration dates were received during the last period.

Indiana has made the greatest gain in membership since June 30, 1961 with a 19 member increase. Iowa has gained 9 members. Eight members each have been added to the totals of Michigan and Oklahoma and seven members have been gained by both Illinois and Ohio.

Nebraska has suffered the greatest loss in membership since June 30 with a tabulation of 15 fewer members. Pennsylvania has lost 13 members, Tennessee has lost 11 members, Wisconsin has lost 8 members and Kansas has lost 7.

A change in the six states leading in membership occurred since October 15. Illinois remains in top position with 128. Ohio is second with 121. Indiana edged ahead of Nebraska with 107 and pushed Nebraska back to fourth position with 106. Pennsylvania remains in fifth place with 90 members and Wisconsin continues in sixth position with 83.

The tabulation of membership by states follows. Listed again are the June 30, 1961 totals so that comparisons may be made of the progress or decrease of individual states.

STATE	Members June 30	Members Oct. 15	Members Nov. 15
Alaska	0	1	1
Alabama	6	5	6
Arizona	2	4	5
Arkansas	22	21	21
California	40	40	41

Colorado	36	39	39
Connecticut	6	6	6
Delaware	3	3	3
Dist. of Columbia	1	1	1
Florida	15	15	18
Georgia	17	17	19
Hawaii	1	1	1
Idaho	12	10	8
Illinois	121	120	128
Indiana	88	98	107
Iowa	50	55	59
Kansas	83	72	76
Kentucky	66	66	66
Louisiana	8	8	8
Maine	3	3	3
Maryland	17	17	17
Massachusetts	24	22	23
Michigan	47	50	55
Minnesota	18	17	17
Mississippi	3	2	2
Missouri	49	48	51
Montana	40	42	43
Nebraska	121	103	106
Nevada	2	1	1
New Hampshire	3	4	4
New Jersey	34	36	39
New Mexico	10	10	10
New York	53	50	55
North Carolina	21	21	23
North Dakota	12	12	13
Ohio	114	114	121
Oklahoma	21	28	29
Oregon	16	15	16
Pennsylvania	103	87	90
Rhode Island	6	5	5
South Carolina	5	5	6
South Dakota	8	9	9
Tennessee	63	49	52
Texas	48	49	49
Utah	2	2	2
Vermont	6	6	7
Virginia	27	27	27
Washington	10	14	15
West Virginia	12	10	11
Wisconsin	91	82	83
Wyoming	13	10	11
Canada	14	12	15
Germany	1	1	1
Australia	1	1	1
TOTALS	1595	1545	1625



## Iowa Auctioneers Hold Fall Meeting

Members of the Iowa Auctioneers Association held a very successful meeting, October 28-29 at the Tangney Hotel in Spencer. Auctioneers and their wives from throughout the state gathered for the program and fellowship.

Feature of the Saturday evening program was a Fun Auction held in the hotel lobby. Merchants of Spencer had donated various items to be sold with the returns to be given to the Retarded Children's Association of Clay County. Public interest was exceptionally good, the room was packed and the result was a fund of some \$210.00 for the retarded children. Following the auction, dining and dancing at the local Moose Club occupied the balance of the evening.

A meeting of the Board of Directors was held Sunday morning followed by a Noon Luncheon for all that were present. Welcome to the City was given by Mr. James Bullock a retired auctioneer of Spencer. Three sons of Association President and Mrs. Jay Arnold provided several musical numbers. The young boys displayed unusual talents.

J. V. Rowe, Public Relations Representative of D-X Sunray Oil Co., gave the principal address of the day. Further entertainment was provided by "The Harmony Four," a Barbershop Quartet.

Col. Leon Joy, Ames Iowa, was honored by the Iowa Auctioneers Association with the presentation of a plaque in recognition of his service and loyalty to the profession and the organization. Col. Joy was one of those responsible for the initial founding of the Association, has served in various offices including that of President, and has never missed a meeting of the organization. Presentation was made by Bernard Hart, Secretary of the National Auctioneers Association.

Meeting was closed following the election of officers for the coming year. Col. F. E. "Mike" Bloomer, Glenwood, was named President; Col. Irving Leonard, Elkader, Vice-President; and Col. Lennis Bloomquist, Pocahontas, was re-elected Secretary-Treasurer. Named to three year terms on the Board of Directors were the retiring President, Col. Jay Arnold,

Mallard; Col. William McDonald, Hopkinton; and Col. Loren Albrecht, Wall Lake. Holdover Directors include Cols. Glenn Anderson, Gowrie; Myron Tallman, Fort Dodge; Arnold Hexom, Waverly; Warren Collins, Jesup; R. L. Meunch, Ionia; and Lynn Byerly, Glidden.

## A Special Message For Auctioneers

By COL. B. G. COATS

The National Auctioneers Association has a top-notch magazine. It is called "THE AUCTIONEER" — published monthly by a competent editorial staff.

It is modern, attractive, generously illustrated and each issue of "THE AUCTIONEER" contains features every Auctioneer will enjoy — local and national auctioneering events, history, tradition, symbolism, even fiction — all by members of the N.A.A.

Approximately 1500 Auctioneers regularly enjoy "THE AUCTIONEER." The price is low, the value high. Why not show it to other Auctioneers? It will make them want to join the N.A.A. If they can't afford membership fee at this time give them a year's subscription to "THE AUCTIONEER." The more readers the magazine has the more interesting it will be as there will be many more contributions in the form of material that will be of interest to all. It is an excellent medium for getting new members. Just try it and you will be amazed to learn of Auctioneers becoming members that you never thought would join up.

Just picture if you will the Auctioneers today without their state and national auctioneers associations. I don't believe there is one that would want to turn the clock back twenty years.

If we are to continue and improve upon the many advances made during that time, all of which have enriched ourselves and our profession we must never relax in our efforts to obtain new members. Every encouragement should be given every Auctioneer who has the desire and ambition to improve himself and his profession. The best way all of us can help is by encouraging his membership in the N.A.A. "THE AUCTIONEER" can only improve as the membership increases.



## A Short Homily With a Question

Some of our best friends are consignors—people who, out of the kindness of their hearts, and occasionally for purely financial reasons, send us goods to sell. These few observations are addressed to them, *privatim et seriatim*; that is to say, they will not appear on the precinct blotter.

We have always taken the position, to the detriment of our annual balance sheet, that nothing in the way of presentation is too good for the consignor: catalogues, exhibitions, sales room must be A1 at Lloyd's (as we used to say) and the one hundred and twelve members of the staff here have been exercised as rigorously as any company of marines, to that end. The only faintly dissonant note in this symphony of effort is that, as we have discreetly hinted above, these things cost money.

Now we have been told, from time to

time by our friends, and the friends of our friends and our competitors (and sometimes even by the press) that our commissions are too high. Looked at from any standpoint, this simply isn't true; if only for the very obvious reason that these rates are not fixed at any figure at all, but are graded downwards as the quality of the chattels goes up. Surely nobody still believes that the consignor of a fifty-thousand dollar Renoir pays us twenty per cent; otherwise we would be wearing a sable-lined overcoat in the winter and hobnobbing with the gay and careless people described in the gossip columns, instead of breathing the metphitic air of the Madison Avenue buses on our way to work.

