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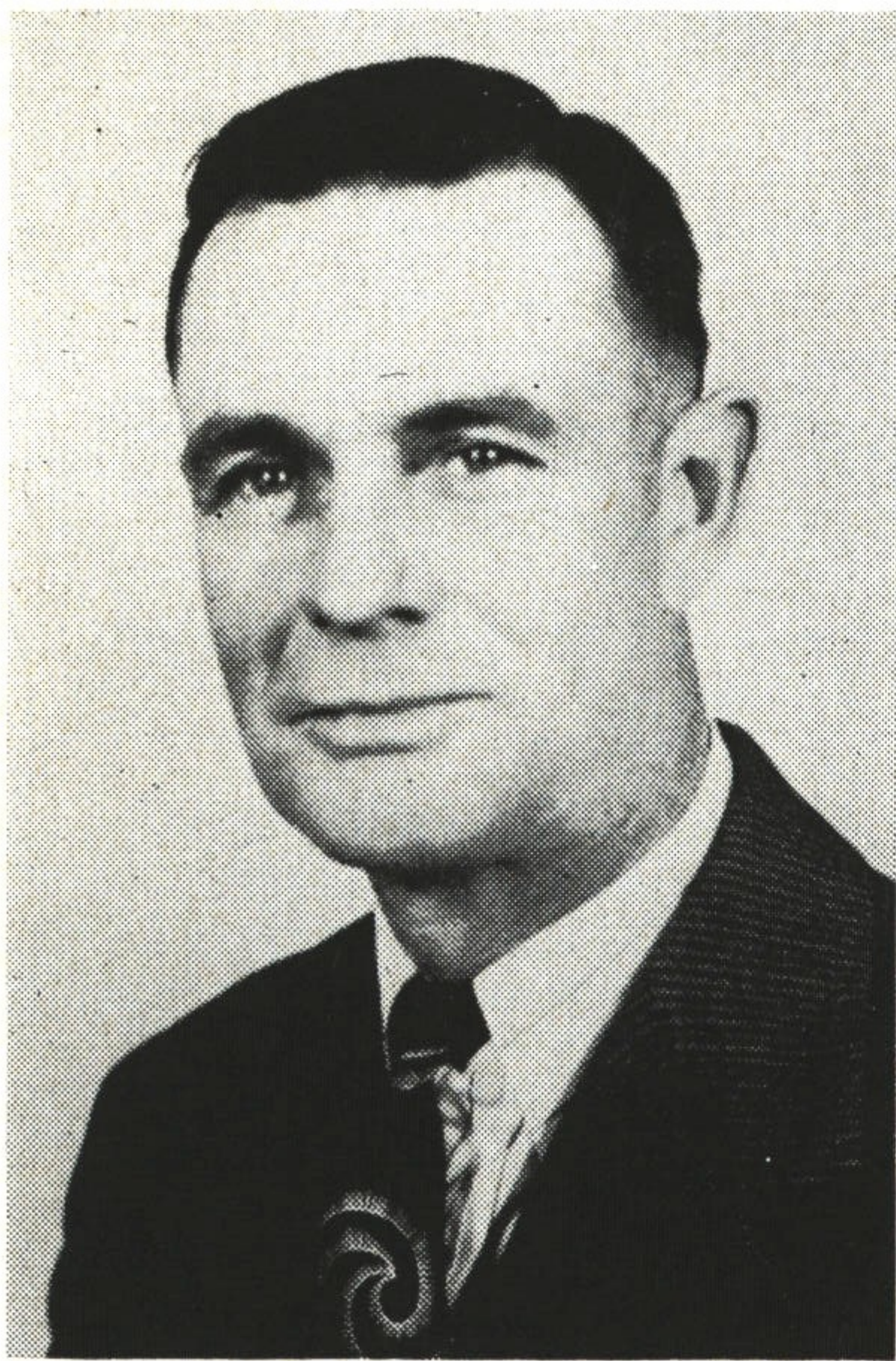
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Indiana

Attend the Convention -- It Adds Importance to Your Profession

By. COL. E. T. SHERLOCK

Visualize, if you will, the enormity of the coming National Auctioneers Convention at Indianapolis, Indiana, this July 14-15-16, if just one-half the N.A.A. members and their wives would attend. Now let us consider all the possibilities and suppose every member of the N.A.A. in attendance gained one new member for the organization before convention time—and he and his wife attends.



Col. E. T. Sherlock, St. Francis, Kas.
2nd Vice-President of National
Auctioneers Association

Wouldn't it be an enormous affair. Oh! What a dream.

Should this possibility become a reality it would be the biggest boost, as a whole, the Auction profession has ever had and many Auctioneers throughout this nation would realize more, the importance of N.A.A. and the influence it has in the culture and well being of the Auction

profession.

Success is generally the product of Constructive Thought and Effort and there never was a more opportune or more urgent time than now for every member of the N.A.A. to spend a moment in serious thought, then put his shoulders to the wheel of progress with a firm determination for increased membership and a stronger **National Auctioneers Association**.

The N.A.A. has prospered since its beginning a few years ago, let us give credit to those who have given freely of their time and effort for the sound and steady progress it has made and recognize the fact they appreciate help.

Beyond doubt, this coming convention will be the "**Greatest of Them All**" being in the hands of the Wide Awake, Indiana Auctioneers, and N.A.A. officials who are working hard. Let's not expect them to do it alone. Let us resolve now to do our best toward the success of this important event and return some of the favors the Auction Business has extended to us.

Our official publication, "**The Auctioneer**", is the mouth piece and the very heart of our National and State organizations. It is the instrument that invigorates and maintains the life of an organization. Its contents are not only influential but the best we have to offer a prospective member—but it can do little without support from you and I.

N.A.A. activities and conventions are interesting conversation to most Auctioneers and your expressed opinion on these subjects will usually create the right impression and a desire to attend a National Convention. It is always a real pleasure to meet the other fellow from some other part of this nation or Canada, and usually, interesting and instructive to learn about his experience, method and specialties. You may be the very one that can solve the problem

of some other auctioneer, less fortunate, who has traveled many miles to meet an Auctioneer just like you.

Talk it up among the Auctioneers you meet who may or may not be N.A.A. members and extend a special invitation to the Colonel's wife. She will enjoy every part of the convention where she will meet many other fine ladies — every one, including herself, the wife of the most accomplished auctioneer in the world. Our ladies fine Auxiliary welcomes them all to a Convention of Good Conduct and Warm Sociability.

N.A.A. Officials and Hotel Claypool, Indianapolis, Indiana, will appreciate reservations now.

New York Auctioneers To Organize, June 20

An organization meeting of New York Auctioneers has been set for June 20, at 1:00 p. m. The place of the meeting will be at the Farm and Home Center, 249 Highland Avenue, Rochester.

Plans are to form a New York State Auctioneers Association for the purpose of promoting and protecting the Auction profession. Every auctioneer in the State is urged to attend. Special guests who will aid with the organization plans are Col. B. G. Coats, Long Branch, N. J., and Col. Tom Berry, West Newton, Pa., both of whom are Directors of the National Auctioneers Association.

For reservations and additional information, contact Col. Harris Wilcox, Director of National Auctioneers Association, Bergen, New York.

May 12, 1955 is the 25th Anniversary of Stewardess Service. It was on this date in 1930 that United Air Lines hired eight stewardesses, experimentally, to take tickets, tend passengers and to serve them meals aloft enroute. The idea caught hold immediately, passengers were delighted and it became another "first" for United. Today United employs more than 900 stewardesses on its 13,250 mile route system coast to coast, border to border, British Columbia, and the Hawaiian Islands.

Convention Speaker



Col. Carey Jones

As president of one of the pioneer Auction Schools, Col. Jones deserves a great deal of credit for his part in elevating the Auction profession. You won't want to miss the "Carey Jones Hour."

Hoosier Picnic At Noblesville, June 19

June 19 has been set as the date of the Annual Summer Picnic of the Indiana Auctioneers Association. The location will be at Noblesville's Forest Park.

As in the past it will be in the form of a carry-in dinner at noon followed by a business meeting pertaining mostly to preparations and suggestions for the National Convention to be held in Indianapolis, at the Claypool Hotel, July 14-15-16.

The support of every auctioneer in Indiana is requested and it will be a most enjoyable day. Bring the whole family as the Park has ample facilities for children, including playgrounds, recreational center and swimming pool.

There Is A Tide

By COL. B. G. COATS

No question about it: Auctioneers are concerned as to the future, many have become disillusioned because of the licenses imposed upon them, but all are thoroughly aware that if anything is to be done they must do it through organization. The subject of organization has been preached from the platform of every national convention and through the pages of "The Auctioneer." Every state organization of Auctioneers has pleaded with the Auctioneers to join their respective state organizations. It has been a long hard uphill pull, but every year shows a big increase in membership in the National Auctioneers Association, more state Associations being organized, and more and more Auctioneers everywhere are taking more interest in the advancement of their profession. So I am not going to dwell on organization, but on the results of continued effort for the past eight years.

There is not one state Association of Auctioneers in the United States that have for their aim the weakening and destruction of existing organizations, actually they all want to be awakened and strengthened. They all know that they are never going to get to first base until such time as they have a national and state Association that is duly recognized. Organization of Auctioneers into state and national Association is a movement that deserves respect and inspires confidence. Of course we have those Auctioneers among us, and always will have, that feel that an organization of Auctioneers can be of no help or service to them. But oh brother, just let something happen where in they are obliged to call upon their state or national Association for help, they come running like a deer across a fifty acre field and squeal like a stuck pig if they don't get results. Thank God this type of Auctioneer is far, far in the minority. They are only interested in their own personal positions.

Now the day is not too far off when if an Auctioneer is not a member of

his state and national Association, he just isn't going to have very much prestige and as time goes on and our state and national Associations increase and progress, those Auctioneers are going to wake up some morning and wonder what has happened to their business. Now during the past eight years much progress has been made and many of those Auctioneers who have played the part of the lone wolf in the past, are now seeing the light. The list of new members as published every month in "The Auctioneer" substantiates that fact. Today there is a tide sweeping the country among Auctioneers to join with their state and national Associations. Thinking Auctioneers realize they have been negligent too long and that as a result, if they haven't experienced it in the past they will in the future, that they are on the short end of the stick. They are determined to do something about it and as the weeks and months pass, this sentiment is widening and growing stronger.

We cannot as yet foretell the results of the efforts of the membership thus far in obtaining new members for 1955. It may be well to keep in mind that our membership is increasing and that if you have not been swept into the tide of getting new members, wouldn't it be a fine gesture on your part to do so. Now I am not writing this article just for the sake of supplying material for "The Auctioneer." From the many letters that reach me inquiring about the National Auctioneers Association, from Auctioneers and Auctioneers that want to join the Association, I felt as though I wanted to pass on to you the tide that is sweeping the country, so that you would willingly accept your responsibility as a member and recruit as many new members as you can.

If every Auctioneer in the United States would give just a little thought to the value of organization, many things in the Auctioneer profession would be different and we would all be doing more and better business.

Golden Wedding Bells



On June 15, the couple pictured above will have completed 50 years of married life. In case you don't recognize them, it is Col. and Mrs. H. W. Sigrist, Fort Wayne, Indiana, and Col. Sigrist is President of the National Auctioneers Association. The Sigrists have two children, a daughter, Mrs. T. J. Shank, and a son, Alan A. Sigrist, both of Ft. Wayne, and three grandchildren.

There will be a reception in their honor on Sunday, June 12, at the First Christian Church, 4800 S. Calhoun Street in Ft. Wayne, from 2:30 to 5:30 p. m. They extend an invitation for anyone who can come to attend.

....We join the entire Auction fraternity in congratulating this fine couple on this memorable occasion.

Spring Meeting Held By Iowa Auctioneers

By COL. HOWARD B. JOHNSON

The Semi-Annual meeting of the Iowa Auctioneers Association was held at the Sheldon-Munn Hotel in Ames, on Sunday, April 24. Seventy-five auctioneers and their wives, from 30 counties, attended the dinner and business meeting.

Col. Al Boss, Carroll, President of the IAA, presided at the meeting and Col. Harve Duncan, Creston, Iowa, was the after dinner speaker.

At this meeting a motion was made,

seconded and passed to have the Secretary of the Iowa Auctioneers Association draft a resolution to present to the Resolutions Committee of the National Auctioneers Association, to read as follows:

Any Auctioneer must first belong to his respective state association, if there is one, before he may become a member of the National Auctioneers Association.

Plans were made at this meeting to attend the National Auctioneers Convention in Indianapolis, in July. As in previous years, we will be trying for the award for the largest delegation from any one State.

We Have More To Sell Than Our Client's Property

By BERNARD HART

Salesmanship—an Auctioneer is a failure without it, yet we fail to use it too many times in respect to our profession. This fact was brought home to the writer upon receipt of some promotional material from the New Hampshire Auctioneers Association. This group has prepared an advertising brochure, complete with illustrative cartoons, designed to "sell" their profession to the public. Here is a part of what is found in the brochure:

The New Hampshire Auctioneers Association is of the opinion that

YOU

wouldn't go to a garage to get expert medical attention

NOR

would you call on a vacuum cleaner salesman to clean your clothes

NEITHER

would you expect a man in need of money to go to a baseball umpire for it . . .

SO MAY WE SUGGEST THAT WHEN YOU ARE PLANNING the liquidation of an estate; the sale of real estate for recovery of mortgage money, the disposal of personal and real property for the highest dollar; for the resolution of differences among heirs through the fair means of public auction—that you engage the services of a NEW HAMPSHIRE AUCTIONEER who is a member of the NEW HAMPSHIRE AUCTIONEERS ASSOCIATION. He is pledged to give you competent advice, honest and efficient service and a knowledge of the people and the community in which he serves you. On the back cover you will find a list of the names and addresses of New Hampshire Auctioneers Association members who solicit your consid-

eration when you need the services of a good auctioneer.

Names and addresses of the members of the New Hampshire Auctioneers Association appear on the brochure. This has been mailed to every bank and every lawyer in the State.

Also sponsored and paid for by this same group have been large display advertisements in the two leading newspapers of New Hampshire. They read as follows:

PUBLIC AUCTION

are two familiar words which you will be seeing in newspapers, auction bills and in the Market Bulletin from now until next winter. Behind these words stand the ability and integrity of the auctioneer who serves you in the disposal of personal and real property in the most profitable way through competitive bidding by interested buyers. May we suggest that if you are contemplating an auction this year, the liquidation of real estate or personal property that you engage the services of a New Hampshire Auctioneer who is a member of the

New Hampshire Auctioneers Association

He is pledged to give you honest advice, competent and efficient service and does this with no advance payment from his client. He is an auctioneer businessman who knows the people and community in which he serves you, has a long list of buyers who regularly attend his sales, and knows how best to advertise and promote your auction and insure its success.

This is followed by a list of members of the New Hampshire Auctioneers Association complete with addresses.

While I was editor of The Polled Here-

IN UNITY THERE IS STRENGTH

**LO AND BEHOLD
SOMETHING VERY SPECIAL
WONDERFUL ENJOYMENT FOR YOU AND
YOURS
A NEVER TO BE FORGOTTEN EVENT
July 14-15-16
Claypool Hotel - Indianapolis, Indiana
KEEP THIS IN MIND**

ford Magazine, I wrote an editorial concerning the poor merchandising job the milk producer's were doing as compared to the makers of Coca-Cola. At a beef cattle sale this spring I heard a well-known auctioneer compare the merchandising of beef with that of a well known cereal known to every boy and girl as the "Breakfast of Champions."

Let's devote more effort to the merchandising of the Auction method of selling—and the importance of securing the services of a member of the State and National Auctioneers Association.

Cincinnati Newspaper Features Auction

Featured in the Pictorial Section of The Cincinnati Enquirer, May 1, was several pages of pictures from "Ohio's Biggest Auction." The following is quoted from the "Enquirer":

About 10 acres of merchandise is sold at Ohio's biggest auction.

Staged in Wilmington by the Clinton

County Implement Dealers Association, the annual sale of used farm equipment is now in its 13th year. Begun as a World War II scrap-metal drive by an auction firm, Bailey-Murphy-Darbyshire, it is now a two-day affair that this year sold 858 items for \$34,146 and attracted 3000 persons.

Implement dealers find it an ideal way to get rid of merchandise they have taken in from trade-ins. They co-operate to keep out dealers from other counties, but are happy to let farmers from any area bring in old or unused equipment—anything from broken singletrees to well-painted tractors.

T'AIN'T NO JUSTICE!

A man bought a cigar and started to light it. "Didn't you notice the sign?" asked the salesgirl.

"What?" exploded the customer. "You sell cigars in here but you prohibit smoking?"

The salesgirl smiled sweetly: "We also sell bath towels."

Ladies--Your Secretary is Speaking

By MRS. RUTH MARKS

As Secretary-Treasurer of the Ladies Auxiliary to the National Auctioneers Association, may I urge each of you to **start planning NOW** to come to our National Convention at Indianapolis. I know the members in Indiana are busy these days making arrangements for our enjoyment.



Mrs. Ruth Marks

Mrs. Carol Grubaugh, our President, is a most charming and efficient person and I'm sure you will all want to get acquainted with her. She has a way of making everyone feel a part of things. She certainly was a busy lady in Omaha last year.

I have so many new friends in the Association that I sure would miss seeing if I didn't attend the Conventions. I'm looking forward to meeting a lot more new ones this year as Secretary of our Auxiliary.

You know the Auxiliary provides baby sitters, too, so if you want to bring your small children they will be taken care of, allowing you to attend the meetings. If you know in advance that you will

be needing this service it would be a big help if you would advise our President in advance. Just drop her a line. The address — Mrs. Carol Grubaugh, David City, Nebraska. I'm sure she will appreciate hearing from you.

If there are any of our ladies who cannot attend the Convention but wish to continue as members or desire to become members you may send me your name and \$5.00 dues. I'll be most happy to send you a Membership Card by return mail. Do you know that we have more than 125 members of which 25 are Life Members? I think this is remarkable since we are such a new organization. Don't you? Of course it is only by your cooperation that we can grow.

If any of you ladies have questions about the Auxiliary, Mrs. Grubaugh or I will be glad to help you. If we don't know the answers, we'll find someone who does. If you'll just plan to attend one of the Conventions I'm sure you'll not want to miss another one!

Remember, we'll be looking for you at the registration desk in Indianapolis, July 14-15-16. I'll be there. Will you?

Sincerely yours,

Mrs. Lewis (Ruth) Marks
Abingdon, Illinois.

Nebraska Ladies Form Auxiliary

During the Annual Convention of the Nebraska Auctioneers Association, a Ladies Auxiliary to that group was organized. Mrs. Dick (Carol) Grubaugh, David City, was elected President; Mrs. Rex Anderson, Spalding, Vice-President; Mrs. Marvin Grubaugh, Rising City, Secretary-Treasurer. Mrs. Stacy McCoy, Arapahoe; Mrs. Ray Flanagan, Albion; Mrs. Leon Nelson, Albion; Mrs. Dan Fuller, Albion; Mrs. Jerry Foy, Fremont; and Mrs. J. E. Hodge, Oxford, were elected to the Board of Directors.

Last Year Was Only Yesterday

By MRS. JUNE HOLFORD

A year is such a small measurement of time—and—as years pass by it seems like such a short time. Last year's Convention was just yesterday and now tomorrow is a new Convention. The place is a minor factor at the side of time.

It gives me a great deal of pleasure to think back over the past Conventions.



Mrs. June Holford

Each one just as wonderful and each new friend that will be waiting for me to meet and add to my list of old friends are just going to be wonderful.

I believe I am safe in saying that the other wives of Auctioneers feel just as I do and we are waiting and wanting you to feel the same way. Some of us who are older in the N.A.A. group, all the way back to St. Louis days, are just as much and a lot more enthused over each new Convention.

Just recently I talked to a young service man and a very dear friend. He mentioned the phrase "fall-out" so common to them and its meaning. It means fall out of rank and rest awhile. It meant sitting under a tree in the welcome shade and being glad to be alive. Now—let us apply this to ourselves and

"fall-out" from business duties for four or five days—take a trip to Indianapolis, and sit in the welcome air-conditioned Hotel Claypool, and listen and talk and visit with the many other fine Auctioneers who have also decided to "fall-out."

In February, our Nation observes "Brotherhood Week" and it seems to me that that is one thing that should be observed every week of every year. That is one of the highest promotions of the N.A.A. "Day of Prayer" for World Peace surely should be more than once or twice a year. We should find out for ourselves that understanding could be substituted for tolerance—brotherliness for bitterness—love for hate.

Does it seem that we are repeating ourselves when we say, "We have such a wonderful Association, both for the men and women—and wonderful Conventions?" If it does, then plan to attend our next Convention and you will surely go home saying the same things. If anyone asks you in August what the Convention was like, just go ahead and tell them—good—Good—GOOD. It will be all right to brag because you will feel like it and rightly so.

Our Auxiliary has really grown since we organized in Decatur, Ill., and we are very proud of our membership. We invite you to join us and enjoy the pleasures that the wives are entitled to while our husbands are busy.

I had a very gratifying letter from our President, Carol Grubaugh of David City, Nebraska. She said something that made me very glad my husband is a brother Auctioneer, and I quote: "I see now why so many Auctioneers are so successful. It's because the wives are so sincere and genuine as well as being capable and full of **push**." She wrote this because the President of Indiana's new State Auxiliary had written saying they had all pledged themselves to her full support for the 1955 Convention. It sounds very wonderful to me and I hope it will to you and that you will get your plans made to "fall-out" and meet us in Indianapolis, July 14-15-16.

Modern Advertising Means Better Results -- More Sales

By COL. POP HESS



The date of writing this column is May 10. The May issue of this publication has arrived—a reminder to me to get busy and meet the 15th of the month deadline for next issue. So now as you read your June issue, here is my line of gossip with some comments on the Auctioneer and the Auction business in general.

After living the auctioneer's way of life for many years it is easy to feel the pulse of all busy auctioneers. With the year almost half gone and a slack season approaching it gives one a chance to review his successes—and mistakes—and prepare himself for the busy fall season, which commences in August with a good many. Here in Ohio, I would say that business has been good for the Auctioneers the first half of the year. As you may know, the writer operates the Farm Sale Program here at WRFD. Each week day morning from February 1 to December 1, we are on the air from 6:45 a. m. to 7:00 a. m. In December and January we are on at 11:30 a. m., Monday through Friday and 7:30 a. m. on Saturdays.

In this program we talk to farm folks throughout all Ohio. Also, we can be picked up for about 100 miles into each bordering state, 880 on your dial. The survey shows that we talk to some 400,000 farm folks daily. I have been doing the same thing that all good auctioneers should be doing—checking back on our Sale Program on the air. From January 1 to May 1 of this year we made 547 sale announcements, an average of more than five a day, on 130 different sales.

Most of these sales are sent to us by auctioneers, sales managers, secretaries of purebred livestock breed associations and purebred livestock breeders. We car-

ry nearly all of the important purebred sales held in Ohio, and some from adjoining states. We also have many farm sales from all parts of the state and a few weekly Livestock Auctions that are with us the year around. We make it a point when broadcasting these sales to give the names and addresses of the auctioneers, also the sale managers if one is used. Through this method we have been able to advertise many of our Ohio auctioneers and sale managers and we have known of many cases where it has led to more business for them. Several auctioneers carry block contracts with us and we announce all of their sales.

As you know, when John Q. Public gets ready to hold an auction he seeks the busy auctioneer. Therefore, the one he hears about quite often in our broadcasts has the advantage when it comes to getting the sale.

After managing and supervising this Farm Sale Program over the air for almost six years it has become a "must" in many a farmer's home. It has become a modern method of advertising. This does not mean that folks holding sales use the "over the air" medium exclusively. They use the farm publications and their local newspapers to be sure. However, this "over the air" announcement has helped many a would-be buyer from forgetting the date and hour of the sale as well as what is selling. Often we get calls asking about sales advertised in some publication but they have forgotten the date or location and lost the newspaper. The "joker" in these calls is that in many cases the sales they ask about were never on the air.

I am bringing this out not just to

IN UNITY THERE IS STRENGTH

"boost" our program on WRFD, Worthington, Ohio, but to let you know how you can better serve your clients as an auctioneer and help yourself at the same time. Our program is known as the "Farm Sale Program" and here at WRFD is the only radio station in Ohio, that makes it a regular, year-round daily feature. By having a set time, our listeners are in the habit of tuning in at that time. With farm folks, this is a good deal better than a hit and miss schedule, which probably miss more than it would hit.

My advice to all Auctioneers—if you have a good farm Radio Station in your area you can improve your business by supporting such a station and its program. People read things and forget them but a good last minute announcement on the Radio, sale day, will do the job. We just tell about the sales in our own way, just like you, Mr. Auctioneer, would tell it if you were on the "mike." Again, it is today's most modern way of getting and making good sales.