Having digested the fact that we do not wish to offer you less than the best; and having, we hope, deduced from this that something extra may flow into your (the consignor's) pocket because we take pains in these matters; you are now asked whether we should lower our standards for the sake of one or two percentage commission

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## 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.



points, or stick to our old-fashioned ideas of quality. Correspondence may be directed to the Real Life Problems Editor of the **Bulletin**, at this address.

(Reprinted from the Parke-Bernet Bulletin)

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## Antique Displays Led to Auction Barn

OHIO—Each Wednesday evening sees a blaze of lights, a crowd of anxious antique-hunters, the cry of the auctioneer, and a lot of antique items find a new home before the evening is over. This is the scene every Wednesday night at Stu Wilson's Country Auction Barn at Theron's Old Country Store just southwest of Columbiana on Ohio Route 164.

The Country Auction Barn is a brand new building utilizing the pole-type construction to produce a spacious sale pavilion, one that is painted in the traditional barn-red on the outside, fresh white inside, and boasts a red concrete floor. There is a large stage for effective display of the antiques to be auctioned.

The Wednesday evening sales are consigned which feature antiques of all sorts . . . ranging from furniture to china, glass, lamps, copper and brass items, primitives, and many unusual relics of bygone days . . . postcards, player pianos, sheet music, etc.

Because of the tremendous interest displayed in the many displays of the "Good Old Days" that Theron has gathered together in his Old Country Store, and the requests to purchase antiques which were not for sale in the store, the associated Country Auction was a logical outgrowth. Auctioneer Stu Wilson, also long associated with WKBN radio and television, had been much interested in antiques and the phenomenon of the Old Country Store that drew visitors from a wide area of Ohio, Pennsylvania, and West Virginia, suggested the building of an auction pavilion that would feature regular antique auctions.

The first sale in the new building took place the evening of May 17th . . . without Stu. That very afternoon he had been hanging a loudspeaker in the auction barn when a ladder slipped from under him and dumped him into the hospital with a broken leg. Stu was right back the following Wednesday evening, fresh out of the hospital and too weak to do more than a few minutes of the auction, but veteran auctioneer Emmett Baer lent a helping hand. Stu is now back to full strength and the sales are going well. Growing crowds of antique enthusiasts provide real promise of a successful.

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"Kin Get \$50,000 Estate." — Headline.  
Nice work if you kin get it.

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## 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!**



# Ten Years Ago in "The Auctioneer" Were Articles of Lasting Value

In December, 1951, Editor John W. Rhodes had a television set installed and reflected that he would have a radio to auction off soon. "It seems to me," Col. Rhodes said, "That we are getting a long way from the days some people call the Good old days, but its lots of fun and there is still lots of good in the world."

In "Coats' Notes", Col. B. G. Coats said, "Thousands of Auctioneers throughout the United States are waiting to be asked to join the National Auctioneers Association. Why not speak to one of them. May we all see clearly the importance of strong support of a worthwhile constructive Association that is operating for the interests of all Auctioneers."

In "The President's Message" Col. Paul F. Bockelman, Sr. said regarding the licensing of auctioneers, "The information that I gather from many auctioneers at this writing . . . their cross section opinion indicates that we are on the right track and should be able to work a universal auctioneering licensing law, whereby every auctioneer would be required to pay a state license fee not to exceed \$10.00 per year, but before he could get a license he would have to be a member of his respective state association and also a member of the National Association. In order to obtain this license he would first secure an application blank from the secretary of the state association, which would contain the following requirements:

"First: not be younger than eighteen years.

"Second: would have to procure at least five men in his community who are property owners, livestock and business men who are acquainted with the mechanics and requirements required from a good auctioneer, and he should prove without a doubt that he will operate his business under our code of ethics.

"There should be an examining board consisting of officers and directors of the state association who would upon finding that the applicant could qualify, then the applicant would receive upon payment of

the stipulated fee as before mentioned to the secretary of said state whereupon the secretary would issue the license which would allow said auctioneer to conduct an auction sale in any county, village, town or city in the state. As it has already been found unconstitutional for any town or city to require a city license of any auctioneer, providing however the auctioneer isn't a transient merchant or an unscrupulous operator.

"By handling it this way we could keep it out of politics and I believe we could get a law passed which would compel every sale by sheriff, receiver, attorney, or any court officer of any kind to employ a licensed state auctioneer to do such selling.

"In most states there are four or five hundred auctioneers and in many states even more, this four or five thousand dollars or more annually surely would be a revenue not easily turned down by the various state legislative bodies. It would also get every man in the profession to be a member of his respective state and National Association."

Pop Hess wrote in his column, "Was much interested in reading the reports on the National Convention at Decatur, also note there was some talk of a federal and state license law for Auctioneers, for some time back have had it on my book of reminders to write a column on what I personally think would make a good law for both state and national for all states, however I have been sitting back to see what some of you wise boys might come out with, as to your views, so I could pick it apart and shoot my wad. So far have not seen too much to warm up on. However if you would like to read one that would be something to shoot at, let me know and I will take time out and go a few heats. My years of Auction Sale life have seen me as a member of three Ohio state auctioneers associations. Two of them I saw die a natural death, the third one that is now going in Ohio seems to have a strong constitution, and lists



## IN UNITY THERE IS STRENGTH

the largest number of Auctioneer members of any of the other two if my records are correct.

"One time back in around 1912 I held a membership in, if I recall the name correctly "The International Auctioneers Association" and it died. So from this you can figure out in my time I have attended three Auctioneer Association funerals.

"For myself I have always enjoyed the connection I have had in or under the banner of Auctioneer . . . it paid off, and I have a long list of lasting friends both in auctioneers and the public in general."

Parrish and Jones, Auctioneers, Winchester, Kentucky, contributed an article, "Psychology and the Auctioneer," an excerpt of which is reprinted below:

"Every auctioneer worthy of the name is consciously or unconsciously a student of psychology. In the pursuit of our vocation we contact individuals with many different actions and reactions. From these experiences we have accumulated much incidental knowledge of human behavior. We have learned that if we can prompt an individual or a crowd to think as we would have them think that the sale will be successful. We have also learned that that which is effective with one individual or one crowd may not work with another, and that, what is successful one day, may not be the next. The devotion of some thought as to the explanation of these differing 'quirks' of human nature constitutes with itself a certain type of psychological study. Most auctioneers over a period of years and by virtue of trial and error, gain a keen insight into these matters and are able to understand much of the workings of the mind of their prospects, and adopt their approach accordingly. Certainly the knowledge gained by observation and experience is of great value, yet it may have many shortcomings. For instance, most of us tend toward hasty generalizations. Because a thing happens a few times we may rush to a conclusion regarding all similar instances. We may not adequately establish facts before attempting to explain them, and often we do not pursue these explanations in a systematic, orderly manner. It has been said that the distinguishing mark of a trained thinker is the ability to restrain the tendency to rush to unwarranted conclusions.

"The study of psychology is of ines-

timable worth to any individual, but to the auctioneer, in particular, it will pay handsome dividends. Psychology helps us to understand why people have different habits, different hobbies, different ideals, and incidently, different buying approaches. It helps us discover and understand the forces that form likes and dislikes, our urges and impulses and our feelings and fears.

"In short, the study of psychology helps the auctioneer to understand his own personality and behavior, and the personalities and behavior of other people."

New Jersey Auctioneers who donated their services for charity auctions included Herbert Van Pelt, Whitehouse Station, who sold the third annual auction for the benefit of the Hunterdon County Medical Center. B. G. Coats, Deal, conducted the charity auction sale for the Parent-Teachers Association of Red Bank, New Jersey.

Sixty-one Boosters were listed on the Booster Pages in December, 1951.

Col. Walter Carlson dealt with advertising in his column. "It only takes a short time," he said, "for anybody to learn that newspaper advertising in 1951 costs money. Any idea that saves money is worth remembering. Here's one for the fellow who intends to run an ad with a cut in his home town newspaper and several papers in surrounding towns. It is not necessary to buy a cut for each paper. When the first cut is ordered, ask your printer to get several mats for you at the same time. They are very inexpensive and every print shop can make a casting from a mat that will do the same job for you as the original cut. I learned this after I had paid for several sets of cuts to use in the papers around the territory in which I was spending time and money to develop public acquaintance.

"For the auctioneer with a flair for original ideas, commercial artists can whip up a dish that really puts stilts under the eye-brows. Most every city of any size has one or several commercial artists. Get acquainted with them! Whenever you have an idea for a drawing that you think will look good for an ad, make a sketch of it and let them go to work for you. They may not throw a ringer every time but many outstanding drawings have been produced by going through this process . . . a drawing with a slogan incorporated



## IN UNITY THERE IS STRENGTH

in it, which was made by a commercial artist at Quincy, Illinois, has appeared in ads for auctioneers in many states since I used it the first time.

"When you have an ad with an unusually good eye appeal to attract the attention of the readers, if the size will permit, it's a good idea to have a batch of blotters made while the type is set up. Leave a couple of those blotters with the prospects when you call on them. When made in the right size, one or more of them can always be mailed in the business size envelopes to folks that are not so handy to reach otherwise.

"The idea of leaving some novelty or other medium of advertising with the prospects you visit, which will give them something to keep your name on their mind, is well worth while. People prefer people they know! Pencils, memorandum books, ash trays, combs and countless other items with your name printed on them are all available from concerns that are willing and ready to wait on you.

"Calendars are advertising mediums that work for you 365 days in the year, when you have one that will appeal to the folks that you hope are going to provide a space for it in their home or office.

"Descriptive folders and brochures, with photos, drawings, illustrations, and general information about making arrangements, together with the dressing up of the offering on the auction counter, are used

by many real estate and purebred livestock auctioneers, and possibly others as well. A good spread is bound to be an expensive deal, but it is an idea that pays dividends for the auctioneer who is qualified to deliver the goods when sale day arrives, and advertising has delivered the buyers for the wares he has to sell."

The last excerpt from the December, 1951, issue of "The Auctioneer" follows:

An Auctioneer was thought to be dying. A friend at the bedside asked, "Have you made peace with God and denounced the devil?"

"I've made peace with God," the Colonel answered, "But I'm in no position to antagonize anybody."

### 1962 Membership Dues

If your Membership Card expires, "January 1, 1961," we would appreciate early receipt of your renewal.

Bernard Hart, Secretary

Established 1948



Class Rooms, Dormitory and Dining Room at Rocky Mountain College. A Co-Educational Institution. Specializing in Market Selling in the Heart of the Livestock Industry. Comfortable table arm chairs.

### Western College of Auctioneering

Box 1458, Billings Montana

### Our Graduates Are Our Best Advertisement

**Classes limited to 30 Men.**

**Four Terms a Year.**

**March, June, September, December**

**Terms in January and May  
at Meridian, Miss.**

**Every Student is an Individual.  
Graduates selling in 39 States, and  
all Provinces of Canada.**



## 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. Freeman Smith—Long Island  
Col. Eugene C. Waldrep—Birmingham

### ARKANSAS

Col. James W. Arnold—Magnolia  
Col. Brady L. Wooley—Little Rock

### CALIFORNIA

Col. Bill Arnold—Grover City  
Col. Tom Caldwell—Ontario  
Col. Don Doris—Turlock  
Col. James Gibson—Alameda  
Col. R. W. "Bob" Main—Garberville  
Col. Dale Millum—El Cajon  
Col. Ray Roberson—Grover City  
Col. Morris Schwartz—Hollywood  
Col. E. V. Wing—Gerber

### COLORADO

Col. Natte E. Austin—Greeley  
Col. Ed. Gibson—Denver  
Col. Herman W. Hauschildt—Denver  
Col. C. W. Rosvall—Denver  
Col. Howard Shults—Grand Junction  
Col. Lyle D. Woodward—Denver

### CONNECTICUT

Col. Richard K. Mather—Granby

### DELAWARE

Col. Crawford Carroll—Dover

### DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

### FLORIDA

Col. Joseph F. Sedmera—Lakeland

### GEORGIA

Col. Paul E. Baker—Adairsville  
Col. John A. Hamilton—Baxley  
Col. Elmo Z. Peppers—Rockmart  
Col. Laslie L. Lucas—Rome  
Col. R. A. Waldrep—Gainesville

### HAWAII

Col. Louis L. Stambler—Honolulu

### IDAHO

Col. Ed H. Bryce—Meridian  
Col. Irvin Eilers—Kimberly  
Col. Jim Messersmith—Jerome  
Col. Paul L. Owens—Boise

### ILLINOIS

Col. Edward S. Burns—Monmouth  
Col. Wes Chapman—Seneca

Col. Harry A. Chrisco—E. St. Louis

Col. Gordon Clingan—Penfield  
Col. J. W. "Jim" Cushing—Coal City  
Col. W. P. "Bud" Drake—Decatur  
Col. John H. Dieken—Pecatonica  
Col. Michael M. Gordon—Chicago  
Col. Ray Hudson—Morrisonville  
Col. Charles E. Harris—East St. Louis  
Col. Eugene S. Hopper—Aurora  
Col. A. R. McGowen—Oak Lawn  
Col. Chester March—Rockford  
Col. J. Hughey Martin—Colchester  
Col. W. Virgil Meador—Fairfield  
Col. Melvin R. Penning—Forreston  
Col. Carman Y. Potter—Jacksonville  
Cols. L. Oard & Lloyd Sitter—Anna  
Col. Tom Sapp—Springfield  
Col. R. J. Schuster—Joliet

### INDIANA

Col. Charles Bagby—Indianapolis  
Col. Keith Berkshire—Logansport  
Col. Jim Buckley—Shelbyville  
Col. O. S. Clay—Shelbyville  
Col. R. C. Foland—Noblesville  
Col. Leo Grindley—Ft. Wayne  
Col. Robert L. Harrison—Monticello  
Col. Russell Kruse & Son—Auburn  
Col. Amon H. Miller—Evansville  
Col. Harold D. Parker—LaPorte  
Col. Earl Ray—Tangier  
Col. Herman V. Ream—Peru  
Reppert School of Auctioneering—Decatur