We receive many inquiries as to the results of our Radio advertising program and that is the reason I have written at

length about it this month. At the end of our first five years we had announced over 6,000 sales on this program, including both public and private sales. However, the auction way over-rides all other sale announcements about six to one. All you auctioneers who live in Ohio or adjoining states, get up and set your dial at 880 at 6:45 a.m. and you will hear the cows bawl and the sales are on—try it and see. We are a 5,000 watt station—each weekday morning, Monday through Saturday.

Remember next month, July 14-15-16, you are supposed to be at the Claypool Hotel, Indianapolis, Ind. Clear that sale slate and be there. Make it the Parade of Auctioneers of the United States and Canada. The Auctioneers vacation time.

BETTER AUCTIONS . . . BETTER SALES . . . A HAPPY JOHN Q. PUBLIC WHO HIRES YOU.

ACCOMPLICE

Groom: "Did you make these biscuits with your own little hands?"

Bride: "Why, yes, darling."

Groom: "Well, who in heck helped you lift them out of the stove?"

IT PAYS TO ADVERTISE IN The Auctioneer

BECAUSE—

It reaches into every state, Canada and Mexico. Because "THE AUCTIONEER" is owned by the men who read it. Because they believe what they read in "THE AUCTIONEER." Because "THE AUCTIONEER" accepts advertising from only reliable concerns.

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

THE NEBRASKA BANQUET



Nebraskans Hold Successful Meet

"It was a humdinger", said NAA President, Col. H. W. Sigrist of Fort Wayne, in reporting on the Nebraska Auctioneers Convention at Albion, May 1. Enthusiasm ran high throughout the meeting with approximately 100 auctioneers in attendance and 163 people at the evening banquet.

A program of this event appeared in the April issue of "The Auctioneer." Col. Sigrist says all the talks were good with the exception of one and we are assuming that was the address of the NAA President.

Pictures taken during the Convention appear in this issue of "The Auctioneer."

"THE AUCTIONEER is my favorite magazine."—Col. Harold Cohn, Columbus, Georgia.

Dyer Auto Auction Marks 8th Birthday

The eighth birthday of the Dyer Auto Auction, Dyer, Ind., was celebrated on Friday, May 6. Free food and drinks were furnished by owners George Lawson and Col. Bud Fennema throughout the day which saw more than 600 automobiles pass under the auctioneers' hammers.

In commenting on eight years of success for the Dyer auction, co-owner George Lawson remarked, "There are at least 50 dealers here today who were customers at our first auction eight years ago and have been with us almost every week since that time."

Pictures of the Dyer Auto Auction appeared in the November, 1954 issue of "The Auctioneer."

Many people have the right aim in life, but they never pull the trigger.

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

HOLLYWOOD, CASCA, WM. A. ROGERS, CORTINENTAL, OSTER, TOYS, BLANKETS, FURNITURE, PREMIUMS, LIGHTERS, PAINT.

TOWELS, RADIOS, RUGS, DINETTE SETS, VACUUM SWEEPERS, SILVERWARE, CLOCKS, REMINGTON, DOMINION, CONTINENTAL, TRAVELERS, DOUGLAS, MARCO, REGALWARE,

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

COMPARE PRICES!

"OUR PRICES CANNOT BE BEAT"

with "FISHER" as your source the profit is there,
buying right is half the battle

Standard National Brand Merchandise At Finger Tips

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See Col. "Mike" Gordon



Col. Dan Fuller, Albion, Nebraska, (left) congratulates Col. Dick Grubaugh, David City, Nebraska. Col. Fuller is retiring president of the Nebraska Auctioneers Association and Col. Grubaugh is the newly elected President.

Who Said Draft Horse Auctions Were Gone?

A crowd of 1500 attended the 7th annual auction sponsored by Indiana Draft Horse Breeders' Association at the State Fair Grounds, Indianapolis, on March 9. Buyers from 10 states and 2 provinces in Canada bid to an average of \$272 on 81 head sold. Of these 62 were purebred—44 Belgians and 18 Percherons. Canadians bought 22, 11 head stayed in Indiana and 7 each were taken by buyers from Illinois and Ohio. The rest went to Iowa, Mich., Minn., N. Y., Pa., Tenn., and Wis.

Top price was \$750, paid by John Whetstone, Topeka, Ind., for the 5-year-old Belgian stallion, Jerry Farceur, consigned by Roy Cox, Sheridan, Ind. Second high price was \$725 for the 5-year-old Belgian mare Juliana Gwynne, consigned by Parker Taft, Freeport, Ill., and bought by John Sanders, St. Thomas,

Ont. Highest price for Percherons was \$505, paid for Gilbert Arnold, Grenville, Que., for the 5-year-old stallion, Therma Don 2d, consigned by George A. Dix, Delaware, O. William Schmucker, New Haven, Ind., paid \$265 for the coming 4-year-old Percheron mare consigned by John W. Taft, Mechanicsburg, Ill.

The average on 39 purebred Belgian mares was \$303, and 5 Belgian stallions averaged \$370. The 5 Percheron stallions averaged \$226, and 13 purebred Percheron mares \$167. Top price for a gelding was paid by Douglas Palmer, Schomberg, Ont. He paid \$820 for the 3-year-old Belgian gelding consigned by Water Cress Stock Farms, Northville, Mich. The average on geldings was \$280.

The allowable tolerance on scales at the Indianapolis Stock Yards is 1½ pounds per 1,000—less, percentagewise, than that required for the delicate scales of a pharmacist.



Officers of the Nebraska Auctioneers Association are, seated: Col. James W. Martin, Chappell, Vice-President; Col. Dan J. Fuller, Albion, retiring President; Col. Dick Grubaugh, David City, President. Standing, Col. Herb Forke, Lincoln, Director; Col. Don Zicht, Norfolk, Director; Col. Leon Nelson, Albion, Director; Col. Marvin Grubaugh, Rising City, Secretary-Treasurer.

A Salesman With A Top Hat

When Col. Sidney F. Mashbir, who enjoyed an intimate relationship with the top-flight leaders of Japan, retired from the Army for a time to go into business for national reasons set forth in his book, "I Was An American Spy," one of the products he sold was the Nelson wagon-loader, a mechanical device for loading from coal piles into either wagons or sampans, or vice versa.

"As a result of several conversations with the Minister of the Interior and the higher officials of his department," writes Col. Mashbir, "I had ordered one unit to be shipped to Japan. On the appropriate day I arranged an official demonstration at the site of what is now the St. Luke's Hospital."

First he hired thirty sampans of coal delivered and then hired fifty coolies to work by hand for an hour to see how

much they could unload. Then, because of the social importance of the visitors and to accord with their manner of dress, he stepped forward attired in his morning coat and silk hat. He hung his cane over his arm, stepped onto the platform of the Nelson wagon-loader, and proceeded in fifteen minutes to unload five times as much coal as the fifty coolies had unloaded in one hour.

That demonstration made the sale. This is the kind of missionary work that is both practical and profitable and calls for no use of American taxpayers money. People who solve problems more efficiently are welcomed everywhere, and whether they solve them with machines or with ideas is a matter of no importance.

A deaf old lady entered the church with an ear trumpet. As she was settling herself in her seat, an usher came over and whispered, "Listen, madam, one toot—and out you go."

Kansans Form New State Association

It was an enthusiastic group that met in Topeka, Kas., April 24, to form the Kansas Auctioneers Association. Need for such an organization had been felt for several years but it was not until this spring when the legislature passed a law (HB—320) unfavorable to auctioneers that definite action was taken.

Col. Kenneth Crews, Topeka, was elected President; Col. Jim Kirkeminde, Beloit, Vice-President; Col. C. E. Sandefer, Topeka, Secretary-Treasurer; Col. E. T. Sherlock, St. Francis, Director for 3 years; Col. J. B. Heckerson, Hutchinson, Director for 2 years; and Col. W. O. Harris, Wetmore, Director for one year.

Membership fees were set at \$10.00 per year and it was voted that all Charter Members receive "The Auctioneer" for three months, compliments of the Kansas Auctioneers Association. Every auctioneer attending the meeting paid his dues and became a Charter Member. Bernard Hart, Secretary of the National Auctioneers Association, spoke on the importance of organization and assisted in getting the new organization started.

Birthday Party At Decatur, Ill., A. A.

Guests and customers of the Decatur, Ill., Auto Auction enjoyed the annual Birthday Party of that firm on Monday, May 16. This auction was established in 1941 and has operated continuously since that time under the guidance of Col. C. B. Drake. Since World War II, Col. W. P. "Bud" Drake, son of the founder, has been associated with the firm.

Food and soft drinks were "on the house" throughout the day and a dance and other entertainment was furnished in the evening. Many dealers from a wide radius were in attendance as well as guest auctioneers and other auto auction operators.

Col. C. B. Drake is 1st Vice-President of the NAA and has been a great booster for the organization since its beginning.



Col. Jim Kirkeminde, Beloit, Kas.
Newly Elected Vice-President of the
Kansas Auctioneers Association

"No Money" Auction Set For July 23

The annual Gooch Red Circle Auction of cattle and hogs will be held this year on July 23 at the CK Ranch, Brookville, Kansas. This auction will include 50 purebred steer calves, 50 registered gilts (Hampshires and Durocs), 5 bred gilts, and 5 registered Hereford heifers.

Ten Morse sewing machines will also be sold to 4-H girls. All purchases are to be made with Gooch Red Circle Points and buyers are to be 4-H and FFA participants seeking animals for project material.

In addition to the auction, the day's program will include demonstrations of fitting, showing and judging conducted by some of the outstanding men in these fields.

The purpose of this program, sponsored by Gooch Mills, is to encourage and offer assistance to hard working boys and girls participating in 4-H and FFA training programs. Gooch Mills is owned by John J. Vanier, who is interested in encouraging and promoting the farm youth of America.

THE MEASURE OF A MAN is not by the number of his servants, but in the number of people whom he serves — Paul D. Moody.

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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

New Members Figure High in Last Month

Below is a list of memberships received by your NAA office during the period from April 16 through May 14. We especially call your attention to the large percentage of new members. Nearly every one of these have been brought into our organization through the invitation of a fellow member. Have you asked a fellow auctioneer to become a member of the N A A during the past 30 days? If not, why not?

The asterik denotes renewal.

- Col. Raymond Stewart, Illinois
- Col. James W. Franks, Illinois
- Col. Gene "Pete" Peters, Indiana
- *Col. Edward P. O'Reilly, New York
- *Col. Daniel C. Poole, Maryland
- Col. Sidney White, New York
- Col. R. P. Turnley, Texas
- Col. Gilvie Lamb, Indiana
- Col. C. Evans Wahlin, Minnesota
- Col. Everett E. Corn, Indiana
- *Col. Wes Wendt, Washington
- Col. Douglas C. Steltz, Wisconsin
- Col. Victor Kent, New York
- Col. Harold G. Ryder, Massachusetts
- Col. C. E. Sandeffer, Kansas
- *Col. Rex Young, Nebraska
- *Col. Richard Shea, Nebraska
- *Col. Leon S. Nelson, Nebraska
- *Col. Ray Flanagan, Nebraska
- *Col. Henry Buss, Nebraska
- *Col. E. A. Camfield, Nebraska
- Col. H. B. Fox, Nebraska
- *Col. A. L. Horn, Nebraska
- *Col. Richard Kane, Nebraska
- *Col. Ralph Kuhr, Nebraska
- *Col. Clifford Nelson, Nebraska
- Col. V. H. Quitmeyer, Nebraska
- Col. Ralph K. Robertson, Nebraska
- Col. Ervin F. Smith, Nebraska
- Col. John Thor, Nebraska
- *Col. James Webb, Nebraska
- Col. C. M. Carter, Sr., Kentucky
- Col. Melvin J. Carr, Illinois
- *Col. Jim Wilson, Ohio
- Col. Kenneth Crews, Kansas
- *Col. John Breidegan, Pennsylvania
- *Col. Roy Gottshall, Pennsylvania
- *Col. Oliver M. Wright, Pennsylvania
- *Col. Chester J. Shaffer, Jr., Penn.
- .Col. Raymond Phillips, Pennsylvania

- *Col. Lloyd J. Barham, Pennsylvania
- *Col. Albert H. Devore, Pennsylvania
- *Col. Frank Heinen, Pennsylvania
- Col. Clarence Bontrager, New York
- Col. George J. Wittstadt, Maryland

For Your Desk

The story comes from London that there was once a business man who was also a devotee of cricket. He had on his desk three trays, marked "In," "Out," and "L.b.w."