### IOWA

Col. Bart Bielenberg—Schleswig  
Col. Maurice M. Devore—Plano  
Col. Lyle Erickson—Cresco

### KANSAS

Col. Donald L. Day—Council Grove  
Col. Paul J. Doss—Wichita  
Col. J. B. Hickerson—Wichita  
Col. Jack McVicker—Garden City  
Col. Jesse Scott—Garden City  
Col. E. T. Sherlock—St. Francis  
Col. Frederick E. Sherlock—St. Francis

### KENTUCKY

Carter Realty Auction Co.—Scottsville

### MAINE

Col. Gardner R. Morrill—Harrison  
Col. Clifford L. Swan—Portland



## BOOSTERS FOR "THE AUCTIONEER"

### MARYLAND

Col. Robert H. Campbell—Annapolis

### MASSACHUSETTS

Col. Henry A. Berman—Worcester

Col. Abe Goldstein—Boston

Col. Lou Goldstein—Boston

Col. Phil Goldstein—West Roxbury

Col. John A. Hilditch—Southville

Col. Abe Levin—Lunenburg

Col. William F. Moon—North Attleboro

Col. Frank "Honest Chuck" Onischuk  
—Westminster

### MICHIGAN

Col. Richard Brodie—Almont

Col. John M. Glassman—Dowagiac

Col. Charles J. Kinsey—Farmington

Col. Lester M. Koploy—Detroit

### MISSOURI

Col. Ken Barnicle—Ellisville

Col. Joe L. Horn—St. Louis

Col. Cletus Metzger—Hayti

Missouri Auction School—Kansas City

Col. Jerry D. Popplewell—Amity

Col. Russell E. Summers, Wright City

### MONTANA

Col. Wm. J. "Bill" Hagen—Billings

Col. John A. Hatch—Hall

Col. R. J. "Bob" Thomas—Billings

Western College of Auctioneering—Billings

### NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk

Col. Rod Gillespie—North Platte

Col. John W. Heist, Beatrice

Col. Gerald E. Miller—Hartington

Col. Harry Rasmussen—St. Paul

Col. Rex Young—Plattsmouth

### NEVADA

Col. Gill White—Fallon

### NEW HAMPSHIRE

Col. Edward G. Dean—Nashua

Col. Merle D. Straw, Jr.—Seabrook

### NEW JERSEY

Col. B. G. Coats—Long Branch

Col. Ralph S. Day—Leonias

Col. Andrea Licciardello—Swedesboro

Lorraine and Don's Antiques—Hackettstown

Col. Frank W. Mountain, "The Amiable  
Auctioneer"—Frenchtown

Col. John R. Potts—Neshanic Station

Col. Herbert Van Pelt—Readington

### NEW MEXICO

Col. Elmer Bunker—Albuquerque

Col. John Overton—Albuquerque

Col. Eddie Potts—Albuquerque

Col. Chester Shough—Albuquerque

### NEW YORK

Col. Tim W. Auspach—Albany

Col. Paul W. Calkins—Peru

Col. Clarence Foss—East Aurora

Col. Victor Kent—Hinsdale

Col. Donald W. Maloney—Syracuse

Col. William Maloney—Syracuse

Col. Pete Murray—Ballston Lake

Col. George J. Nichols—Canastota

Col. Kenneth Rice, Hamburg

Col. Ben Schwadron—Queens Village

Col. David H. Tracy—Pavilion

Col. Richard C. Tracy—Dansville

Col. Sidney White—New York City

Col. Harris Wilcox—Bergen

### NORTH CAROLINA

Col. Basil Albertson, Sr.—High Point

Col. Loren W. Calhoun—Havelock

Col. Coyte D. Carpenter—Claremont

Col. Billy Dunn—Laurinburg

Col. Ben G. Hoffmeyer—Charlotte

Col. Turner Kees—Hickory

Col. Forrest A. Mendenhall—High Point

Col. Robt. (Red) Mendenhall—High Point

Col. Hugh Simpson—Union Mills

Col. Kenneth W. Teague, Burlington

### NORTH DAKOTA

Col. Bob Penfield—Bowman

### OHIO

Darbyshire & Associates, Inc.—Wilmington

Col. Don E. Fisher—Delaware

Col. O. L. Lansaw—Middletown

Col. Clem Long—Dayton

Col. Mearl Maidment—Bowling Green

Col. Millard F. Merrill—Dayton

Col. George Roman—Canfield

Col. "C" Garth Semple—Milford

Smith-Babb-Seaman Co.—Wilmington

Col. Clyde M. Wilson—Marion

Col. Jim Wilson—Youngstown

Col. Lou Winters—Toledo

### OKLAHOMA

Col. Lewis W. Campbell—Wyandotte

Col. V. K. Crowell—Oklahoma City



## BOOSTERS FOR "THE AUCTIONEER"

### OREGON

Col. Virgil R. Madsen—Halsey  
Col. Virgil Munion—Roseburg  
Col. S. J. Frey—Sweet Home

### PENNSYLVANIA

Col. Tom D. Berry—West Newton  
Col. Q. R. Chaffee & Son—Towanda  
Col. H. L. Frye—Pleasant Unity  
Col. Jacob A. Gilbert—Wrightsville  
Col. J. M. Hoffer—Bellwood  
Col. J. Omar Landis—Manheim  
Col. Oliver M. Wright—Wexford

### RHODE ISLAND

Col. Max Pollock—Providence

### TENNESSEE

Col. J. Robert Hood—Lawrenceburg  
Col. H. C. "Red" Jessee—Morristown  
Col. C. B. McCarter—Sevierville  
Col. Ken Travis—Dresden

### TEXAS

Col. Russell de Cordova—Mexia  
Col. K. L. Espensen—Tyler  
Col. Don Estes—Desdimona  
Col. Tom Jeffreys—Andrews  
National Auction Institute—  
College Station  
Col. W. J. Wendelin—Henderson

Col. Earl S. White—Madisonville

Texas Auction Co. (J. O. Lawlis & Son)  
Houston

### WASHINGTON

Col. Bob Berger—Pasco  
Col. Hank Dunn—Kennewick  
Col. Bill Johnson—Seattle  
Col. Robert F. Losey, Sr.—Renton  
Col. Marion L. Pierce—Yakima  
Col. Orville Sherlock—Walla Walla

### WEST VIRGINIA

Hale's Auction Service—Williamson

### VERMONT

Col. Emma Bailey—Brattleboro

### VIRGINIA

Col. David H. Gladstone—Norfolk  
Col. C. B. Runyon—Falls Church

### WISCONSIN

Col. Joseph W. Donahoe—Darlington  
Col. Fred C. Gerlach—Brookfield  
Col. W. C. Heise—Oconto  
Col. Don Lloyd, Oshkosh

### WYOMING

Col. Richard A. Mader—Gillette  
Col. George R. Mayfield—Dubois

### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Bernie:

I am now settled in Salt Lake City, Utah, which seems to offer much opportunity and potential for the auction business. I have teamed up with F. B. Christiansen, a recent Western College of Auctioneering graduate, who will soon be an N.A.A. member.

I look forward to receiving each issue of "The Auctioneer" as it seems to draw one closer to the family of auctioneers around this great nation.

However, I feel that I must make a confession — after I finish reading "The Auctioneer" I am left wanting. I'm pleased to hear of the success of the members but I am curious as to the things leading up to the sale. What procedure was used to contact the seller, sell the auction meth-

od, advertise the sale, and finally the sale and results?

As there are new men coming into this business and joining the association, I'm sure they would welcome an "Educational" section. It would be beneficial to new and old auctioneers alike.

Following is a suggested outline for members who would be interested in sending in their "Success Stories."

#### I. Pre-Sale

1. Approach to prospective seller.
2. Discussion of problems common to all sellers.
3. Discussion of your sellers specific problems.
4. Showing Auction method as ideal solution.



# IN UNITY THERE IS STRENGTH

5. Motivation — Illustrations of other successful auctions under similar conditions.

## II. Sale

1. Advertising — Promotion.
2. Organizing the sale.
3. Conducting the sale.

## III. Pre-Sale

1. Results for seller.
2. Results for Auctioneer.
3. Auction follow-up.

It seems to me that only by sharing our ideas and experiences will the auction profession gain prestige and national recognition. Through education, we can set standards for new members and generally advance the cause of selling by auction.

Yours truly,  
Tom Long  
Salt Lake City, Utah

\* \* \* \*

Dear Bernie:

I have just moved to Newport, Washington and would like to have you send my copy of "The Auctioneer" to my new address.

I'm starting an auction house here in Newport and hope to have my first sale the 18th of this month. This is my first try at holding my own regular sale. I am a January, 1961, graduate of the Intermountain Auction Institute in Boise, Idaho. I have been working in the Boise Valley since.

My home is in Halfway, Oregon, which I went back to after Auction School. I was among the more fortunate of Auction School Grads. I had a Farm Sale the first month. I sold for three hours on that first sale. But then I never sold again until four months later at the Annual Church Sale where I helped Dorwin Harris.

From my own experience these last few months, I would say to any Auctioneer starting in the business, "Go to the place where sales are."

I moved to Boise last spring and started selling at different Auction Houses around town and soon was selling regularly at some of them. Although it didn't bring in much money, it gave me the experience to start on my own.

I think that "The Auctioneer" should run more on things that Auctioneers tried to do and what mistakes were made as well as some good points that worked. I know that I'm going to make some mis-

takes in starting here but I hope to hold them to a minimum.

I look forward to getting my copy of "The Auctioneer" each month. Keep up the good work.

Sincerely,  
Jerry Hope  
Newport, Washington

\* \* \* \*

Dear Sir:

Please find enclosed a check for \$10.00 for my 1962 dues.

I enjoy "The Auctioneer" very much. The suggestions and ideas are sure helpful.

Best wishes for the New Year.

Very truly,  
Harold E. Ball  
Portland, Oregon

\* \* \* \*

Dear Friend Bernie:

No doubt you will be greatly surprised as everyone knows I announced my retirement, both from my county job as assistant in the County Highway Department and from Auctioneering as of January 1, 1961. I seldom get out from home, but Saturday, October 28, I got both a request and a surprise along with feeling greatly honored when Attorney Fred V. Crane, who has always been the leader of the Shelbyville Kiwanis Club Sales, and one of the leading sale clerks, came to see me and insisted I come down and open their 12th annual sale as I had opened all of them, so I went. I met many old friends. Some I'm sure had attended all of the sales. I sold one table of small articles.

Shelby county has, not including myself, 14 auction boys, all of whom are pretty good auctioneers. Six of them helped in the sale. Col. Riley Keaton of Morristown was the only other one who had helped in every sale as all the other boys have started since the first sale date.

I would like to state that I missed both Cols. Len Worland and Landy Phares, who were of the old timers and who were not with us.

Col. Jim Buckley took over after I quit and all the Auctioneers present were asked to help with the selling. Others helping were Cols. Riley Keaton, Morristown; Bob Adams, Fountaintown; Bob Cox, Shelbyville; Paul Hill, Boggstown; and Meredith Hill, Shelbyville.

They had a fine line, mostly new, and



they were well pleased and gave great praise for the fine work done by the boys which netted over the \$1,000.00 mark.

Clerks for the sale were two of Shelby county's best. Willard Cherner, who has clerked at all 12 sales, and Bernard Wright of Waldron. Both boys are top clerks, the kind that never bother the Auctioneer, which as you know, is a wonderful help to any Auctioneer.

As ever,  
O. S. Clay  
Shelbyville, Indiana

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## Livestock Markets 1962 Board Complete

KANSAS CITY, Mo.—Final designations from the participating state associations have completed the 1962 Board of Directors of the Livestock Industry Markets Association, it has been announced from the Association's offices in Kansas City, Mo.

42 state and 14 district directors with the 4 elected officers make up the primary governing body of the organization. All take office Dec. 1 for a one-year term.

Officers are Raymond Schnell, Dickinson, N.D., president; Joe L. Sorenson, Roseville, Calif., vice president; J. W. Prince, St. Johns, Mich., treasurer; W. H. 'Billy' Hodges, Alexandria, La., secretary. C. T. 'Tad' Sanders, Kansas City, is general manager and counsel.

Initial meeting of the entire Board to review business matters and operations of the Association will be held in Kansas City Dec. 9 during the annual Industry Trade Association Assembly.

The 14 district directors and the officers make up an 18-man Executive Committee. These directors are: W. J. 'Bill' Bray, Medford Ore.; Tom Foster, Atwater, Calif.; Robert A. Ellerd, Bozeman, Mont.; Morrill Robins, Salina, Utah; Robert DeMaranville, Belle Fourche, S.D.; T. R. McKinley, Dodge City, Kans.; M. D. 'Buddy' Reger, Woodward, Okla.; Harry Barnes, Pipestone, Minn.; Harry Warren, Jr., Charleston, Mo.; J. Hughey Martin, Colchester, Ill.; W. D. Anderson, Chattanooga, Tenn.; W. I. 'Red' Bowman, Montgomery, Ala.; Clifford Now-er, Vernon, N.Y.; and Roy Ownby, Richmond, Va.

The Livestock Industry Markets Association is the newly adopted name of the

National Association of Livestock Auction Markets. The change was dictated, association spokesman state, as more clearly descriptive in the light of changes in livestock marketing and development of the markets over the past five years.

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## Three Ferry Boats Among Auction Items

CALIFORNIA — Three ferry boats were among \$18 million worth of equipment and machinery auctioned last month at the former Moore Drydock Co. yard in Oakland.

The weeklong sale was the largest industrial auction ever held on the West Coast.

Los Angeles auctioneer Milton J. Wer-show, an N.A.A. member, said the sprawling 33-acre former shipyard facility, which once employed 38,000 workers, recently was purchased by an Oregon firm.

The new owners intend to develop the waterfront property and ordered all machinery and equipment sold.

Included in the sale were items ranging from three former Richmond-San Rafael ferries and a new 25,000-ton steel floating drydock, to hand tools, typewriters and files.