A colleague was intrigued by these trays and one day said: "I can contain my curiosity no longer. The 'In' and 'Out' labels I understand. We all have them on our letter trays. But what does the 'L. b.w.' stand for? I have noticed that, often, when 'In' is empty and 'Out' is empty, 'L.b.w.' is overflowing with papers."

"Simple!" answered the Civil Servant, "Let the blighters wait."

International Auctioneer For Sale

Collection of 250 Issues of The International Auctioneer, magazine. Oldest issue April, 1899. Latest issue in this collection is June, 1916. Price for whole collection is \$150.00 Cash.

If it is not sold within thirty days, will piece out the issues at \$1.00 each. First dollars get the oldest issues until all are sold.

These are real collectors items. This is part of the collection gathered by Col. Walter Carlson of Triumph, Minnesota, over many years in the auction business.

Rush your check today. There is only one such collection in existence. This is it!

COL. E. T. NELSON, Owner
Renville, Minnesota

Old Paper Currency Fancied By Collectors

Did you know that as many as six pieces of our paper money could total only \$1.08? It's true. That is just one of many reasons why many numismatists collect paper money rather than gathering the coins we have described in past articles.

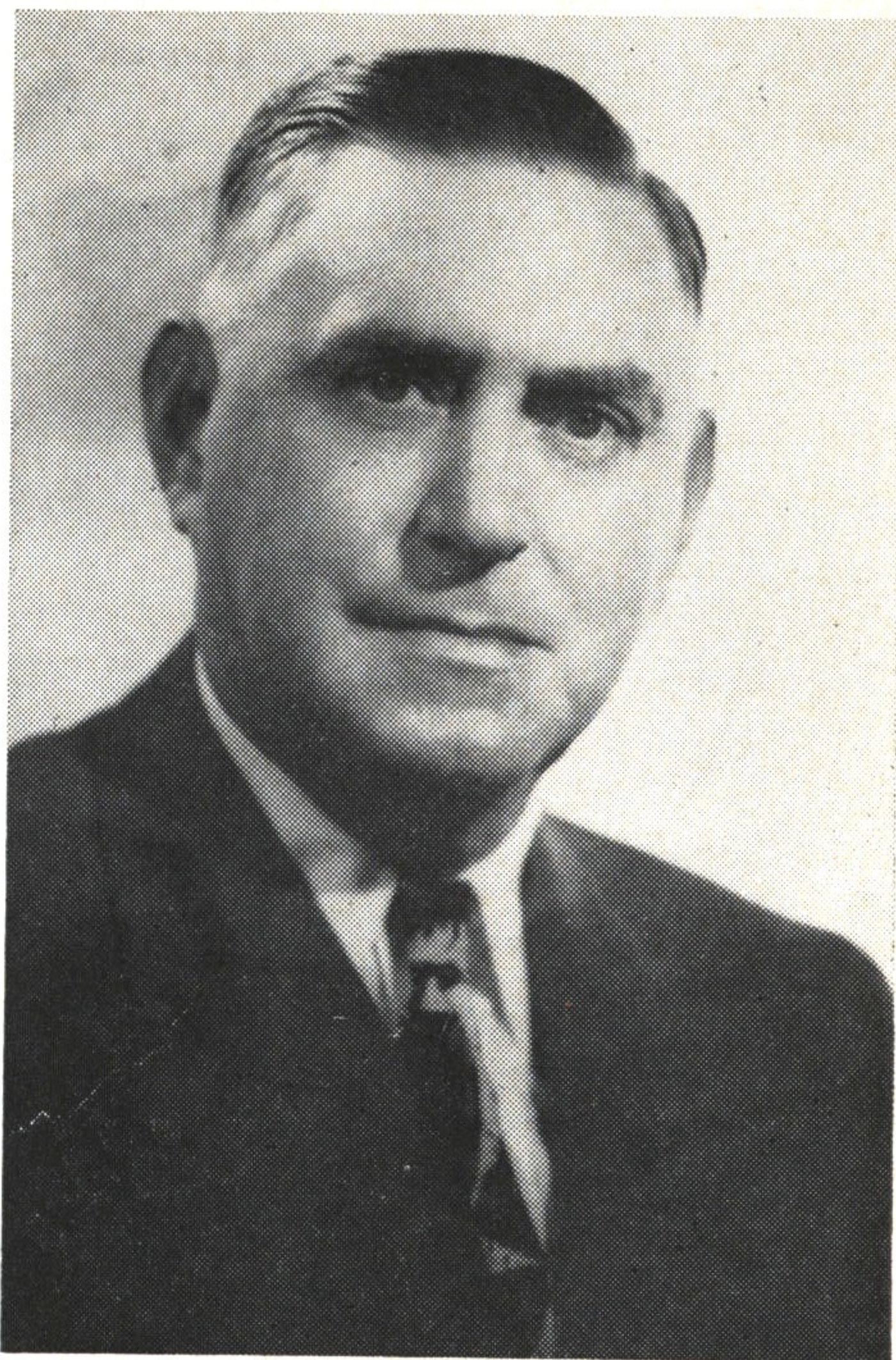
We would estimate that almost as many collectors fancy only bills as those who deal only with coins. Little known bills of the past are not only interesting, but very hard to find. Due to the short life of paper money, some bills which have survived in fine condition over just a period of thirty years can bring an excellent premium. There are many ways to specialize in collecting paper money. In our lead we mentioned fractional currency, which first appeared during the early years of the Civil War. Bills in the value of 3, 5, 10, 25 and 50-cent denominations were issued during the national emergency when specie payment was suspended by the banks.

Two kinds of fractional currency were issued. The first, in the denominations of 5, 10, 25 and 50 cents were issued with the likeness of postage stamps then in circulation. While the former bills were still being circulated, the Fractional Currency act was passed on in 1863. From the two bills, authorization for 369 million dollars in paper money under the value of a dollar was printed. Over two million dollars of that is still "outstanding," much of it in the hands of collectors.

Another collector might collect any of the types of notes which have been issued by our government. The demand notes of 1861 were the first bills known as "greenbacks." Demand notes are unique for several reasons. First, they did not bear the seal of the Treasury; secondly, they have only one serial number; another difference is that the bills do not have the names of the Treasurer or Register of the Treasury. The first bills had the signature of treasury officials and employees who had to stop their work and sign each individual bill.

This waste of time was soon alleviated,

Convention Speaker



Col. G. H. Shaw

Col. Shaw is one of the leading livestock auctioneers of the country and an instructor at the National Auction Institute, College Station, Texas. You can look forward to some interesting comments from Col. Shaw at Indianapolis.

and later issues were changed to read "For the Treasurer of the United States."

RELUCTANT APPLICATION

A teacher, who was giving the children written exercises, wrote out this "Wanted" advertisement:

"Wanted—A Milliner. Apply by letter to Miss Smith, 10 Blank Street."

The children had to make applications for the position in writing.

One youngster wrote:

"Dear Miss Smith—I saw you want a milliner. I hate to trim hats. Can't you get somebody else? Please let me know at once. Edith Brown."

IN UNITY THERE IS STRENGTH

CONVENTION

Thursday, July 14th

A.M.

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

P.M.

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

Friday, July 15th

A.M.

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

P.M.

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

PROGRAM

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

Saturday, July 16th

A.M.

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

P.M.

- 1:00—Secretary's Report, Col. Bernard Hart, Indiana.
1:10—Treasurer's Report, Col. Henry Rasmussen, Nebraska.
1:20—Report of Resolutions Committee.
1:25—Report of Grievance Committee.
1:30—Report of Nominating Committee.
1:40—Election of Officers and Directors.
2:00—"The Auctioneer", Col. Bernard Hart, Indiana.
2:15—Introduction and Address by new President of Ladies Auxiliary.
2:30—Acceptance Address by the President.
2:45—Selection of Site for 1956 Convention.
3:00—"Professional Auctioneering", Col. Earl O. Walter, Idaho.
3:30—"Subject to be Chosen", Col. Guy L. Pettit, Iowa.
6:30—Grand Banquet — Members, Wives, Guests.

Presentation of Awards and Introductions.

First Auctioneer to Register (Indiana not eligible).

Auctioneer travelling greatest distance.

Oldest Auctioneer.

Youngest Auctioneer (must be actively engaged in auctioneering).

Recognition of State having largest representation (Indiana excluded).

Address—Dr. Kenneth McFarland, Topeka, Kansas.

(Dr. McFarland is Educational Consultant and Lecturer for General Motors and Educational Director for American Trucking Assn.)

Kansas President From A Four Generation Auction Family

Elsewhere in this issue of "The Auctioneer" is a news item concerning the forming of a Kansas Auctioneers Association. First president of this new organization is Col. Kenneth Crews of Topeka. Proof that the auction business is in Col. Crews' blood is indicated by the following feature reprinted from the Topeka State Journal:

Seventy-six years ago, Manassa Timothy Crews, a Baptist preacher from Indiana, climbed down from his ox-drawn covered wagon and began saving souls one bright Sunday morning in Topeka.

But Monday thru Saturday was different.

Manassa soon became the ferry boat operator between Grantville and Tecumseh and Topeka's first auctioneer.

From that year until the present, the history of auctioneering in this community almost can be traced in the Crews' family scrapbook which now spans four generations.

Kenneth Crews, representing the third generation, now operates the Crews Auction Co. at 1601 West Sixth. He is teaching the trade to his 16-year-old son, Franklin (Buzz), who already is an auctioneer in his own right.

Manassa taught his son, Charles Sr., who began auctioneering in 1900 and later became known to thousands of Topekans as "Foghorn Crews."

Back before the days of radio and public address systems, "Foghorn Crews" used to lean out the window of The State Journal's former offices at Eighth and Kansas and bellow the round-by-round accounts of famous fights as they came in by telegraph.

Topekans by the thousands used to line Kansas avenue in those days to hear "Foghorn Crews" give election returns and accounts of World Series games and prize fights. Old-timers recall that street car employes used to walk ahead of trolleys so the cars could get thru the jammed streets.

This year, the Crews family is observing the fiftieth year of its agreement with Santa Fe Railway Co. for crying auction sales on unclaimed freight.

In earlier years before Santa Fe began selling unclaimed freight at retail, the railroad had a rule that freight crates be auctioned off sight unseen.

Kenneth remembers stories told to him by his father of some of the surprises buyers got when they bought grab-bag style at auction sales.

One man peered into some loose boards of a crate and bid \$11.50 on what he thought was a porch awning. He won the bidding, but when the crate was opened, the awning turned out to be a rug valued at about \$1,000.

Another man bid \$2.50 on an unopened suitcase, won the bidding, and when the suitcase was opened discovered that he had just bought a box full of expensive jewelry.

This type of bid worked both ways, though. A woman bid \$75 on a steamer trunk which she later found contained only some bug-eaten clothes.

Today, all unclaimed freight with the exception of suitcases and personal effects are opened for public inspection.

The big years for his father, Kenneth recalls, were during World War I when foreign countries sent agents to the United States to buy horses and mules at auction.

Charles Sr. used to auction off horses at the rate of one-a-minute and it was not unusual for him to auction off more than 1,000 horses in a day in a Topeka sales ring.

Kenneth began as an auctioneer in 1928 and one year cried 218 farm sales—a record for this area. By tradition, auctioneers give the title of colonel to auctioneers who have cried 100 or more farm sales in a year.

"It (The Auctioneer) is bigger and better. More power to the NAA."—Col. G. A. LaMunion, Baltimore, Md.

SPECIAL CONVENTION EVENTS

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

Friday noon, July 15—The Carey Jones Luncheon

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

Saturday noon, July 16—Automobile Auctioneers Luncheon

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

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

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

Other special meetings will be announced later.

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

Paging Col. Coats – Wooden Indian Found

By MRS. FERNE PETTIT

In the April issue of "The Auctioneer" I became quite interested in President Sigrist's article in which he suggested that someone whittle out a Wooden Indian for Col. Coats.

Now that whittling business is a lost art so far as I'm concerned but I do know where there's a good pattern someone might copy, providing they have the time and patience. As you know, Ottumwa (Ia.), is quite near our little city of Bloomfield, and a few evenings back I picked up a mat at the "Cornpicker", an eating establishment in Ottumwa, bearing the following information:

The Cigar Store Indian who greeted you is an old hand at it. We don't know his age, or where he spent his time prior to 1890, but we do know that at that time he was on duty

outside of Claude Meyer's Cigar, Confectionery, and Ice Cream Parlor, which was located at 110 E. Second Street. Many of these old Indians were made of plaster or metal, but this one was carved from a solid block of wood.

Someone may know of a better one or an older Cigar Store Indian but here's proof that one does exist and by his side stands a "Wooden Squaw" but she is hollow!