Bidders on the large material were from throughout the world.

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## Million Dollar Sale At Parke-Bernet

Louis J. Marion, N.A.A. member from New York City, was the chief Auctioneer for a sale of 39 works of art from the collection of New York industrialist Adolphe A. Juviler, at the Parke-Bernet Galleries. The overall sale brought \$11,098,775.00 and broke five world auction records.

The sale of October 25, 1961, was held on the 80th birthday of Pablo Picasso. Two of his paintings executed at the turn of the century were sold at \$81,000 and \$46,000.

World record auction prices for works of individual artists were set for works of Henry Moore, \$17,000; Chaim Soutine, \$76,000; Marc Chagall, \$77,500; and Pierre Bonnard, \$101,000.





# Why Trade Associations Are of Importance in Our Way of Life

By JOHN. R. FISHDICK, Real Estate Broker and Auctioneer,  
Eagle River, Wisconsin

Just why do we have trade associations? What are they set up to do? For my money, the whole idea and philosophy of a trade association can be summed up in three words: "People working together."

The "free-rider" and "non-joiner" is usually the one who berates the trade association as unimportant, unessential and farcical. They say trade associations live from one convention to another with a void in between meetings. And they say that conventions are, for the most part, drunken brawls, crammed with lost motion and economic waste. Well, what's the answer? The unequivocal answer is "NO," loud and clear. My experience as a trade association executive which took me across this land back and forth to meeting upon meeting, convention upon convention, seminar upon seminar prompts me to tell you why a trade association is so important in our way of life.

Raymond Blattenberger, public printer of the United States, made some singularly significant remarks on this subject. He said, "I would no more want to be in a business without a trade association than in a community without churches. Just as churches set up moral environment in which we live and raise a family, so do trade associations provide the ethical and economic setting in which we run our business. From my experience, aside from any benefits to my company or my business, the personal satisfaction I have received from association work was reward enough. I have many lifetime friends in all parts of the country and I have a better understanding of my field and its importance in the national economy."

Trade associations constitute one of the main factors in supporting our democratic way of life and the free enterprise system. Wisconsin real estate brokers were given an opportunity during this past year to see a trade association IN ACTION for their

benefit. The case in point was this: A suit was instituted by the Attorney General at the request of the State Bar to determine whether or not Administrative Rule R.E.B. 5.04 is valid. In short the question to be resolved was whether a licensee should or should not be permitted to fill in certain contracts used in connection with his real estate business. The lawyers contended that brokers under Rule 5.04 were engaged in the unauthorized practice of law. The State License Board and Wisconsin Association of Real Estate Brokers appeared before the court in behalf of the brokers and after a number of months, the Supreme Court on June 27, 1961 by a 4 to 3 majority ruled in favor of the Wis. License Board and Wis. Assn. of Real Estate Brokers that Rule 5.04 was valid. How would have the real estate brokers fared in this case without their association? You can answer that.

American business men have long recognized that collective intelligence of a group is better and greater than intelligence of the individual. Proof of that statement is found in the fact that today we have over 2,000 national trade associations and over 12,000 local associations. Well over a million business establishments are presently members of one or more trade associations.

In no other way can an industry formulate its purpose of action for a constructive program of self regulation for its own good and for the good of the public it must serve. Trade association activity, considered in its broadest aspects- makes for more intelligent production, distribution, and selling, thereby bringing it closer to our goal of more things for more people.

The man who does not cooperate with his competitors in their effort to raise standards, enforce laws and prevent unfair practices is ethically recreant. The business man who fails to support his trade asso-



ciation, neglects a real duty. The "free rider" — "lone wolf" who does not take an active interest in his association is the loser, he denies himself many obvious as well as hidden benefits—playing the game alone is the hard way. With present discussion of auctioneer licensing laws it is paramount in importance that all reputable auctioneers be members of their state and national association because only through their membership will our profession be further elevated to the status it deserves.

A business without a trade association is like a missile without a guidance system—it's going, but who knows where. So let's not take our trade association lightly, it's important in that it's the most constructive influence in American business today. As the old insurance saying goes, "It's better to have and not need than need and not have."

## New York State Fights Old Law

The New York City office of the State Attorney General has moved to quash an old restrictive housing covenant that clashes head-on with the United States Constitution itself, it was revealed recently.

In a letter to Miss Virginia Dougherty, referee for the auction sale of a piece of property in Amenia, N. Y., Mrs. Shirley A. Siegel, of the Civil Rights Bureau, asked that a restriction in the auction notice limiting the acquisition of the property to "Caucasians only" be withdrawn. The property was auctioned at the Dutchess County Courthouse in Poughkeepsie on July 11.

The notice containing the objectionable restriction was posted recently in the Courthouse and immediately brought protests from the National Association for the Advancement of Colored People to the Civil Rights Bureau, the State Commission Against Discrimination and the State Judicial Conference. The restriction states that the "premises shall not be sold, rented or occupied by lease or equity to any one not of the Caucasian race."

Three other restrictions — all of them dating back to the 1920s when the property involved was part of "The Lake Amenia Development," a residential community sponsored by Beekman & Beekman, Inc.—

ban the use of the tract for hogs, cattle or fowl; prohibit construction of an outside toilet and provide that no dwelling on the site be nearer than twenty feet from the street.

The property—a one-family dwelling on a plot 100x160 feet—is owned and occupied by Richard E. Baribeault who values it at \$16,500. It is being sold under a foreclosure order by the First National Bank of Amenia to satisfy indebtedness. Recently Mr. Baribeault, who said he had a prospect who might buy the property before the auction sale, disclaimed any interest in who bought it so long as he came out of the deal all right.

He said he took note of the restrictions, which were part of the deed when he bought the house, when they were incorporated in the Auction notice and concluded that they might "cause trouble." There are non-whites in Amenia, a town of about 4,000 in the northeast corner of Dutchess County near the Connecticut border, but none near his property, Mr. Baribeault said. Amenia, he added, is pretty much of a "blue-law" town.

The State Civil Rights Bureau is vitally interested in the case because the bias restriction is in conflict with Supreme Court doctrine laid down in 1948 in the famous Shelley versus Kraemer case. The court ruled then that racially restrictive covenants on a piece of property cannot be enforced by any court, since no state may violate the Fourteenth Amendment's guaranty of equal protection for all under the law.

Since the Amenia property is to be disposed of at public auction under the aegis of the New York State Supreme Court, the discriminatory restriction runs head on into the 1948 decision, according to Mrs. Siegel.

"We are very much interested in this case, and we intend to pursue it to the end," Mrs. Siegel said. "It is only common courtesy to ask Miss Dougherty to petition the State Supreme Court to have the restriction removed, but if we have to intervene in this with more force, then we have quite a few legal legs to stand on. The Supreme Court decision in 1948 was a 'grand declaration' of great importance, and under it this foreclosure case clashes not only with the United States Constitution, but with the New York State Constitution as well."