NO CHANCE FOR ERROR

A man brought a cocker spaniel to a vet and asked him to cut off the dog's tail. "I want it all off," he said, "so that not even a hair of the tail remains."

"Sorry," the vet replied. "I can't do that. Why do you want to cut the tail from an innocent little dog?"

"My mother-in-law is visiting us next month," the man replied, "and I want to eliminate any possible sign or indication of welcome."

Romance Of Fans Lures Collectors

Rumor has it that Princess Margaret has been carrying an evening fan. Royal recognition is no new experience for the most feminine of costume accessories, but coming at this time, it coincides with a revival of interest in antique fans. To their serious collectors are being added many women who enjoy them for actual use or framed as wall decoration.

What attracts collectors to fans? Their beauty, of course, but also the color and romance in their long history. Fragile though they are, fans have played a role in human affairs since the days of antiquity.

Mentioned in Sanskrit

A fan is mentioned in a famous Sanskrit poem. Assyrians were fan makers 3000 years ago. Fans and fan bearers had an honored place in court ceremonies of Egypt's pharaohs. Phoenicians, Phrygians, Greeks, Byzantines, Chinese, Arabs and Hawaiians from time out of mind were among those who held fans in high regard.

By the early 1300s, fans were widely used in Europe. Much favorable publicity came to them through Queen Elizabeth, sometimes called the "godmother of fans," who let it be known that she considered fans the one suitable gift from her subjects, in turn gave fans to royalty abroad and owned 27 fans at her death in 1603.

An interesting change in the style of fans occurred at the end of the 16th century when the folding or pleated fan became fashionable. Before that time, the most popular fans seem to have been bouquets of feathers fastened to a rigid handle.

French Set Fan Fashions

As might be expected, the French were particularly susceptible to the elegance, frivolity and beauty of fans. For about two centuries from the reign of Louis XIV through that of Napoleon III, France set fashions in fans for the rest of Europe to copy. Fans were designed for every occasion. There were walking, afternoon and evening fans and fans for weddings, mourning and baptisms, to say

nothing of commemorative and souvenir fans.

Every art of the most skilled craftsmen and painters was lavished on these fans. Their sticks, made of mother-of-pearl, ivory, bone, tortoise shell or wood, often were exquisitely carved, pierced and painted with figures, tiny scenes or other designs. Sometimes gold or silver in intricate patterns overlaid the sticks.

Materials used for the upper part or leaf included silk, tulle, lace, vellum and chicken-skin. Many fans were made entirely of ivory, pierced to resemble the most delicate lace, or painted and varnished in the famous vernis Martin technique, so often used for furniture of the day.

Painted Fans

Painting, the loveliest and most typical fan decoration, reflected in its designs all the interests of daily life. Episodes from mythology, idealized pastoral scenes and views of court pageantry were favorite subjects. In contrast, other painted fans and many French and English engraved fans took their designs from current events such as military campaigns, politics and the abolition of the slave trade.

Today an interesting collection can be made at moderate cost with some of the lesser but still charming 18th century fans combined with 19th century examples. Among the latter are not only the classic types but many featuring sequins and other decorations more their own.

"JUVENILE" DELINQUENT

According to Telephone Review, a police lieutenant out in Green Bay, Wis., got a night call from a man who said: "If my son reports his car stolen, don't do anything about it. He's out drinking and shouldn't drive. So I took the duplicate keys and brought the car home."

Suspecting possible illegal sale of liquor to a minor, the lieutenant asked "How old is your son?"

"Forty-three," came the tired reply

"One thing about getting along in years—you feel your corns more than your oats!"

F.T.C. Refuses To Police

Fair Trade Pricing

By Col. Ben Greenfield

About four months ago the National Jewelers Association of the U.S.A., which has a membership of thousands of retail jewelers, through their counsel made an application to the Fair Trade Commission in Washington, asking them to enforce the Fair Trade Act, in the states where they exist. After consideration by this commission they had given out a decision that they could not enforce this law on the grounds that it would take too much manpower and money. There were forty-five states throughout the U.S. that had the "Fair Trade Act" better known as "The McGuire Act" and up to this writing at least five states have either withdrawn this act or had it declared unconstitutional by the state supreme courts. If any U.S. Senator or Congressman or any State Senator or Assemblyman had the public at heart they would never have passed this law.

On March 29th, last, Herbert Brownell, the United States Attorney General in Washington made an announcement that he is going to recommend the repeal of the "Fair Trade Act." What a break that will be for all concerned, especially for the poor class working people. The "Fair Trade Act" has kept the working man from buying various household articles for his home, but when the "Fair Trade Act" is lifted the poor man might be able to reach into his pocketbook and have these articles in his home as prices will come down and there will be competition and as the saying goes, "competition is the life of trade." The factories will boom and everybody concerned will be happy. This has been a proven fact with the Roto-Broil 400. Since they have lifted their broiler off the "Fair Trade Act" and lowered their price it seems that every salaried man is now in a position to buy one. The factory is working full shift to keep the public supplied while other "Fair Trade" manufacturers are laying off men by the hundreds instead of lowering their prices so that their merchandise can reach everybody's home. Maybe someday in the near future these manufacturers will come to their senses. The "Fair Trade Act" does not belong in a Democratic Country like the U.S.A.

BAFFLED

"I wish you'd wear a gown in the second act that is not quite so daringly cut," the stage manager told the star of the show.

"But this is the latest style and I paid a fortune for it," she pouted. "Why should I change?"

"Well, in that serious scene when your husband says, 'Woman, you're hiding something from me,' the audience laughs. They just can't figure out what he means."

NATURALLY!

An announcement of a county artificial breeding association meeting recently mailed out from a county farm agent's office concluded with this paragraph:

"Three door prizes will be given. First, an artificial heifer calf. Second, a 10-gallon milk can. Third, a free breeding service. This includes the ladies."

One thing about a poor man, he doesn't have to borrow money to pay his income tax.

Convention Speaker



Col. Harris Wilcox

A director of the NAA and a successful auctioneer and sales manager. Col. Wilcox, whose home is at Bergen, New York, will address this year's National Convention on the subject of managing and selling Dairy Cattle Auctions.

Albino Buffalo Calf Born in Minnesota

FARGO, N. D.—An albino buffalo calf, the second inside of two years, was born last month on the C. C. Koltes shetland pony farm on the Minnesota side of the Red River about six miles north of Fargo, according to the Fargo Forum.

Koltes, a Fargo insurance man, said it is something like lightning striking in the same place twice as he produced federal wildlife figures showing that an albino buffalo calf occurs once in two million calvings.

The first was born in a snowbank in December of 1953 when the temperature was 27 below zero. That calf was whisked into the buildings on the farm away from an angry mother to keep it from freezing. It was artificially fed and placed under lamps to keep it warm. That calf was a female and later died.

The new arrival is a bull calf and has a white coat, blue eyes and pink nose, as did the first calf that died about a month after birth.

From information he has gathered, there is only one other albino known to be alive. That is a bull running with a herd in the Flathead Valley in western Montana.

Land and Herefords Sell in Okla., Auction

Buyers from Oklahoma, Arkansas, New Mexico and Texas did a thorough job of taking Oren Covey out of the Hereford business at his farm near Locust Grove, Okla., on April 11. He sold his 300 acre farm and his entire herd of more than 50 registered Herefords all at auction, and all during the same operation.

The farm sold for \$67 per acre and the 45 Herefords totalled \$10,569. Col. Dittman Mitchell, Fayetteville, Ark., a member of the NAA was the auctioneer. He was assisted by Col. Jim Hardesty, Tulsa, Okla., and Col. Gavin Watt, Grain Valley, Mo., the latter serving also as sale manager.

At 212 public auctions held during first quarter of the Angus fiscal year 2,558 prospective herd sires averaged \$789.48. All last year 6,982 Angus bulls at auction averaged \$524.03, and 28,165 females \$522.19. In the first quarter of this year, 10,459 Angus cows and heifers in public auctions averaged \$495.89.

We understand that Uranium Stocks are really selling—it might be due to the fantastic capabilities of the element—for example: Fission of an ounce of Uranium will produce as much heat as 21,000 gallons of gasoline, or 4 times the fuel capacity of a Mainliner DC-7.

Make Your Hotel Reservations Early

For the convenience of those who are planning to attend the Convention of the National Auctioneers Association at Indianapolis, July 14 - 16, we are furnishing a rate card and reservation form of the Claypool Hotel. All meetings will be held at this Hotel but you are NOT required to stay there.

The Claypool is completely air-conditioned and all rooms have Radio and Television at no extra charge. Make reservations directly with the Hotel or through your own national office, 803 S. Columbia St., Frankfort, Indiana. We will be glad to assist you in any way possible.

COMPLETELY AIR CONDITIONED . . . RADIO . . . TELEVISION

THE RATES — EUROPEAN PLAN —

<i>Style Room</i>	<i>Per Day</i>
A. For 1 person	\$ 7.00, \$ 8.00, \$ 8.50, \$ 9.00
B. Double bed for 2 persons	\$ 9.50, \$10.00, \$10.50, \$11.00
C. Twin beds	\$10.50, \$11.00, \$12.50
D. Studio suites, 1 or 2 persons	\$13.50
E. Parlor suites, 1 or 2 persons	\$20.00, \$25.00
Extra beds in room, per person	\$ 2.75

If a room at the rate desired is not available, a room nearest that rate will be reserved.

The MANAGER

CLAYPOOL HOTEL, INDIANAPOLIS, INDIANA

Dear Sir: Please make the following reservation for and acknowledge same to

PRINT PLAINLY, PLEASE

STREET

CITY

STATE

Will arrive _____ *day. Date* _____ *about* _____ *M.*

NOTE: If you are unavoidably delayed please advise us, as unclaimed reservations are canceled at 6 P. M. unless we are otherwise notified.

Yours truly,

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. R. A. Waldrep—Birmingham

FLORIDA

Col. L. M. Pedersen—Jacksonville

GEORGIA

Col. Harold Cohn—Columbus

Col. Johnny J. George—Macon

ILLINOIS

Col. Frank W. Capista—Lockport

Col. C. B. Drake—Decatur

Col. W. P. "Bud" Drake—Decatur

Col. Bud Fennema—Lansing

Col. Walter Holford—Edwardsville

Col. Ray Hudson—Morrisonville

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Col. Bruce Parkinson—Kankakee

Col. Carman Y. Potter—Jacksonville

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Col. L. T. Crawford—Mishawaka

Col. R. C. Foland—Noblesville

Col. Russell Kruse—Grabill

Reppert School of Auctioneering
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Col. B. J. Berry, Bonaparte

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Col. Abe Levin—Lunenburg

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Col. Wm. O. Coats—Union City

Col. John M. Glassman—Dowagiac

Col. Fred W. Smiley—Saginaw

Wilber Auction Service—Bronson

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Col. Bill McCracken—Kirkwood

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Col. Ray Flanagan—Albion

Col. John W. Heist—Beatrice

Col. T. C. Jensen—Holdrege

Col. J. D. Kirkpatrick—Grand Island

Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

Col. Henry Rasmussen—St. Paul

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Col. Adolph Zicht—Norfolk

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Col. Harry Van Buskirk, Norwalk

Col. Clyde M. Wilson—Marion

Col. Lou Winters—Toledo

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Col. Tom Berry—West Newton

Col. Philip A. Engelmeier—Pittsburgh

Col. Jacob A. Gilbert—East Prospect

Col. R. E. Parke—Greensburg

Col. Homer H. Sparks—Sharon

OKLAHOMA

Col. V. K. Crowell—Oklahoma City

OREGON

Col. L. J. Stanley—Portland

BOOSTER PAGE (Cont.)

SOUTH DAKOTA

Col. Robert E. Penfield—Lemmon

TENNESSEE

Col. J. Robert Hood—Lawrenceburg

Col. H. C. "Red" Jessee—Morristown

Col. E. H. Lawson, Kingsport

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WYOMING

Col. C. G. Williams—Sheridan

Col. Dale Shelton, Jr.—Sheridan

ELSEWHERE

The Ladies Auxiliary of the
National Auctioneers Association

MAIL BAG

Dear Col. Hart:

. . . I feel that magazine, The Auctioneer, should be read by all auctioneers, as voicing opinions in print is a great solution for all of us. None of us are so smart that we cannot pick up more knowledge. I look forward to reading The Auctioneer each month.

Col. Lou Winters
Toledo, Ohio

Dear Colonel:

Enclosed find bank money order for \$10 and a request that you accept Gene "Pete" Peters for membership in the N.A.A. I am a member and enjoy "The Auctioneer" very much.

Col. Peters and I graduated from the Reppert Auction School in 1953 and have worked several sales together.

I think we in Northern Indiana are blessed with a great man, not only in the Auction profession but in all walks of life. He is a helping hand, known to everybody as Col. Herman Sigrist. We are all proud of him.

Very truly yours,
Harry Miller, Jr.
Wolcottville, Ind.

Dear Col. Hart:

. . . I hope that every member will begin thinking in terms of what is best for the profession and not in a selfish personal attitude.

I believe anyone who has never attended a National Convention is in for a treat and I'm sure the Indiana boys will make it a memorable event.

Sincerely,
Ray Gevlinger
Mineral Point, Wis.

Dear Sir:

I have been taking "The Auctioneer" for over a year and can say that I like it very much. I started Auctioneering at Mooreland, Ind., 37 years ago and am now 72 years old. I have worked hog sales with Col. Fig of Danville, Ind., and real estate sales with Col. Foland of Noblesville, Ind.

In the past 37 years I have sold most everything, even had one airplane sale. For the past six years I have been running an Auction House, holding one to three sales a week.

I am coming to Indianapolis for the Convention. Enclosed is \$5.00 for the Booster Page.

Yours truly,
L. W. Huffman
Fostoria, Ohio

County Infirmary In Michigan, Auctioned

The "Auction Way" once again proved to be the "Better Way" when the Supervisors of Berrien County Michigan decided to liquidate the County Infirmary. They had hoped the 240 acre farm would bring \$30,000 and it sold for nearly \$40,000.

The herd of Holstein cattle maintained at the farm sold for more than \$11,000 with a top price of \$500 and several above the \$400 mark. The balance of the personal property sold for approximately \$15,000.

Auctioneers were Col. John Glassman, Dowagiac, Mich., and Col. Harry Bridge, Royal Center, Ind.

Ready to Retire After Selling At Auction for 61 Years

Editor's Note: The following article is reprinted from the Des Moines (Iowa) Tribune. Our thanks to the original publishers for reprint privileges.

By **HERB OWENS**

IOWA FALLS, IA.—In June, jolly little John Wilson (Jack) Brown will retire from a career he started 61 years ago. Due to celebrate his eightieth birthday anniversary on June 3, he has been an auctioneer since 1894.

Brown, a native of Scotland, was a 19-year-old farm boy at Traer when the auctioneer failed to appear for a closing-out sale planned by a Traer merchant. Wilson, without professional experience, took his place.

Even this spring, Brown has been crying sales—property sales and farm sales—but he finds it takes too much out of him. He's going to retire.

"Farm sales are pretty tough," he said. "You're on your feet two or three hours at a time—and that's just too much when you get close to 80. Besides, not many people want to hire an 80-year-old, for auctioneering or anything else."

Reward

Brown leans more and more heavily on a fancy gold-headed cane, presented to him for the toughest siege of sale crying he ever did. Citizens of Iowa Falls gave it to him after the charity stunt he pulled Mar. 22, 1918, to boost donations to the American Red Cross.

"I bought an old goose for a couple of bucks," said Brown. "I had my wife dress it in white vest and swallow tail coat, with a sign on its back, 'I brought the sugar back.' Its clothes and the sign were recognized by almost everyone.

"There was a war on and sugar sales were restricted. We had a fellow, called Lord something-or-other, who went around to different stores buying his five-pound limit at each one. Someone reported him—and he had to take the sugar back.



Col. J. W. "Jack" Brown and his gold headed cane.

Photo, courtesy of the Register & Tribune Co.

"Everybody thought it was a good joke. I auctioned the goose off for \$150—and the buyer gave it back. I sold it over again—and again—for \$100.

"Then I added a proviso: If anyone kept the goose, he'd have to cut its head off right there at the auction. I continued the sale into the second day.

"The entire sale brought in \$23,000—but the goose alone brought in \$15,000."

Scotland

Brown, who came from Scotland at 10, attended rural school and farmed in Tama county until, by chance, he became an auctioneer. Soon after, his parents moved to the Waverly area where he was associated with his father—a horse and livestock dealer—for four years, working part time as an auctioneer.

THINGS YOU SHOULD KNOW

"THE AUCTIONEER" is seldom or never thrown into the post-office wastebasket. It is rarely thrown away at home until every adult member of the family and the children have looked it over. The recipients almost always file their copies for future reference. It is often sent to friends and relatives.

Consequently the advertising placed in "THE AUCTIONEER" reaches more people and stays with them longer than other types of advertising. Advertising rates will be found on page 1 of this issue. Send your copy and check to the Editor, Col. Bernard Hart, 803 South Columbia Street, Frankfort, Indiana.

Since 1908, Brown has lived in Iowa Falls. He concentrated on the auction business here — but he specialized in horses. For years he conducted periodic sales of horses.

Brown's first wife died after 10 years of marriage. He later married Mamie Phillips of Illinois, a niece of his first wife. He has one daughter, Mrs. Jean Campbell, whose husband operates a veneer factory at Manchester.

Fine Home

Jack built a fine home, a block from the business district, in 1912. He established a bus and transfer business, the pioneer link between railroad stations and hotels.

Until 1938, Brown operated his own sales barn. When it burned down, he rebuilt it. Thousands and thousands of horses were sold under the banging of his gavel. For several years, he also operated a sales barn in Cedar Rapids.

Brown never had a partner in his business. He carried the sales burden alone until about six years ago when he began hiring an assistant auctioneer to spell him in the long grind.

How Expert Are You As A Listener?

Every one of us knows people to whom we never give information valuable to them because they never give us a chance to talk to them without interruption. They are people who have never learned the art of listening. They set up barriers to the free flow of ideas in their direction.

Dr. Earl Planty, executive counsellor for Johnson & Johnson, has this message for executives:

"By far the most effective method by which executives can tap ideas of subordinates is sympathetic listening in the many day-to-day informal contacts within and outside the work place. There is no full-blown system that will do the job in an easier manner . . . Nothing can equal an executive's willingness to hear."

"Many a live wire would be dead if it weren't for his connections."

Rare Journal Brings \$25,000 At Auction

NEW YORK — A journal of George Washington, one of America's rarest books, has brought \$25,000 at auction. It will go on display at colonial Williamsburg, Va. Mrs. John D. Rockefeller, Jr., provided the money.

The journal was published at Williamsburg in 1754. The colonial capital was restored largely with Rockefeller family funds as a public museum of Americana.

The book, written by Washington at the age of 21 while he was a major in the British army, brought spirited bidding at the Parke-Bernet galleries. Only seven other copies of the first edition of the book are known to exist.

In it, Washington reported on his expedition to the Ohio wilderness to investigate French encroachments there. It alerted the infant colony to the danger of its interests.

The journal is rarer than the Bay Psalm book, the first book ever printed in America, of which there are 11 known copies. A Bay Psalm book brought \$151,000 at auction in 1947.

REALLY OVERPRODUCED

Talk is the principal product of the world. It is divided into plain, loud, big, back, double, idle, and just. It is said in every language known to man, and of course, to woman. It comes out of loudspeakers, professional speakers and plain windbags.

It is a means of communication, explanation, exaggeration, and prevarication. It is one means of getting out of line and into trouble.

Some is good; some is bad; some is indifferent, and some, no doubt, is necessary. Everybody agrees there is too much of it, but the problem is how to get less without doing more.

You have heard about the finest food served aloft—well last year United Air Lines spent more to feed its passengers than it spent 25 years ago to operate the company.

CHUCKLES

An alarm clock is what people with no children use to wake them up in the morning.

A woman is perturbed by what a man forgets . . . a man by what a woman remembers.

A rummage sale is where you buy stuff from someone else's attic to store in your own.

Even a mosquito doesn't get a slap on the back until it starts working.

You're getting old when the gleam in your eye is merely the sun shining on your bifocals.

Remember way back when a teen ager used to go into the garage and come out with the lawn mower?

The only thing you can be sure of when a woman driver puts her hand out is that the window is open.

In the spring a young man's fancy turns to what the girls have been thinking about all winter.

Funny how a man can rise higher by staying on the level.

Nobody throws sticks at an apple tree with no fruit on it.

Over 2,700,000 persons arrived or departed on flights serving Los Angeles International Airport last year, or about one third more than the entire population of The Good City of Angels.

IN MEMORIAM

Col. Ted Witkin,
Burlington, Vermont

Col. Faye L. Houtchens,
Monmouth, Illinois

Col. William Rubin,
Norfolk, Va.

Col. Charles J. Madison,
Cedar Rapids, Iowa

Col. J. G. Sheets
Roanoke, Va.

Col. Ralph Drake
Montpelier, Ohio

Hold Back Worrying A Bit Longer

Don't be in too big a hurry to start worrying. The chances are the information upon which you base your worry judgment isn't complete. Wait until all the evidence is in.

Remember the story of the 6-year-old boy who complained to his loving parents that he could not see the blackboard at school.

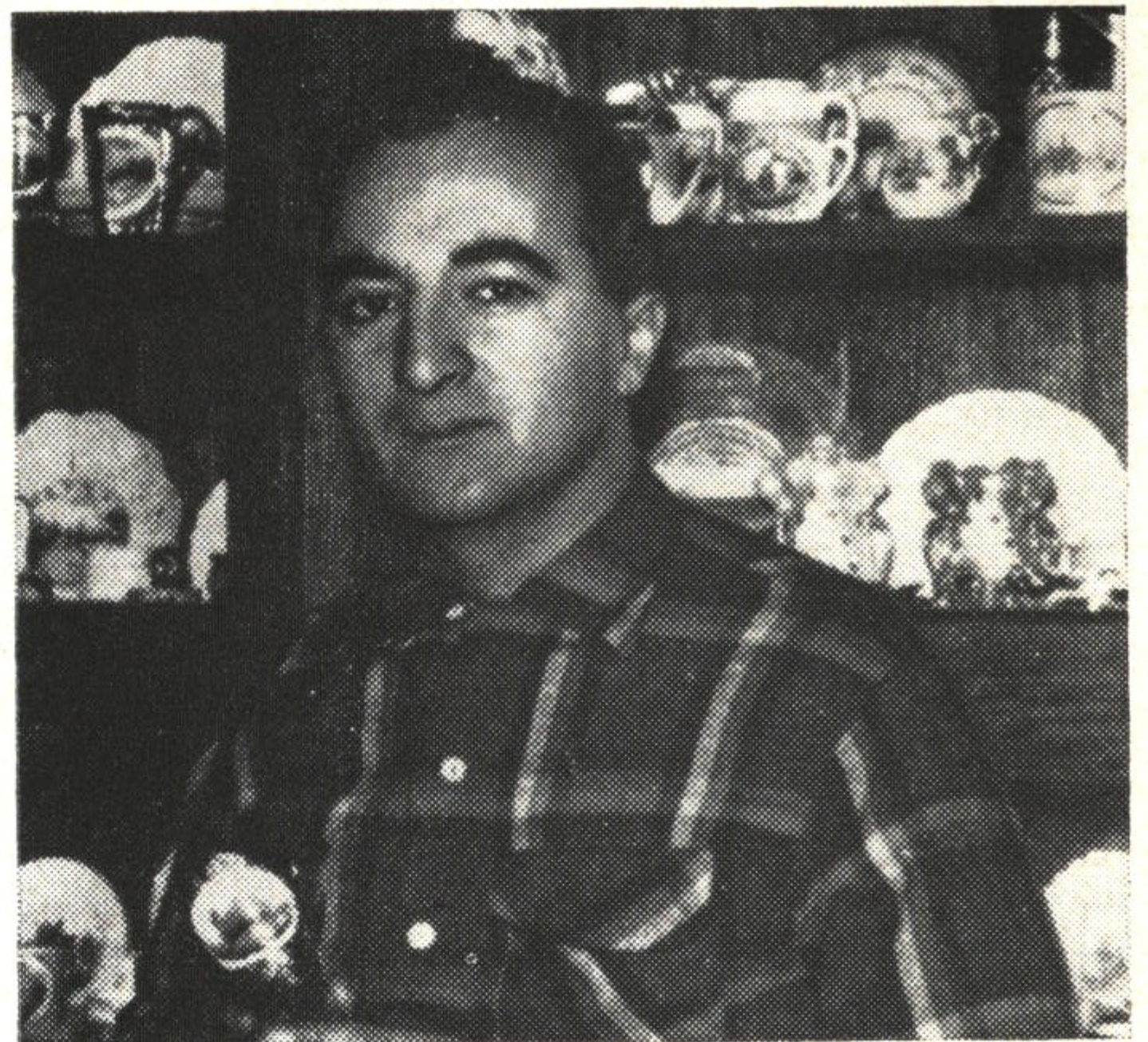
Instantly, filled with fear that the child was going blind, they rushed him to a specialist. There was nothing wrong with the boy's eyes.