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

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

## Colorado Auctioneers Association

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

## Idaho Auctioneers Association

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

## Illinois State Auctioneers Association

President: Charles Knapp, Cissna Park  
Secretary: Theodore W. Lay, Girard

## Indiana Auctioneers Association

President: Russell Kruse, R.R. 2, Auburn  
Secretary: Maynard Lehman, 406 Center St., Berne

## Iowa State Auctioneers Association

President: F. E. "Mike" Bloomer, R. R. 3, Glenwood  
Secretary: Lennis W. Bloomquist, RFD 2, Pocahontas

## Kansas Auctioneers Association

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

## Kentucky Auctioneers Association

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

## Auctioneers Association of Maryland

President: John Miller, Jr., 120 W. North Ave., Baltimore  
Secretary: Barr Harris, 875 N. Howard St., Baltimore

## Massachusetts Auctioneers Association

President: William F. Moon, RFD 1, North Attleboro  
Secretary: Edmond R. Valladoa, RFD 6, Mattapoisett

## Michigan Auctioneers Association

President: Garth Wilber, R.R. 3, Bronson  
Secretary: Everett Miller, Rives Junction

## Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin  
Secretary: Frank A. Sloan, 1711 Olson Highway, Minneapolis 5

## Missouri State Auctioneers Association

President: Ken Barnicle, Rt. 1, Ellisville  
Secretary: Don Albertson, Green City

## Montana Auctioneers Association

President: R. J. Thomas, 1709 Mariposa Lane, Billings  
Secretary: W. J. Hagen, Box 1458, Billings

## Nebraska Auctioneers Association

President: Ray Flanagan, Albion  
Secretary: Leon Nelson, Albion

## New Hampshire Auctioneers Association

President: C. Lovell Bean, Rt. 2, Concord  
Secretary: George E. Michael, 78 Wakefield St., Rochester

## New Jersey State Society of Auctioneers

President: Frank W. Mountain, 117 Kensington Ave., Apt. 202, Jersey City  
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Tim Anspach, 1906 Central Ave., Albany  
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

## Auctioneers Association of N. Carolina

President: W. Craig Lawing, 212 Gumbranch Rd., Charlotte  
Secretary: Jack H. Griswold, R. 10, Box 221-A3, Charlotte 6

## North Dakota Auctioneers Association

President: F. E. Fitzgerald, 1206 N. First St., Bismarck  
Secretary: Gerald Ellingson, Edgely

## Ohio Association of Auctioneers

President: Donald Stafford, P. O. Box 45, East Rochester  
Secretary: Don E. Fisher, 73 N. Sandusky St., Delaware

## Oklahoma State Auctioneers Association

President: V. K. Crowell, P.O. Box 8776, Oklahoma City, 14  
Secretary: Bryan Blew, Box 203, Cherokee

## Oregon Auctioneers Association

President: Marvin Ruby, 345 W. Baseline Rd., Hillsboro  
Secretary: Mrs. Lane Sudtell, 3915 Silverton Rd., Salem

## Pennsylvania Auctioneers Association

President: Woodrow P. Roth, 539 Seem St., Emmaus  
Secretary: Kenyon B. Brown, Box 388, Doylestown

## South Carolina Auctioneers Association

President: C. E. Cunningham, P. O. Box 749, Greenwood  
Secretary: Boyd Hicks, Greenwood

## Tennessee Auctioneers Association

President: Fulton Beasley, 3rd Ave., Franklin  
Secretary: E. B. Fulkerson, Rt. 4, Jonesboro

## Texas Auctioneers Association

President: Walter Britten, College Station  
Secretary: K. L. Espensen, 513 Pamela Drive, Tyler

## Virginia Auctioneers Association

President: Stanley King, Wytheville  
Secretary: Frank D. Sale, R. 1, Radford

## Association of Wisconsin Auctioneers

President: James Gavin, 803 E. Main St., Reedsburg  
Secretary: Joseph H. Donahoe, 706 Harriet St., Darlington

## Wyoming Auctioneers Association

President: O. J. Mader, Buffalo  
Secretary: Don Hoffman, Buffalo



# THE LIGHTER SIDE . . .

## COMMON COMPLAINT

"Doctor," said the pale-faced man to his physician, "I'm in an awful state! Whenever the phone rings I almost jump out of my skin. The doorbell gives me the willies. If I see a stranger at the door, I start shaking. I'm even afraid to look at a newspaper. What's come over me, anyway?"

The doctor patted him on the back sympathetically. "There, there, old man. I know what you're going through. My teen-aged daughter just learned to drive, too."

## POINTING IT OUT

The five-year-olds were out on recess when a fire truck went pounding by. Seated in front with the driver was a very large Dalmatian dog. The dog soon became the prime topic of conversation among the children.

"They use him to keep the people back," said one five-year-old.

"Oh, no, they don't," opined another little type. "He's only the fireman's mascot."

A bright little girl brought the discussion to a close when she said, "He's the dog the firemen use to find the fireplugs!"

## SEVEN DIETS OF MAN:

1. Milk.
2. Milk, vegetable pulp.
3. Milk, ice cream, candy.
4. Hot dogs, steak, coke, French fries, ham and eggs.
5. Pate de foie gras, frogs' legs, caviar, hors d'oeuvres, omelette surprise, Crepes Suzette, Scotch, wine and champagne.
6. Milk and crackers.
7. Milk.

## MAN-POWERED SPACE FLIGHT

"As the lion charged at me," related the famous explorer, "I turned and made a leap for an overhanging branch 25 feet above the ground."

"And did you make it?" the listener asked breathlessly.

"Not on the way up," was the reply, "but fortunately I caught it on the way down."

## EDITORIAL NIGHTMARE

A fourth-estater followed a life-long ambition and retired from the newspaper game and went back to the soil. To keep busy he raised chickens as a hobby. His ex-city editor received a letter from him relating all the local news. It ended, "Believe it or not, what I've always worked for has finally happened. Last week at the state fair I won the Pullets Surprise."

## TOO GOOD TO BE TRUE

The businessman was phoning his home. "Hello, honey," he said, "would it be all right if I brought a couple of fellows home for dinner tonight?"

"Why, certainly, dear. I'd love to have them."

"I'm sorry," apologized the businessman after a brief pause. "I must have the wrong number."

## MOTHER'S WARNING

Husband: "Our new neighbor has a pretty good memory. He told me yesterday that he can remember way back to the days when his mother warned him that the old witch would get him if he wasn't good."

Wife: "Well, I must say that after looking at his wife I'm convinced he must have been a bad, bad boy."

## FOOD FOR THOUGHT

A high school girl was telling her family about her home economics class.

"Do they let you eat what you cook?" her mother asked.

"Let us?" she answered. "They make us!"

## FOUNTAIN OF YOUTH

Two gentlemen stood at the bar watching the approach of an old crony.

"I don't know what's happened to Jim lately," said one of them, admiringly. "He's getting quite a spring to his stagger!"

## NO FUN

It costs more now to amuse a child than it used to cost to educate his father.



# IN UNITY THERE IS STRENGTH

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## SPEND THRIFT

Bill: "I can't imagine what Joe does with his money. He was short yesterday and he is short again today."

Fred: "Is he trying to borrow from you?"

Bill: "No. I'm trying to borrow from him."