The doctor asked the lad, "Why can't you see the blackboard at school?"

"Because," answered the boy, "there's a big boy sitting right in front of me."

Last year approximately 25,000 Hereford bulls sold at auction averaged \$473. Some 35,000 females averaged \$150 a head less than that, or \$323 to be exact.

Convention Speaker



Col. George Michael

You read about him and his "Auction Barn" in the March, 1955, issue of "The Auctioneer". You will meet and hear him at Indianapolis. Col. Michael hails from New Hampshire.

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.

A Lancashire Public Market

Never Fails To Fascinate

By MARGARET MOREAU

You don't just see Leigh market. You watch it, smell it, feel it, listen to it, study it. You may be starved through (cold) from standing around in the slush. You may be repelled by the spectacle of an open air market, dirt and dust settling on meat and vegetables, fruit and fish.

You may know perfectly well that market prices aren't much lower than those at the green-grocer's. But come Wednesday morning or Friday and Saturday, and you find yourself heading towards the market place.

On market days it's a small place, crowded with judicious buyers and persuasive sellers, crowded with a couple hundred plain wooden, canvas-covered stalls. You don't notice the Town Hall or the Parish Church which stand on either side of the market. You don't even notice the cenotaph which sticks up in the middle of the market and which marks the site of the old market cross.

It's quite different on a Friday night when the stalls are in place for the next day. Then you see the bare board skeletons, side by side, back to back, aisle on aisle. Then you realize that the market is really u-shaped. You can see the asphalt paving, you are aware of the buildings about you. But this is not the market.

An Eye on the Scales

The market is when you join the people milling around the stalls, when you smell the fish and cooked meats, when you respond to the camaraderie of the merchants but still keep an eye on the scales and count up your change carefully, when you hear snatches of conversation and bits of sales talks.

The market is in the morning when farmers arrive early and unpack their fresh produce, checking their prices against others; it is at noon when you have to queue for fish; it is late on a winter's afternoon when prices drop be-

cause merchants want to get rid of their stuff. The market is a study.

"Ladies and gentlemen, I'm surprised at you. Here it is—a triple presentation writing set. British made; this is none of your rubbish from Hongkong. Lookit way it's made, precision perfect. A little treat, that it is. Now I'm charging just four shillings. If you miss this set at four shillings, well, all I can say, you deserve to. All right, George, the little lady over there'll 'ave one . . . Now who'll take two of these super-quality husk towels off me at this silly and stupid price? . . . You'll not see these every day . . . A treat you'll not get again soon.

He motioned to George who began to eye me, standing there writing down dialogue frantically. George moved thru the crowd toward me. I moved on.

Past one of the pot stalls. Real bone china, only slightly chipped. Past the stacks of drapery goods. Past the rolls of lino (linoleum) and past the sad, lame accordionist with his hat in front of him. Another penny in the hat.

Bright yellow daffodils, cooked red beets, green sprouts and cabbages, scrubbed carrots and unscrubbed potatoes. Big oranges and grapefruit from Israel, apples of all sorts, bunches of bananas.

Here's a treat you'll not get again—A dependable, reliable stall this is. Three days a week I'm right here in this place — two pounds of apples one and six—get your leathers (chamois) here, get your leathers here, luv, a sin and a shame it is to sell this cutlery at that ridiculus price—now, I ask you, don't condemn them because they're cheap—

"You Listen to the People"

After a while you don't hear the cries any longer. You listen to the people around you, women mostly, carrying heavy shopping bags, wearing scarves and berets and sheepskin lined boots.

"EE, ther, ow're ye goin' on?" "Aw

reet." "And did ye not know?" "Aye, she's settled down a treat." "Ha-ta." "Tra-la."

You look around at the merchandise. Blankets piled high, nylons flapping in the cold wind, eggs cheap to old age pensioners, queues at the cooked meat stall, biscuits and sweets, biscuits and sweets. There's the book (rhyming with goop) stall. Once I found "Tristram Shandy" there for 7c. But this week it's comics and gramophone records and religious tracts and Lord Lytton's novels in eight volumes.

Smirking china dogs, shoe polish and soap flakes. I pause to write down some notes. "Yes, luv? all sizes today." I'm standing beside a stall selling corduroy pants for little boys, I move on. "Yes, luv? all sizes. Big sizes for you today. Only 2 pound 19 shillings, and all wool." That time it was ladies coats that I stopped by.

"Fish Lil"

I've seen the market so I can do my buying. "Quarter of plaice, (white fish) please." I tell Fish Lil. "And filleted, please." Sometimes I forget to say "fillet" as I'd say "billet." "Lovely today," Lil says as she holds up a limp piece of fish for my inspection, "and only one and three a quarter."

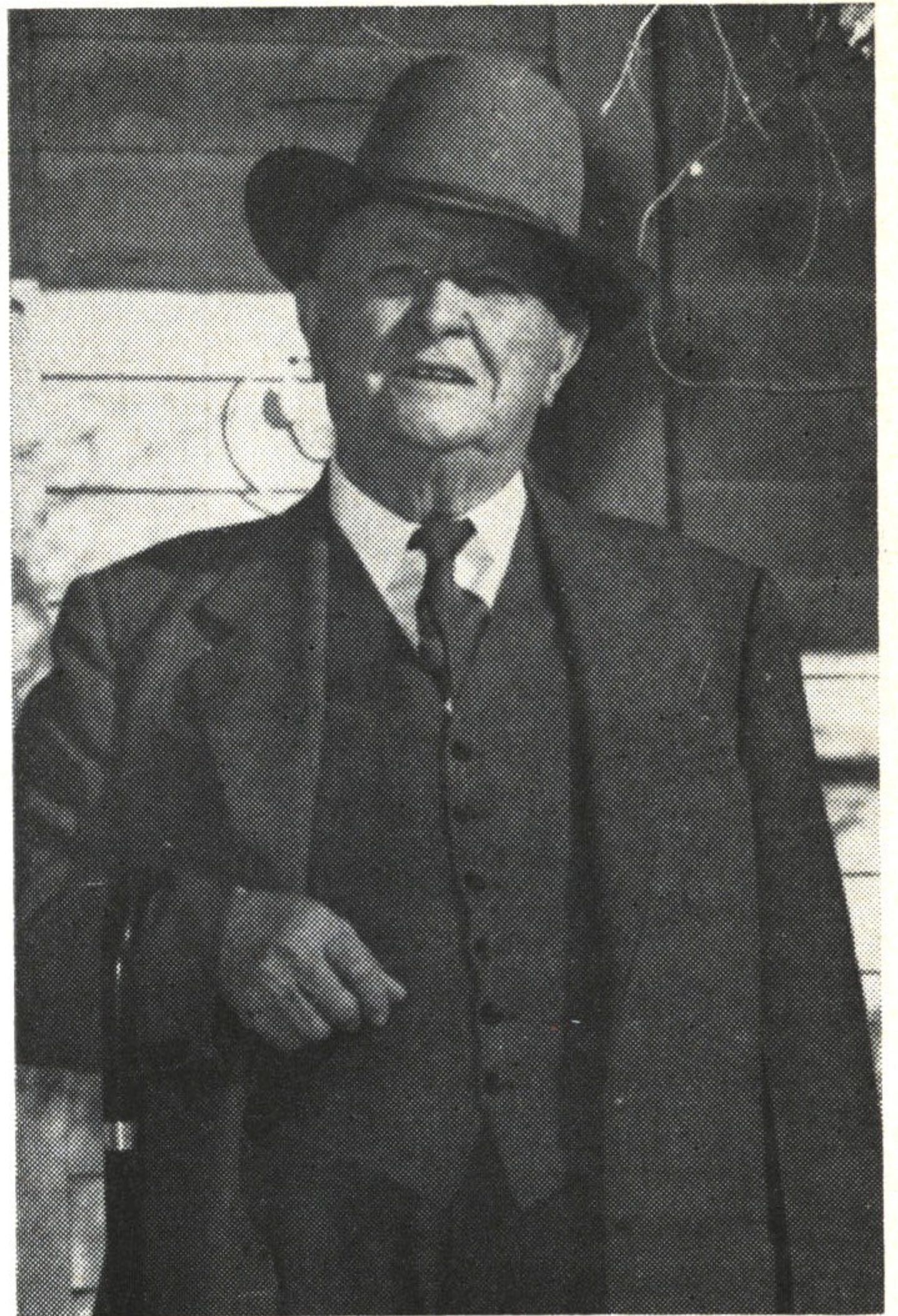
"One and eight, and special for you luv," she says. I look doubtful. "Just right for two." I've given up explaining that there is but one. I've given up everything but paying and taking. "A bit of cod, and all for two shillings," she says. I decline the offer, regretfully but firmly. She wraps my plaice in a piece of oiled paper and then in newspaper, usually the Salvation Army weekly. "Special for you, luv," she says as I pay her.

Quickly I walk past the tripe dresser's stall.

On to my vegetable woman. She's used to my strange ways. Half of sprouts and half of potatoes, please. She no longer questions the small quantities; she wraps them up in newspaper for me so they won't fall out of my string bag.

I study the fruit stalls. Ripe bananas sell at half price. If the apples in front are too shiny, you can be sure that the ones in back aren't so good; I never

Convention Speaker



Col. T. D. Preece

Those who attended the Omaha Convention will not forget Tim Preece. Col. Preece recently celebrated his 87th birthday—you guessed it—by conducting an auction. See and hear Col. Preece at Indianapolis.

have the nerve to insist on having the ones in front.

Shopping done, there's no reason to spend any more time at the market. I point myself in a homeward direction. The market, its sounds and sights and smells, recedes. Next week it will be the same, it will be different.

Leigh market may be open to wind and sleet and dirt; it may be smaller than the covered markets in nearby towns. But it has an atmosphere all its own and it never fails to fascinate.

Leigh, Lancashire
England, March 1, 1955.

Some people are like buttons—continually popping off.

Words and Thoughts

By COL. B. G. COATS

Have you been doing any thinking since you read "Odds and Ends" in the December issue of "The Auctioneer"? Well I have, and I started to wonder the other day how many words or syllables an Auctioneer speaks in the course of a day, not only when he is conducting a sale but on an average day. The next time you have an auction sale, have someone clock your every word or syllable, then multiply those by the number uttered to you by people with whom you have come in contact and you have a powerful amount of language flung on the air, just by one Auctioneer and those he has met along a day's journey.

Let's just take the average day when an Auctioneer is not conducting a sale, then take into consideration that a great deal of your words are spoken in relation to good intentions we profess we are going to carry into effect. It adds up to a powerful amount of contemplated action for the good. Now if it was changed into action in even a small percentage, what a tremendous improvement there would be in yourself, the auctioneer profession and your Association. Somehow it is mostly just talk—more than pity.

Somehow I have the feeling that a great deal of the nervous tension that makes Auctioneers a class unto themselves, is due to the ceaseless babble to which they are constantly subjected. You just can't get away from it. If it isn't someone you meet, if it isn't in the performance of your business, it's television. If it isn't your own television it's your neighbors. He's entertaining all his neighbors. The air is full of sound and fury.

These may seem like strange things to be passed on by an Auctioneer who has used words ad infinitum from the auction block for more than a decade. My only excuse is that I have sought brevity and the concise expression of

thought. That's it. What I am trying to express is the idea that the auctioneer profession would be better if Auctioneers thought more and talked less. Empty heads and open mouths are the curse of our time.

In the liquidation of estates, I often have the pleasure of selling the statue of "The Thinker". It appears in brass, marble and bronze and various dimensions as to height. Every time I come across "The Thinker", I am intrigued. What in the world is he thinking about? Anyhow it has the appearance of great and profound thoughts. Maybe if he could speak the illusion would be destroyed and the words betray something trivial and senseless.

Now, I am not urging the destruction of small talk. I am saying that we Auctioneers could stand a trifle more thought and less talk these days. An Auctioneer does not have to be learned nor profound to think to the heart of a question before he speaks.

Well, I haven't said much, maybe a lot of words, but let's reduce the babble on our part to less expression of good intent and more solid thought and action for our profession and our National Auctioneers Association. I have an idea things would happen.

LIFE SAVER

"You say you were once cast away on a desert island, entirely without food? How did you live?"

"Well, I had an insurance policy in my pocket, and I found enough provisions in it to keep me alive until I was rescued."

INNOCENT PASTIME

The young thing was sitting on her front porch knitting some tiny garments. And her mother said to a neighbor: "I'm glad to see that she has taken an interest in something other than running around with boys."

JULY 14-15-16, 1955

Are Important Dates For All Auctioneers

**Mark Your Calendar Now And
Start Making Plans To Attend The**

National Auctioneers Convention

**Claypool Hotel
Indianapolis, Indiana**

California Ram Sale Scores \$136 Average

A total sum of \$243,855 was collected for 1,940 head in the annual California Ram Sale, May 2. The auction was held at the California State Fairgrounds and was sponsored by the California Wool Growers Association.

Following is a summary giving the number of head and prices paid for each breed.

Hampshires

859 rams \$123,660; avg. \$144
110 ewes 6,032; avg. 55
969 head 129,692; avg. 134

Suffolks

537 rams \$76,055; avg. \$143
102 ewes 5,603; avg. 55
639 head 81,658; avg. 128

Hampshire-Suffolk Crossbreds

63 rams \$11,795; avg. \$187

Southdowns

13 rams \$1,620; avg. \$125
12 ewes 1,010; avg. 84
25 head 2,630; avg. 125

Rambouillets

41 rams \$3,462; avg. \$84

Columbias

47 rams \$4,530; avg. \$ 96

23 ewes 1,283; avg. 56
70 head 5,813; avg. 83

Romeldales

38 rams \$2,655; avg. \$ 70
5 ewes 175; avg. 35
43 head 2,830; avg. 66

Shropshires

5 rams \$345; avg. \$ 69
Col. Howard Brown, Woodland, Calif.,
a member of the NAA, was auctioneer,
assisted by Col. Bob Howard of Willows,
Calif.

ITSA MIGHTY SAD

When Tony's wife passed away, he was inconsolable. All the way back from the cemetery, he wept loudly, and his friend tried his best to console him.

"Now, now, Tony, my boy," the friend said. "It's really not so bad. I know itsa tough now, but in sixa month maybe you find another beautiful bambina and first thing you know you getta married again."

Tony turned to him in rage. "Sixa month!" he shouted. "What I gonna do tonight?"

Poise is the ability to continue talking casually while the other fellow picks up the check.

THE LIGHTER SIDE . . .

Heading Home

Policeman (to a man staggering home at 3 a. m.): "Where are you going at this time of night?"

Man: To a lecture."

Optimist Vs. Pessimist

An optimist and pessimist had recently gone into partnership and were reviewing their first month's business. "Well, we had a wonderful month," the optimist said. "Trade has flourished. We've had a continual run of customers."

"Yeah," agreed the pessimist sourly. "We had some pretty good business, but just look at those doors. If people keep shoving through them, the hinges will be worn out in another month."

Different Sizes

Salesgirl: "Yes, Mrs. Goldnose, our girdles come in five sizes—small, medium, large, wow! and Ye Gods!"

Jealous

A rooster while strutting around the barnyard early one Easter Sunday morning came across a nest of brightly colored eggs. He cocked his head, thought a while, and then made a bee-line across the barnyard and knocked h—— out of the peacock.

Public Servant

Young Lady: "Can you squeeze me in here?"

Bus Driver: "Why yes, lady, if someone else will drive the bus."

The Jig's Up

Angry wife: "Homer, one of the pheasants you were shooting yesterday called and left her number."

Clincher

Old Maid: "I can't decide between the divan and the arm chair."

Clerk: "Lady, you can't make a mistake on a nice comfortable chair like this."

Old Maid: "O.K. I'll take the divan."

Turnabout

When the little mink died and went to heaven St. Peter told him, "We haven't had any minks up here before, so we won't know exactly what to do for you. However, you were a good little mink on earth and we want you to be happy, so we will give you anything you like."

"Please, St. Peter," pleaded the little mink, "could I have a coat made out of chorus girls?"

Comparison

A wedding ring is similar to a tourniquet—it stops your circulation.

Abnormal

"Have you any abnormal children in your class?" a harassed-looking teacher was asked.

"Yes," she replied, "two of them have good manners."

Manners

Cannibal chief to son, "How often have I told you not to talk with someone in your mouth?"

Revenge

The coach was checking the new football prospects. "What's that boy's name?" he asked the trainer.

"Oscowynsinski," replied the trainer.

"Put him on the team. Here's where I get even with that sports editor."

Typical

TV Announcer: "We have just received an important news bulletin from the White House. Please stand by! The President asks everyone to remain calm . . . but first, a word from our sponsor."

Surprising Solution

Mrs. G: For months I couldn't find out where my husband spent his evenings.

Mrs. B: How did you find out?

Mrs. G: Well, one evening I went home and there he was.

IN UNITY THERE IS STRENGTH

Relief

The speeding motorist careened into a telephone pole and brought the wires crashing down. When he regained consciousness, his hands were clutching the wires.

"Thank goodness," he breathed, "a harp!"

This Is the Place!

Arriving late at his son's fraternity house, the father banged on the door and shouted, "Does Jim Smith live here?"

"Yeah," came the shout from upstairs. "Bring him in."

Win, Lose or Draw?

A college senior dated a young lady from a nearby school a few times. Then some weeks passed and when she hadn't heard from him she sent a telegram: "Dead, delayed or disinterested?"

To which the young man promptly wired back: Hunting, fishing or trapping?

Book Larnin'

"How's Henry gettin' along at school, Eph."

"Not so good George. Tells me they're learnin' him to spell taters with a 'p.'"

Smart Guy

Watching a companion fall on his face after the third Martini, another patron said to the bartender, "That's what I like about Joe—he always knows when he's had enough."

Voice of Experience

Professor: "If you start at a given point on a given figure and go all the way around it, what will you get?"

Freshman: "Slapped, sir."

Scotch?

"What in the world makes your tongue so black?"

"Dropped a fifth on a freshly tarred road."

Modern Dilemma

Man to family climbing out of car: "Well, we finally found a parking space. Does anybody remember why we're here?"

Father's Advice

"I'd never marry a man who snored," said the charming young thing. "I don't blame you, daughter," said the father. "But be careful how you find out."

Mental Telepathy

The young woman and her male companion were sitting on the sofa and discussing mental telepathy. "Would you call it mental telepathy," she asked, "if you and I were thinking about the same thing?"

"No," said the young man, "I'd call that just plain good luck."

First Concert

Son: (At first concert during a soprano solo) "Why is that man shaking that stick at that woman?"

Mother: "Shhh. He isn't shaking it at her."

Son: "Then why is she screaming?"

Poem

My wife reads the ads, decides to buy. Advertising pays and so do I.

City Life Different?

"Any big men born around here?" a tourist asked a villager in a condescending tone.

"Nope," responded a native, "best we can do is babies. Different in the city, I suppose?"

Helpful Critters

Irate Realtor: "If you think this house is in such bad shape, what do you think is holding it together?"

Customer: "Probably the termites are holding hands."

The Same as Always

"Yes sir," asserted Mr. Ekhemer, "my wife is just as beautiful today as she was when I married her 20 years ago." Then he added, "Of course, it takes her longer."

Value Received

Then there was the Auctioneer who advertised: "We have no quarrel with our competitors who sell for less . . . They should know what their services are worth."

NAA President Visits Sand Hills Ranches

It was an alarming contrast for "Easterner", Col. Herman Sigrist, Ft. Wayne, Ind., when Col. Dan Fuller escorted him over the famous Sandhills of Nebraska. Following the Nebraska Auctioneers Convention, Col. Fuller induced Col. Sigrist to remain in order that he could show him a part of Nebraska.

Along with Mr. Earl Crouse, Vice-President of Doane Agricultural Service, Inc., the trio visited the Wolf Brothers and Reich headquarters ranch of 3,600 acres. Hay land, cattle and modern hay machinery were inspected. Next stop was the Mignery ranch where outstanding Shorthorns have been produced since 1878. From there they drove to the Wolf Brothers 26,000 acre ranch near Bartlett, Nebraska.

After spending the night at O'Neill, Neb., Col. Ernie Weller acted as host the following day. Col. Weller is quite well known throughout the NAA through his fine talk at the Omaha Convention and the descriptive account of his South American trip last year, which has just been completed in "The Auctioneer."

Col. Weller's 7,000 acre ranch is one of the best, good range land, well water-

ed and with ideal winter feeding grounds with natural protection. 600 yearling heifers and 600 yearling steers were inspected by the group as well as a square section of farm land. Upon returning to Atkinson, the next visit was the Atkinson Livestock Auction Market, owned and operated by Col. Weller, and it happened to be sale day.

All three men enjoyed the trip immensely, it being of special interest to Col. Sigrist and Mr. Crouse, and a pleasure for Col. Fuller to be in position to have their company.

Any mature man who doesn't think he knows more than his boss is a poor specimen, and not even the boss respects him.

Edison did a great thing for the country with his electric light bulb. Why, it's got so now that people are so prosperous that they eat dinner by candle light.



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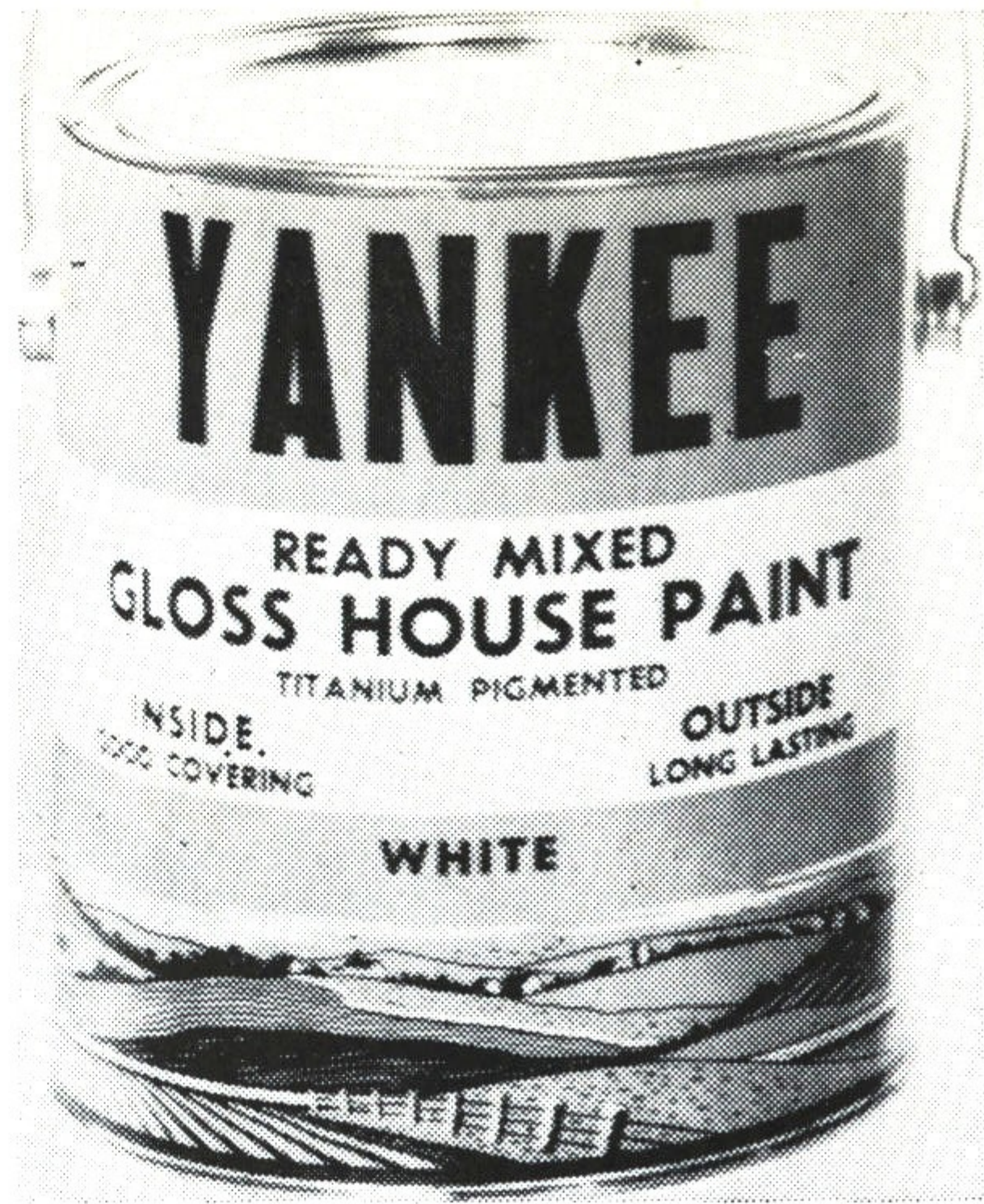
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