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## ANALYSIS

Tank Truck Driver: "When I go to bed for forty winks, I always see yellow and green lights before my eyes."

Diner Waitress: "Did you ever see a psychiatrist?"

Tank Truck Driver: "No, only yellow lights and green lights."

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## ITEMIZED

An office machine broke down. After all in the office exhausted all possibilities of discovering what was wrong, an expert was called in. He turned the machine on, listened a moment, turned one screw a quarter turn, and the machine was repaired. At the end of the month the company was billed \$200.00.

The office manager was outraged and asked for an itemized statement.

The statement read: For turning one screw \$.03; for knowing which screw to turn \$199.97.

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## EXCELLENT ADVICE

A good looking young woman with adventure in her soul joined a circus. Anxious to do everything right, she asked her employer for a few tips. "I don't want to make a lot of beginners' mistakes," she said.

"Well, for one thing," replied the manager, "don't ever undress around the bearded lady."

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## VERBAL BEQUEST

The will of the wealthy but eccentric man was being read and the relatives all listened expectantly, especially his play-boy nephew. Finally, the lawyer read: "And to my nephew, Harry, whom I promised to remember, Hi, there, Harry?"

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## ANCHORED

"There, there little man," said the kindly woman to the boy beside her in the surf, "you mustn't be afraid. Why don't you splash right in and swim?"

"I would," was the timid reply, "but you're standing on my flippers."

## HI FLIER

The young man wired home from his job saying, "Made foreman; feather in my cap." After some weeks, he wired again, "Made manager; another feather in my cap." A few weeks later, another wire. This time it was "Fired. Send money for fare home."

His good wife unfeelingly wired back, "Use feathers and fly home."

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## TRUE TO HIS WORD

The dam burst and the raging flood forced the people to flee to the hills. As they gazed down sadly at their flooded homes they saw a straw hat float gently downstream for about 50 feet. Then it stopped, turned around and plowed slowly upstream against the rushing water. After 50 feet, it turned and moved downstream again. Then upstream again. "Say," said one of the townfolk, "what makes that act so darn funny?"

"I ain't sure," spoke up a youth, "but last night I heard Grampa swear—come hell or high water he was agonna' mow the lawn today."

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## AUTO SUGGESTION

A young father was pushing a baby carriage in which an infant was screaming. Wheeling the howling baby along, he kept murmuring. "Easy now, Donald. Keep calm, Donald. Steady, boy. It's all right, Donald."

A mother passing by asked, "You certainly know how to talk to an upset child—quietly and gently." Leaning over the carriage, she said, "What seems to be the trouble, Donald?"

"Oh, no," said the father. "He's Henry. I'm Donald."

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## NAUTICAL WIT

First class passenger: "Captain, tell me, why is a ship called a 'she'?"

Captain: "Probably because the rigging cost more than the hull."

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## REPEAT BUSINESS

A drunk staggered into the hotel and accosted the clerk, "I want Room 375," he told him.

"I'm sorry, but you can't have 375," said the clerk. "A Mr. Reilly has that room."

"That's why I want it," said the drunk. "I'm Reilly an' I jes' fell out of the window."



## Second Meeting For Massachusetts

By Edmond R. Valladoa, Secretary

The second meeting of the Massachusetts State Auctioneers Association was held Monday evening, November 6, at the Sea and Surf Restaurant in Framingham, Massachusetts, where a delicious dinner was served. Notice that the charter will be closed after January 1, 1962, was observed. In this state where Blue Laws have been a nuisance it was decided to petition the Governor to allow auction sales on legal holidays.

Twelve new members were present and each was asked to bring another to the next meeting. Each member was also asked to send the names of all auctioneers in his district to Secretary Edmond R. Valladoa, Route 6, Mattapoisett.

Col. George A. Martin, Past President of the Maine State Auctioneers, brought us greetings from his association.

Col. George E. Michael, Past President of the New Hampshire Auctioneers Association, gave a very impressive talk on the aims and accomplishments of his group and told us some achievements we should strive for.

All the members present felt that the group is making great progress and it will benefit all the auctioneers in the state.

"The difference between modern and old-fashioned educational methods is simply a matter of which end of the child you pat."

—Changing Times

If all the businessmen who sleep at their desks were laid end-to-end, they'd be more comfortable.

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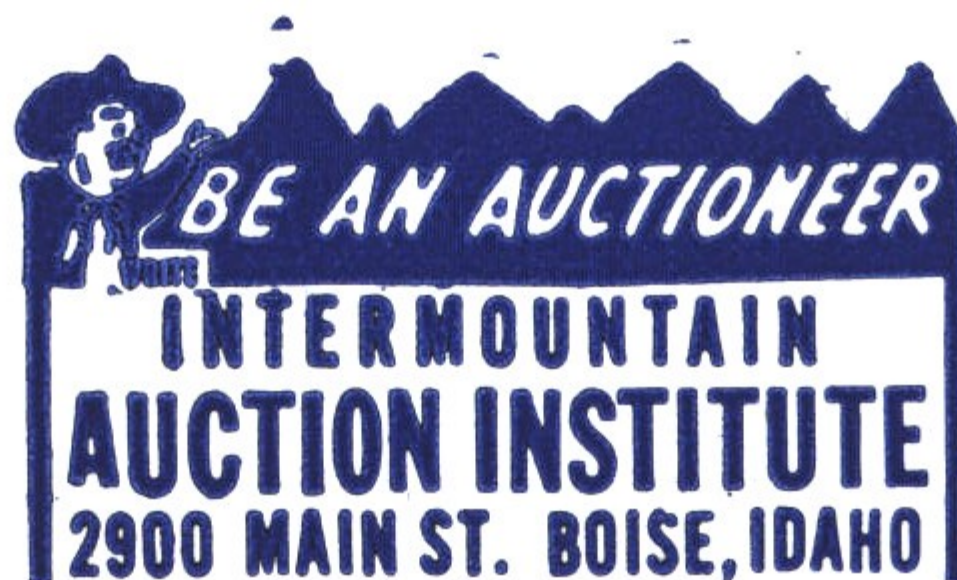
# GREETINGS

With the return of the joyous Holiday Season, I am afforded the pleasant opportunity of brushing aside for the moment the cares and burdens of business to greet you and to wish you the happiness of the Season.

As I take mental inventory of the activities of the N. A. A. and the many valuable friendships established during the past decade I realize no asset is more priceless . . . more conducive to success than the good will and friendship of so many fine Auctioneers.

And so I join with those who have a sincere interest in your happiness and prosperity to extend my best wishes to you for a Merry Christmas and a Happy New Year.

B. G. Coats



**Winter Term:**

**January 6 to 21, 1962**

***Register as early as possible for  
the two-week term in January . . .***



# **TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS**

- 1. Added Membership will make your Association a stronger influence in your community.**
- 2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.**
- 3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally—Example, licensing.**
- 4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.**
- 5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.**
- 6. Added Membership in your Association will enlarge your circle of friends and business contacts.**
- 7. Added Membership in your Association will give you greater personal security in the protective support of the Association.**
- 8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.**
- 9. Added Membership in your Association will assist you in any part of the country that your profession may take you.**
- 10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.**